

Financial Results for FY2013,
Projections for FY2014,
and 12th Medium-Term Business Plan

Best Partner Bank for the Collaborative Creation of the Region's Future

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Financial Highlights for the FY2013

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Financial Highlights for the FY2013 (1)

- ◆ Business profit declined year on year mainly due to decreasing yields on loans and gains on bonds
- ◆ Ordinary profit and net income after tax increased year on year and exceeded projection due to improvement in gains on stocks

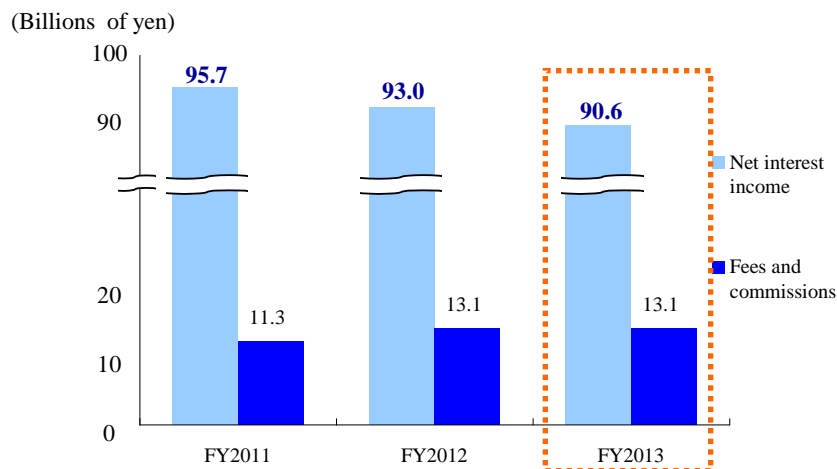
Financial highlights for the FY2013 (Non-consolidated)

	FY2011	FY2012	FY2013	YoY change	change ratio	Projection for FY2013	Versus projection	
		①	②	②-①	(②-①)/①	③	②-③	
Gross business profit	112.9	111.4	105.7	(5.7)	(5.1%)	107.5	(1.7)	
Net interest income	95.7	93.0	90.6	(2.4)	(2.6%)	90.0	0.6	} Refer to breakdown of Top-line on P4
Fees and commissions	11.3	13.1	13.1	(0.0)	(0.1%)	14.5	(1.3)	
Net other operating profit	5.7	5.2	1.9	(3.2)	(62.3%)	3.0	(1.0)	
Gains/losses on bonds	4.2	3.9	0.4	(3.5)	(88.9%)	1.5	0.2	
Expenses	69.1	68.7	70.6	1.9	2.8%	70.5	0.1	} Refer to breakdown of Expenses on P5
Net transfer to general reserve for possible loan losses (A)	1.7	(2.6)	(2.1)	0.5	(20.6%)	(2.0)	(0.1)	
Business profit	41.9	45.4	37.2	(8.2)	(18.0%)	39.0	(1.7)	
Core business profit	39.4	38.8	34.6	(4.1)	(10.6%)	35.5	(0.8)	
Net non-recurring gains(losses)	(11.9)	(13.7)	(1.4)	12.3	(89.7%)	(5.0)	3.5	
Disposal of non-performing loans (B)	8.1	12.0	8.4	(3.5)	(29.7%)	10.0	(1.5)	
Gains/losses on stocks	(1.7)	(1.4)	7.4	8.9	(610.3%)	6.2	1.2	
Ordinary profit	29.9	31.7	35.8	4.1	12.9%	34.0	1.8	
Net special gains (losses)	(0.7)	(0.8)	(0.6)	0.1	(17.9%)	0.0	(0.6)	
Net income before income taxes and others	29.2	30.8	35.1	4.2	13.7%	34.0	1.1	
Net income after tax	16.7	20.3	22.0	1.6	8.3%	22.0	0.0	
Net credit costs (A) + (B)	9.9	9.3	6.3	(3.0)	(32.3%)	8.0	(1.6)	
(Reference)								
Ordinary profit (Consolidated)	33.8	35.9	41.3	5.3	14.9%	38.0	3.3	} Refer to breakdown of Consolidated profit on P6
Net income after tax (Consolidated)	18.1	22.7	25.0	2.3	10.1%	24.0	1.0	

Financial Highlights for the FY2013 (2)~Top-line~

- ◆ Net interest income declined by ¥2.4 billion (down 2.6% YoY) mainly due to decreasing yields on loans
- ◆ Fees and commissions from investment trusts and annuities and whole-life insurance increased by ¥0.4 billion (up 1.7% YoY)

Breakdown of Top-line



(billions of yen)

	FY2011	FY2012	FY2013	change from FY2012	YoY change	Projection	Versus Projection
		①	②	②-①	(②-①)/①	③	②-③
Net interest income	① 95.7	93.0	90.6	(2.4)	(2.6%)	90.0	0.6
Interest income on loans	76.7	72.7	69.7	(3.0)	(4.2%)	-	-
Interest income on securities	23.9	24.3	24.8	0.4	1.7%	-	-
Interest expenses on deposits	4.3	3.3	2.5	(0.7)	(22.9%)	-	-
Fees and commissions	② 11.3	13.1	13.1	(0.0)	(0.1%)	14.5	(1.3)
Investment trusts, annuities and whole-life insurance	4.2	5.2	5.6	0.4	7.9%	-	-
(Investment trusts)	2.5	2.8	3.6	0.8	30.4%	-	-
(annuities and whole-life insurance)	1.7	2.3	1.9	(0.4)	(18.7%)	-	-
TOTAL (①+②)	107.1	106.2	103.7	(2.4)	(2.3%)	104.5	(0.7)

Breakdown of Net interest income

(Billions of yen)

	FY2013								
	Total		Domestic		Foreign				
	Results	change from FY2012	Results	YoY change	Results	YoY change			
Net interest income	67.1	(2.2)	67.0	(2.4)	0.0	0.1			
Interest income on loans	69.7	(3.0)	69.4	(3.1)	0.2	0.0			
【Breakdown by factors】	Average balance	-	3.0	-	2.9	+212.1 billions of yen	-	0.1	+18.4 billions of yen
	Yield	-	(6.1)	-	(6.1)	(12bp)	-	(0.0)	(15bp)
Interest expenses on deposits	2.5	(0.7)	2.3	(0.6)	0.2	(0.0)			

Breakdown of interest income on securities

(Billions of yen)

	FY2013								
	Total		Domestic		Foreign				
	Results	change from FY2012	Results	YoY change	Results	YoY change			
Interest income on securities	24.8	0.4	19.6	(1.2)	5.1	1.7			
【Breakdown by factors】	Average balance	-	1.9	-	0.4	+52.8 billions of yen	-	1.4	+77.3 billions of yen
	Yield	-	(1.4)	-	(1.7)	(7bp)	-	0.2	12bp

Financial Highlights for the FY2013 (3) ~Expenses~

- ◆ Expanded our branch network and invested IT Sectors to strengthen competitiveness and further growth
- ◆ Leverage the use of IT including CRM and new customer service management system JAST* to implement effective sales strategies

*JAST=Joyo banker's AssiStant Tool (Launched in Feb. 2014)

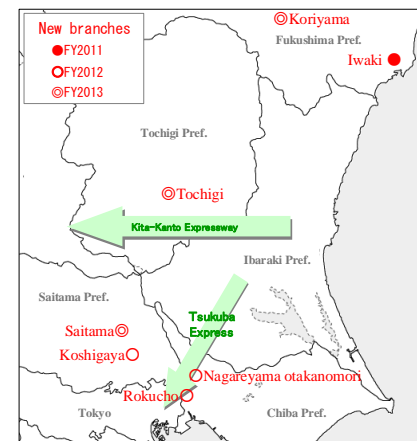
Strategies

◆ Strategic investment to strengthen competitiveness

- JAST (Loan Officer/Loans BPR launch in Feb. 2014)
→ JAST provides integrated services based on a better understanding of the timing of its customers' financing needs and feedback to implement effective sales strategies.
- Increasing backbone network capacity (launch in Jan. 2014)
→ Increased the capacity for JAST and New branch terminal system
- New branch terminal system (launch in 1st half of FY2014)
→ Improve the operability and offer better understanding of the timing of its customers' financing needs by connecting wit CRM.

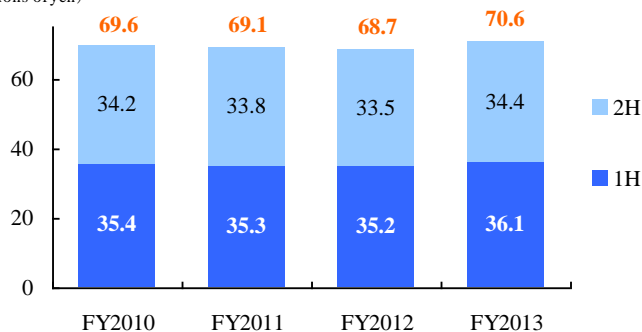
◆ Branch network expansion

- 【FY2011】
 - Iwaki loan plaza
- 【FY2012】
 - Nagareyama otakanomori branch
 - Rokucho branch
 - Koshigaya loan plaza
- 【FY2013】
 - Saitama branch
 - Tochigi branch
 - Koriyama loan plaza



Expenses

(Billions of yen)



(Billions of yen)

	FY2011	FY2012 ①	FY2013 ②	YoY Change ②-①	Target for FY2014③	YoY Change ③-②
Personnel expenses	35.0	35.1	35.1	0.0	35.2	0.0
Non-Personnel expenses	31.3	30.6	32.3	1.7	33.3	0.9
Depreciation	5.9	5.1	5.8	0.6	-	-
Deposit insurance cost	5.5	4.8	4.9	0.1	-	-
Ohters	19.8	20.5	19.3	(1.2)	-	-
Tax	2.8	2.9	3.0	0.1	3.5	0.4
Total	69.1	68.7	70.6	1.9	72.0	1.3
OHR	61.2%	61.6%	66.7%	5.1p	65.1%	(1.6p)

Financial Highlights for the FY2013 (4) ~ Affiliated Companies ~

- ◆ Efforts to strengthen cooperation with affiliated companies, the variance with Joyo non-consolidated increased

Consolidated profit

	FY2013 Consolidated ①		FY2013 Non-consolidated ②		①-②	
	YoY change	YoY change	YoY change	YoY change		YoY change
Ordinary profit	41.3	5.3	35.8	4.1	5.4	1.2
Net income after tax	25.0	2.3	22.0	1.6	2.9	0.6

(Billions of yen)

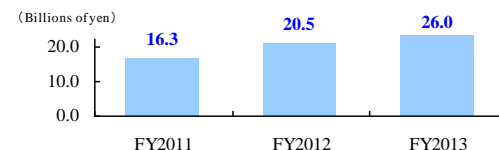
Financial results of affiliated companies

	Business Description	Ordinary revenue		Ordinary profit		Net income after tax		
		YoY change	YoY change	YoY change	YoY change	YoY change	YoY change	
Profitable	The Joyo Lease Co., Ltd.	Leasing of machinery and equipment, and claim acquisition	17,171	813	1,290	68	792	72
	The Joyo Securities Co., Ltd.	Trading of securities and mediation, commission and proxy trading of securities	1,597	389	544	287	514	280
	The Joyo Computer Service Co., Ltd.	Development and sales of software and other products, and contract data processing	1,469	146	38	(30)	21	(17)
	The Joyo Industrial Reseach Institute, Ltd	Consulting services and contract investigation and research services	435	20	7	(10)	5	(6)
Outsourcing	The Joyo Credit Guarantee Co., Ltd.	Credit guarantee of housing loans from Joyo Bank	3,421	304	2,561	820	1,500	477
	The Joyo Credit Co., Ltd.	Credit card services	1,141	(67)	208	(28)	105	(40)
	The Joyo Business Service Co., Ltd.	Agent in charge of administrative work for Joyo Bank	953	97	4	2	0	(0)
	The Joyo Cash Service Co., Ltd.	Maintenance and management of Joyo Bank ATMs	1,133	91	4	1	0	(0)
	The Joyo Equipment Management Co., Lt	Maintenance and management of business property and equipment of the Joyo Bank	1,196	33	326	23	(165)	(267)
Total		20,628	1,340	5,482	1,254	2,970	621	

(Millions of yen)

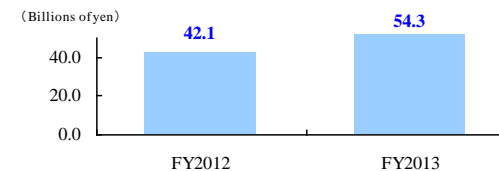
◆ The Joyo Lease Co., Ltd.

- Efforts to strengthen cooperation with Joyo bank, leasing cars, medical/health care fields, solar energy facilities increased



◆ The Joyo Securities Co., Ltd.

- Expanded securities brokerage service to all branches of Joyo bank from February 2013



◆ The Joyo Credit Guarantee Co., Ltd.

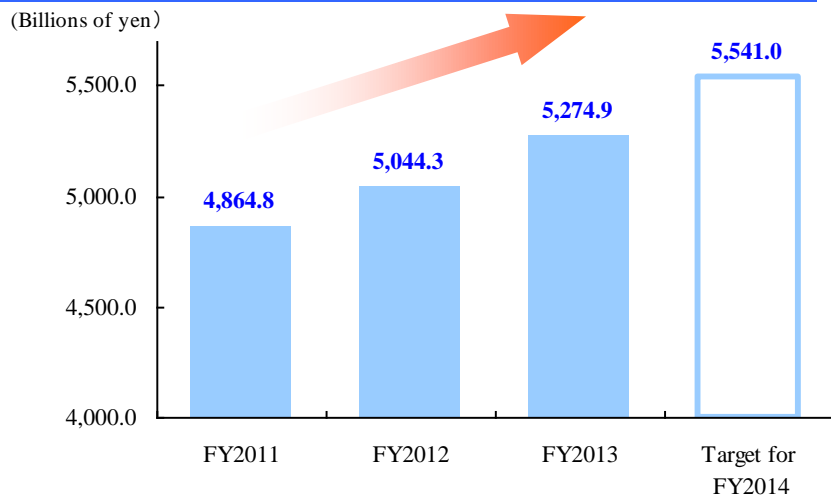
- Increased fees from housing loan and decreased credit costs



Average Balance of Loans and Deposits

- ◆ Efforts to strengthen medical/health care fields and housing-related loans, the balance of loans and bills discounted increased year on year by ¥ 230.6 billion (up 4.5% YoY)
- ◆ Deposits continued on an upward trend, the average balance increased by ¥ 190.7 billion (up 2.3% YoY)

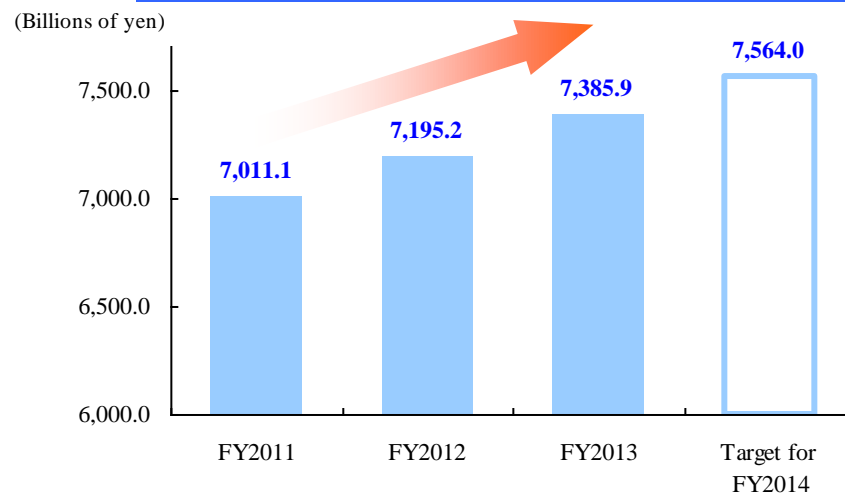
Average balance of loans and bills discounted



	(Billions of yen)					
	FY2011	FY2012 ①	FY2013 ②	YoY Change ②-①	Target for FY2014③	YoY Change ③-②
Corporate	2,555.3	2,602.0	2,669.7	67.7	2,716.0	46.3
Ibaraki and its adjoining areas	1,377.4	1,368.5	1,400.5	32.0	1,448.0	47.5
Tokyo and Osaka	1,177.9	1,233.5	1,269.1	35.6	1,268.0	(1.1)
Individual	1,540.2	1,628.6	1,777.8	149.2	1,955.0	177.2
Public sector	761.8	797.4	793.4	(4.0)	810.0	16.6
Foreign Currency	7.4	16.3	33.9	17.6	60.0	26.1
合 計	4,864.8	5,044.3	5,274.9	230.6	5,541.0	266.1

*Refer to end-balance on appendix, P46-P47

Average balance of yen-denominated deposits



	(Billions of yen)					
	FY2011	FY2012 ①	FY2013 ②	YoY Change ②-①	Target for FY2014③	YoY Change ③-②
Corporate	1,320.7	1,378.8	1,432.0	53.2	1,477.0	45.0
Individual	5,328.2	5,434.5	5,554.2	119.7	5,677.0	122.8
Public sector	362.2	381.9	399.7	17.8	410.0	10.3
Total	7,011.1	7,195.2	7,385.9	190.7	7,564.0	178.1
Ratio of current deposits	【 59.1% 】	【 60.1% 】	【 61.4% 】	1.3p	【 60.0% 】	(1.4p)
Ratio of time deposits	【 40.9% 】	【 39.9% 】	【 38.6% 】	(1.3p)	【 40.0% 】	1.4p

*Refer to end-balance on appendix, P48

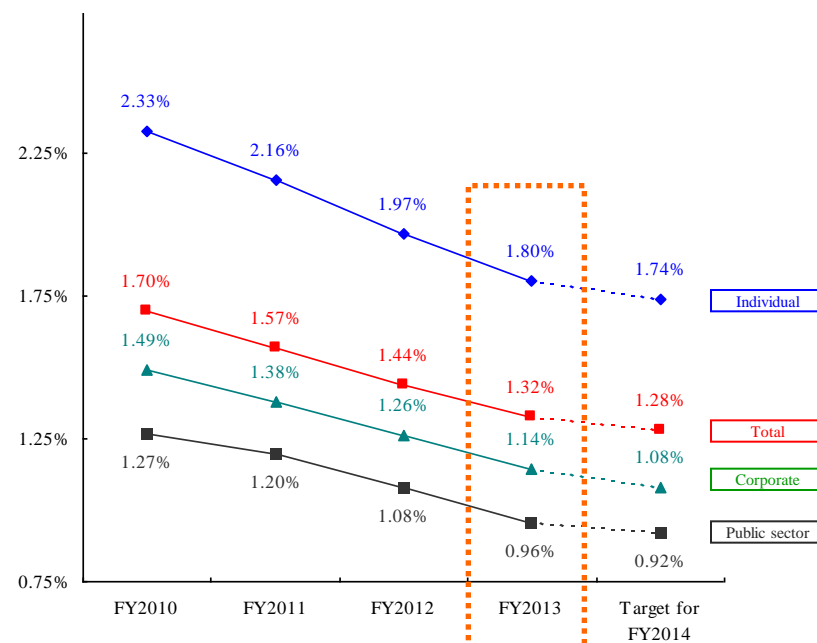
Loan-deposit Interest Margins/Average yields on Loans and bills discounted

- ◆ Average yield on loans and bills discounted: Result in FY2013: 1.32% (down 12bp YoY)
Projection in FY2014: 1.28% (down 4bp YoY)
- ◆ Loan-deposit interest margins : Result in FY2013: 1.29% (down 11bp YoY)
Projection in FY2014: 1.25% (down 4bp YoY)

Average yield on loans and bills discounted

		FY2011	FY2012	FY2013	Target for FY2014	YoY change ②-①	YoY change ③-②
		①		②	③		
Average yield on interest-earning asse (A)		1.37%	1.27%	1.18%	-	(9bp)	-
Average yield on loans and bills discounted (B)		1.57%	1.44%	1.32%	1.28%	(12bp)	(4bp)
Average yield on securities		1.05%	1.00%	0.96%	0.91%	(4bp)	(5bp)
Funding cost (C)		1.04%	0.98%	0.96%	-	(2bp)	-
Average yield on deposits (D)		0.06%	0.04%	0.03%	0.03%	(1bp)	0bp
Average yield on external liabilities		0.97%	0.94%	0.94%	-	0bp	-
Loan-deposit interest margins (B) - (D)		1.51%	1.40%	1.29%	1.25%	(11bp)	(4bp)
Total interest margin (A) - (C)		0.33%	0.29%	0.22%	-	(7bp)	-

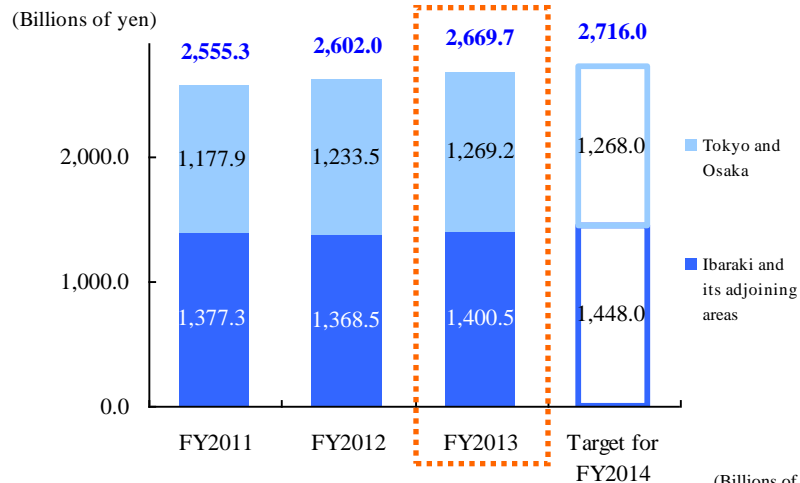
Loan-deposit interest margins (yen)



Corporate Loans

- ◆ Corporate loans increased as a result of active fulfillment of demand for funds in growth sectors such as new energy, medical and Health care
- ◆ Loans in Ibaraki and its adjoining areas rose from the previous year, partly owing to increased equipment funds

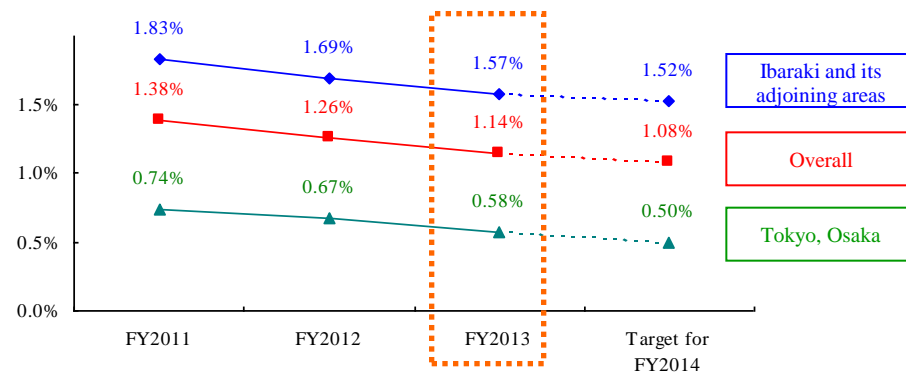
Balance of loans (yen/ average balance)



	FY2011	FY2012 ①	FY2013 ②	YoY Change ②-①	Target for FY2014③	YoY Change ③-②
Corporate loans	2,555.3	2,602.0	2,669.7	67.6	2,716.0	46.3
Ibaraki and its adjoining areas	1,377.4	1,368.5	1,400.5	32.0	1,448.0	47.5
Ibaraki	984.0	988.6	1,007.4	18.8	-	-
Miyagi and Fukushima	213.8	205.7	207.9	2.1	-	-
Tochigi	86.2	86.1	89.2	3.0	-	-
Chiba and Saitama	93.1	88.1	95.8	7.6	-	-
Tokyo and Osaka	1,177.9	1,233.5	1,269.2	35.6	1,268.0	(1.2)
Major companies	1,103.2	1,137.5	1,151.9	14.4	-	-
Medium sized companies	120.9	120.4	118.5	(1.9)	-	-
Small companies	1,331.2	1,344.1	1,399.3	55.2	-	-

*Refer to end-balance on appendix, P46-P47

Yield on loans



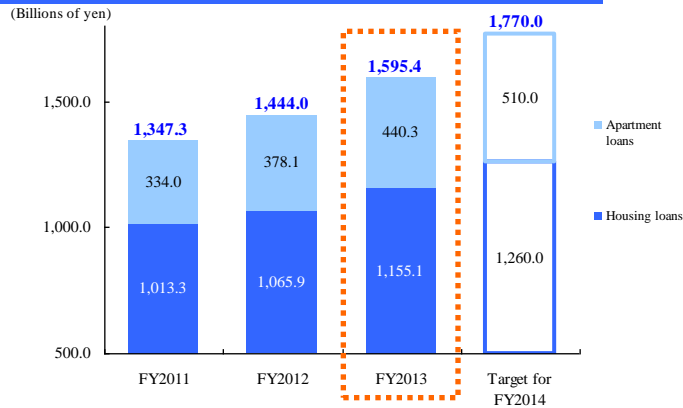
Initiatives for growth sectors

	FY2011	FY2012 ①	FY2013 ②	YoY Change ②-①	Target for FY2014③	YoY Change ③-②
Medical/Health care	11.5	28.8	35.5	6.7	40.0	4.5
New energy	-	6.3	21.4	15.1	10.0	(11.4)
Equipment investment	41.4	96.2	120.6	24.4	-	-
Ibaraki and its adjoining area	37.2	78.3	97.8	19.5	-	-
Tokyo & Osaka	4.2	17.9	22.8	4.9	-	-
【Reference】 End-balance						
Medical/Health care	135.4	137.1	147.1	10.0	-	-

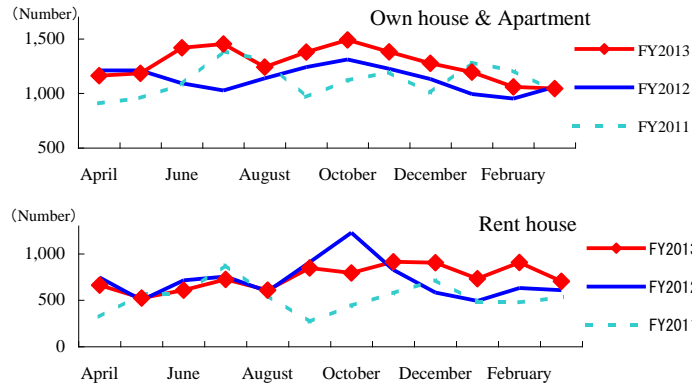
Housing-Related Loans

- ◆ Housing loans executed increased 24% owing to sales to leading housing manufacturers and local contractors as well as effects of opening stores in Fukushima, Chiba and Saitama
- ◆ The total amount of loans executed including apartment loans increased by ¥ 52.8 billion year on year, to ¥ 302.6 billion (up 21.1% YoY)

Housing-related loans (average balance)



Housing starts in Ibaraki prefecture



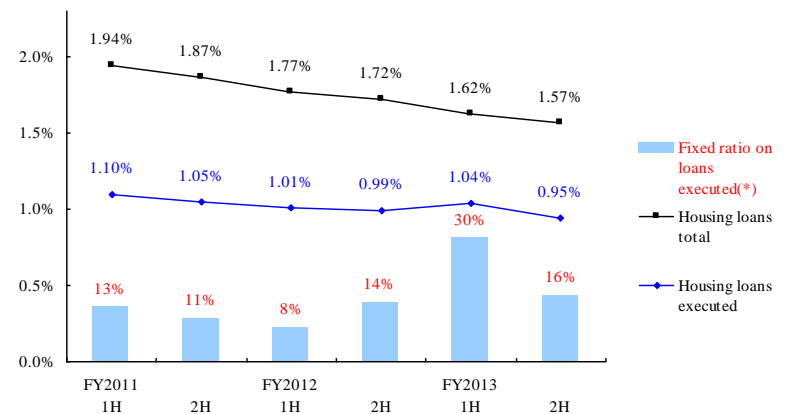
FY2013
YoY, +12.4%

FY2013
YoY, +3.9%

housing-related loans executed

	FY2011	FY2012 ①	FY2013 ②	YoY Change ②-①	YoY Change ③/①	Target for FY2014 ③	YoY Change ③-②
Housing loans	120.7	165.1	204.9	39.8	24.1%	230.0	25.0
Ibaraki	101.1	128.3	154.3	26.0	20.3%	150.0	(4.3)
Miyagi and Fukushima	5.3	6.9	8.8	1.8	26.9%	-	-
Tochigi	8.2	10.3	10.1	(0.2)	(2.1%)	80.0	29.3
Chiba and Saitama	5.8	19.4	31.5	12.1	62.2%	-	-
Apartment loans	55.1	84.7	97.6	12.9	15.2%	100.0	2.3
Ibaraki	-	56.9	55.6	(1.2)	(2.1%)	-	-
Miyagi and Fukushima	-	7.7	17.0	9.3	121.5%	-	-
Tochigi	-	11.6	8.4	(3.1)	(27.1%)	-	-
Chiba and Saitama	-	8.2	16.4	8.2	100.6%	-	-
Total	175.8	249.8	302.6	52.8	21.1%	330.0	27.3

Yield of housing loans



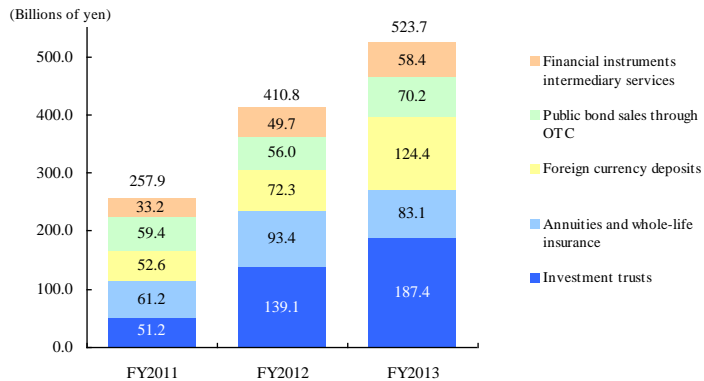
Asset Management

- ◆ Amounts of sales and fees from asset management increased owing to strengthening sales staff quantitatively and qualitatively

Sales for FY2013: ¥ 523.7 billion (up ¥112.9 billion (up 27.4%) YoY); Fees: ¥6.4 billion (up ¥0.5 billion (up 9.3%) YoY)

- ◆ The number and amount of installment investment trusts rose substantially with exclusive products ("plus T"/ launch from October 2013)

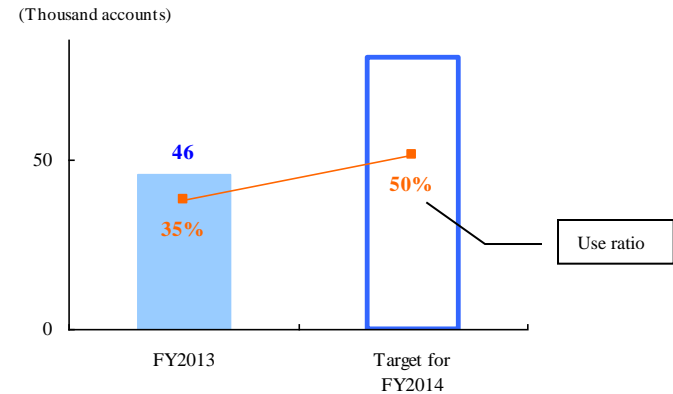
Sales of assets management



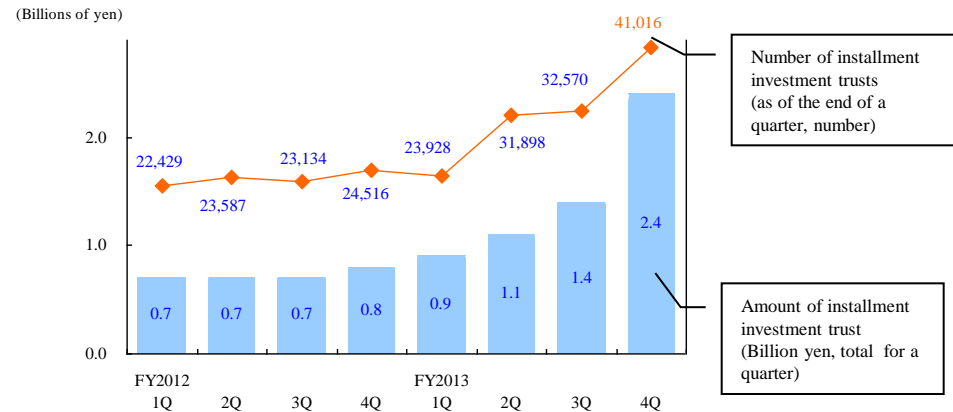
	FY2011	FY2012 ①	FY2013 ②	YoY Change ②-①	Target for FY2014 ③	YoY Change ③-②
Investment trusts	51.3	139.1	187.4	48.3	-	-
Equity investment trusts	50.8	68.6	103.4	34.8	140.0	36.6
MRF	0.5	70.5	83.9	13.4	-	-
Annuities and whole-life insurance	61.2	93.4	83.1	(10.3)	100.0	16.9
Others	145.1	178.0	253.0	75.0	315.0	62.0
Public bond sales through OTC	59.3	56.0	70.2	14.2	90.0	19.8
Foreign currency deposits	52.6	72.3	124.4	52.1	125.0	0.6
Financial instruments intermediary services	33.2	49.7	58.4	8.7	100.0	41.6
Total	257.9	410.8	523.7	112.9	-	-

【Fees from asset management】	FY2011	FY2012 ①	FY2013 ②	YoY Change ②-①	Target for FY2014 ③	YoY Change ③-②
Investment trusts	2.5	2.8	3.6	0.8	4.3	0.6
Annuities and whole-life insurance	1.7	2.3	1.9	(0.4)	2.4	0.4
Others	0.6	0.7	0.8	0.1	1.1	0.3
Public bond sales through OTC	0.1	0.1	0.1	0.0	0.2	0.0
Foreign currency deposits	0.4	0.3	0.4	0.0	0.5	0.0
Financial instruments intermediary services	0.0	0.1	0.2	0.0	0.4	0.2
Total	4.9	5.9	6.4	0.5	7.9	1.4

NISA (Japanese ISA)



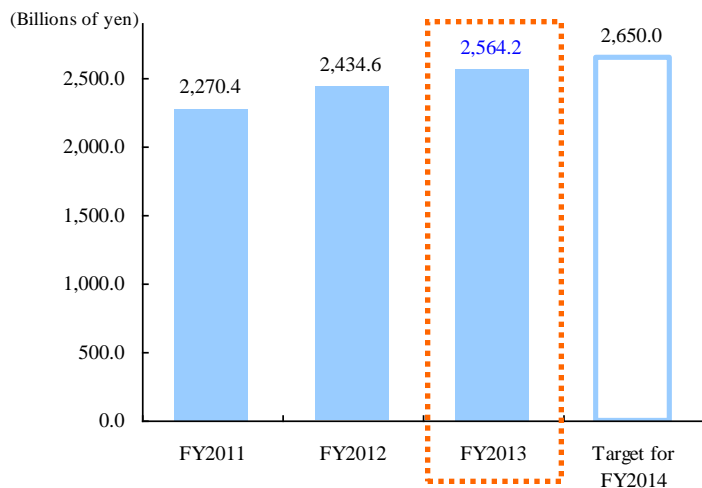
Installment investment trusts



Securities

- ◆ Management of foreign bonds, ETF and REIT was strengthened. Sales proceeds were secured with swift and flexible actions.
- ◆ Duration was shortened in recognition of the risk of interest rate rises in Japan and the US.

Securities (average balance)



	FY2011	FY2012 ①	FY2013 ②	YoY Change ②-①	Target for FY2014 ③	YoY Change ③-②
(Billions of yen)						
Domestic bonds	1,950.3	2,051.0	2,080.4	29.4	2,045.0	(35.4)
Foreign bonds	135.5	187.3	264.6	77.3	335.0	70.4
Investment trusts	46.6	64.2	89.1	24.9	145.0	55.9
Stock	138.1	132.1	130.0	(2.1)	125.0	(5.0)
Total	2,270.4	2,434.6	2,564.2	129.6	2,650.0	85.8
【Duration】						
JPY bonds	3.8	4.0	3.8	(0.2)	4.0	-
Foreign currency bonds	3.1	4.0	3.8	(0.2)	4.0	-

*Refer to end-balance of securities on appendix, P49

Gains and losses related to securities

	FY2012 ①	FY2013 ②	YoY Change ②-①	Products
(Billions of yen)				
Gains(losses) on bonds ①	3.9	0.4	(3.5)	
gains on bond selling	4.6	5.6	0.9	REIT,JGB
gains on bond redemption	0.2	1.0	0.7	
losses on bond selling	0.4	6.2	5.7	Foreign bonds,JGB
Gains(losses) on stock ②	(1.4)	7.4	8.9	
gains on stock selling	1.1	8.9	7.7	ETF, Stock
losses on stock selling	1.7	1.4	(0.2)	
losses on stock redemption	0.9	0.0	(0.9)	
Total (①+②)	2.4	7.9	5.4	

Securities (balance/ unrealized gains and losses)

	Term-end balance			Unrealized gains(losses)			
	13/03	14/03	change from 13/03	13/03	14/03	change from 13/03	
(Billions of yen)							
Domestic bonds	2,068.2	2,064.9	(3.2)	(0.1%)	43.8	35.5	(8.3)
JGB	1,374.2	1,344.7	(29.4)	(2.1%)	28.0	23.2	(4.7)
Foreign bonds	225.2	297.5	72.2	32.0%	5.6	1.4	(4.2)
Government bonds	65.4	117.0	51.6	78.8%	1.2	(0.2)	(1.4)
Ginnie Mae(Pass through)	69.2	66.6	(2.5)	(3.7%)	0.1	0.0	(0.2)
Investment trusts & others	80.3	119.9	39.6	49.3%	16.2	12.8	(3.3)
ETF	34.2	65.4	31.1	90.7%	6.5	5.2	(1.2)
REIT	23.4	28.5	5.1	21.7%	11.4	6.3	(5.1)
(Yields)	0.0	0.0	(0.1)	-	-	-	-
Stocks	137.7	138.1	0.4	0.3%	66.0	82.2	16.1
Trust beneficiary rights	11.7	8.6	(3.0)	(25.8%)	0.0	0.0	0.0
Total	2,523.2	2,629.3	106.1	4.2%	131.8	132.1	0.2

*Refer to foreign securities portfolio on appendix, P50

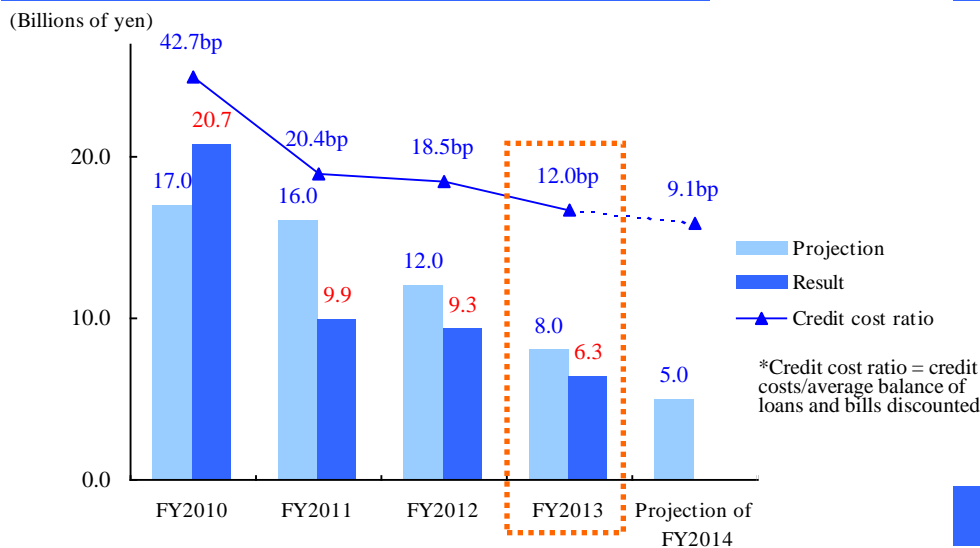
Credit Costs

- ◆ Credit costs decreased owing to a decline in corporate bankruptcies, support for business improvement for customers, and other efforts.

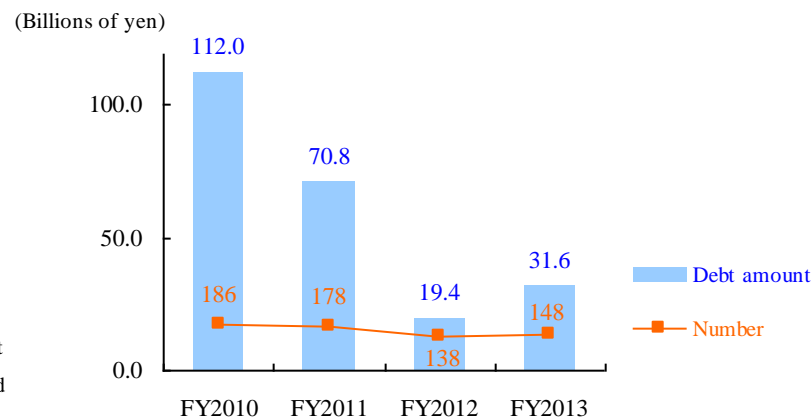
FY2013: ¥6.3 billion (down ¥3 billion YoY);

estimate for FY2014: ¥5 billion (down ¥1.3 billion YoY).

Net credit costs and credit cost ratio



Bankruptcies in Ibaraki



Actions for exit strategy

	FY2011	FY2012 ①	FY2013 ②	YoY change ②-①	Projection of FY2014 ③	Versus projection ③-②
New downgrades	11.6	16.5	14.0	(2.4)	10.5	(3.5)
Decrease incollateral value	1.6	1.3	0.7	(0.5)		
Losses on bulk sale of loans etc.	0.4	0.1	0.1	0.0	2.0	0.4
Others	0.8	0.7	0.6	0.0		
Reversal of provision for specific reserves ()	4.1	4.5	4.8	0.3	6.0	(1.1)
Recoveries of written-off claims ()	2.2	2.1	2.2	0.1		
Net transfer to general reserve for possible loan losses	1.7	(2.6)	(2.1)	0.5	(1.5)	0.6
Net credit costs	9.9	9.3	6.3	(3.0)	5.0	(1.3)

Actions of Solution support team	(Number)			
	Completed	In-progress of reconstruction	Set policy	
Our support	22	13	5	4
Support from public institution※	25	10	13	2
Reconstruction funds※2	17	2	7	8
DES・DDS	9	4	2	3
Others	161	80	46	35
Total	234	109	73	52

1. Assistance from Ibaraki Prefectural Industrial Revitalization Corporation, Great Eastern Japan Earthquake Business Restoration Assistance Organization, etc.
2. Assistance from Ibaraki Iki-iki No. 2 Fund, Risa Partners Inc., etc.

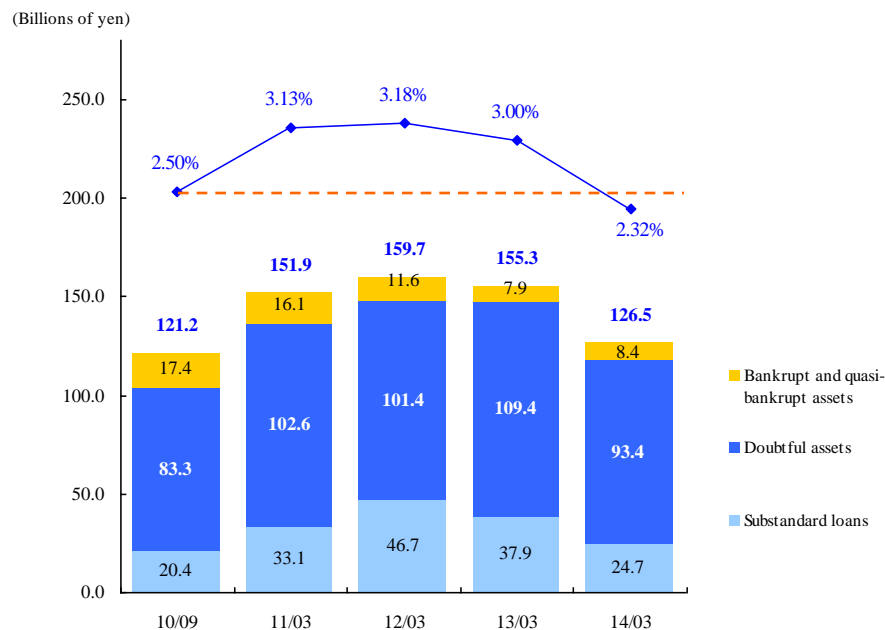
Claims for Disclosure

- ◆ Claims for disclosure decreased to ¥ 126.5 billion, down ¥ 28.7 billion YoY, owing to a decline in corporate bankruptcies and efforts to support of business improvement and other efforts.
- ◆ The ratio of claims for disclosure^{*1} was 2.32%, falling below the level before the Great Eastern Japan Earthquake.^{*2}

*1 The ratio of claims for disclosure to the loan balance

*2 The ratio immediately before the earthquake: 2.50% (as of the end of September 30, 2010)

Claims for disclosure (based on disclosure under the Act on Emergency Measures for the Revitalization of the Financial Functions)



Amount of claims for rating of debtors under self-assessment

(Billions of yen)

Classification of borrowers	Problem, non-problem assets	13/03	13/09	14/03	YoY change	change from
		①	②	③	③-①	③-②
Legally bankrupt		1.5	1.5	1.6	0.1	0.1
Substantially bankrupt	Problem assets	6.4	6.9	6.7	0.3	(0.1)
Potentially bankrupt		109.4	101.7	93.4	(15.9)	(8.3)
Borrowers requiring monitoring		37.9	27.7	24.7	(13.2)	(3.0)
Borrowers requiring caution ①	Borrowers requiring monitoring excluding substandard loans	18.3	12.0	9.9	(8.4)	(2.1)
	Borrowers requiring caution excluding borrowers requiring monitoring	420.8	391.9	383.1	(37.7)	(8.8)
Normal assets ②	Non-problem assets	4,565.5	4,718.3	4,898.0	332.5	179.7
Total ③		5,160.1	5,260.1	5,417.8	257.6	157.7
Normal asset ratio ②/③		88.5%	89.7%	90.4%	2.3%	0.7%
Borrowers requiring caution ratio ①/③		9.2%	8.2%	7.7%	(2.1%)	(0.5%)

Projections for FY2014

◇ Projections for FY2014	16
◇ Capital Management	17
◇ Shareholder Returns	18

Projections for FY2014

- ◆ Focus on increasing balance of loans and improving yields. Further strengthen initiatives toward asset management, and expand top line
- ◆ Outlook for non-consolidated net income for the term is ¥22 billion (same level as FY2013)

FY2014 Earnings Forecast (Non-consolidated)

(Billions of yen)

Non-consolidated	FY2013	FY2014 projection	YoY change	1H FY2013	1H FY2014 projection	YoY change
Gross business profit	105.7	110.5	4.7	53.7	55.5	1.7
Net interest income	90.6	91.0	0.3	45.7	45.5	(0.2)
Net interest on loans and deposits	67.1	68.0	0.8	33.5	33.5	0.0
Interest and dividends on securities	23.4	23.0	(0.4)	12.2	12.0	(0.2)
Fees and commissions	13.1	15.0	1.8	6.8	7.5	0.6
Net other operating profit	1.9	4.5	2.5	1.2	2.5	1.2
Gains(losses) on bonds	0.4	3.0	2.5	0.4	1.5	1.0
Expenses	70.6	72.0	1.3	36.1	37.0	0.8
Net transfer to general reserve for possible loan losses (A)	(2.1)	(1.5)	0.6	(1.5)	(1.0)	0.5
Business profit (before transfer to general reserve for possible loan losses)	35.1	38.5	3.3	17.6	18.5	0.8
Business profit	37.2	40.0	2.7	19.2	19.5	0.3
Net non-recurring gains(losses)	(1.4)	(6.0)	(4.5)	0.7	(2.0)	(2.7)
Disposal of non-performing loans (B)	8.4	6.5	(1.9)	5.6	3.0	(2.6)
Net gains/losses on equity securities	7.4	1.0	(6.4)	6.2	1.0	(5.2)
Ordinary profit	35.8	34.0	(1.8)	19.9	17.5	(2.3)
Net special gains(losses)	(0.6)	(1.0)	(0.3)	(0.2)	(1.0)	(0.7)
Net income before income taxes and others	35.1	33.0	(2.1)	19.6	16.5	(3.1)
Net income after tax	22.0	22.0	same level	12.4	11.0	(1.4)
Net credit costs (A)+(B)	6.3	5.0	(1.3)	4.0	2.0	(2.0)
(Consolidated)						
Net income after tax	25.0	24.5	(0.5)	14.2	12.0	(2.2)

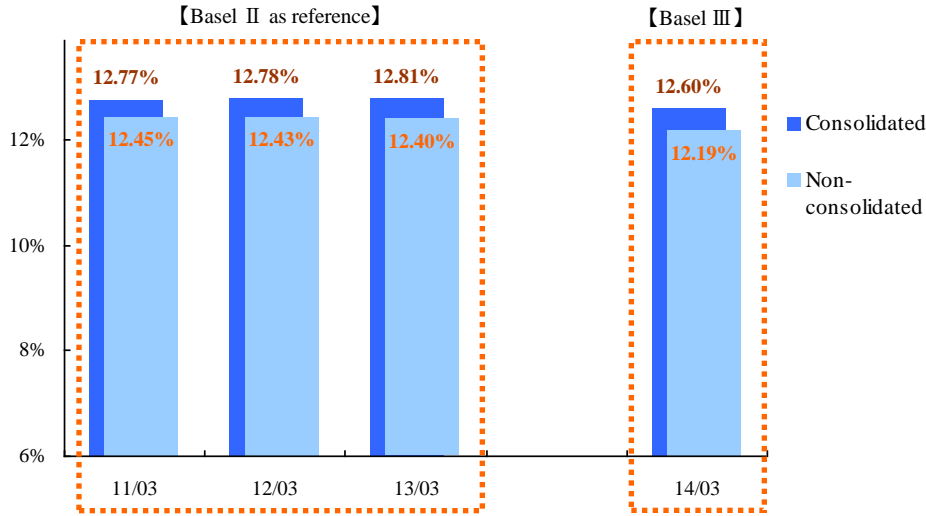
- Net interest income +¥0.3 billion
 - Increase in average loan balance +¥3.3 billion
 - Corporations +¥46 billion
 - Individuals +¥177 billion
 - Foreign currency +¥26 billion
 - Lower yields on loans (4 bp) (¥2.1 billion)
 - Corporations (5 bp)
 - Individuals (5 bp)
 - Public (4 bp)
 - Increase expenses on deposit (¥0.2 billion)
 - Reduced interest on securities (¥0.4 billion)
- Fees and commissions +¥1.8 billion
 - Fees for deposited assets +¥1.4 billion
 - Corporate fees and commissions +¥0.4 billion

Capital Management

◆ Capital adequacy ratio maintained at a high level of 12.60% consolidated, 12.19% non-consolidated

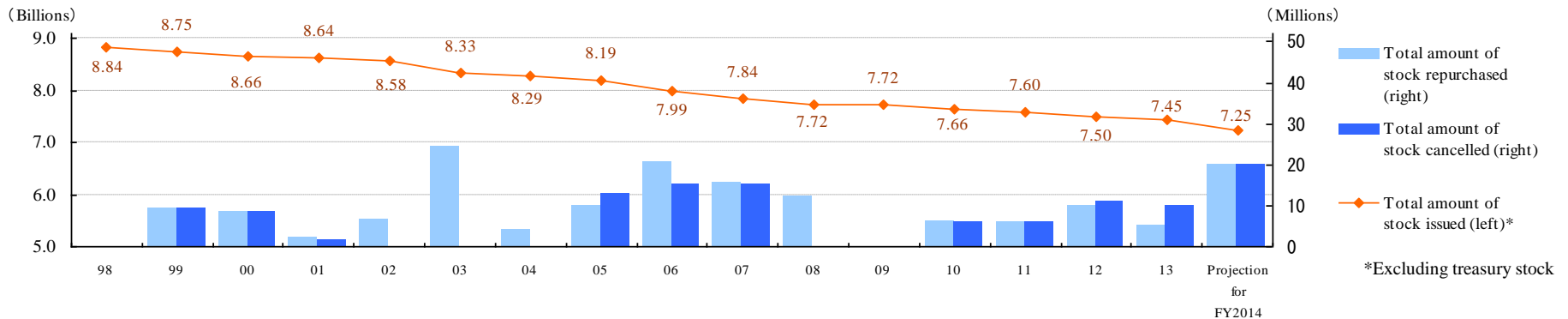
Capital Adequacy Ratio *

* Calculated based on the BASEL III standard (national standard) as of the full year ending March 2014.



Capital ratio	Interim measure	
	Apply	Disapply (Reference)
Consolidated	12.60%	c.11.4%
Non-consolidated	12.19%	c.11.1%

Outstanding shares and treasury stock acquisition and retirement



Shareholder Returns

- ◆ In FY2013, plan for a second consecutive increase in the dividend with an annual dividend of ¥9.0 (mid-term ¥4.5 + end-term ¥4.5)
- ◆ In FY2014 as well, implement shareholder return based on the profit distribution policy.
 - Stock repurchase : Repurchase from April with upper limit at 20 million shares or ¥12 billion
 - Annual dividend : Plan for third consecutive increase in dividend at ¥9.5 (mid-term ¥4.5 + end-term ¥5.0)

Shareholder return policy

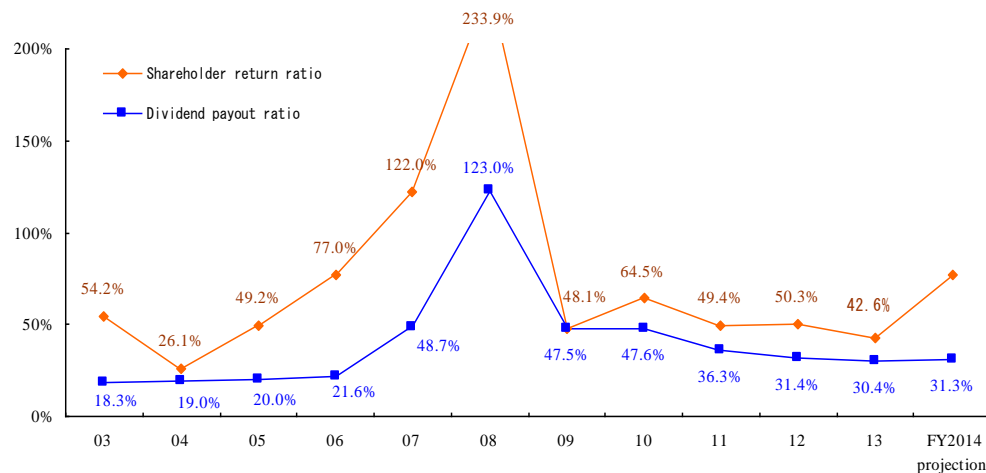
- ◆ Combine share buybacks and dividends for non-consolidated net income of at least 40%, aim to return at least 30% in dividends

FY2013 and 2014 Returns

		FY2013	FY2014
Dividend	Annual dividend	¥9.00	¥9.50
	(YoY change)	(+)(0.5)	(+)(0.5)
Stock repurchased	Shares*	5 million	20 million
	Amount*	¥2.6 billion	¥12.0 billion
	Release	13/5	13/4
	Period	13/5-13/8	14/4-14/9
Write-off stock repurchased	Shares	10 million	20 million
	Period	13/7	14/7

* Number of acquirable upper-limit shares and sums at the time of announcement

Total Returns and Payout Ratio



The 12th Medium-term Business Plan

◇ Environment	20
◇ Vision and Basic Strategies	21–22
◇ Management goals and Numerical goals	23
◇ Individual Strategies	
(1) Collaborative Creation	24–26
(2) Expansion of Customer Base	27–30
(3) Strengthening Investment Return	31
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(5) Remaking Human Resources Portfolio	34
◇ Stronger Coordination with Group Companies	35
◇ Numerical Plan	36

Overview of the 11th medium-term business plan, environment

The 12th medium-term business plan

Economy in our local area, business environment for banks

Expectation for economic recovery, Higher potential in our local area

- Steady progress of earthquake disaster reconstruction
- Progress of Abenomics
- Development and progress of transportation infrastructure, etc.

Emergence of regional challenges due to changes in the socioeconomic structure

- Decline in the total population, further decline in the birth rate and aging of the population
- Concentration of population in urban areas, and globalization
- Decline in housing starts and increase in vacant houses
- Increase in deserted cultivated land and empty stores
- Aging of public infrastructure
- Industrial metabolism, etc.

Intensifying competitiveness including other business categories

- Intensifying competition with Internet and distribution-type financial institutions, etc.

The 11th medium-term business plan



[Vision]

To be the best partner bank that grows with its customers

[Basic strategies]

- Contribute to regional reconstruction and growth by expanding the customer base
- Build a stable and sound management base by focusing on strong employee on-the-job performance
- Strengthen the organization as a whole by improving human resource capabilities

The 10th medium term business plan

[Vision]

To make Jojo Bank "the 'Best Partner' Bank in a New Financial Era

[Basic goals]

- Strengthen profitability on a consolidated basis
- Strengthen management organization
- Build on management resources

The Great Eastern Japan Earthquake

11th medium-term business plan outcomes and remaining challenges

[Outcomes]

- Reconstruction support centered on the Regional Reconstruction Support Project "Kizuna"
Total earthquake disaster reconstruction related loans provided: ¥400.2 billion
- Enhancing of housing-related loans by opening loan plazas and marketing to traders
Total housing-related loans provided: ¥728.4 billion (+ ¥260.0 billion compared to the 10th medium-term business plan)
- Enhancing of deposited assets through an all salespeople business organization and cross-selling consolidation
Total deposited assets sold: ¥1,192.4 billion (+ ¥594.8 billion compared to the 10th medium-term business plan)
Deployment of 302 salespeople through the business process re-engineering project 'ZERO'

[Challenges]

- Strengthen our readiness to respond to challenges in the region
- Strengthen profitability in areas of focus such as unsecured loans, etc.
- Construction of effective marketing channels etc.

Achievement of management goals

Income goals

	【Fiscal year 2013 goals】	【Results】
• Core gross business profit :	¥ 120.0 billion or more	: ¥ 105.3 billion
• Core business profit :	¥ 50.0 billion or more	: ¥ 34.6 billion
• Net income (non-consolidated):	¥ 25.0 billion or more	: ¥ 22.0 billion
• Net income (consolidated):	¥ 27.0 billion or more	: ¥ 25.0 billion

Efficiency

• OHR: (core gross business profit basis)	mid 50% range	: 67.1%
• ROE:	mid 5% range	: 4.4%

Soundness

• Tier I ratio including common stock:	approx. 12%	: 12.60%*
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* Capital adequacy ratio on a Basel III basis

Bankruptcy of Lehman Brothers (Lehman Shock)

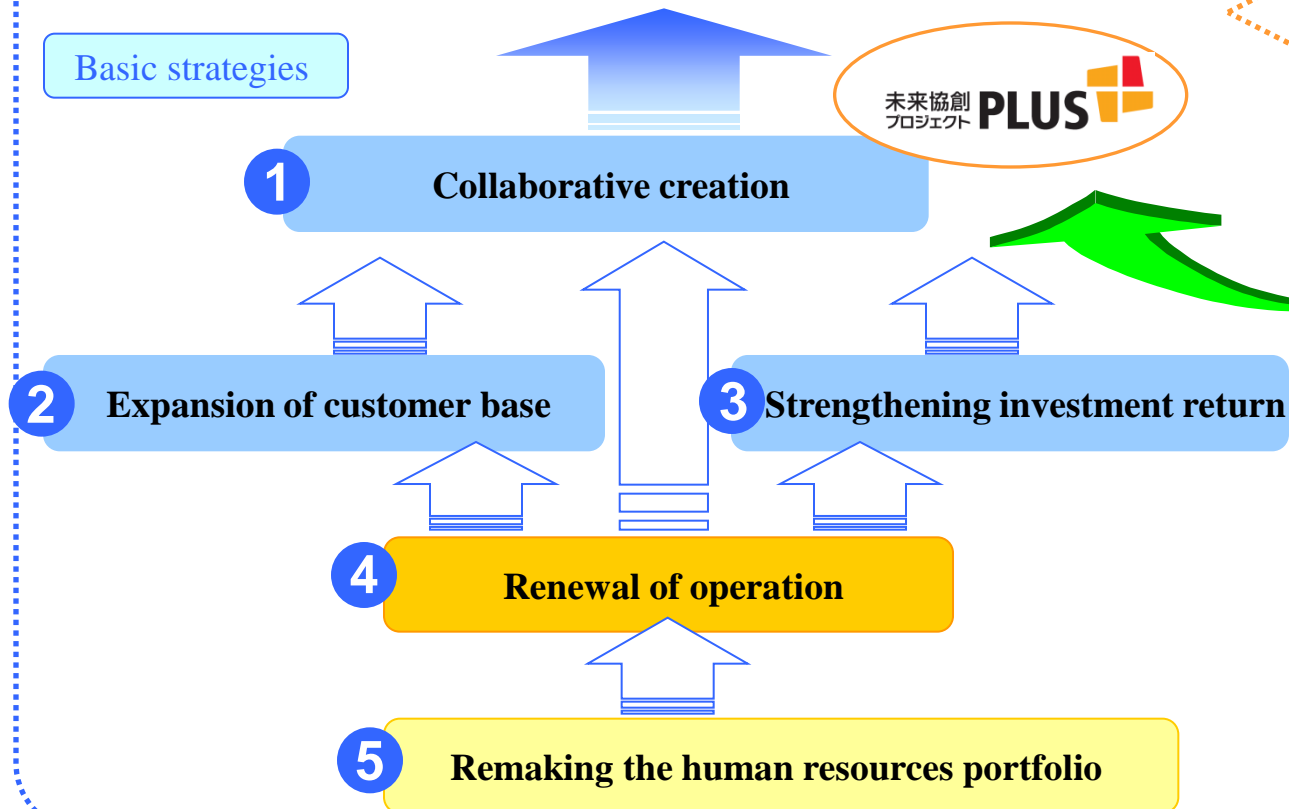
The 12th medium-term business plan

Vision

Best Partner Bank for the Collaborative Creation of the Region's Future

— We will create businesses of value and grow together with our customers and the region by evolving our comprehensive financial services —

Basic strategies



The emergence of challenges in the region means the expansion of opportunities to act for Jyo Bank, which includes “collaborative creation” in its management philosophy.

As it contributes to solving the challenges of the region the Jyo Bank Group itself will grow.

Jyo Regional Reconstruction Support Project “Kizuna” developed in the 11th medium-term business plan

Management philosophy

“Practicing sound management, creation of value, and partnership with the home region”

Jyo Bank will soundly operate and manage the Company and contribute to the development of the regional society and economy by creating high-value business together with its customers, regional communities, and shareholders.

Five basic strategies and major tactics

Area

1 Collaborative creation

- Create businesses aimed at resolving the challenges of the region
- "Challenge resolution type" business creation
- "Information development type" business creation
- "Network construction type" business creation
- "Knowledge utilization type" business creation

2 Expansion of customer base

- Identify business partners and expand our core business partners in our expanded marketing region
- [Expansion of our individual customer base] Expansion of points of contact with customers based on households/families and employees (workplace selling) and owner transactions
- [Expansion of our corporate customer base] Capture funds demand focused on timing and needs and provide high quality comprehensive financial services
- Strengthen initiatives support entry into overseas markets and overseas transactions, etc.

3 Strengthening investment return

- Diversification of investments and loans and instruments, expansion of the investments and loans region (incorporate the growth of Asia, etc.)
- Improve information gathering, surveys, and analytical capacity through the utilization of overseas offices, etc.

Marketing

(Customers)

(Region)

(Market)

4 Renewal of operation

- ◆ Innovations in marketing channels
- Strengthen direct channel marketing capacity, strengthen collaboration among channels, construct effective marketing channels
- ◆ Innovations in marketing and administrative processes and strengthening management organization
- Upgrading of marketing processes utilizing JAST*, etc.
- Ongoing construction of BPR promotion systems for BPR consolidation and progress
- Work on a proactive risk management structure and strengthen customer protection management and compliance structures

* JAST = Joyo banker's AssiStant Tool: a public relations and loan support system that was launched in February 2014

Process
management

5 Remaking human resources portfolio

- Work on an organizational human resources development structure
- Expansion of opportunities to act in comprehensive financial services

Human
resources
organization

Management goals and numerical goals

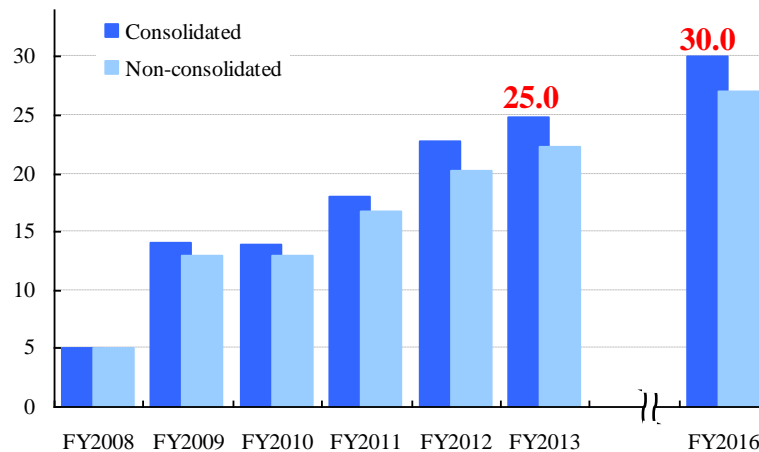
Management goals

Expansion of consolidated net income after tax

— Aiming for a FY2016 consolidated net income after tax of an all-time high of ¥30.0 billion or more —

[Change in consolidated and non-consolidated net income after tax]

(Billions of yen)



Numerical items

FY2016 goals

Change from FY2013

Income goals

● Consolidated net income after tax	¥30.0 billion or more	+ ¥5.0 billion
● Non-consolidated net income after tax	¥27.0 billion or more	+ ¥5.0 billion
● Non-consolidated ordinary profit	¥40.0 billion or more	+ ¥4.2 billion
● Non-consolidated gross business profit	¥120.0 billion or more	+ ¥15.3 billion

Efficiency indicators

● Non-consolidated OHR	under 60%	-6% or more
● Non-consolidated ROE	approx. 5%	+ 0.6% or more

Soundness indicators

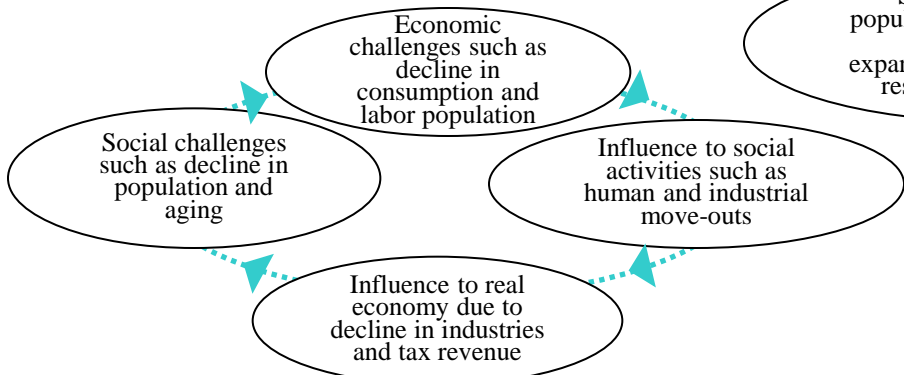
● Capital adequacy ratio	approx. 12%	maintaining current level
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Numerical goals

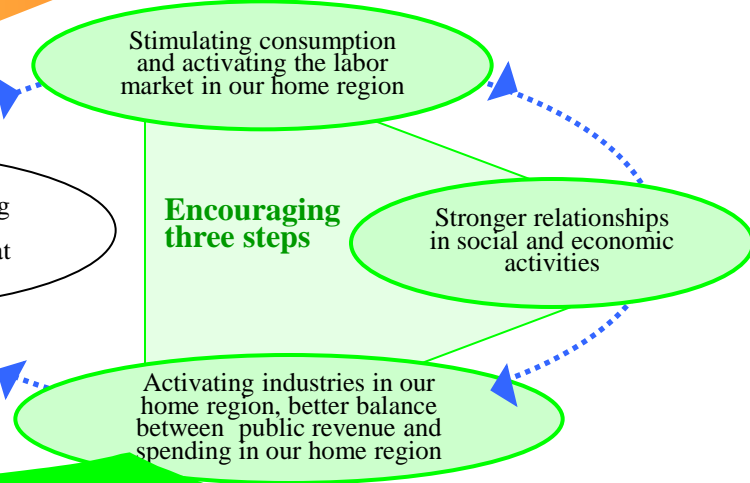
- ◆ Focus on four business developments to resolve challenges in our home region, capture opportunities by providing comprehensive consulting and financing supports

Shift “negative spiral” to “positive spiral”

Negative spiral

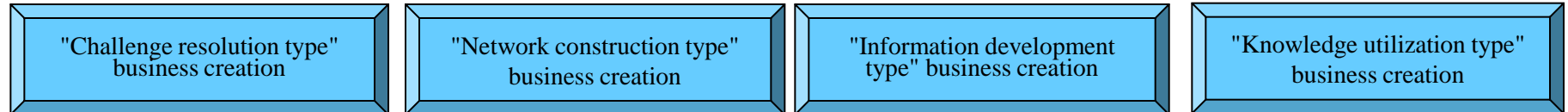


Positive spiral



Encouraging three steps

Four business creations to realize positive spiral



Sharing agendas in local areas

Strengthening our ability to connect in local communities

Reconstruction of function as an informational hub

Strengthening collaboration regarding industrial, academic, government, banks

Breakdown by customer type

Four business creations
to realize positive spiral

"Challenge resolution type"
business creation

"Network construction type"
business creation

"Information development
type" business creation

"Knowledge utilization type"
business creation

Customer
type

Individual

Corporate

Public sector

Means

Contribution to satisfied lives,
Expanding customer base

- Enhancing support for retire and early retire people
- Enhancing services for women etc.

Assisting with business and
Capturing opportunities for growing sector

- Providing consulting function and various loans
- Business matching, support for overseas advance, strengthening support for companies that advance our local area

Creation society that residents can be active,
Contribution to efficient fiscal management,
Capturing demand for loans

- Support for public asset management
- corporation with local communities such as activating local communities, support for environment and move-in etc.
- Activating city centers (decreasing vacant tenants) etc.

Efforts to support of business accessions and business improvement,
holding and expanding customer base

- strengthening support for smooth business accessions and inheritances
- strengthening support for business improvement and business revitalizations etc.

Project for the collaborative creation of region's future "PLUS+"

- "Ju-katsu Style (reverse mortgage)
- Support for entrepreneurs and manufacturers
- Service for environment and move-in
- Support for asset and business accessions (individual and corporate)
- Support for overseas business development
- Support for public asset management
- Offering new exchange and business meeting opportunities
- Attracting companies and supporting for companies that advance our home region
- Attracting companies, city redevelopment etc.

Comprehensive
financial
service



【About the logo】

- Orange rectangles show “customers”, “local communities”, “Joyo bank”, the red rectangle shows “additional value”
- Spread made by four rectangles shows “+” shape, and brings up the image that four rectangles make new value like a wind mill

Three “PLUS”s

1. Aiming to create additional values for customers, local communities and us by resolving challenges in our home region. Moreover, providing greater support for recovery after the Great Eastern Japan Earthquake.
2. Aiming to providing “advanced comprehensive financial service” which is essential service for economy in our home region such as “Investment, Funding, Settlement” mixed creative functions such as “consulting and information technology”
3. Acting to resolve agendas with positive thinking which improve motivation and bring better business opportunities

Project Policy

Seeking to possibilities for utilizing comprehensive financial service to resolve challenges in local area, create collaboratively the region’s future by business development through valuable planning and actions

“Best partner bank for the collaborative creation of region’s future”

Thee components

1. Resolving challenges by smooth financial functions
2. Business development through activation the local community and economy
3. Social contribution to region’s future

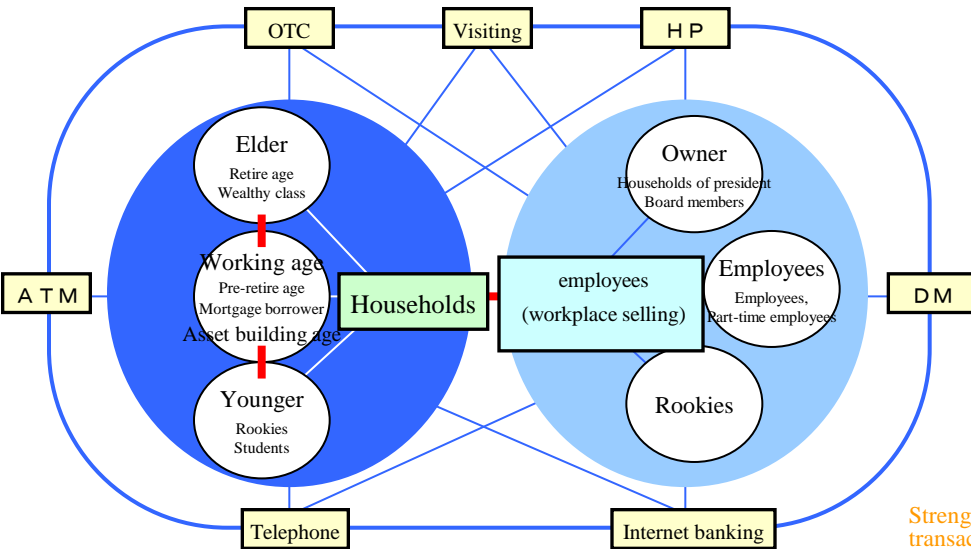
(Individual) Contribution to satisfied lives
(Corporate) Assistance for growing sector
(Public) Creating active local communities

Expansion of customer base

Wider relationship derived from business for households, owners and employees

- Focus on connections over generations and based households, connections between individual and corporate transactions

⇒ Wider relationship and expansion of customer base derived from transactions of household members, owners and employees

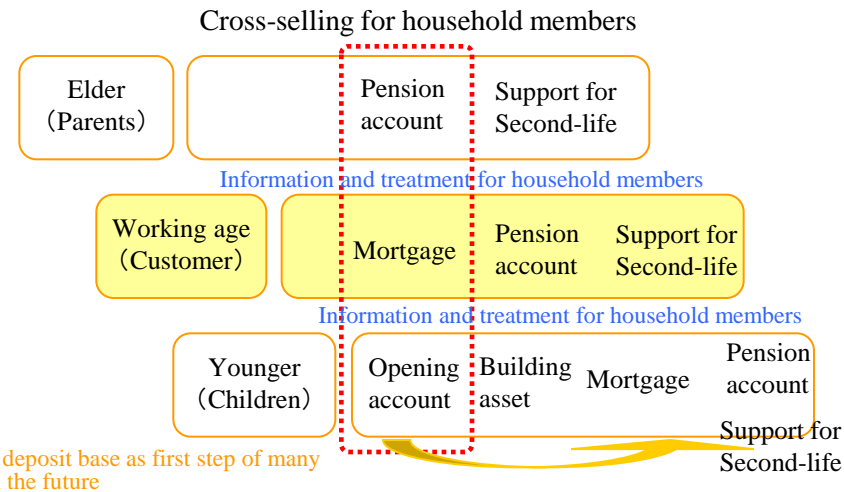


Promotion of “Cross-selling for household members”

- Promotion of Cross-selling for household members (parents, partner, children)

⇒ to be the main bank for the household

【 Cross-selling for household members ; image】



【 Cross-selling for household members ; case example for condition of treatment 】

Customer Household members

- Reinforcing proposals appropriate change of life stage
- Comprehensive promotion of cross-selling for household members including parents and children

Customer + Parents

- ”Mortgage” of customer + Pension account of parents (as an alternative of payroll account)

Owner and employee

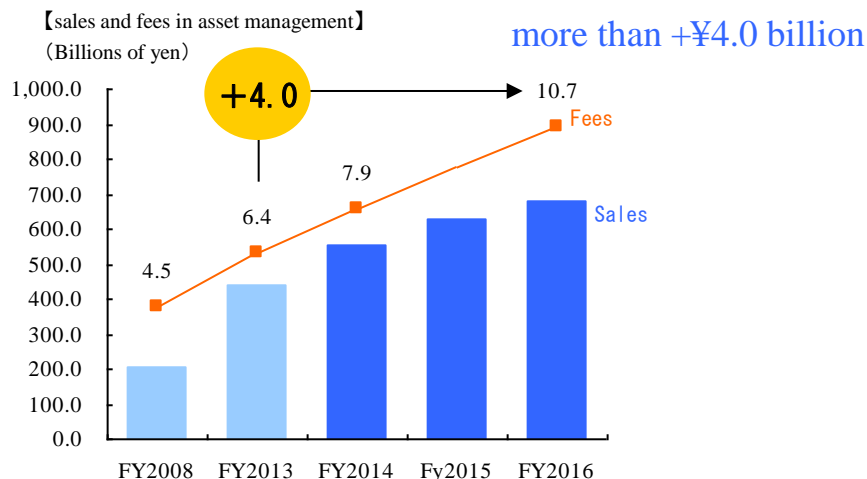
- strengthening approach through sales for owner and employee

Customer + Children

- ”Educational loan” of customer + Opening account of children (as an alternative of credit card)

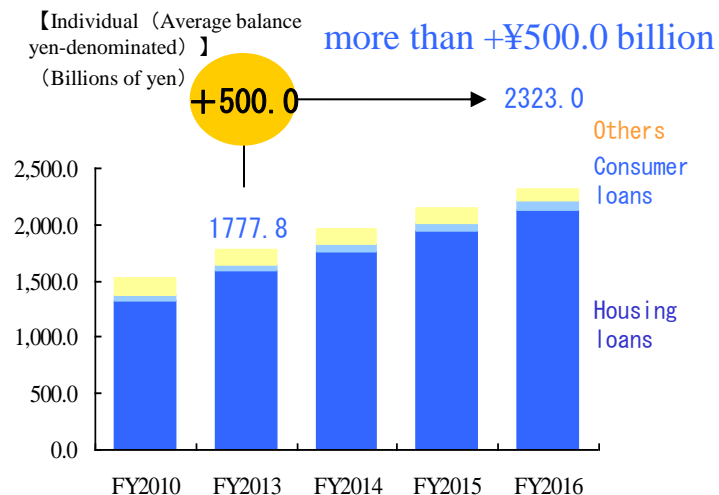
→ Cross-selling

● Increase in fees from asset management:

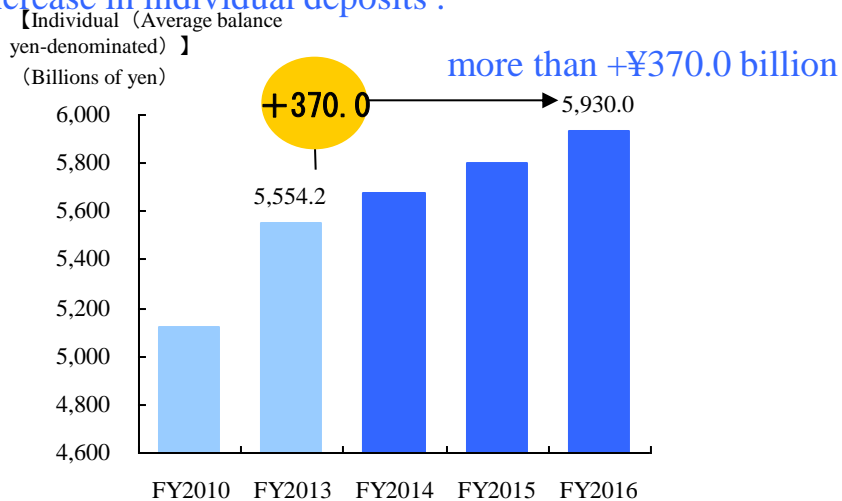


→ Individual loans

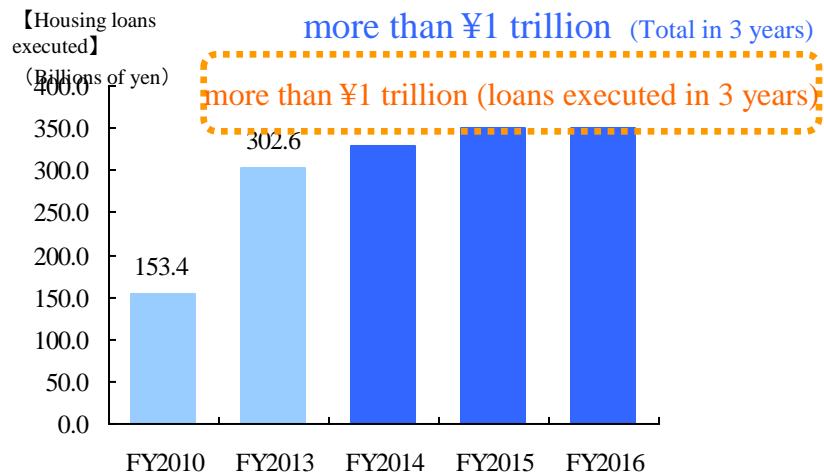
● Increase in individual loans:



● Increase in individual deposits :



● Housing loans executed:



Expansion of corporate customer base

Timely and needful finance service

- Catching needs of customer by using JAST[※] system thoughtfully
- To be the main account for settlements

※ JAST=Joyo banker's AssiStant Tool
That system is operational since February ,2014.

High-quality comprehensive financial service

- Strengthening consulting and information matching
 - Introducing SMEs in local area to major companies
 - Emphasizing potential of Ibaraki and its adjoining area
- Stronger relationship with owners and employees

Multiple transactions with corporate business

Strengthening support appropriate for business stages by useful system support

<Business stages> "New business" "Growth" "Development" "IPO" "Business succession" etc.

Strengthening initiatives support entry into overseas markets and overseas transactions

Total coordinate for overseas business

Support for expanding business area

Support the development of sales channels, increase in productivity

- Oversea business matching by utilizing know-how, database and network which were gained through support for manufacturers etc.

Support for overseas operation

Resolving agendas of business operation and corporate management

- Collaborative consulting with both affiliated companies and other institutions etc.

Smooth financial support

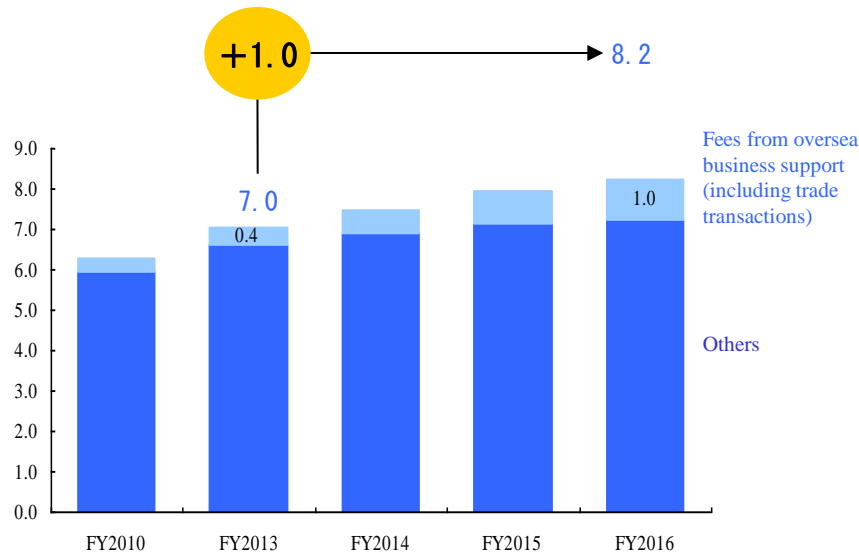
Support for settlement and funding

- Convenient and dependable support such as internet banking with foreign currency and assistance package appropriate for overseas business stages etc.

Multiple transactions with corporate business

- Increase in corporate fees and commissions: more than +¥1 billion

【Fees and commissions for corporate】
(Billions of yen)

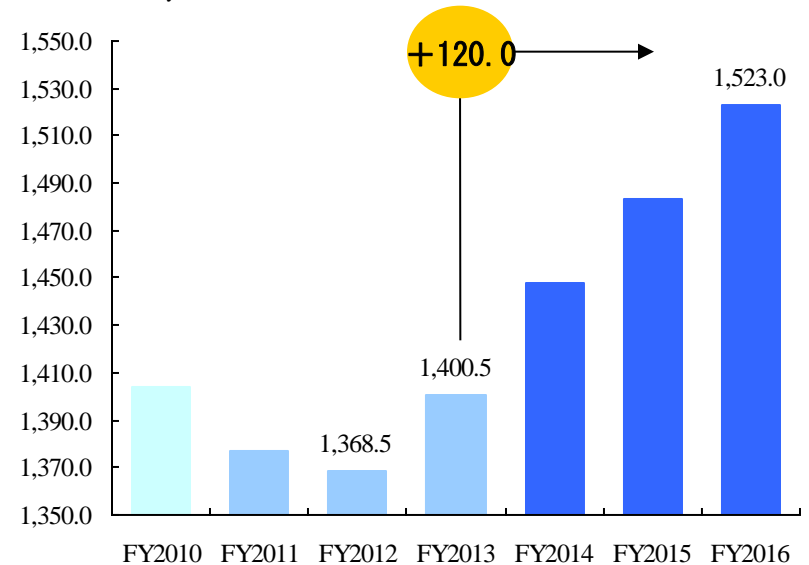


※ Corporate business (derivative, densai, private bond, EB/inban & remittance/collection charges & business matching & trade transaction)

Corporate loans in Ibaraki and its adjoining area

- Increase in corporate loans in Ibaraki and its adjoining area : more than +¥120.0 billion

【Corporate loans in Ibaraki and its adjoining area (Average balance, Yen-denominated)】
(Billions of yen)



- Loans executed for growth sectors : more than ¥100 billion per year

Medical and health care business	Manufactures	Agri-business	New energy	Subsidy
¥40 billion	¥20 billion	¥20 billion	¥10 billion	¥10 billion

*For the breakdown regional corporate loans, see the reference part [P. 34].

◆ Realize initiatives for the diversification of investments and loans targets and instruments and the expansion of the investments and loans region, improvement of the securities operation yield and the capturing of new funds income

Diversification of investments and loans targets and instruments

- Credit risks such as overseas corporate bonds, structured bonds, etc.
- Bonds, share options, bear funds, etc.
- Foreign currency-denominated loans, loans for non-residents
- Foreign bonds, ETF, REIT, funds (expanded initiatives)

Expansion of the investments and loans region

- Expansion of investment target countries centered on European and North American investment-grade countries and Asian countries

Strengthening of foreign currency procurement capacity

- Introduction of new procurement instruments
⇒ Issuance of US dollar-denominated CBs (April 2014, 300 million US dollars)
- Strengthening the incorporation of foreign currency deposits (retail and corporate settlement accounts)

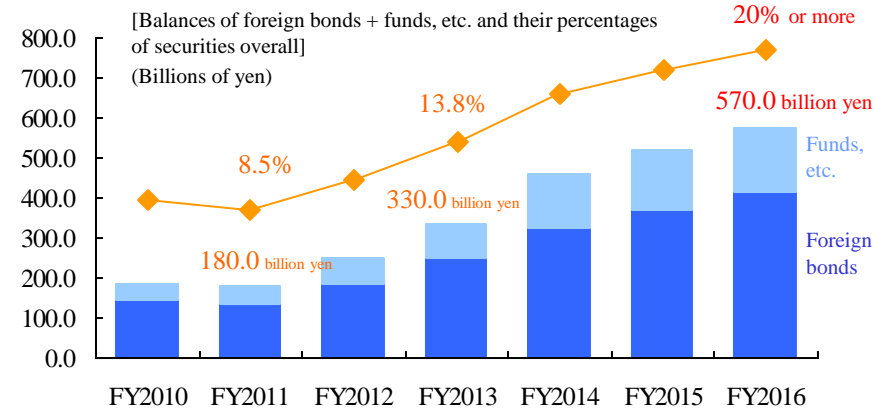
Utilization

Improvement of information gathering, surveys, and analytical capacity

- Utilization of representative offices (Shanghai, Singapore, NY <FY2014 plan>)
- Utilization of external trainees (overseas investment funds, overseas financial institutions, etc.)



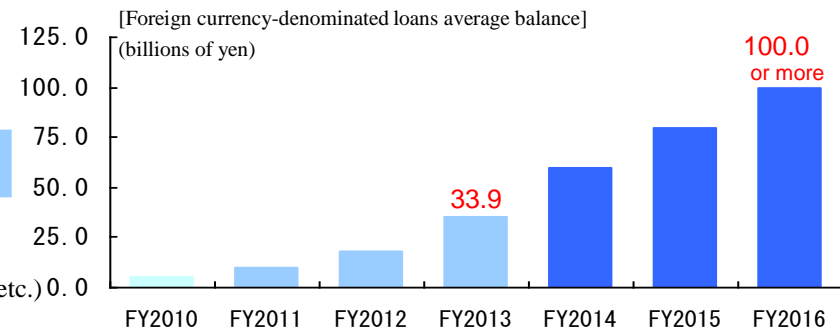
Increase percentage of investment in foreign bonds + funds, etc. 20% or more of securities overall (FY2016)



Bond profit or loss + profit or loss related to shares, etc. (cumulative over 3 years) ¥10.0 billion or more



Foreign currency-denominated loans (FY2016 average balance) ¥100.0 billion or more



- ◆ Strengthen points of contact with customers through innovations in marketing channels, and work on innovations in marketing and administrative processes to upgrade marketing processes and realize improvements in productivity.

Innovations in marketing channels

Improvement of direct channel functions
Strengthening of marketing capacity

- Strengthen the planning functions of the direct channels
⇒ Strengthen collaboration between the face-to-face channels and the direct channels, the strengths of Joyo Bank
- ⇒ Optimal circulation design among channels
- Access log utilization for individual Internet banking
- Development of dedicated web products

Strengthen collaboration among channels

- Strengthen our approach using segmentation of customers based on their pattern of channel use

Branch operation model development and utilization

- Clarify the target customers and handled businesses based on regional and customer characteristics
- Reduce over-the-counter and logistical administration (Trials of and initiatives, etc. for "3-less")
- Development of a over-the-counter organization suitable for responding to consultations and proposals

Strengthen points of contact with customers

- Strengthen collaboration among channels

[Current]

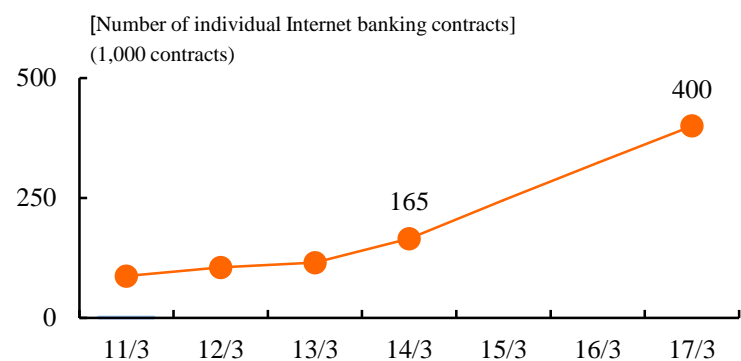


Separate use of multiple channels tailored to customers, products and services

[After improving functions and strengthening collaboration]

Through collaboration and combination of all channels centered on customers, ensure countless points of contact with customers

- Number of individual Internet banking contracts
400,000 contracts (end of March 2017)



Innovation in Business and Administrative Processes

Embed and Develop BPR

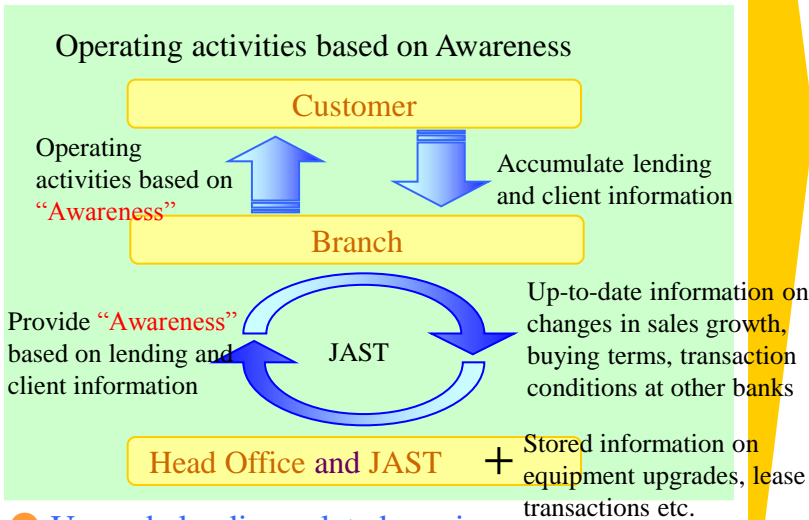
- Establish dedicated department for continuous BPR initiatives

Reduce OTC and back office work

- Substantial reduction in clerical work
- “Less 3” trial by using Internet banking, IT etc. (No stamps, No cash, No vouchers)

Using JAST*

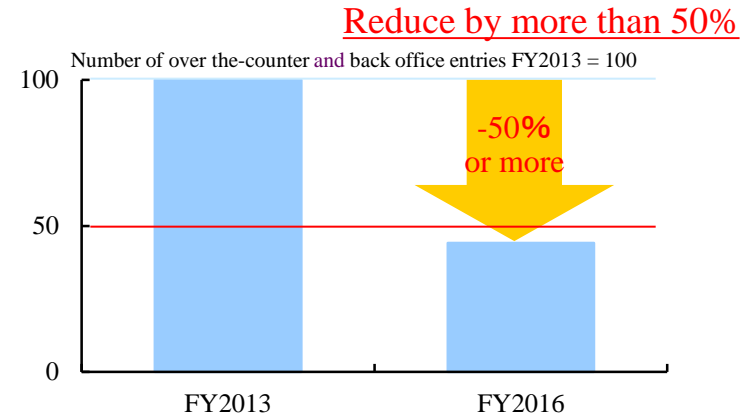
- Upgrade operating activities
 - Operating activities based on “Awareness” to systematically understand financial information, clients



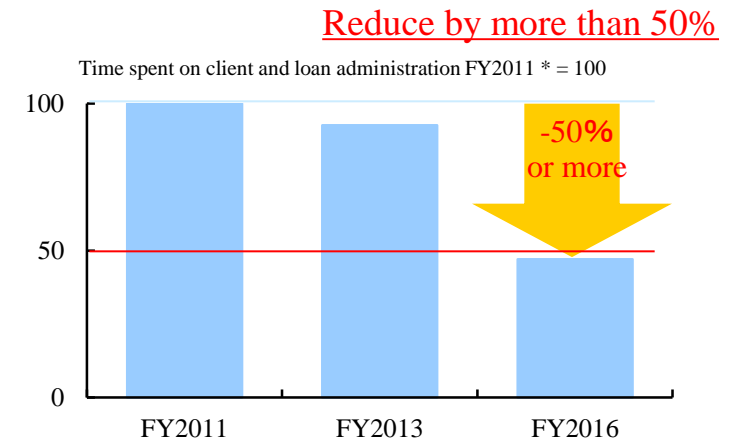
- Upgrade lending-related services
 - Share review know-how and credit decision points
- Optimize client and lending operations
 - Streamline business processes, reduce duplicate registrations



Reduce over-the-counter and back office entries



Reduce time spent on client and lending administration



* Initial year of JAST planning

- ◆ Aim for integrated financial services by expanding opportunities for personnel regardless of gender, generation or group, and by committing to systematic HR development

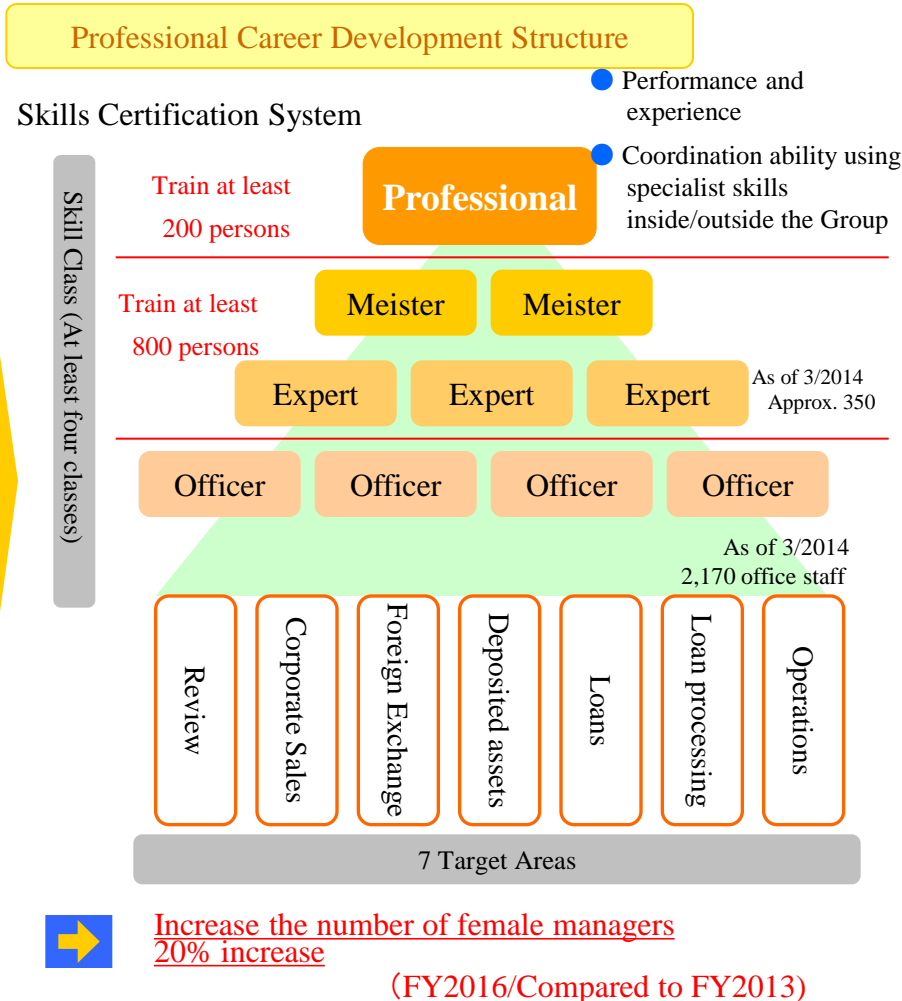
Systematic HR Training Initiatives

- Upgrade induction and training systems**
 - Upgrade comprehensive career-track development plan
 - Upgrade training systems inside/outside bank, use video conferencing, holiday courses
- Establish PDCA readiness in HR Training**
 - Build early-stage workforce readiness among young bank employees by linking recruitment to training
- Upgrade self-development systems**
 - Expand areas for skills certification
 - Set up new qualifications system based on performance and experience

Expand Opportunities for Personnel

- Expand opportunities beyond gender and generation**
 - Prepare environment that supports female and senior bank employees *
- Prepare Group company attitudes**
 - Secure personnel with high specialist skills
 - Upgrade Group training systems

* Retired employees etc. hired for a period of one year or less.

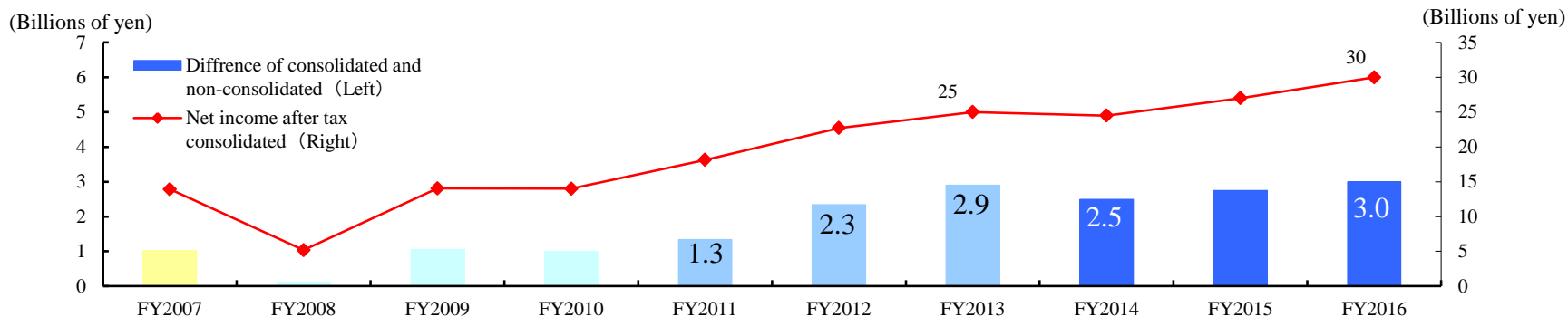


- ◆ Expand consolidated net income and strive to enlarge the client base of the banking Group by expanding opportunities to provide the functions held at the Group companies

Group Companies	Medium-Term Basic Strategy	Company Role Under Basic Strategy in the Medium-Term Business Plan
<ul style="list-style-type: none"> Joyo Lease Joyo Securities Joyo Industrial Research Institute 	<ul style="list-style-type: none"> Demonstrate collaborative creation Improve client base 	<ul style="list-style-type: none"> Expand opportunities to provide functions of each Group company <ul style="list-style-type: none"> Lease Securities Consulting IT etc. Expand client base for whole Group
<ul style="list-style-type: none"> Joyo Computer Service Joyo Credit Joyo Credit Guarantee Joyo Equipment Management 	<ul style="list-style-type: none"> Demonstrate frontline capability 	<ul style="list-style-type: none"> IT usage → Optimize operations for whole Group Improve guarantee basis → Improve risk-taking ability for the bank Contribute to equipment management, continuous BPR → Improve productivity for whole Group
<ul style="list-style-type: none"> Joyo Cash Service Joyo Business Service 	<ul style="list-style-type: none"> Rebuild HR portfolio 	<ul style="list-style-type: none"> Train and retain staff with specialist skills → Improve sales capabilities of whole Group

Expand consolidated net income

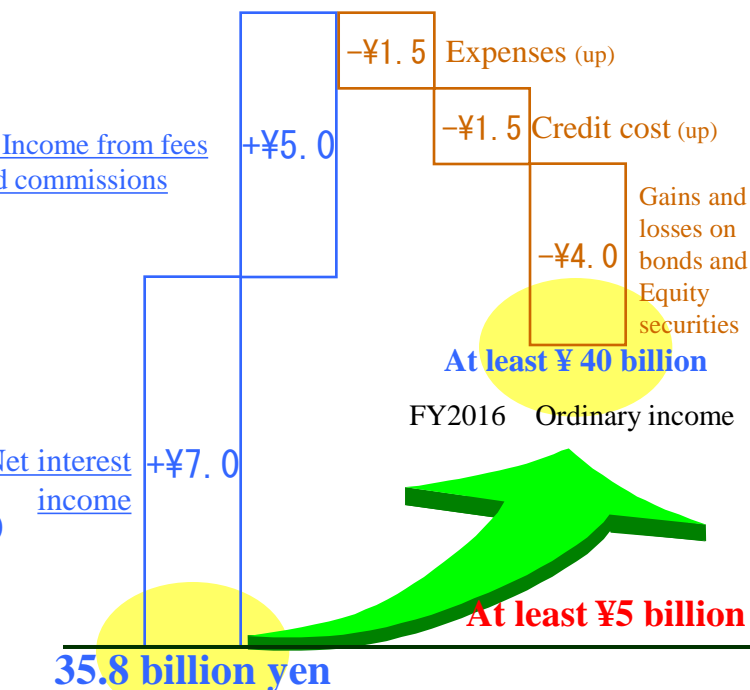
Non-/Consolidated Difference and Consolidated Net Income



Non-consolidated Revenue Plan

	FY2013	Target in FY2016	Change from FY2013
Gross business profit	¥ 105.7 billion	more than ¥ 120.0 billion	More than +¥15
Net interest income	¥ 90.6 billion	more than ¥ 97.0 billion	+¥7.0
Fees and commissions etc.	¥ 14.7 billion	more than ¥ 20.0 billion	+¥5.0
Gains/losses on bonds	¥ *0.4 billion	more than ¥ *4.0 billion	+¥1.5
Expenses	¥ 70.6 billion	approx. ¥ 72.0 billion	(¥4.0)
Business profit (before transfer to general reserve for possible loan losses)	¥ 35.1 billion	more than ¥ 50.0 billion	+¥1.5
Net gains/losses on equity securities	¥ *7.4 billion	※ -	(¥4.0)
Net credit costs	¥ 6.3 billion	approx. ¥ 8.0 billion	+¥1.5
Ordinary profit	¥ 35.8 billion	more than ¥ 40.0 billion	More than +¥5.0
Net income after tax	¥ 22.0 billion	more than ¥ 27.0 billion	More than +¥5.0
Net income after tax (Consolidated)	¥ 25.0 billion	more than ¥ 30.0 billion	More than +¥5.0
OHR	66.7%	Under 60.00%	
ROE	4.40%	approx. 5.00%	
Capital ratio	12.60%	approx. 12.00%	

Factors behind ordinary income fluctuations (at least ¥5 billion)

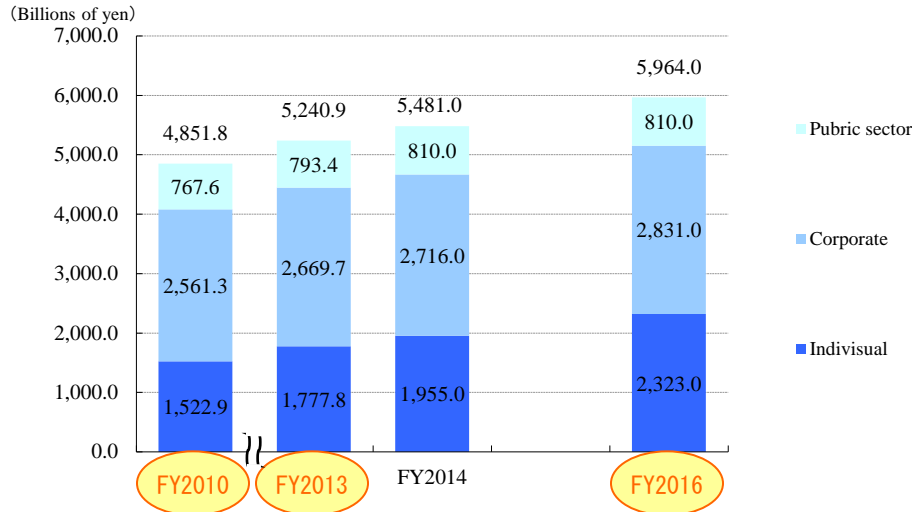


* Planning for at least 4 billion yen with the “Government and other bond earnings + Securities and other related earnings” in FY2016

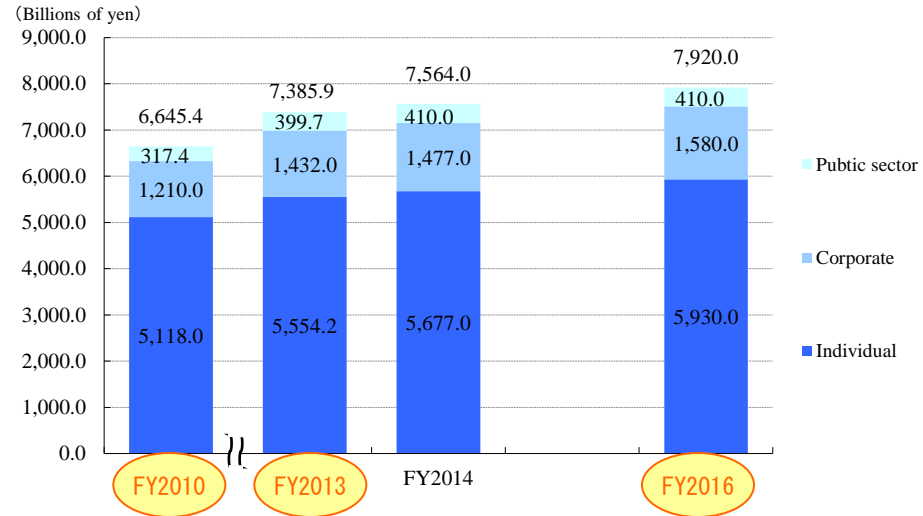
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Loans (Average balance, Yen-denominated)



Deposits (Average balance, Yen-denominated)



	(Billions of yen)					
	Increase during FY2011-FY2013 (YoY)		Increase in FY2014 (YoY)		Increase during FY2014-FY2016 (YoY)	
Yen-denominated loans	389.1	+2.6%	240.1	+4.6%	723.1	+4.4%
Individual	254.9	+5.3%	177.2	+10.0%	545.2	+9.3%
Corporate	108.4	+1.4%	46.3	+1.7%	161.3	+2.0%
Public sector	25.8	+1.1%	16.6	+2.1%	16.6	+0.7%

	(Billions of yen)					
	Increase during FY2011-FY2013 (YoY)		Increase in FY2014 (YoY)		Increase during FY2014-FY2016 (YoY)	
Yen-denominated deposits	740.5	+2.6%	178.1	+4.6%	534.1	+4.4%
Individual	436.2	+5.3%	122.8	+10.0%	375.8	+9.3%
Corporate	222.0	+1.4%	45.0	+1.7%	148.0	+2.0%
Public sector	82.3	+1.1%	10.3	+2.1%	10.3	+0.7%

◆ Increase of more than ¥700 billion in 3-year period (up 4.4% YoY)

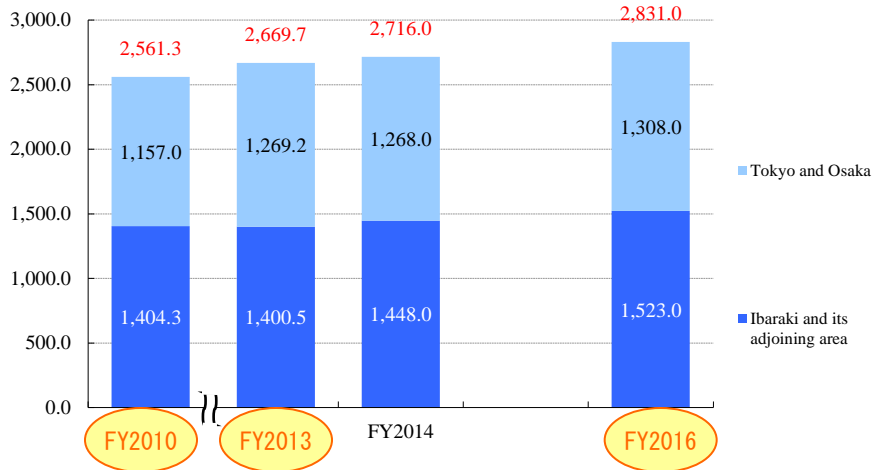
- Individuals: Acquired more than 1 trillion yen in housing loans (3-year period)
Strengthen unsecured loan initiatives
- Corporations: Further increase loans to local corporations by demonstrating collaborative creation (From turn-around to rising trend)

◆ Increase of more than ¥500 billion in 3-year period (up 2.4% YoY)

- Continue growth trend through household cross-selling, workplace selling, acquiring foundation of automatic income (cornerstone of the customer base)

Corporate Loans (Average balance, Yen-denominated)

(Billions of yen)



(Billions of yen)

	Increase during FY2011-FY2013 (YoY)		Increase in FY2014 (YoY)		Increase during FY2014-FY2016 (YoY)	
Corporate loans	108.4	+1.4%	46.3	+1.7%	161.3	+2.0%
Ibaraki and its adjoining area	(3.8)	(0.1%)	47.5	+3.4%	122.5	+2.8%
Tokyo and Osaka	112.2	+3.1%	(1.2)	(0.1%)	38.8	+1.0%

◆ Increase of more than 160 billion yen in 3-year period (up 2.0% YoY)

- Local +¥120 billion & Toward growth trend for first turnaround in 5 years
- Metropolitan +¥40 billion & Focus on expanding core client base

Corporate Loans in Ibaraki and its adjoining area (Average balance, Yen-denominated)

(Billions of yen)

	Corporate loans in Ibaraki and its adjoining area	YoY Change amount	YoY Change ratio
FY2005	1,452.5	45.0	3.20%
FY2006	1,431.3	(21.2)	(1.46%)
FY2007	1,457.9	26.6	1.86%
FY2008	1,478.7	20.8	1.43%
FY2009	1,464.2	(14.5)	(0.98%)
FY2010	1,404.3	(59.9)	(4.09%)
FY2011	1,377.4	(26.9)	(1.92%)
FY2012	1,368.5	(8.9)	(0.65%)
FY2013	1,400.5	32.0	2.34%
FY2014	1,448.0	47.5	3.39%
FY2015	1,483.0	35.0	2.42%
FY2016	1,523.0	40.0	2.70%

First increase in last 5 years

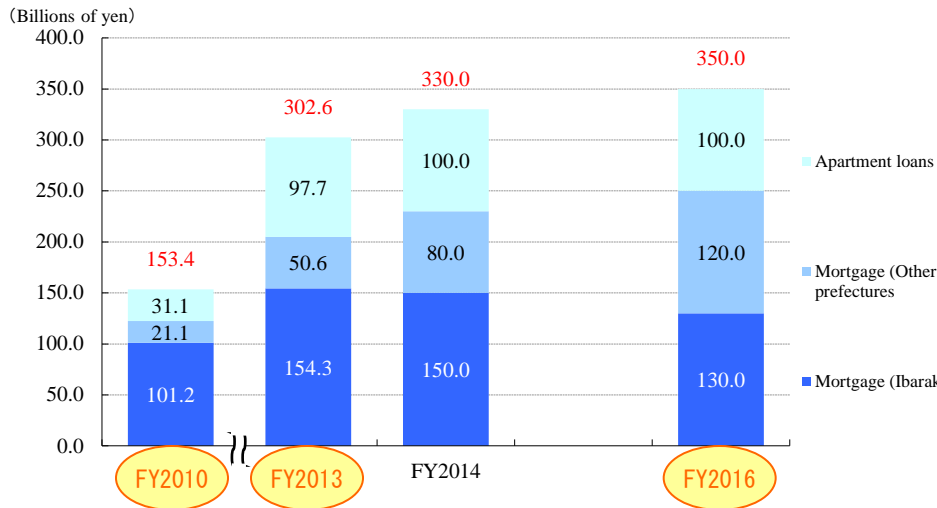
+¥122.5 billions in 3 years

◆ Increase of more than 120 billion yen in 3-year period (up +2.8% YoY)

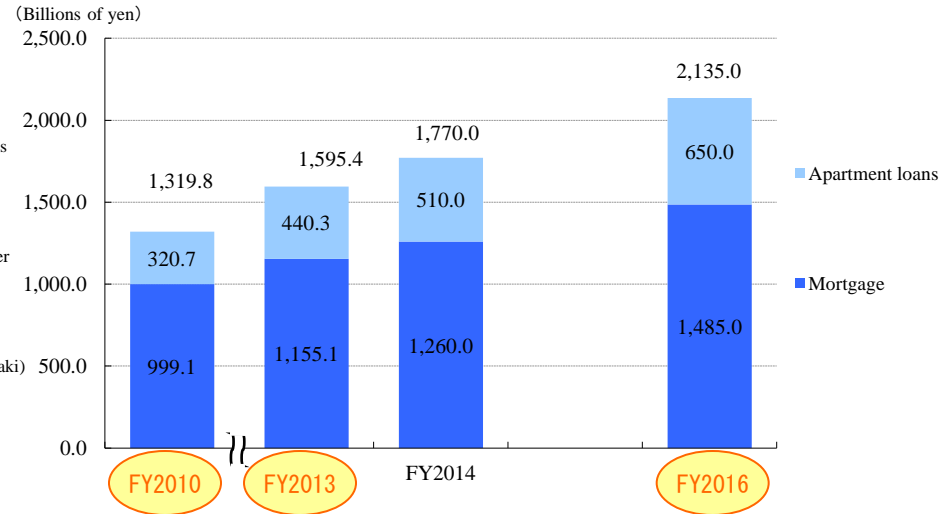
- Accelerate first turnaround in 5 years toward a growth trend of 40 billion yen a year
- ¥100 billion a year for investment in growth areas (FY2014 plan)

Medical and health care	Manufacturing	Agriculture	New energies	Subsidiaries
¥40 billion	¥20 billion	¥20 billion	¥10 billion	¥10 billion

Housing Loans executed



Housing Loans (Average balance)



(Billions of yen)

	Loans executed during FY2011-FY2013		Loans executed in FY2014 (YoY)		Loans executed during FY2014-FY2016	
Housing loans	728.2	+55.4%	330.0	+9.1%	1,030.0	+41.4%
Mortgage (Ibaraki)	383.8	+23.0%	150.0	(2.8%)	430.0	+12.0%
Mortgage (Other prefectures)	106.9	+88.2%	80.0	+58.1%	300.0	+180.6%
Apartment loans	237.5	+138.5%	100.0	+2.4%	300.0	+26.3%

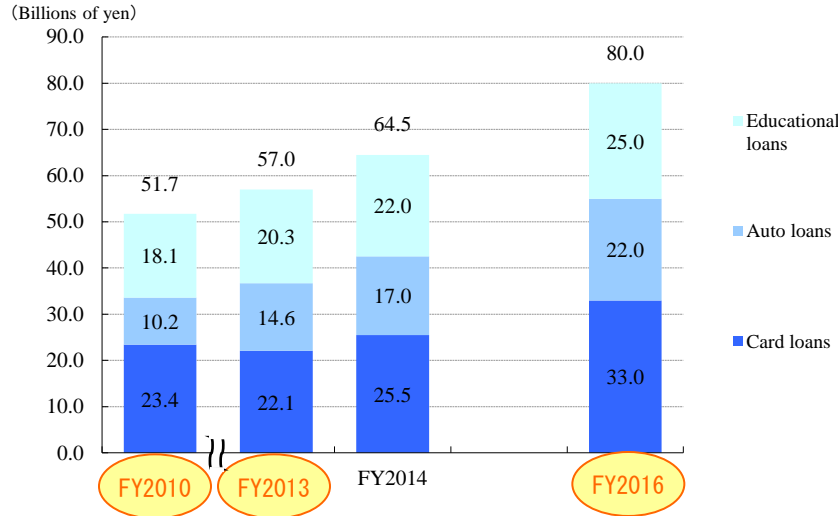
(Billions of yen)

	Increased during FY2011-FY2013 (YoY)		Increase in FY2014 (YoY)		Increase during FY2014-FY2016 (YoY)	
Housing loans	275.6	+6.5%	174.6	+10.9%	539.6	+10.1%
Mortgage	156.0	+4.9%	104.9	+9.0%	329.9	+8.7%
Apartment loans	275.6	+11.1%	69.7	+15.8%	209.7	+13.8%

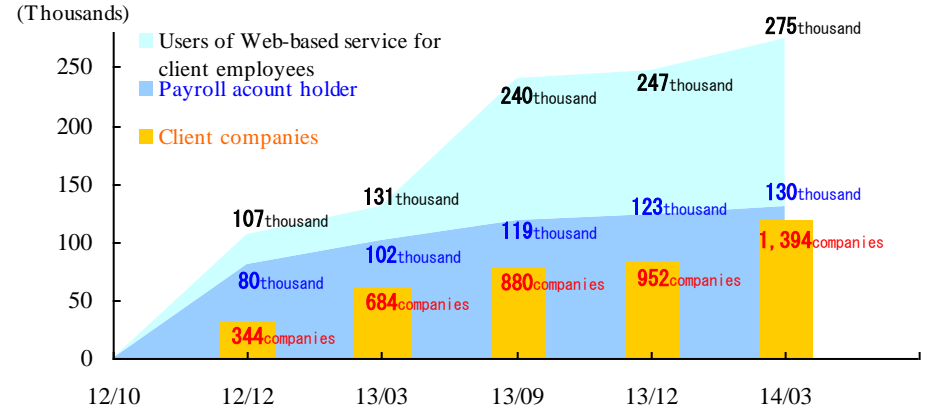
◆ Acquired more than 1 trillion yen in 3-year period (more than +40% over previous medium-term plan)

- Ibaraki prefecture: Take account of expected reductions in housing starts and the consumption tax increase, plan for same as current levels
- Outside prefecture: Integrated store development, strengthen initiatives based on LP expansion
- Apartments: Initiatives focused on growth areas inside and outside the prefecture

Unsecured Loans & Average Balance



Workplace Sites



(Billions of yen)

Non Face-to-Face Transactions (Online Transactions)

	Increase during FY2011-FY2013 (YoY)		Increase in FY2014 (YoY)		Increase during FY2014-FY2016 (YoY)	
Consumer loans	5.3	+3.3%	7.5	+13.2%	23.0	+12.0%
Card	(1.3)	(1.9%)	3.4	+15.4%	10.9	+14.3%
Auto	4.4	+12.7%	2.4	+16.4%	7.4	+14.6%
Educational	2.2	+3.9%	1.7	+8.4%	4.7	+7.2%

		FY2011	FY2012	FY2013	YoY change	
			①	②	②-①	
Auto loans	Number	2,018	4,595	7,436	+2,841	+61.8%
	Amount	1.6	3.6	5.9	+2.3	+64.2%
Educational loans	Number	485	1,153	1,689	+536	+46.4%
	Amount	0.9	2.1	3.2	+1.0	+49.3%
Total	Number	2,503	5,748	9,125	+3,377	+58.7%
	Amount	2.5	5.7	9.1	+3.4	+58.7%
【Reference】 Housing loans	Number	368	904	1,175	+271	+29.9%
	Amount	3.0	7.4	9.6	+2.2	+29.8%

(Number/Billions of yen)

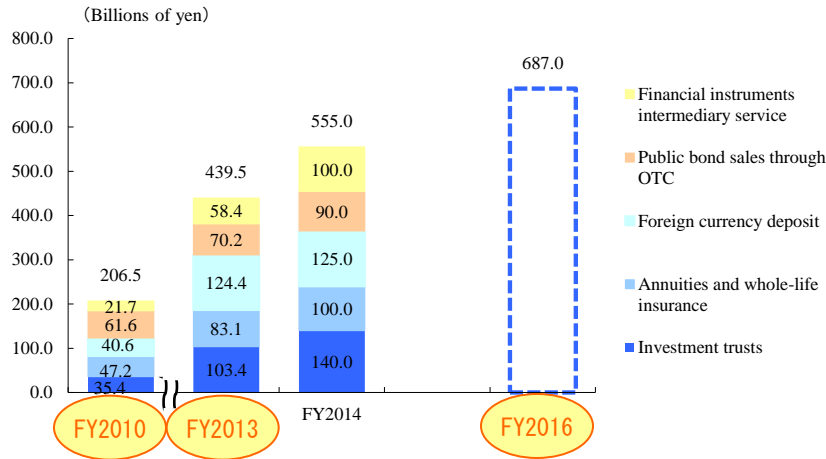
Users of Web-based service for client employees※	
FY2013	YoY change
960	+716
1.5	+1.1
594	+380
1.9	+1.2
1,554	+1,096
3.4	+2.3

※Applications from employees who belongs to clients that use Web-based service

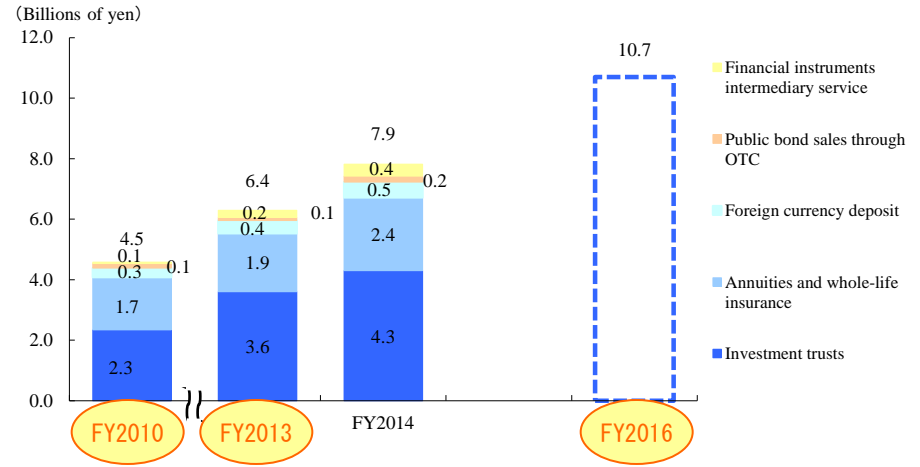
◆ Toward unsecured loan balance of ¥80 billion (FY2016)

- Expand customer base (Household cross-selling, workplace selling etc.)
- Frontline innovation (strengthen direct channel sales, OTC manner appropriate to consulting and proposals)

Sales of assets management



Fees and Commissions & Acquired Amount



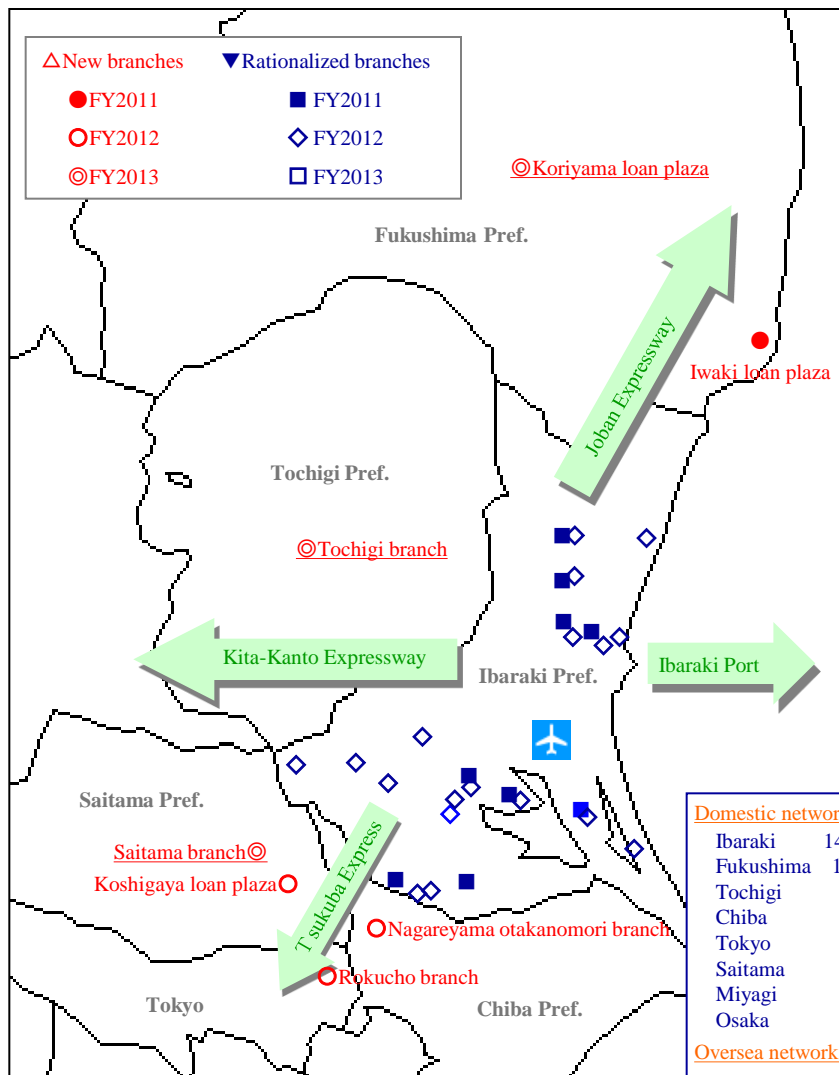
Asset management	Increase in sales FY2013(change from FY2010)		Increase in sales FY2014(YoY change)		Increase in sales FY2016(change from FY2013)	
	Value	%	Value	%	Value	%
Asset management	+232.9	+112.7%	+115.5	+26.3%	+247.5	+56.3%
Investment trusts	+68.0	+192.1%	+36.6	+35.4%		
Annuities and whole-life insurance	+35.9	+76.1%	+16.9	+20.3%		
Foreign currency deposit	+83.8	+206.4%	+0.6	+0.5%		
Public bond sales through OTC	+8.6	+14.0%	+19.8	+28.2%		
Financial instruments intermediary service	+36.7	+169.1%	+4.2	+71.2%		

Asset management	Increase in fees FY2013(change from FY2010)		Increase in fees FY2014(YoY change)		Increase in fees FY2016(change from FY2013)	
	Value	%	Value	%	Value	%
Asset management	+1.9	+42.3%	+1.4	+22.7%	+4.2	+65.7%
Investment trusts	+1.3	+57.4%	+0.6	+18.4%		
Annuities and whole-life insurance	+0.2	+11.3%	+0.4	+25.1%		
Foreign currency deposit	+0.1	+35.9%	+0.0	+19.0%		
Public bond sales through OTC	+0.0	+30.1%	+0.0	+7.5%		
Financial instruments intermediary service	+0.2	+374.0%	+0.2	+89.9%		

◆ Sales amount for FY2016 at 600 billion yen level, fees and commissions at 10 billion yen level

- Expand client base (Household cross-selling, workplace selling etc.)
- Frontline innovation (strengthen direct channel sales, OTC manner appropriate to consulting and proposals etc.)
- Focus on capturing NISA account applications and improving usage, strengthen acquisition of reserve investment trust

Domestic networks (Ibaraki and its adjoining area)

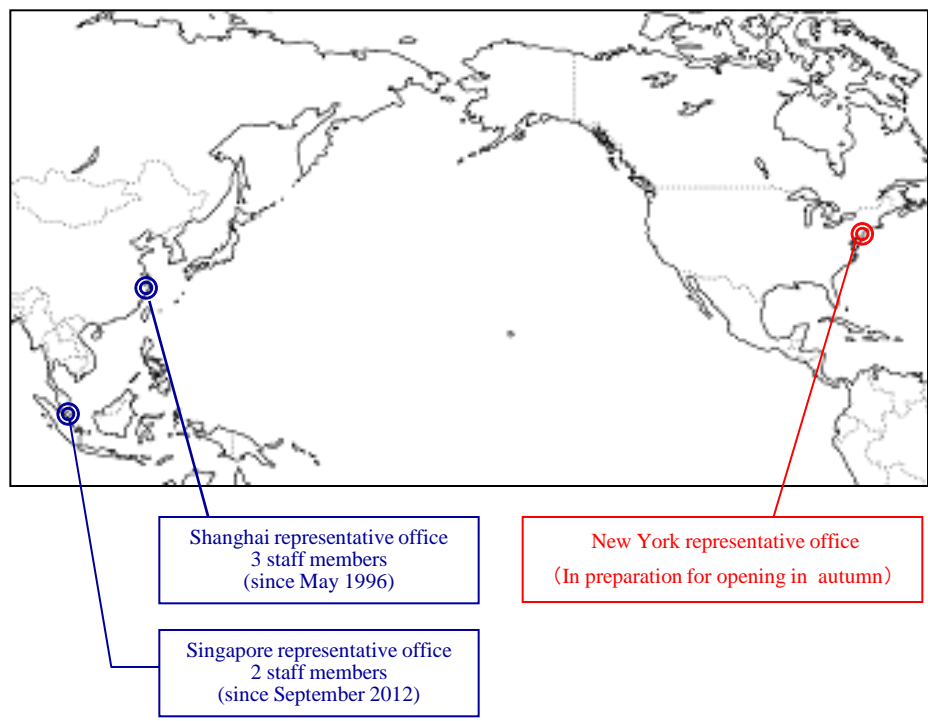


Domestic networks: 179 branches

Ibaraki	145 branches
Fukushima	10 branches
Tochigi	8 branches
Chiba	6 branches
Tokyo	5 branches
Saitama	3 branches
Miyagi	1 branch
Osaka	1 branch

Oversea network : 2 offices

Oversea networks



Shanghai representative office
3 staff members
(since May 1996)

Singapore representative office
2 staff members
(since September 2012)

New York representative office
(In preparation for opening in autumn)

Trainee to foreign institutions
7 staff members

- Shanghai (Japanese Financial institution)
- Singapore (Japanese Financial institution)
- Thai (foreign Financial institution)
- Kuala Lumpur (JETRO)
- Indonesia (foreign Financial institution)
- New York (Japanese Financial institution)
- Connecticut (foreign Financial institution)

Alliance with foreign financial institutions
Total 6 institutions

- Kasikorn Bank (Thailand)
- Bangkok Bank (Thailand)
- Bank Negara Indonesia (Indonesia)
- State Bank of India (India)
- Banko de Oro Unibank (Philippines)
- Vietcombank (Vietnam)

Assets

(Average balance: Billions of yen, yield: %, interest income/expenses: Millions of yen)

	FY2013			YoY change		
	Average balance	Yield	Interest income	Average balance	Yield	Interest income
Loans and bills discounted	5274.9	1.32	6971.8	230.5	(0.12)	(306.3)
JPY	5238.5	1.32	6946.7	212.1	(0.12)	(316.2)
Foreign currency	36.4	0.68	25.0	18.4	(0.16)	9.8
Securities	2567.7	0.96	2482.7	130.1	(0.04)	43.5
Bonds	2080.6	1.34	1395.9	0.0	0.00	0.0
Stocks	138.8	2.97	412.7	(2.2)	0.24	26.8
Foreign securities	266.8	1.92	514.5	77.3	0.12	172.0
Others	81.4	1.95	159.4	25.4	(1.80)	(51.1)
Call loans	15.9	0.25	4.0	3.2	(0.77)	(9.0)
JPY	12.5	0.11	1.4	3.5	0.00	0.4
Foreign currency	3.4	0.75	2.5	(0.3)	(2.43)	(9.4)
Bills purchased	-	-	-	-	-	-
Commercial paper and other debt purchased	21.2	0.41	8.8	(7.9)	(0.03)	(4.1)
Due from banks	152.8	0.22	34.6	(34.2)	(0.03)	(13.7)
NCDs	-	-	-	-	-	-
Foreign exchange	2.4	0.51	1.2	0.3	(0.03)	0.0
Others	2.2	-	28.2	2.2	-	0.3
Interest rate swaps	-	-	-	-	-	-
Interest-earning assets	8037.5	1.18	9531.6	324.2	(0.1)	(289.2)

Liabilities

(Average balance: Billions of yen, yield: %, interest income/expenses: Millions of yen)

	FY2013			YoY change		
	Average balance	Yield	Interest expense	Average balance	Yield	Interest expense
Deposits	7450.1	0.03	258.2	188.5	(0.01)	(76.8)
JPY	7385.9	0.03	236.7	190.7	(0.01)	(68.2)
Foreign currency	64.1	0.33	21.4	(2.1)	(0.12)	(8.5)
NCDs	10.5	0.04	0.4	(5.7)	0.00	(0.2)
Call money	53.2	0.27	14.7	25.9	(0.06)	5.5
JPY	4.1	0.07	0.3	3.8	(0.03)	0.2
Foreign currency	49.1	0.29	14.4	22.1	(0.04)	5.3
Payables under securities lending	106.8	0.26	27.8	45.9	(0.08)	7.1
Bills sold	-	-	-	-	-	-
Borrowed money	166.2	0.15	26.5	66.7	(0.06)	5.5
Foreign exchange	0.2	0.04	0.0	0.0	0.04	0.0
Corporate bonds	15.0	1.69	25.4	0.0	0.01	0.0
Others	1.5	74.51	118.2	0.0	-	12.1
Interest rate swaps	-	-	111.0	-	-	9.4
Interest-bearing liabilities	7803.8	0.06	471.5	321.4	0.00	(46.5)
Other expenses	-	-	-	-	-	-
Interest-bearing liabilities	7803.8	0.06	471.5	321.4	0.00	(46.5)

Total account

	(%)					
	FY2009	FY2010	FY2011	FY2012	FY2013	YoY change
Average yield on interest-earning assets (A)	1.61	1.51	1.37	1.27	1.18	(0.09)
Average yield on loans and bills discounted (B)	1.85	1.70	1.57	1.44	1.32	(0.12)
Average yield on securities	1.10	1.09	1.05	1.00	0.96	(0.04)
Average yield on interest-bearing liabilities	0.17	0.11	0.08	0.06	0.06	0.00
Average yield on deposits and NCDs (C)	0.14	0.08	0.06	0.04	0.03	(0.01)
Expense ratio	1.04	1.02	0.97	0.94	0.94	0.00
Deposit and securities cost (D)	1.18	1.11	1.03	0.98	0.97	(0.01)
Funding cost (E)	1.18	1.12	1.04	0.98	0.96	(0.02)
Loan-deposit interest margins (B)-(C)	1.71	1.62	1.51	1.40	1.29	(0.11)
Difference between average yield on loans and deposits (B)-(D)	0.67	0.59	0.54	0.46	0.35	(0.11)
Total interest margins (A)-(E)	0.43	0.39	0.33	0.29	0.22	(0.07)

Domestic account

	(%)					
	FY2009	FY2010	FY2011	FY2012	FY2013	YoY change
Average yield on interest-earning assets (A)	1.57	1.48	1.34	1.24	1.14	(0.10)
Average yield on loans and bills discounted (B)	1.85	1.70	1.57	1.44	1.32	(0.12)
Average yield on securities	1.00	1.01	0.98	0.93	0.85	(0.08)
Average yield on interest-bearing liabilities	0.16	0.10	0.07	0.06	0.05	(0.01)
Average yield on deposits and NCDs (C)	0.14	0.08	0.05	0.04	0.03	(0.01)
Expense ratio	1.03	1.01	0.96	0.93	0.93	0.00
Deposit and securities cost (D)	1.17	1.10	1.02	0.97	0.96	(0.01)
Funding cost (E)	1.16	1.11	1.03	0.98	0.96	(0.02)
Loan-deposit interest margins (B)-(C)	1.71	1.62	1.52	1.40	1.29	(0.11)
Difference between average yield on loans and deposits (B)-(D)	0.68	0.60	0.55	0.47	0.36	(0.11)
Total interest margins (A)-(E)	0.41	0.37	0.31	0.26	0.18	(0.08)

[Appendix] Yen-Denominated Loans (1)

Breakdown by self-assessment classification of borrowers

(Billions of yen)

	11/3		11/9		12/3		12/9		13/3		13/9		14/3		Change from 13/9		Change from 13/3	
	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	change ratio	Term-end balance	change ratio
Yen-denominated loans (Total)	4,795.3	100.0%	4,802.5	100.0%	4,969.2	100.0%	5,006.0	100.0%	5,112.9	100.0%	5,206.6	100.0%	5,358.8	100.0%	152.2	2.9%	245.9	4.8%
Normal (including borrowers without a credit score)	4,052.1	84.5%	4,105.2	82.6%	4,287.9	85.7%	4,372.2	87.3%	4,520.3	88.4%	4,666.0	89.6%	4,840.8	90.3%	174.8	4.0%	320.5	7.1%
Ibaraki and its adjoining areas	3,038.7	63.4%	3,026.8	60.9%	3,172.7	63.4%	3,215.4	64.2%	3,365.7	65.8%	3,479.6	66.8%	3,633.0	67.8%	153.4	4.8%	267.3	7.9%
Ibaraki	2,567.8	53.5%	2,547.1	51.3%	2,671.4	53.4%	2,693.3	53.8%	2,810.6	55.0%	2,879.9	55.3%	2,962.9	55.3%	83.0	3.1%	152.3	5.4%
Miyagi , Fukushima and Tochi	348.6	7.3%	351.8	7.1%	364.4	7.3%	376.7	7.5%	388.9	7.6%	414.3	8.0%	451.0	8.4%	36.7	9.7%	62.1	16.0%
Chiba and Saitama	122.3	2.6%	127.8	2.6%	136.9	2.7%	145.3	2.9%	166.2	3.3%	185.3	3.6%	219.0	4.1%	33.7	23.2%	52.8	31.8%
Tokyo and Osaka	1,013.3	21.1%	1,078.3	21.7%	1,115.1	22.3%	1,156.8	23.1%	1,154.5	22.6%	1,186.4	22.8%	1,207.7	22.5%	21.3	1.8%	53.2	4.6%
Other borrowers requiring caution	579.4	12.1%	527.5	10.6%	502.9	10.0%	452.4	9.0%	419.3	8.2%	390.9	7.5%	381.7	7.1%	(9.2)	(2.03%)	(37.6)	(8.97%)
Substandard borrowers	45.4	0.9%	55.5	1.1%	65.8	1.3%	66.6	1.3%	56.1	1.1%	39.5	0.8%	34.5	0.6%	(5.0)	(7.51%)	(21.6)	(38.50%)
Potentially bankrupt or worse	118.3	2.5%	114.2	2.3%	112.6	2.2%	114.7	2.3%	117.1	2.3%	110.0	2.1%	101.7	1.9%	(8.3)	(7.24%)	(15.4)	(13.15%)

Breakdown by geographic area

(Billions of yen)

	11/3		11/9		12/3		12/9		13/3		13/9		14/3		Change from 13/9		Change from 13/3	
	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	change ratio	Term-end balance	change ratio
Yen-denominated loans (Total)	4,795.3	100.0%	4,802.5	100.0%	4,969.2	99.3%	5,006.0	100.0%	5,112.9	100.0%	5,206.6	100.0%	5,358.8	100.0%	152.2	2.9%	245.9	4.8%
Ibaraki and its adjoining areas	3,696.5	77.1%	3,658.3	76.2%	3,785.2	75.6%	3,782.1	75.6%	3,879.3	75.9%	3,943.6	75.7%	4,073.5	76.0%	129.9	3.3%	194.2	5.0%
Ibaraki	3,087.6	64.4%	3,045.0	63.4%	3,155.3	63.0%	3,140.4	62.7%	3,202.7	62.6%	3,249.6	62.4%	3,312.6	61.8%	63.0	1.9%	109.9	3.4%
Miyagi , Fukushima and Tochi	460.0	9.6%	460.9	9.6%	467.5	9.3%	470.6	9.4%	486.3	9.5%	501.1	9.6%	530.4	9.9%	29.3	5.8%	44.1	9.1%
Chiba and Saitama	148.8	3.1%	152.4	3.2%	162.4	3.2%	171.0	3.4%	190.2	3.7%	192.9	3.7%	230.5	4.3%	37.6	19.5%	40.3	21.2%
Tokyo and Osaka	1,098.7	22.9%	1,144.2	23.8%	1,184.1	23.7%	1,223.8	24.4%	1,233.6	24.1%	1,263.0	24.3%	1,285.2	24.0%	22.2	1.8%	51.6	4.2%

Number of SMEs

(Number)

Number of SMEs	11/3		11/9		12/3		12/9		13/3		13/9		14/3		Change from 13/3
	Number	Change from last term-end	Number	Change from last term-end	Number	Change from last term-end	Number	Change from last term-end	Number	Change from last term-end	Number	Change from last term-end	Number	Change from last term-end	
	33,565	(69)	33,242	(323)	33,235	(7)	33,000	(235)	33,143	143	32,992	(151)	33,250	258	107

【Appendix】 Yen-Denominated Loans (2)

Breakdown by borrower type

(Billions of yen)

	11/3		11/9		12/3		12/9		13/3		13/9		14/3		Change from 13/9		Change from 13/3	
	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	change ratio	Term-end balance	change ratio
Yen denominated loans (Total)	4,795.3	100.0%	4,802.5	96.6%	4,969.2	100.0%	5,006.0	100.0%	5,112.9	100.0%	5,206.6	100.0%	5,358.8	100.0%	152.2	2.9%	245.9	4.8%
Individual loans	1,533.5	32.0%	1,541.1	31.0%	1,583.9	31.6%	1,632.6	32.6%	1,705.9	33.4%	1,785.2	34.3%	1,886.1	35.2%	100.9	6.2%	180.2	10.6%
Corporate loans	2,475.4	51.6%	2,513.9	50.6%	2,569.8	51.3%	2,588.3	51.7%	2,609.9	51.0%	2,643.7	50.8%	2,680.2	50.0%	36.5	1.4%	70.3	2.7%
Major companies	1,057.5	22.1%	1,087.6	21.9%	1,124.3	22.5%	1,143.8	22.8%	1,180.6	23.1%	1,149.1	22.1%	1,150.0	21.5%	0.9	0.1%	(30.6)	(2.6%)
Medium sized companies	124.1	2.6%	122.2	2.5%	123.4	2.5%	125.5	2.5%	121.1	2.4%	120.2	2.3%	121.7	2.3%	1.5	1.2%	0.6	0.5%
Small and medium sized companies	1,293.7	27.0%	1,304.1	26.2%	1,322.1	26.4%	1,318.9	26.3%	1,308.1	25.6%	1,374.3	26.4%	1,408.5	26.3%	34.2	2.6%	100.4	7.7%
Public sector	786.3	16.4%	7,475.0	15.0%	8,156.0	16.3%	7,850	15.7%	7,970	15.6%	7,776	14.9%	7,923	14.8%	147.0	1.9%	(47.0)	(0.6%)

Individual loans

(Billions of yen)

	11/3		11/9		12/3		12/9		13/3		13/9		14/3		Change from 13/9		Change from 13/3	
	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	change ratio	Term-end balance	change ratio
Individual loans (Total)	1,533.5	100.0%	1,541.1	100.0%	1,583.9	97.0%	1,632.6	100.0%	1,705.9	100.0%	1,785.2	100.0%	1,886.1	100.0%	100.9	5.7%	180.2	10.6%
Housing-related loans	1,344.5	87.7%	1,356.5	88.0%	1,405.6	86.1%	1,459.7	89.4%	1,537.0	90.1%	1,616.7	90.6%	1,715.8	91.0%	99.1	6.1%	178.8	11.6%
Consumer loans	76.1	5.0%	74.3	4.8%	72.9	4.5%	73.0	4.5%	73.2	4.3%	74.9	4.2%	78.0	4.1%	3.1	4.1%	4.8	6.6%
Loans to small businesses	112.9	7.4%	110.3	7.2%	105.4	6.5%	100.0	6.1%	95.7	5.6%	93.6	5.2%	92.3	4.9%	(1.3)	(1.4%)	(3.4)	(3.6%)

Corporate loans

(Billions of yen)

	11/3		11/9		12/3		12/9		13/3		13/9		14/3		Change from 13/9		Change from 13/3	
	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	change ratio	Term-end balance	change ratio
Corporate loans (Total)	2,475.4	100.0%	2,513.9	100.0%	2,569.7	99.3%	2,588.3	100.0%	2,609.9	100.0%	2,643.7	100.0%	2,680.2	100.0%	36.5	1.4%	70.3	2.7%
Ibaraki and its adjoining areas	1,379.0	55.7%	1,371.7	54.6%	1,387.8	53.6%	1,366.1	52.8%	1,378.1	52.8%	1,387.5	52.5%	1,411.3	52.7%	23.8	1.7%	33.2	2.4%
Ibaraki	985.7	39.8%	976.3	38.8%	988.2	38.2%	971.3	37.5%	976.6	37.4%	994.3	37.6%	965.4	36.0%	(28.9)	(2.9%)	(11.2)	(1.1%)
Miyagi, Fukushima and Tochigi	300.9	12.2%	301.0	12.0%	300.3	11.6%	293.7	11.3%	297.7	11.4%	297.3	11.2%	305.7	11.4%	8.4	2.8%	8.0	2.7%
Chiba and Saitama	92.4	3.7%	94.4	3.8%	99.3	3.8%	101.0	3.9%	103.8	4.0%	95.8	3.6%	140.1	5.2%	44.3	46.2%	36.3	35.0%
Tokyo and Osaka	1,096.4	44.3%	1,142.2	45.4%	1,181.9	45.7%	1,222.1	47.2%	1,231.7	47.2%	1,256.2	47.5%	1,268.9	47.3%	12.7	1.0%	37.2	3.0%

Deposits

(Billions of yen)

	11/3		11/9		12/3		12/9		13/3		13/9		14/3		Change from 13/9		Change from 13/3	
	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%
Deposits (Total)	6,817.5	100.0%	7,070.0	100.0%	7,266.6	100.0%	7,243.7	100.0%	7,355.3	100.0%	7,463.3	100.0%	7,490.9	100.0%	27.6	0.37%	135.6	1.8%
Yen deposits	6,752.0	99.0%	7,004.4	99.1%	7,201.3	99.4%	7,181.6	99.1%	7,294.8	99.2%	7,407.9	99.3%	7,432.6	99.2%	24.7	0.34%	137.8	1.9%
Foreign deposits	65.4	1.0%	65.5	0.9%	65.2	0.9%	62.1	0.9%	60.5	0.8%	55.3	0.7%	58.3	0.8%	3.0	4.83%	(2.2)	(3.6%)
JOM deposits	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.00%	0.0	0.0%
Others	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.00%	0.0	0.0%
NCDs	12.9		3.3		20.9		9.4		16.5		5.9		13.4		7.5	127.12%	(3.1)	(18.8%)

Yen deposits by customer type

(Billions of yen)

	11/3		11/9		12/3		12/9		13/3		13/9		14/3		Change from 13/9		Change from 13/3	
	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%
Yen deposits (Total)	6,752.0	100.0%	7,004.4	100.0%	7,201.3	100.3%	7,181.6	100.0%	7,294.8	100.0%	7,407.9	100.0%	7,432.6	100.0%	24.7	0.33%	137.8	1.9%
Individual	5,163.0	76.5%	5,305.7	75.7%	5,386.3	75.0%	5,410.0	75.3%	5,466.7	74.9%	5,525.0	74.6%	5,598.7	75.3%	73.7	1.33%	132.0	2.4%
Corporate	1,270.3	18.8%	1,325.1	18.9%	1,384.4	19.3%	1,395.8	19.4%	1,404.4	19.3%	1,476.9	19.9%	1,461.8	19.7%	(15.1)	(1.02%)	57.4	4.1%
Public sector	318.6	4.7%	373.4	5.3%	430.5	6.0%	375.6	5.2%	423.7	5.8%	405.8	5.5%	372.0	5.0%	(33.8)	(8.33%)	(51.7)	(12.2%)

Client assets

(Billions of yen)

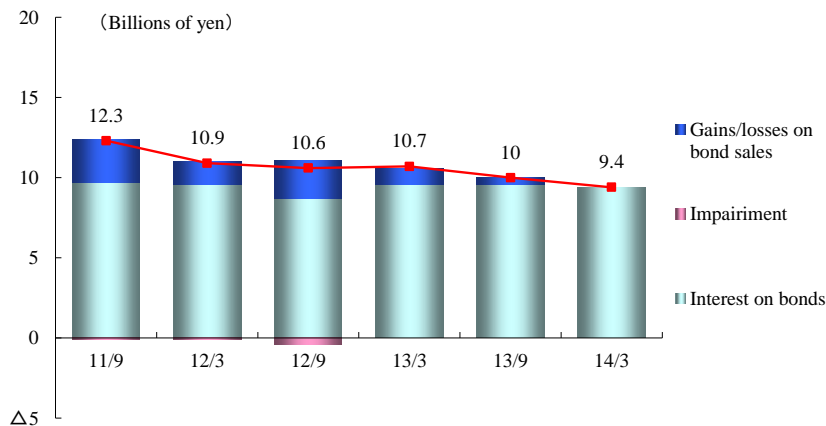
	23年3月末		11/9		12/3		12/9		13/3		13/9		14/3		Change from 13/9		Change from 13/3	
	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%	Term-end balance	%
Individual (Total)	6,196.3	100.0%	6,315.8	100.0%	6,418.9	99.3%	6,466.4	100.0%	6,604.7	100.0%	6,683.9	100.0%	6,788.1	100.0%	104.2	1.56%	183.4	2.8%
Current	2,794.2	45.1%	2,914.3	46.1%	3,006.3	46.5%	3,034.6	46.9%	3,125.7	47.3%	3,186.7	47.7%	3,288.6	48.4%	101.9	3.20%	162.9	5.2%
Time deposits	2,368.8	38.2%	2,391.6	37.9%	2,380.0	36.8%	2,375.4	36.7%	2,341.0	35.4%	2,338.3	35.0%	2,310.1	34.0%	(28.2)	(1.21%)	(30.9)	(1.3%)
Sub total	5,163.0	83.3%	5,305.7	84.0%	5,386.3	83.3%	5,410.0	83.7%	5,466.7	82.8%	5,525.0	82.7%	5,598.7	82.5%	73.7	1.33%	132.0	2.4%
Investment	1,033.3	16.7%	1,010.1	16.0%	1,032.6	16.0%	1,056.4	16.3%	1,138.0	17.2%	1,158.9	17.3%	1,189.4	17.5%	30.5	2.63%	51.4	4.5%

Balance of securities (booking price)

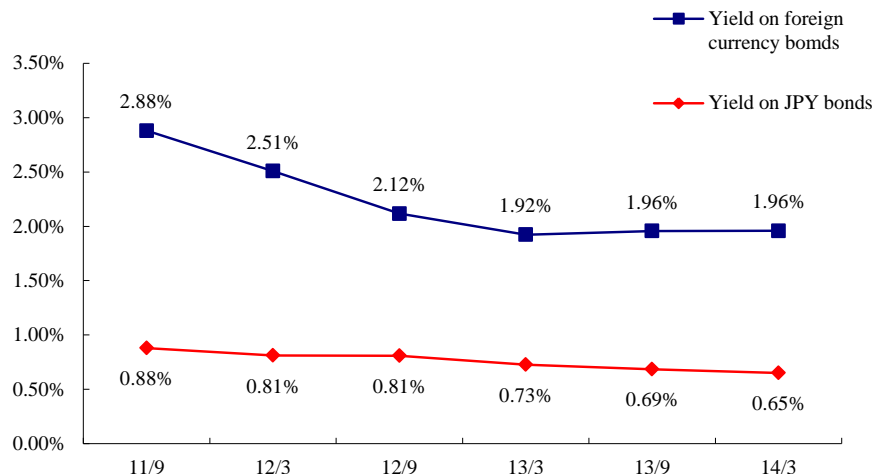
(Billions of yen)

	11/3		11/9		12/3		12/9		13/3		13/9		14/3		Change from 13/9		Change from 13/3	
	Balance	%	Balance	%	Balance	%	Balance	%	Balance	%	Balance	%	Balance	%	Balance	%	Balance	%
Yen-denominated bonds	1,852.8	86.7%	2,038.5	88.4%	2,084.8	87.2%	2,154.8	86.1%	2,089.3	83.2%	2,013.6	81.4%	2,077.7	79.0%	64.1	3.18%	(11.6)	(0.56%)
Duration [years]	3.6	—	3.9	—	3.8	—	4.2	—	4.0	—	3.9	—	3.8	—	(0.1)	-	(0.2)	-
Fixed rate notes	1,625.3	76.0%	1,813.0	78.6%	1,863.3	77.9%	1,942.2	77.6%	1,883.1	75.0%	1,816.6	73.5%	1,883.1	71.6%	66.5	3.66%	0.0	0.00%
[Average yield : %]	1.00%	—	0.95%	—	0.87%	—	0.79%	—	0.79%	—	0.75%	—	0.71%	—	(0.03%)	-	(0.08%)	-
Floating rate notes	227.5	10.6%	225.4	9.8%	221.5	9.3%	212.6	8.5%	206.1	8.2%	197.0	8.0%	194.5	7.4%	(2.5)	(1.27%)	(11.6)	(5.96%)
[Average yield : %]	0.39%	—	0.39%	—	0.28%	—	0.16%	—	0.10%	—	0.07%	—	0.05%	—	(0.02%)	-	(0.05%)	-
Foreign-denominated bonds	99.7	4.7%	80.8	3.5%	115.8	4.8%	149.3	6.0%	204.1	8.1%	241.7	9.8%	284.8	10.8%	43.1	17.83%	80.7	28.34%
Duration [years]	2.8	—	1.9	—	3.1	—	3.4	—	4.0	—	4.0	—	3.8	—	(0.2)	-	(0.2)	-
[Average yield spread : %]	2.45%	—	2.28%	—	2.05%	—	1.75%	—	1.29%	—	1.69%	—	0.88%	—	(0.81%)	-	(0.41%)	-
Fixed rate notes	81.4	3.8%	68.1	3.0%	104.5	4.4%	138.6	5.5%	196.6	7.8%	233.9	9.5%	274.3	10.4%	40.4	17.27%	77.7	28.33%
[Average yield : %]	3.61%	—	3.35%	—	2.75%	—	2.24%	—	2.00%	—	1.98%	—	2.01%	—	0.02%	-	0.00%	-
[Average yield spread : %]	2.97%	—	2.69%	—	2.23%	—	1.85%	—	1.67%	—	1.71%	—	1.73%	—	0.02%	-	0.06%	-
Floating rate notes	18.2	0.9%	12.7	0.6%	11.3	0.5%	10.6	0.4%	7.4	0.3%	7.8	0.3%	10.5	0.4%	2.7	34.62%	3.1	29.52%
[Average yield : %]	0.72%	—	0.66%	—	0.83%	—	0.86%	—	0.73%	—	0.71%	—	0.72%	—	0.01%	-	(0.01%)	-
[Average yield spread : %]	0.32%	—	0.31%	—	0.43%	—	0.48%	—	0.35%	—	0.37%	—	0.47%	—	0.09%	-	0.12%	-
Stock	145.2	6.8%	144.4	6.3%	143.3	6.0%	137.1	5.5%	137.7	5.5%	138.4	5.6%	138.1	5.3%	(0.3)	(0.22%)	0.4	0.29%
Tier I ratio	-	39.2%	-	38.3%	-	38.2%	-	36.1%	-	35.8%	-	34.9%	-	31.4%	-	(3.55%)	-	(4.38%)
Investment trusts and others	39.6	1.9%	41.7	1.8%	47.4	2.0%	59.9	2.4%	80.3	3.2%	78.3	3.2%	128.5	4.9%	50.2	64.11%	48.2	37.51%
Total	2,137.5	100.0%	2,305.5	100.0%	2,391.4	100.0%	2,501.3	100.0%	2,511.5	100.0%	2,472.3	100.0%	2,629.3	100.0%	157.0	6.35%	117.8	4.48%
[Average yield : %]	1.09%	—	1.12%	—	1.05%	—	1.06%	—	0.94%	—	0.99%	—	0.93%	—	(0.06%)	(6.1%)	(0.01%)	(1.1%)
Unrealized gains/(losses)	47.3	—	38.0	—	60.1	—	53.9	—	131.8	—	135.1	—	131.3	—	(3.8)	-	(0.5)	-

Gains (losses) on bonds



Yields on bonds (JPY bonds, Foreign bonds)



Securities portfolio

(Billions of yen)

	13/3		13/9		14/3		Change from 13/9		Change from 13/3	
	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)
Domestic bonds	2068.2	43.8	1998.8	33.1	2064.9	35.2	66.1	2.1	(3.3)	(8.6)
Foreign bonds	225.2	5.6	256.4	1.4	297.5	1.4	41.1	0.0	72.3	(4.2)
Stocks	137.7	66.0	138.4	88.9	138.1	82.2	(0.3)	(6.7)	0.4	16.2
Investment trusts & Others	80.3	16.2	81.3	11.9	119.9	12.3	38.6	0.4	39.6	(3.9)
Trust beneficiary rights	11.7	0.0	9.6	0.0	8.6	0.0	(1.0)	0.0	(3.1)	0.0
Total	2523.2	131.8	2484.7	135.5	2629.0	131.3	144.3	(4.2)	105.8	(0.5)

Foreign bonds

(Billions of yen)

	13/3		13/9		14/3		Change from 13/9		Change from 13/3	
	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)
Sovereign	102.1	2.7	131.7	1.0	170.8	0.6	39.1	(0.3)	68.7	(2.0)
Corporate	43.0	1.3	51.7	0.7	55.2	0.6	3.4	(0.1)	12.1	(0.6)
Pass through (Ginze Mae)	69.2	0.1	67.3	(0.4)	66.6	0.0	(0.7)	0.4	(2.5)	(0.2)
Securitization	10.9	0.0	5.6	0.1	4.8	0.1	(0.7)	0.0	(6.0)	0.0
Total	225.3	4.3	256.4	1.4	297.5	1.4	41.0	0.0	72.1	(2.8)

【Appendix】 Comparison between Self-Assessment, Disclosure of Problem Assets and Write-offs/Reserves

Breakdown by self-assessment classification of borrowers

(Billions of yen)

Classification of borrowers (Self-Assessment)					Reserve	Reserve ratio	Financial Revitalization Law	
Classification of borrowers	claim classification						Problem asset	Coverage ratio
	No-classification	II	III	IV				
Legally Bankrupt 1.6 (0.1)	3.6	4.7	—	—	0.0 (0)	100% 《100%》	Bankrupt and quasi-bankrupt assets 8.5 (0)	100.00% 《100.00%》
Substantially Bankrupt 6.7 (-0.1)	Protected by reserve, corateral guarantee		Booking reserve on no-classification		Write-off			
Potentially Bankrupt 93.4 (-8.3)	61.6	19.7	12.0	—	25.3 (-2.0)	67.87% 《65.43%》	Doubtful assets 93.4 (-8.3)	87.14% 《85.76%》
Borrowers Requiring Caution 34.6 (-5)	Protected by reserve, corateral guarantee		Booking reserve on no-classification		Specific reserve			
	Borrowers Requiring Monitoring 383.1 (-8.7)	5.0	29.6	—	6.8 (-1.2)	21.04% 《21.86%》	Substandard loans 24.7 (-3.0)	47.50% 《44.14%》
Normal Borrowers 4898 (179.7)	Balance × Reserve ratio		Balance × Reserve ratio		General loan loss reserve			
		129.7	253.4	—	7.0 (1.2)	1.84% 《1.47%》	Normal assets 5,309.0 (170.4)	
	4,898.0	—	—	2.0 (-0.3)	0.05% 《0.06%》			
Total	No-classification	II	III	IV	Total reserve	Total		
5417.8	5,098.2	307.5	12.0	0	41.3 (-2.3)	5435.5		

[Appendix] Changes in Borrower Classification

Based on number of borrowers

(Number)

		13/3						Total
		Normal borrowers	Borrowers requiring caution	Borrowers requiring monitoring	Potentially bankrupt	Substantially bankrupt	Legally bankrupt	
1 4 / 3	Normal borrowers	10,556	704	25	0	1	0	11,286
	Borrowers requiring caution	529	5,074	141	85	2	0	5,831
	Borrower requiring monitoring	15	89	304	8	0	0	416
	Potentially bankrupt	11	213	54	1,707	3	0	1,988
	Substantially bankrupt	6	78	11	184	222	0	501
	Legally bankrupt	2	14	6	30	10	44	106
	Others	284	125	16	39	0	0	464
	Total	11,403	6,297	557	2,053	238	44	20,592

(Number)

Upgraded	969
Unchanged	17,907
Downgraded	1,252
Others	464
Total	20,592

Based on borrowed amount

(Millions of yen)

		13/3						Total
		Normal borrowers	Borrowers requiring caution	Borrowers requiring monitoring	Potentially bankrupt	Substantially bankrupt	Legally bankrupt	
1 4 / 3	Normal borrowers	2,404,313	62,564	7,631	0	7	0	2,474,514
	Borrowers requiring caution	34,742	301,506	15,522	10,785	70	0	362,624
	Borrower requiring monitoring	1,650	8,501	24,591	713	0	0	35,456
	Potentially bankrupt	2,623	9,687	5,318	75,833	43	0	93,504
	Substantially bankrupt	325	2,175	217	10,796	3,930	0	17,443
	Legally bankrupt	278	1,416	230	4,625	250	943	7,743
	Others	6,970	1,128	363	93	0	0	8,554
	Total	2,450,902	386,977	53,872	102,845	4,299	943	2,999,838

(Millions of yen)

Upgraded	97,334
Unchanged	2,811,116
Downgraded	82,833
Others	8,554
Total	2,999,838

Balance of loans by industry

(Millions of yen)

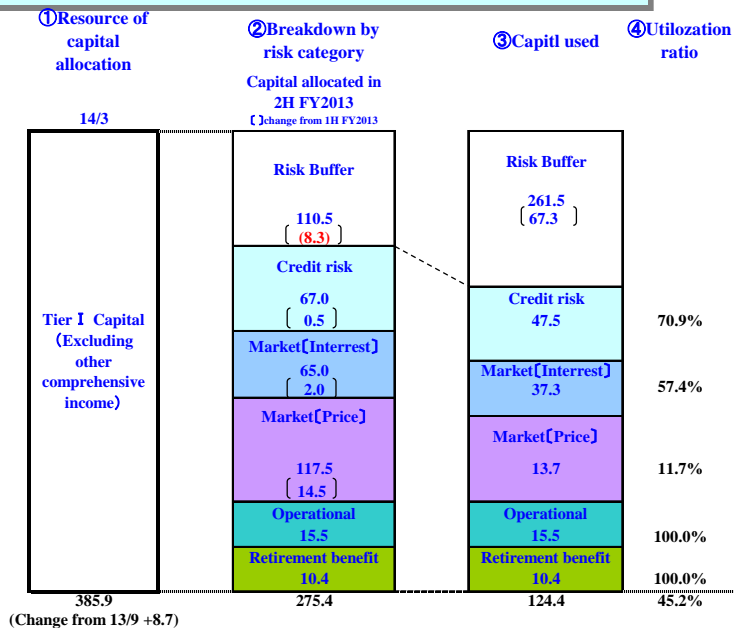
	13/9		14/3		Change from 13/9	
	Balance	(%)	Balance	(%)	Balance	(%)
Corporate loans	320,403.5	61.1%	327,894.1	60.7%	7,490.6	(0.4%)
Manufacturing	75,074.8	14.3%	74,510.2	13.8%	(564.6)	(0.5%)
Farming & Forestry	1,420.4	0.3%	1,542.2	0.3%	121.8	0.0%
Fishery	363.2	0.1%	325.9	0.1%	(37.3)	(0.0%)
Mining & quarrying of stone and gravel	1,891.8	0.4%	1,760.0	0.3%	(131.8)	(0.0%)
Construction	14,924.7	2.8%	15,925.1	2.9%	1,000.4	0.1%
Electric & gas utilities, water service	5,275.1	1.0%	5,035.9	0.9%	(239.2)	(0.1%)
Information communication	3,613.4	0.7%	3,626.5	0.7%	13.1	(0.0%)
Transport & postal activities	16,061.4	3.1%	17,588.6	3.3%	1,527.2	0.2%
Wholesaling & retailing	59,159.5	11.3%	59,074.3	10.9%	(85.2)	(0.3%)
Financial & insurance	20,724.7	4.0%	20,771.3	3.8%	46.6	(0.1%)
Real estate, goods rental & leasing	83,322.8	15.9%	88,711.8	16.4%	5,389.0	0.5%
Miscellaneous services	38,571.7	7.4%	39,022.3	7.2%	450.6	(0.1%)
Public sector	77,391.5	14.8%	78,974.5	14.6%	1,583.0	(0.1%)
Others (including individual loans)	126,260.0	24.1%	133,065.0	24.6%	6,805.0	0.6%
Total	524,055.7	100.0%	539,934.2	100.0%	15,878.5	-

Risk-monitored loans

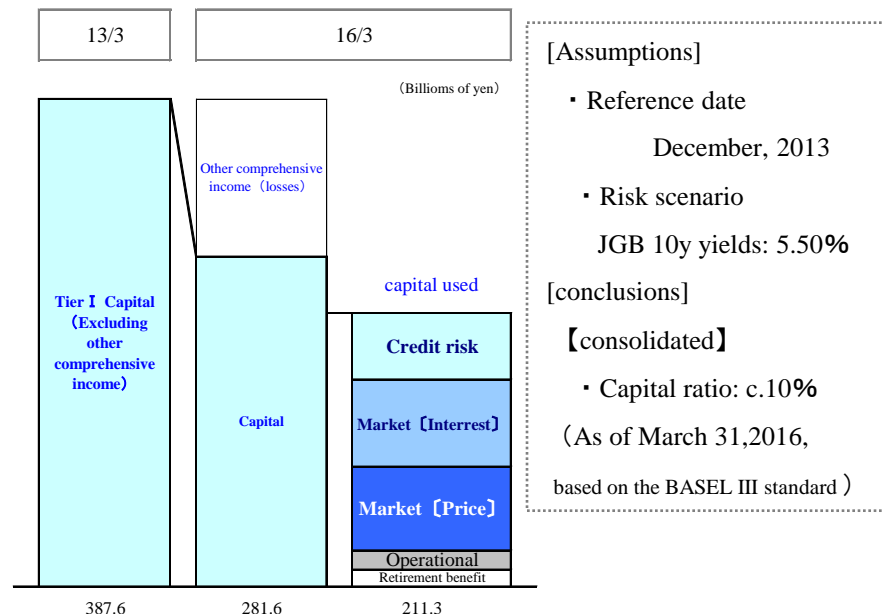
(Millions of yen)

	13/9		14/4		Change from 13/9	
	Balance	(%)	Balance	(%)	Balance	(%)
Corporate loans	12,888.0	96.4%	11,798.8	93.3%	(1,089.2)	(3.1%)
Manufacturing	2,968.4	22.2%	2,689.0	21.3%	(279.4)	(0.9%)
Farming & Forestry	184.2	1.4%	124.4	1.0%	(59.8)	(0.4%)
Fishery	31.5	0.2%	5.9	0.0%	(25.6)	(0.2%)
Mining & quarrying of stone and gravel	0.0	0.0%	0.0	0.0%	0.0	0.0%
Construction	1,702.6	12.7%	1,611.6	12.7%	(91.0)	0.0%
Electric & gas utilities, water service	1.3	0.0%	1.0	0.0%	(0.3)	(0.0%)
Information communication	215.3	1.6%	110.5	0.9%	(104.8)	(0.7%)
Transport & postal activities	374.0	2.8%	328.1	2.6%	(45.9)	(0.2%)
Wholesaling & retailing	3,110.8	23.3%	2,863.5	22.6%	(247.3)	(0.6%)
Financial & insurance	52.5	0.4%	51.9	0.4%	(0.6)	0.0%
Real estate, goods rental & leasing	1,796.8	13.4%	1,889.8	14.9%	93.0	1.5%
Miscellaneous services	2,450.6	18.3%	2,123.1	16.8%	(327.5)	(1.5%)
Public sector	-	-	-	-	-	-
Others (including individual loans)	884.2	6.6%	845.1	6.7%	(39.1)	0.1%
Total	13,372.7	100.0%	12,644.3	100.0%	-	-

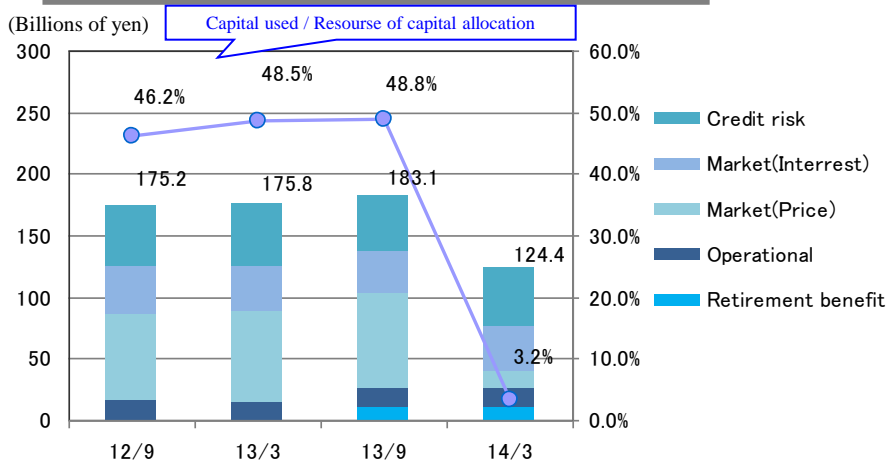
Risk capital allocation as of March 31, 2014



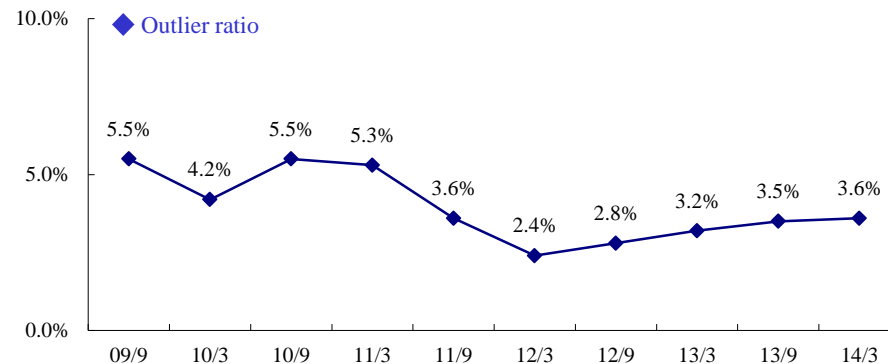
Stress test



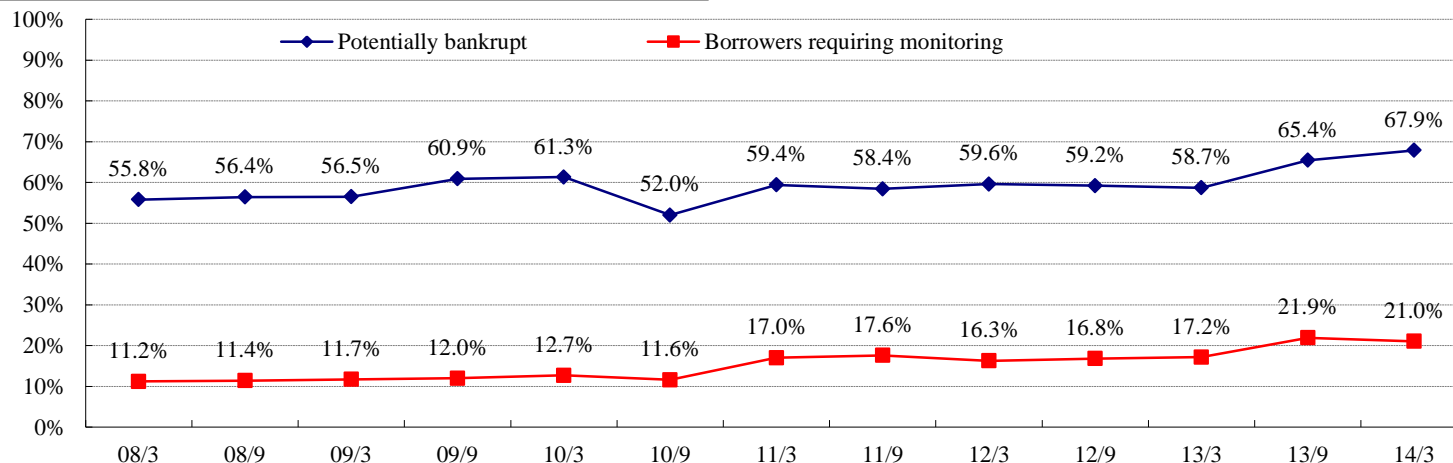
Capital used



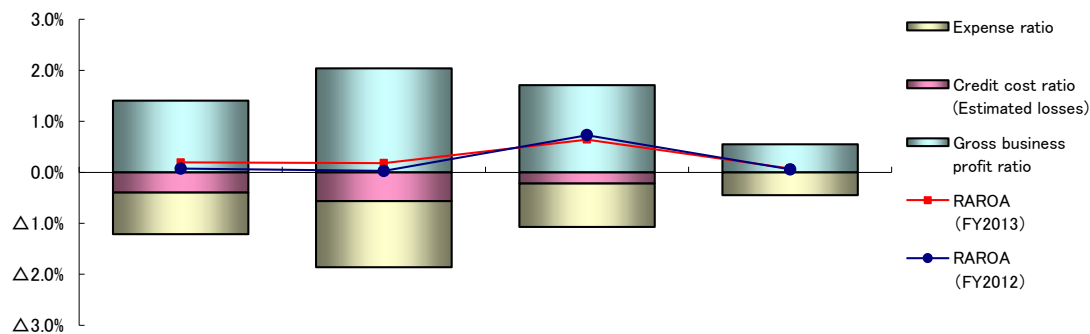
Market risk (interest)



Reserve ratio (potentially bankrupt, borrowers requiring monitoring)



Status of earnings by principal operation (FY2013)



	Corporate	Corporate (Ibaraki and its adjoining area)	Housing-related loans	Client assets
RAROA (FY2013)	0.2%	0.2%	0.6%	0.1%
RAROA (FY2012)	0.1%	0.0%	0.7%	0.1%
Balance (trillion)	2.8	1.5	1.6	1.2

Breakdown of expenses

(Billions of yen)

	FY2010	1H FY2011	FY2011	1H FY2012	FY2012	1H FY2013	FY2013	YoY change
Total expenses	69.6	35.3	69.1	35.2	68.7	36.1	70.6	1.9
Personnel expenses	35.1	17.6	35.0	17.7	35.1	17.6	35.1	0.0
Non-Personnel expenses	31.4	15.6	31.3	15.4	30.6	16.4	32.3	1.7
Depreciation ①	5.8	3.0	5.9	2.4	5.1	2.7	5.8	-
Deposit insurance cost ②	5.4	2.7	5.5	2.9	4.8	3.0	4.9	-
Others (Excluding ① & ②)	20.1	9.7	19.8	10.0	20.5	10.6	21.5	-
Tax	3.0	2.1	2.8	2.0	2.9	2.1	3.0	-
OHR (Core net business income basis)	62.5%	64.6%	63.7%	64.8%	63.9%	67.8%	67.1%	-

Number of employees/branches

	11/3	11/9	12/3	12/9	13/3	13/9	14/3	YoY change
Number of employees	3,360	3,457	3,358	3,417	3,332	3,398	3,291	(41)
Network	400	402	403	409	410	413	415	5
Domestic	176	176	176	177	177	178	179	2
Overseas	1	1	1	2	2	2	2	0
ATM spot	223	225	226	230	231	233	234	3
ATM	27,307	28,143	29,104	30,277	31,713	32,872	33,397	1,684
Own	888	891	876	878	878	880	883	5
E-net (alliance)	11,056	11,247	11,596	12,069	12,714	13,148	13,000	286
Seven bank (alliance)	15,363	16,005	16,632	17,330	18,123	18,844	19,514	1,391

Breakdown of expenses

	FY2010	1H FY2011	FY2011	1H FY2012	FY2012	1H FY2013	FY2013	YoY change
EPS (Yen)*1	16.74	11.32	21.91	14.54	26.95	16.69	29.55	2.60
BPS (Yen)	548.70	544.12	575.02	580.91	659.16	675.79	680.52	21.36
ROE (Net income basis: %)*2	3.07%	4.14%	3.92%	5.03%	4.37%	4.98%	4.40%	0.03%
OHR (Core business profit basis)	62.50%	64.60%	63.70%	64.80%	63.90%	67.80%	67.10%	3.20%
ROA (Core business profit basis)	0.57%	0.50%	0.51%	0.48%	0.49%	0.41%	0.41%	(0.08%)

*1 The denominator of the equation for EPS is the average number of shares outstanding,

and the denominator of the equation for BPS is the number of shares outstanding at end of fiscal year (both excluding treasury stock)

*2 ROE figures are on top: net income ÷ (balance of net assets at end of previous fiscal year

+ balance of net assets at end of period) ÷ 2

Number of employees/branches

	11/3	11/9	12/3	12/9	13/3	13/9	YoY change
Loans and bills discounted	43.25%	43.03%	44.17%	44.12%	44.48%	44.91%	0.43%
Deposits	42.71%	42.86%	43.32%	42.82%	43.05%	43.01%	Δ0.04%

(%)

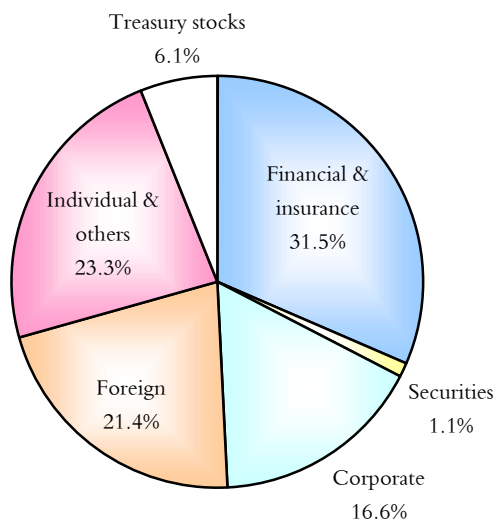
*Share of deposits and loans in Ibaraki Prefecture, final figures for September 30, 2013

【Appendix】 Shareholder Composition

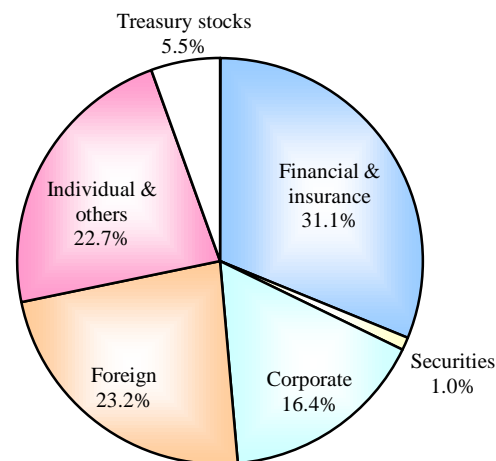
Shareholder composition

	11/9			12/3			12/9			13/3			13/9			change from 12/9		
	Stockholders	Stock (Thousands)	%	Stockholders	Stock (Thousands)	%	Stockholders	Stock (Thousands)	%	Stockholders	Stock (Thousands)	%	Stockholders	Stock (Thousands)	%	Stockholders	Stock (Thousands)	%
Public sector	3	297	0.0%	3	297	0.0%	3	297	0.0%	3	297	0.0%	3	297	0.0%	0	0	0.00%
Financial & insurance	64	267,760	32.8%	65	265,761	32.8%	57	260,229	32.6%	55	251,390	31.5%	56	247,142	31.3%	(1)	(13,087)	(1.25%)
Securities	40	5,810	0.7%	38	7,944	1.0%	38	6,862	0.9%	37	8,853	1.1%	40	7,790	1.0%	2	928	0.13%
Corporate	1,030	139,121	17.0%	1,001	137,701	17.0%	985	136,554	17.1%	959	132,793	16.6%	944	129,662	16.4%	(41)	(6,892)	(0.66%)
Foreign	294	157,031	19.2%	289	155,269	19.2%	297	161,553	20.2%	308	171,226	21.4%	312	178,847	22.7%	15	17,294	2.45%
Individual & others	29,245	196,880	24.1%	28,339	193,886	23.9%	28,367	190,936	23.9%	27,468	186,214	23.3%	26,670	182,155	23.1%	(1,697)	(8,781)	(0.81%)
Treasury stocks	1	49,329	6.0%	1	49,370	6.1%	1	42,798	5.4%	1	48,455	6.1%	1	43,335	5.5%	0	537	0.14%
Total	30,677	816,231	100.0%	29,736	810,231	100.0%	29,748	799,231	100.0%	28,831	799,231	100.0%	28,026	789,231	100.0%	(1,722)	(10,000)	0.00%

As of March 31, 2013



As of March 31, 2014



(Thousands)

Increase

Foreign +11,520

Decrease

Financial & insurance (5,656)

Individual (6,746)

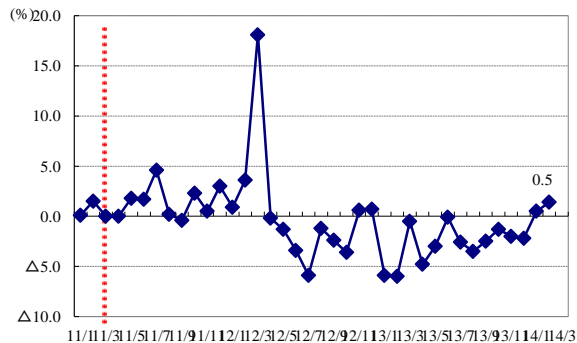
Corporate (3,304)

Securities (797)

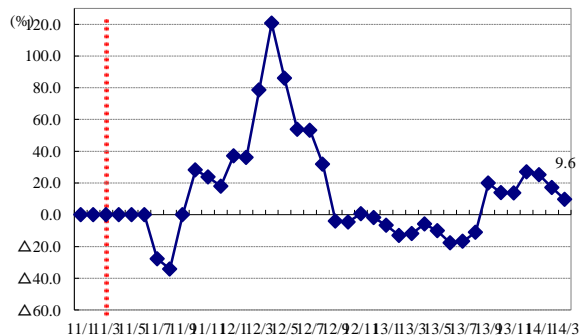
Treasury stock (5,017)

[Appendix] Economic Indicators for Ibaraki Prefecture

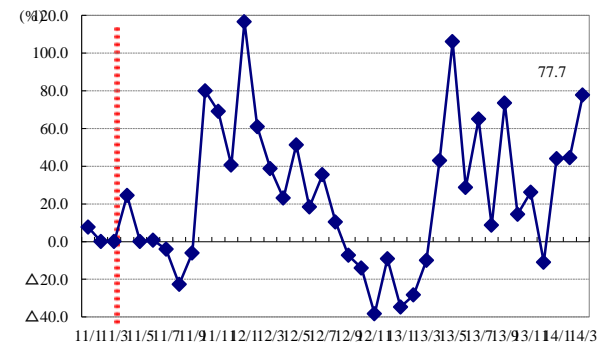
Large-scale retail store sales (YoY)



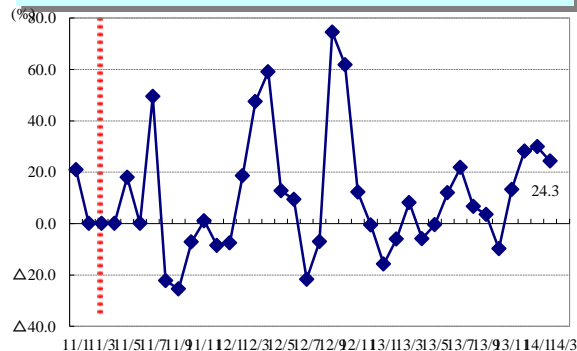
Total number of registered new automobiles (YoY)



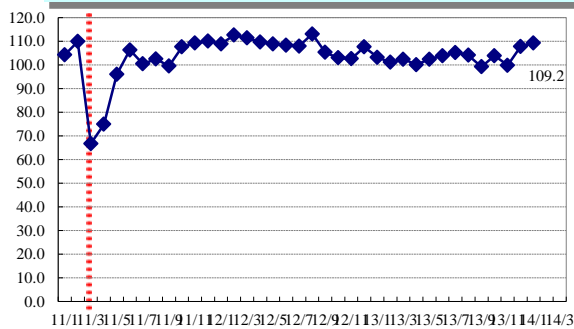
Value of public construction starts by order (YoY)



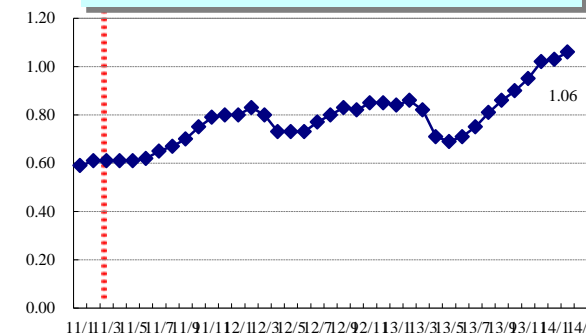
New housing starts (YoY)



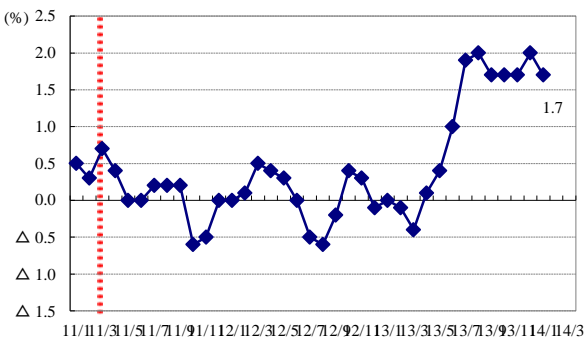
Industrial production (2005=100)



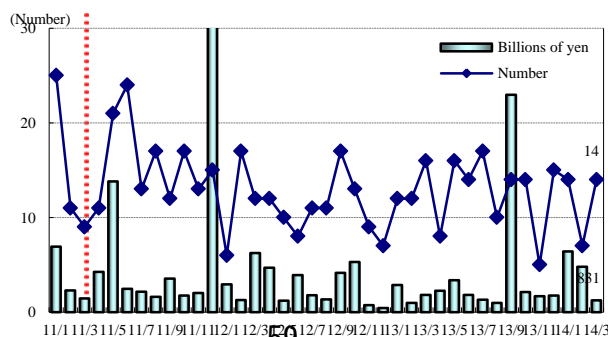
Ratio of job offers to job seekers



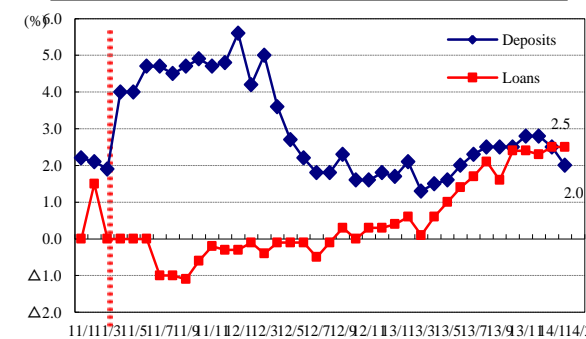
Consumer prices (YoY)



Business bankruptcies (number and value)



Deposits, loans and bills discounted (YoY)





【About the logo】

- Orange rectangles show “customers”, ”local communities”, ”Joyo bank”, the red rectangle shows “additional value”
- Spread made by four rectangles shows “+” shape , and brings up the image that four rectangles make new value like a wind mill

Inquiries related to this presentation should be addressed to:

The Joyo Bank, Ltd. Corporate Planning Division

TEL	(81) 29-300-2603
FAX	(81) 29-300-2602
E-mail	ir@joyobank.co.jp
URL	http://www.joyobank.co.jp/

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