## 魏㥸PLUS

Financial Results for the Third Quarter of FY2015 and Projections for FY2015

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

JOYO BANK

## Contents

$\diamond$ Financial Highlights for the 3Q FY2015 ..... 1
Top Line ..... 2
$\diamond$ Affiliated Companies ..... 3
$\diamond$ Average Balance of Loans and Deposits ..... 4$\diamond$ Loan-deposit Interest Margins
/ Average yields on Loans and bills discounted ..... 5
$\diamond$ Corporate Loans ..... 6
$\diamond$ Housing Related Loans ..... 7
$\diamond$ Unsecured Consumer Loans ..... 8
Sales of Financial Products ..... 9
$\diamond$ Investment Securities ..... 10
$\diamond$ Strategic Shareholdings ..... 11
$\diamond$ Credit Costs / Claims for Disclosure ..... 12
$\diamond$ Capital Adequacy Ratio / Shareholder Returns ..... 13
$\diamond$ Projections for FY2015 ..... 14
－Non consolidated net income increased by $¥ 1.7$ billion YoY to $¥ 22.3$ billion with a decrease in expenses from lower deposit insurance premium and gains on stocks．
－Progress ratio to FY2015 ：81\％for Non consolidated net income，79\％for Consolidated net income．

## Financial Highlights for the 3Q FY2015

|  |  |  |  |  | （Billions of yen） |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2014 |  | FY2015 |  | YoY |  | ※1 FY2015 |  | $※ 1$ |  |
|  | Apr．－Dec． | Oct．－Dec． | Apr．－Dec． | Oct．－Dec． | Apr．－Dec． | Oct．－Dec． | Projection | Progress Ratio |  |  |
| Gross business profit | 84.0 | 28.6 | 84.2 | 28.6 | 0.2 | （0．0） | 110.0 | 76\％ |  |  |
| Net interest income | 69.5 | 23.2 | 68.5 | 22.9 | （0．9） | （0．3） | 89.0 | 77\％ |  |  |
| Fees and commissions | 10.7 | 3.8 | 12.1 | 4.7 | ※2 1.3 | 0.8 | 16.0 | 75\％ |  | Revised up the projection of FY2015 as of 26 Oct． 2015 |
| Net other operating profit | 3.7 | 1.5 | 3.5 | 0.9 | （0．1） | （0．5） | 5.0 | 70\％ |  |  |
| Gains／losses on bonds | 2.7 | 1.1 | 1.5 | 0.1 | （1．1） | （0．9） | 3.0 | 51\％ | $※ 2$ | Changed the accounting processing method of group credit |
| Expenses | 53.3 | 17.2 | 51.2 | 16.1 | （2．0） | （1．1） | 69.0 | 74\％ |  | life insurance dividend |
| Real business profit | 30.6 | 11.4 | 32.9 | 12.5 | 2.3 | 1.0 | 41.0 | 80\％ |  | Ordinary profit（FY2014）$\rightarrow$ Fees and commissions（FY2015） |
| Net transfer to general reserve for possible loan losses（A） | （1．2） | 0.1 | 0.3 | 0.3 | 1.6 | 0.1 | 0.5 | 63\％ |  |  |
| Business profit | 31.9 | 11.2 | 32.6 | 12.2 | 0.6 | 0.9 | 40.5 | 80\％ | $※ 3$ | In the 3Q FY2014，negative goodwill from the purchase of |
| Core net business profit | 27.9 | 10.3 | 31.4 | 12.3 | 3.4 | 2.0 | 38.0 | 82\％ |  | some affiliated companies＇minority interest increased |
| Net non－recurring gains（losses） | （0．7） | （0．9） | 0.0 | （1．1） | 0.8 | （0．1） | 0.5 | 12\％ |  | consolidated net income by $¥ 1.3 \mathrm{bn}$ ． |
| Disposal of non－performing loans（B） | 3.7 | 1.3 | 3.5 | 0.9 | （0．1） | （0．4） | 3.5 | 101\％ |  |  |
| Gains／losses on stocks | 2.8 | 0.7 | 4.5 | 1.5 | 1.6 | 0.8 | 3.5 | 129\％ |  |  |
| Ordinary profit | 31.2 | 10.2 | 32.7 | 11.0 | 1.5 | 0.8 | 41.0 | 79\％ |  |  |
| Net special gains（losses） | （0．6） | （0．1） | （0．3） | （0．1） | 0.2 | 0.0 | （1．0） | 39\％ |  |  |
| Net income before income taxes and others | 30.5 | 10.1 | 32.3 | 10.9 | 1.7 | 0.7 | 40.0 | 80\％ |  |  |
| Net income after tax | 20.6 | 6.9 | 22.3 | 7.4 | 1.7 | 0.5 | 27.5 | 81\％ |  |  |
| Net credit costs（A）＋（B） | 2.4 | 1.5 | 3.8 | 1.2 | 1.4 | （0．3） | 4.0 | 97\％ |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Ordinary profit（Consolidated） | 34.9 | 11.5 | 36.0 | 11.9 | 1.0 | 0.3 | 46.5 | 77\％ |  |  |
| Net income after tax（Consolidated） | 24.2 | 9.0 | 24.5 | 7.9 | 0.2 | ※3（1．0） | 31.0 | 79\％ |  |  |
|  |  |  |  |  |  | －1－ |  |  |  |  |

- Net interest income decreased by $¥ 0.9$ billion YoY.

Breakdown: Interest income on loans (1.2)bn, Interest income on securities +1.4 bn , Funding cost (1.0)bn.
$\checkmark$ Fees and Commissions increased by $¥ 1.3$ billion YoY mainly owing to changing the accounting processing method of group credit life insurance dividend (※).
※ used to be accounted for ordinary profit


## Breakdown of Loan-Deposit Interest Margins

## Breakdown of Interest Income on Securities

| (Billions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Apr.-Dec. FY2015 |  |  |  |  |  |
|  | Total |  | Domestic |  | Foreign |  |
|  | Results | YoY Change | Results | YoY Change | Results | YoY Change |
| Loan-Deposit Interest Margins | 47.8 | (1.4) | 47.5 | (1.5) | 0.2 | 0.1 |
| Interest income on loans | 49.8 | (1.2) | 49.2 | (1.5) | 0.6 | 0.3 |
| 【Breakdown Average balance | - | 2.0 | - | $1.8+¥ 205.0$ billion | - | $0.2+¥ 40.3$ billion |
| by factors Yield | - | (3.3) |  | (3.4) (8bp) |  | $0.1+20 \mathrm{bp}$ |
| Interest expenses on deposits | 2.0 | 0.1 | 1.6 | (0.0) | 0.3 | 0.2 |


|  | Billions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Apr.-Dec. FY2015 Total |  |  |  |  |  |
|  |  |  | Domestic |  | Foreign |  |
|  | Results | YoY Change | Results | YoY Change | Results | YoY Change |
| Interest income on securities | 23.0 | 1.4 | 17.2 | 0.2 | 5.7 | 1.1 |
| [Breakdown Average balance | - | 0.1 | - | (1.4) (\#186.3 billion) |  | $1.5+$ +123.0 billion |
| by factors Y Yield | - | 1.2 | - | $1.7+10 \mathrm{pp}$ |  | (0.4) (14bp) |

[^0]- Net income of affiliated companies decreased by $¥ 1.4$ billion YoY to $¥ 2.2$ billion mainly owing to the reaction of negative goodwill accounted in 3Q FY2014 (※) .

Financial Results of Affiliated Companies

|  |  |  |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Business Description | Ordinary revenue | YoY change | Ordinary profit | YoY change | Net income after tax | YoY change |
| Profitable | The Joyo Lease Co., Ltd. | Leasing of machinery and equipment, and claim acquisition | 14,853 | 1,109 | 532 | (124) | 390 | 21 |
|  | The Joyo Securities Co., Ltd. | Trading of securities and mediation, commission and proxy trading of securities | 1,706 | 442 | 670 | 253 | 478 | 89 |
|  | The Joyo Computer Service Co., Ltd. | Development and sales of software and other products, and contract data processing | 938 | (22) | (23) | 53 | (16) | 33 |
|  | The Joyo Industrial Reseach Institute, Ltd. | Consulting services and contract investigation and research services | 469 | 132 | 46 | 41 | 32 | 28 |
| Outsourcing | The Joyo Credit Guarantee Co., Ltd. | Credit guarantee of housing loans from Joyo Bank | 888 | (8) | 164 | 3 | 111 | 2 |
|  | The Joyo Credit Co., Ltd. | Credit card services | 2,583 | (107) | 1,335 | (592) | 869 | (350) |
|  | The Joyo Business Service Co., Ltd. | Agent in charge of administrative work for Joyo Bank | 587 | (76) | 0 | 0 | 1 | 0 |
|  | The Joyo Cash Service Co., Ltd. | Maintenance and management of Joyo Bank ATMs | 822 | (26) | 0 | (1) | 0 | (0) |
|  | The Joyo Equipment Management Co., Ldd. | Maintenance and management of business property and equipment of the Joyo Bank | 733 | (84) | 154 | 0 | 42 | (69) |
| Consolidation closing accounts |  |  | $(5,391)$ | 247 | 441 | (75) | 311 | $(1,172)$ |
| Total |  |  | 18,192 | 1,604 | 3,322 | (440) | 2,220 | $(1,416)$ |

※ Negative goodwill from the purchase of some affiliated companies' minority interest increased consolidated net income ( $¥ 1.3 \mathrm{bn}$.).
The purchase was carried out for the improvement of capital efficiency.

## O The Joyo Computer Service Co., Ltd

Net income in FY2015 will be in surplus owing to the income for receipt service of local tax and public funds in the forth quarter.

O The Joyo Credit Guarantee Co., Ltd
Net income decreased by $¥ 0.3 \mathrm{bn}$. owing to the reaction of lower credit costs in FY2014 than usual.

- The Joyo Credit Guarantee Co., Ltd.

【Total Guarantees Outstanding】


## Average Balance of Loans and Deposits

- The average balance of loans and bills discounted increased $¥ 235.4$ billion YoY ( $+4.2 \%$ annually).
- The average balance of deposits increased $¥ 227.6$ billion YoY ( $+3.0 \%$ annually).

| Average Balance of Loans and Bills Discounted |  |  |  |  |  |  |  |  |  | (Billions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & 8,000.0 \\ & 7,000.0 \end{aligned}$ | (billions of yen) | - Others | - Individual+ <br> Ibaraki\&adjoining areas |  |  | $\begin{gathered} 2 \mathrm{H} \\ \text { FY2014 } \end{gathered}$ |  | $\begin{gathered} \text { 1H } \\ \text { FY2015 } \end{gathered}$ <br> (2) | FY2015 Oct.-Dec.(3) | YoY change |  | Change(3)-(2) | 2H FY2015 <br> Projection |
| 6,000.0 | 5,666.6 | 5,739.5 | 5,835.8 | 5925.4 |  | Oct.-Dec. <br> (1) |  |  |  | (3)-(1) | Change ratio |  |  |
| 5,000.0 |  | 2183.4 | 2,188.0 | 2,211.7 | Corporate | 2,742.9 | 2,766.5 | 2,732.5 | 2,762.4 | 19.5 | 0.7\% | 29.9 | 2,800.9 |
| 4,000.0 |  |  |  |  | Ibaraki and its adjoining areas | 1,469.3 | 1,477.5 | 1,455.4 | 1,479.0 | 9.7 | 0.7\% | 23.6 | 1,510.7 |
| 3,000.0 |  |  |  |  | Tokyo and Osaka | 1,273.6 | 1,289.0 | 1,277.1 | 1,283.4 | 9.8 | 0.8\% | 6.3 | 1,290.2 |
|  |  |  |  |  | Individual | 1,990.0 | 2,007.9 | 2,100.7 | 2,168.8 | 178.8 | 9.0\% | 68.1 | 2,203.0 |
|  | 3,485.4 | 3,556.1 | 3,647.8 | 3,73.7 | Public sector | 804.8 | 821.0 | 817.1 | 808.0 | 3.2 | 0.4\% | (9.1) | 827.5 |
| 0.0 |  |  |  |  | Foreign Currency | 62.7 | 71.2 | 89.2 | 96.4 | 33.7 | 53.7\% | 7.2 | 94.0 |
|  | $\begin{gathered} 2 \mathrm{H} \\ \text { FY2014 } \end{gathered}$ | $\begin{gathered} \text { 1H } \\ \text { FY2015 } \end{gathered}$ | Oct.-Dec. FY2015 | 2H FY2015 Projection | Total | 5,600.4 | 5,666.6 | 5,739.5 | 5,835.8 | 235.4 | 4.2\% | 96.3 | 5,925.4 |


| Average Balance of Deposits |  |  |  |  |  |  |  |  |  | (Billions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (billions of yen) |  | $\begin{aligned} & \text { = Others } \\ & \text { 7,828.6 } \end{aligned}$ | $\square$ Individual |  |  | $\begin{gathered} 2 \mathrm{H} \\ \text { FY2014 } \end{gathered}$ |  | 1H FY2015 <br> (2) | FY2015 Oct.-Dec. (3) | YoY change |  | Change(3)-(2) | 2H FY2015 <br> Projection |
| 8,000.0 | 7,599.7 |  | 7,806.0 | 7,842.2 |  | Oct.-Dec. <br> (1) |  |  |  | (3)-(1) | Change <br> ratio |  |  |
|  | 1,878.9 | 2,014.9 | 1,964.1 | 1,976.2 | Corporate | 1,486.8 | 1,490.7 | 1,537.6 | 1,522.6 | 35.8 | 2.4\% | (15.0) | 1,550.0 |
| 5,000.0 | 5,720.8 | 5,813.7 | 5,841.9 | 5,866.0 | Individual | 5,687.6 | 5,720.8 | 5,813.7 | 5,841.9 | 154.3 | 2.7\% | 28.2 | 5,866.0 |
| 4,000.0 |  |  |  |  | Public sector | 350.5 | 334.0 | 404.2 | 356.0 | 5.5 | 1.6\% | (48.2) | 330.0 |
| 3,000.0 |  |  |  |  | Foreign Currency | 53.5 | 54.2 | 73.1 | 85.5 | 32.0 | 59.8\% | 12.4 | 96.2 |
| 2,000.0 |  |  |  |  | Total | 7,578.4 | 7,599.7 | 7,828.6 | 7,806.0 | 227.6 | 3.0\% | (22.6) | 7,842.2 |
| 1,000.0 |  |  |  |  | Ratio of current deposits | 62.7\% | 62.9\% | 63.6\% | 63.8\% | 1.1\% | - | 0.2\% | 62.9\% |
| 0.0 |  |  |  |  | Ratio time deposits | 37.3\% | 37.1\% | 36.4\% | 36.2\% | (1.1\%) | - | (0.2\%) | 37.1\% |
|  | $\stackrel{2 \mathrm{H}}{\text { FY2014 }}$ | $\begin{gathered} \text { 1H } \\ \text { FY2015 } \end{gathered}$ | $\begin{aligned} & \text { Oct.-Dec. } \\ & \text { FY2015 } \end{aligned}$ | 2H FY2015 <br> Projection | -4- |  |  |  |  |  |  |  |  |

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

- Average yield on loans and bills discounted:

Result in $3^{\text {rd }}$ Quarter of FY2015: 1.14\% (down 8bp YoY)
Target in FY2015
: 1.13\% (down 7bp YoY)

- Total interest margin increased from $0.24 \%$ to $0.25 \%$ mainly owing to increase in securities' yield and decrease in expense ratio.

Loan-Deposit Interest Margins

|  |  | FY2013 <br> (1) | $\begin{gathered} \text { FY2014 } \\ \text { (2) } \end{gathered}$ | YoY <br> change (2)-(1) | Apr.-Dec. <br> FY2014 <br> (3) | $\begin{aligned} & \text { Apr.-Dec. } \\ & \text { FY2015 } \\ & 4 \end{aligned}$ | YoY <br> change (4)-3 | 2 H FY2015 Projection |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average yield on interestearning assets | (A) | 1.18\% | 1.14\% | (4bp) | 1.16\% | 1.13\% | (3bp) | - |
| Average yield on loans and bills discounted | (B) | 1.32\% | 1.21\% | (11bp) | 1.22\% | 1.14\% | (8bp) | 1.13\% |
| Average yield on securities |  | 0.96\% | 1.05\% | 9bp | 1.08\% | 1.19\% | 11 bp | 1.00\% |
| Funding costs | (C) | 0.96\% | 0.91\% | (5bp) | 0.92\% | 0.89\% | (3bp) | - |
| Average yield on deposits | (D) | 0.03\% | 0.03\% | Obp | 0.03\% | 0.03\% | +Obp | 0.02\% |
| Expense ratio |  | 0.94\% | 0.91\% | (3bp) | 0.92\% | 0.86\% | (6bp) | - |
| Loan-deposit interest margins | (B-D) | 1.29\% | 1.18\% | (11bp) | 1.19\% | 1.11\% | (8bp) | 1.11\% |
| Toatal interest margin | ( $\mathrm{A}-\mathrm{C}$ ) | 0.22\% | 0.23\% | lbp | 0.24\% | 0.25\% | lbp | - |

Average Yield on Loans and Bills Discounted (yen)


## Corporate Loans

- The average balance of corporate loans increased by $¥ 19.5$ billion YoY led by increase of loans in adjoining areas (Chiba and Saitama, Tochigi Prefecture ).
- Continue to respond proactively to new funding needs mainly among local borrowers such as medical healthcare, agriculture and new energy industries.

Average Balance of Loans (yen)


Initiatives for Growth Sectors

|  |  |  | 1H <br> FY2015 <br> (2) | FY2015 <br> Oct.-Dec. <br> (3) | Yo Y change |  | Billions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | FY2015 |  |
|  |  |  |  |  | (3)-11 | Change <br> ratio | Projection <br> (4) |  |
| Total of growth sector | - |  | 58.9 | 28.9 |  |  | 65.0 | 135\% |
| Medica//Health care | 11.4 | 23.6 | 26.2 | 11.3 | (0.1) | (0.9\%) | 40.0 | 94\% |
| New energy | 6.3 | 17.8 | 13.5 | 7.5 | 1.2 | 19.0\% | 10.0 | 210\% |
| Agri-business | - | - | 17.8 | 9.6 |  |  | 10.0 | 274\% |
| Manufactures | - | - | 1.4 | 0.5 |  |  | 5.0 | 38\% |

*1. A scope of 400 borrowers until FY2014. The scope was narrowed to 330 borrowers in 2H FY2015 to prioritize support.
2. Limited to the funding of capital investments by priority businesses receiving assistance applying for subsidies and other support.

Yield on Corporate Loans


Loans for Equipment Funds (in Ibaraki and adjoining areas)


## Housing Related Loans

- While housing starts in Ibaraki Prefecture continue to decrease slightly, housing related loan executions were about the same level as the previous fiscal year. Apartment loans decreased by $¥ 2.8$ billion YoY due to temporary factor.
- Yields on executed housing related loans continue an upward trend due to an increase of fixed interest rate ratio.


## Housing Related Loans Executed

|  | $\begin{gathered} 2 \mathrm{H} \\ \text { FY2014 } \end{gathered}$ |  | $\begin{gathered} \text { 1H } \\ \text { FY2015 } \end{gathered}$ | FY2015 <br> Oct.-Dec. <br> (2) | YoY change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Oct.-Dec. <br> (1) |  |  |  | (2)-(1) | Change ratio |
| Housing loans | 45.1 | 101.8 | 99.0 | 44.0 | (1.1) | (2.5\%) |
| Ibaraki | 29.1 | 66.6 | 62.1 | 28.0 | (1.1) | (3.9\%) |
| Miyagi and Fukushima | 2.2 | 4.9 | 5.4 | 1.6 | (0.5) | (24.9\%) |
| Tochigi | 2.9 | 6.3 | 5.8 | 2.8 | (0.0) | (1.1\%) |
| Chiba and Saitama | 10.8 | 23.8 | 25.4 | 11.2 | 0.4 | 3.8\% |
| Apartment loans | 22.0 | 60.9 | 50.8 | 19.2 | (2.8) | (12.8\%) |
| Ibaraki | 11.6 | 32.3 | 28.7 | 9.8 | (1.7) | (15.0\%) |
| Miyagi and Fukushima | 4.2 | 11.7 | 9.4 | 3.9 | (0.2) | (6.4\%) |
| Tochigi | 1.9 | 4.7 | 3.9 | 1.8 | (0.0) | (1.8\%) |
| Chiba and Saitama | 4.2 | 12.0 | 8.6 | 3.4 | (0.7) | (18.0\%) |
| Total | 67.2 | 162.8 | 149.9 | 63.2 | (3.9) | (5.9\%) |

Housing Related Loans Balance (term-end)


【Ratio of unsecured consumer loan borrowers who have housing related loan】

|  | $\text { Mar. } 2014$ | Sep. 2014 | Mar. 2015 | Sep. 2015 | (Number) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Dec. 2015 |
| Borrowers of housing loans | 80,905 | 82,727 | 84,483 | 86,197 | 86,903 |
| Auto loans | 4.3\% | 4.5\% | 4.8\% | 4.9\% | 5.0\% |
| Educational loans | 4.3\% | 4.1\% | 4.4\% | 4.2\% | 4.3\% |
| Card loans | 29.1\% | 32.2\% | 35.9\% | 38.8\% | 40.6\% |

## Unsecured Consumer Loans

- The average balance of unsecured consumer loans increased by $¥ 5.6$ billion YoY ( $+8.6 \%$ annually).
- In addition to the non-OTC transaction service function (on the web) for mass marketing, strengthened the relationship with employees of corporaions that are using the dedicated web site service.

Unsecured Consumer Loans Executed

|  |  | $2014$ | $\begin{gathered} \text { 1H } \\ \text { FY2015 } \end{gathered}$ | FY2015 <br> Oct.-Dec. <br> (2) | YoY change <br> (2)-1) | (Billions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2HFY2015 |  |
|  |  |  |  |  |  | Projection | Progress ratio |
| Auto loans | 2.1 | 4.5 | 4.2 | 2.5 | 0.4 | 6.0 | 41.7\% |
| Educational loans | 2.0 | 5.8 | 2.4 | 2.1 | 0.1 | 6.0 | 35.0\% |
| Card loans | 3.0 | 6.4 | 7.2 | 3.5 | 0.5 | 6.5 | 53.8\% |
| Total | 7.1 | 16.7 | 13.8 | 8.1 | 1.0 | 18.5 | 43.8\% |

Average Balance of Unsecured Consumer Loans

|  |  |  |  |  |  | (Billions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 2 \mathrm{H} \\ \text { FY2014 } \end{gathered}$ |  | $\begin{gathered} \text { 1H } \\ \text { FY2015 } \end{gathered}$ | FY2015 <br> Oct.-Dec. <br> (2) | YoY change |  |
|  | Oct-Dec. <br> (1) |  |  |  | (2)-(1) | Change ratio |
| Auto loans | 18.3 | 18.5 | 19.5 | 20.4 | 2.1 | 11.5\% |
| Educational loans | 23.0 | 23.1 | 24.7 | 25.4 | 2.4 | 10.4\% |
| Card loans | 23.6 | 23.5 | 23.9 | 24.7 | 1.1 | 4.7\% |
| Total | 64.9 | 65.1 | 68.2 | 70.5 | 5.6 | 8.6\% |
| [Reference】 Average yeild | - | 5.2\% | 5.0\% | - | - | - |

Online Loan Applications

|  |  | 2 H <br> OY2014 <br> Oct.-Dec. <br> (1) |  | $\begin{gathered} \text { 1H } \\ \text { FY2015 } \end{gathered}$ | FY2015 <br> Oct.-Dec. <br> (2) | YoY change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | (2)-1 |  |  | Change <br> ratio |
| $\begin{aligned} & \text { Auto } \\ & \text { loans } \end{aligned}$ | Number |  | 1,571 | 3,866 | 3,804 | 1,800 | 319 | 20.3\% |
|  | WeEs apliciumantio | 65.8\% | 67.4\% | 66.1\% | 64.2\% | (1.6\%) | - |
|  | Amount | 1.3 | 3.0 | 2.7 | 1.5 | 0.2 | 16.2\% |
| Educational loans | Number | 497 | 1,358 | 687 | 595 | 98 | 19.7\% |
|  | WEE appliciumanio | 41.7\% | 4.4\% | 49.3\% | 45.0\% | 3.2\% | - |
|  | Amount | 0.8 | 2.5 | 1.1 | 0.9 | 0.0 | 10.8\% |
| $\begin{aligned} & \text { Card } \\ & \text { Loans*1 } \end{aligned}$ | Number | 1,542 | 3,390 | 3,404 | 2,095 | 553 | 35.8\% |
|  | WEE sppliciuinario | 69.5\% | 71.3\% | 76.4\% | 80.6\% | 11.0\% | - |
|  | Amount | 0.5 | 1.2 | 1.4 | 0.7 | 0.1 | 32.9\% |
| Total | Number | 3,610 | 8,614 | 7,895 | 4,580 | 970 | 26.8\% |
|  | WEE sppliciounriio | 62.3\% | 63.6\% | 68.1\% | 66.7\% | 4.4\% | - |
|  | Amount | 2.7 | 6.7 | 5.3 | 3.2 | 0.5 | 18.0\% |


| Users of Web-based service for client employees |  |  |  |
| :---: | :---: | :---: | :---: |
| Oct.-Dec. FY2014 (3) | Oct.-Dec. FY2015 <br> (4) | YoY change (4)-3) | Change <br> ratio |
| 345 | 521 | 176 | $51.0 \%$ |
| 0.5 | 0.8 | 0.3 | 60.2\% |
| 193 | 248 | 55 | 28.4\% |
|  |  | - | . |
| 0.6 | 0.7 | 0.0 | 16.0\% |
| 792 | 1,091 | 299 | 37.7\% |
|  |  | - | - |
| 0.3 | 0.5 | 0.1 | 45.6\% |
| 1,330 | 1,860 | 530 | 39.8\% |
|  |  | - |  |
| 1.5 | 2.1 | 0.5 | 39.0\% |

- Web-based service for client employees



## Sales of Financial Products

－Fees from financial products sales decreased by $¥ 0.9$ billion YoY（Apr．－Dec．）．
－Fees in investment trusts decreased in the circumstances of volatile stock market since last summer．
On the other hand，fees in annuities insurance and foreign currency deposits increased．

| Sales of Financial Products |  |  |  |  |  |  | （Billions of yen） |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 2 \mathrm{H} \\ \text { FY2014 } \end{gathered}$ |  | $\begin{gathered} 1 \mathrm{H} \\ \text { FY2015 } \end{gathered}$ | FY2015 <br> Oct．－Dec． <br> （2） | YoY change |  | 2H FY2015 <br> Projection |  |
|  | Oct．－Dec． （1） |  |  |  | （2）－（1） | Change ratio | Projection <br> （3） | Progress ratio （2）（3） |
| Investment trusts | 65.1 | 132.8 | 131.1 | 45.3 | （19．8） | （30．4\％） | － | － |
| Equity investment trusts | 38.9 | 79.3 | 67.6 | 18.8 | （20．1） | （51．6\％） | 90.0 | 20．9\％ |
| Annuities insurance | 22.3 | 38.0 | 30.6 | 15.8 | （6．5） | （29．2\％） | 36.0 | 43．9\％ |
| Foreign currency deposits | 18.8 | 57.3 | 90.7 | 28.9 | 10.1 | 53．7\％ | 75.0 | 38．6\％ |
| Public bond sales through OTC | 7.2 | 11.8 | 14.5 | 5.2 | （2．0） | （28．0\％） | 20.0 | 26．2\％ |
| Financial instruments intermediary services | 19.6 | 44.9 | 52.0 | 13.7 | （5．9） | （30．1\％） | 60.0 | 22．8\％ |
| Total | 133.2 | 285.1 | 319.1 | 109.0 | （24．2） | （18．1\％） | － | － |

Fees from Financial Products Sales

|  |  |  | $\begin{gathered} \text { 1H } \\ \text { FY2015 } \end{gathered}$ | FY2015 Oct．－Dec． （2） | YoY change |  | FY2014 FY2015 <br> Apr．－Dec．Apr．－Dec． |  | （Billions of yen） |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  | （2）－1 | Change <br> ratio |  |  | Change <br> ratio |
| Investment trusts | 1.19 | 2.45 | 2.05 | 0.83 | （0．36） | （30．4\％） |  |  | 3.48 | 2.88 | （17．0\％） |
| Annuities insurance | 0.70 | 1.33 | 1.30 | 0.68 | （0．02） | （3．4\％） | 1.61 | 1.98 | 23．2\％ |
| Foreign currency deposits | 0.17 | 0.32 | 0.38 | 0.12 | （0．04） | （27．2\％） | 0.37 | 0.51 | 37．6\％ |
| Public bond sales through OTC | 0.03 | 0.05 | 0.05 | 0.02 | （0．00） | （30．0\％） | 0.14 | 0.07 | （48．6\％） |
| Financial instruments intermediary services | 0.08 | 0.20 | 0.22 | 0.05 | （0．03） | （37．3\％） | 0.20 | 0.27 | 34．6\％ |
| Total | 2.19 | 4.37 | 4.02 | 1.71 | （0．47） | （21．7\％） | 5.82 | 5.73 | （1．4\％） |
|  |  |  |  |  |  |  |  |  | －9－ |

Monthly automatic sales of Financial Products



## Investment Securities

- Increased domestic bonds (RMBS), treasury notes, sovereign bonds of France.

Gains on stocks $¥ 4.5$ billion beyond the FY2015 projection owing to selling of strategic shareholdings and ETFs.

( medium-term business plan started)


- End of Dec. 2015


Gains/Losses on Bonds \& Stocks (realized)

|  | (billions of yen) |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Apr.-Dec. <br> FY2015 | FY2015 <br> Projection | Progress <br> Rate |  |
| Gains on bonds | 1.5 | 3.0 | $51 \%$ |  |
| Gains on stocks | 4.5 | 3.5 | $129 \%$ |  |
| Total | 6.0 | 6.5 | $93 \%$ |  |

- Gains on bonds $¥ 1.5 \mathrm{bn}$.
- J-REITs $¥ 0.9$ bn.

Domestic bonds $¥ 0.7$ bn. etc.

- Gains on stocks $¥ 4.5$ bn.
- Strategic shareholdings $¥ 2.2$ bn. ETFs $¥ 2.3$ bn. etc.
－Aim to reduce the amount of stocks to less than $30 \%$ of common equity Tier I capital within the period of current medium－term business plan（by March 31，2017）．
－Reduced the balance $¥ 2.3$ billion，and to $¥ 133.6$ billion during the period of Apr．－Dec 2015.


## Balance of Strategic Shareholdings


$※$ ratio＝balance of strategic shareholdings／common equity Tier I capital

## Risk \＆Return of Strategic Shareholdings

|  | RORA |  | Dividend Yield |  |
| :--- | ---: | ---: | ---: | ---: |
|  | FY2013 | FY2014 | FY2013 | Fy2014 |
| Strategic shareholdings | $2.2 \%$ | $2.4 \%$ | $2.9 \%$ | $3.3 \%$ |
| Strategic shareholdings which balance are <br> more than 1\％of common stock | $2.4 \%$ | $2.6 \%$ | $3.0 \%$ | $3.4 \%$ |

[^1]
## Corporate Governance Guideline

## $>$ Strategic shareholding policy

－Joyo Bank may hold stocks for other than pure investment purposes，if they are deemed as contributing to the Bank＇s medium－to long－term financial gain and development，primarily by increasing the stock value of its corporate clients and the dividends it receives from them．However，Joyo Bank shall strive to manage such shareholdings appropriately under a sound risk \＆return management framework to prevent unwarranted conflicts of interest with its shareholders．
＞Use of voting rights
－Joyo Bank shall also strive to maintain a certain arms－length relationship with the companies it invests in for the aforementioned strategic purposes．As such，the Bank shall oppose resolutions the companies submit to the general meeting of shareholders if they hinder sustainable growth and appreciation of corporate value of the companies over the medium to long term，or pose unwarranted conflicts of interests with Joyo Bank＇s strategic shareholding policy．
－In principle，Joyo Bank shall follow appropriate decision－making procedures based on its rules of jurisdiction in exercising the Bank＇s voting rights on all resolutions put forward by the companies．In so doing，Joyo Bank shall confirm that each resolution put forward by each individual company poses no conceivable conflict of interest with maintaining and improving shareholder value，or the Bank＇s strategic shareholding policy．

## Following the guideline

＜Reexamining strategic shareholdings policy＞
－Decide our policy based on quantitative（profitability，dividends）and qualitative（relationship，alliances）．
－RORA is important in quantitative view．

## Credit Costs / Claims for Disclosure

- Credit costs (Apr-Dec. 2015) increased by $¥ 1.4$ billion YoY on account of downgrades of specific companies in relatively large scale in 1H FY2015. Annual credit cost expected to be $¥ 4.0$ billion as forecasted.
- The ratio of claims for disclosure was down to $1.86 \%$ (down $0.14 \%$ compared to the end of FY2014).



## Capital Adequacy Ratio／Shareholder Returns

－Consolidated capital adequacy ratio rose $0.31 \%$ from the end of Mar． 2015 to $12.71 \%$ ．
－Annual dividend of $¥ 13.0$ per share
$+¥ 3.0$ per share from FY2014（Ordinary dividend $+¥ 2.0, \quad$ Commemorative dividend $+¥ 1.0$ ）
Capital Adequacy Ratio

|  | Mar． 2014 | Mar． 2015 | Sep． 2015 | Dec． 2015 | The 12th mid－term business plan＇s goal（＇17／03） | 【Reference】 <br> Interim Measrue Disapply |  | 【Reference】 <br> Common Equity Tier I ratio |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated Capital Adequacy Ratio | 12．60\％ | 12．40\％ | 12．69\％ | 12．71\％ | approx．12\％ | Mar． 2015 | Dec． 2015 | Mar． 2015 | Dec． 2015 |
| $\begin{array}{lc} \text { Total Capital } & \begin{array}{c} \text { (Billions } \\ \text { Risk Weighted Assets } \end{array} \\ \text { of yen) } \end{array}$ | 440.0 $3,491.1$ | $\begin{array}{r} 435.8 \\ 3,512.7 \end{array}$ | $\begin{array}{r} 450.0 \\ 3,544.2 \end{array}$ | $\begin{array}{r} 457.9 \\ 3,601.4 \end{array}$ | － | 11．51\％ | 11．85\％ | 12．95\％ | 13．22\％ |

Historical Dividends and Repurchase

－13－

## Projections for FY2015

－The progress ratio of unconsolidated net income is $81 \%$ ．
－Forecast to attain the following key numbers in FY2015．
Non consolidated net income $¥ 27.5$ billion，Consolidated net income $¥ 31.0$ billion，
Consolidated ROE 5．0\％．

-14-

# 秋数额PLUS <br> 【About the logo】 <br> －Orange rectangles show＂customers＂，＂local communities＂，＂Joyo bank＂，the red rectangle shows＂additional value＂ <br> －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／ |

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

Copyright® 2011 The Joyo Bank，Ltd．
This document may not be reproduced or distributed to any third party without prior written consent to The Joyo Bank，Ltd．


[^0]:    Interest income on securities: Reasons for changes (YoY)
    Increases in interest income from foreign bonds +¥1.1 bn.
    Increases in dividends from Equity funds, ETFs, REITs $+¥ 0.6$ bn
    Increases in dividends from Strategic Shareholdings $+¥ 0.4$ bn.
    Decrease in interest income from domestic bonds $\triangle ¥ 1.0$ bn.

[^1]:    $※$ RORA $=$ Return divided by Risk asset of Loans and stocks etc．
    Return $=$ Loan－Deposit Interest Margins + Fees and Commissions + Dividends

