

# Financial Results for FY2015 and Projections for FY2016

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

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# Financial Highlights for FY2015 (1)

- ◆ Non consolidated net income increased by ¥3.8 billion YoY to ¥27.7 billion with an increase in gains on bonds and stocks , as well as a decrease in expenses.
- ◆ Consolidated net income increased by ¥2.3 billion YoY to ¥31.0 billion.  
Consolidated ROE increased to 5.2% in FY2015 from 5.1% in FY2014.

## Financial Highlights for FY2015

(Billions of yen)

	FY2013	FY2014 ①	FY2015 ②	YoY Change ②-①	Change Ratio	FY2015	Change ②-③	Change from initial projection
						Projection* ③		
Gross business profit	105.7	109.0	111.5	2.4	2.2%	110.0	1.5	
Net interest income	90.6	91.0	89.8	(1.2)	(1.3%)	89.0	0.8	} Refer to breakdown of Top-line on page 2
Fees and commissions	13.1	14.4	15.4	1.0	6.9%	16.0	(0.5)	
Net other operating profit	1.9	3.5	6.1	2.6	74.3%	5.0	1.1	
Gains/losses on bonds	0.4	2.6	7.6	4.9	187.5%	3.0	4.6	
Expenses	70.6	69.8	68.2	(1.6)	(2.3%)	69.0	(0.7)	
Real business profit	35.1	39.2	43.2	4.0	10.3%	41.0	2.2	
Net transfer to general reserve for possible loan losses (A)	(2.1)	(1.0)	(0.6)	0.4	-	0.5	(1.1)	
<b>Business profit</b>	<b>37.2</b>	<b>40.2</b>	<b>43.9</b>	<b>3.6</b>	<b>9.0%</b>	<b>40.5</b>	<b>3.4</b>	<b>3.4</b>
Core net business profit	34.6	36.5	35.6	(0.9)	(2.5%)	38.0	(2.3)	
Net non-recurring gains(losses)	(1.4)	0.1	(1.2)	(1.3)	-	0.5	(1.7)	
Disposal of non-performing loans (B)	8.4	2.9	5.4	2.5	88.2%	3.5	1.9	
Gains/losses on stocks	7.4	2.8	4.7	1.9	68.7%	3.5	1.2	
<b>Ordinary profit</b>	<b>35.8</b>	<b>40.4</b>	<b>42.7</b>	<b>2.3</b>	<b>5.7%</b>	<b>41.0</b>	<b>1.7</b>	<b>4.7</b>
Net special gains (losses)	(0.6)	(1.4)	(0.6)	0.8	-	(1.0)	0.3	
Net income before income taxes and others	35.1	38.9	42.0	3.1	8.0%	40.0	2.0	
<b>Net income after tax</b>	<b>22.0</b>	<b>23.9</b>	<b>27.7</b>	<b>3.8</b>	<b>16.1%</b>	<b>27.5</b>	<b>0.2</b>	<b>2.7</b>
Net credit costs (A)+(B)	6.3	1.8	4.7	2.9	162.9%	4.0	0.7	
<b>Ordinary profit (Consolidated)</b>	<b>41.3</b>	<b>45.7</b>	<b>47.6</b>	<b>1.9</b>	<b>4.2%</b>	<b>46.5</b>	<b>1.1</b>	<b>4.1</b>
<b>Net income after tax (Consolidated)</b>	<b>25.0</b>	<b>28.6</b>	<b>31.0</b>	<b>2.3</b>	<b>8.2%</b>	<b>31.0</b>	<b>0.0</b>	<b>2.5</b>

\* As of 26 Oct. 2015

\* As of 12 May. 2015

# Financial Highlights for FY2015 (2) ~ Top Line ~

◆ Net interest income decreased by ¥1.2 billion YoY.

Breakdown : Interest income on loan (1.4) bn. , Interest income on securities +1.7 bn. ,  
Interest expenses on deposits and Other funding cost (1.4) bn.

◆ Fees and Commissions increased by ¥1.0 billion YoY.

Breakdown : Changing the method of recording group credit life insurance dividends received +1.3 bn. ※

## Breakdown of Top Line

(billions of yen)

※ used to be accounted for ordinary profit

	FY2013	FY2014	FY2015	YoY change	Change ratio	FY2015 Projection *	Change
		①	②	②-①		③	②-③
Net interest income ①	90.6	91.0	89.8	(1.2)	(1.3)%	89.0	0.8
Interest income on loans	69.7	67.9	66.4	(1.4)	(2.1)%		
Interest income on securities	24.8	27.4	29.1	1.7	6.4%		
Interest expenses on deposits	2.5	2.3	2.6	0.2	9.9%		
Other funding cost	1.3	1.9	3.1	1.2	64.7%		
Fees and Commissions ②	13.1	14.4	15.4	1.0	6.9%	16.0	(0.5)
Investment trusts annuities and whole-life insurance	5.6	6.9	6.4	(0.5)	(7.3)%		
(Investment trusts)	3.6	4.7	3.8	(0.9)	(19.5)%		
(annuities and whole-life insurance)	1.9	2.2	2.6	0.4	18.4%		
<b>TOTAL ((①)+②)</b>	<b>103.7</b>	<b>105.5</b>	<b>105.3</b>	<b>(0.2)</b>	<b>(0.1)%</b>	<b>105.0</b>	<b>0.3</b>

※As of 26 Oct. 2015

## Breakdown of Loan-Deposit Interest Margins

(Billions of yen)

	FY2015		Domestic		Foreign	
	Results	Change from FY2014	Results	Change froFY2014	Results	Change froFY2014
Loan-Deposit Interest Margins	63.8	(1.7)	63.4	(1.8)	0.3	0.1
Interest income on loans	66.4	(1.4)	65.5	(1.9)	0.9	0.5
【Breakdown by factors】	Average balance	- 2.5	- 2.3	+¥195.1 billion	- 0.2	+¥35.5 billion
	Yield	- (4.0)	- (4.2)	(8bp)	- 0.2	+26bp
Interest expenses on deposits	2.6	0.2	2.0	(0.1)	0.5	0.3

## Breakdown of Interest Income on Securities

(Billions of yen)

	FY2015		Domestic		Foreign	
	Results	change from FY2014	Results	Change froFY2014	Results	Change froFY2014
Interest income on securities	29.1	1.7	21.4	0.4	7.7	1.3
【Breakdown by factors】	Average balance	- 0.3	- (1.4)	(¥150.9 billion)	- 1.8	+¥106.1 billion
	Yield	- 1.3	- 1.9	+8bp	- (0.5)	(13bp)

Interest income on securities: Reasons for changes (YoY)

- Increases in interest income from foreign bonds ¥+1.3 billion
- Increases in dividends from ETFs, REITs Strategic shareholdings ¥+1.0 billion
- Decrease in interest income from yen-denominated bonds (mainly JGBs) ¥(1.2) billion

- ◆ Strengthening Cost Reduction Project to attain “OHR of 60% or less in FY2016” which is the medium-term business plan target.
- ◆ Aim to reduce operating costs of ¥2.0 billion in FY2016 through this project.

## Trend in Expenses

					(Billions of yen)	
	FY2013	FY2014	FY2015	YoY change	FY2015 Projection	YoY change
		①	②	②-①	③	②-③
Personnel expenses	35.1	34.5	34.9	0.3	35.0	(0.0)
Non-Personnel expenses	32.3	31.8	29.5	(2.2)	30.0	(0.4)
Depreciation	5.8	5.8	6.0	0.1	-	-
Deposit insurance cost	4.9	5.1	3.1	(1.9)	-	-
Ohters	21.5	20.8	20.4	(0.3)	-	-
Tax	3.0	3.4	3.7	0.2	4.0	(0.2)
<b>Total</b>	<b>70.6</b>	<b>69.8</b>	<b>68.2</b>	<b>(1.6)</b>	<b>69.0</b>	<b>(0.7)</b>
OHR	66.7%	64.0%	61.2%	(2.8%)	62.7%	(1.5%)

## Cost Reduction Project (started from October 2014)

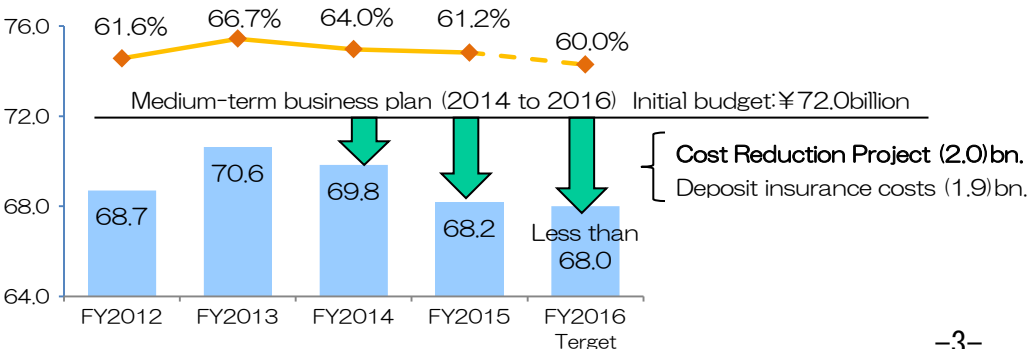
### Cost Reduction Effect (optimum level)

- Ordinary expenses: Down ¥2.0 billion (FY2016 target)
  - FY2014 result : Down ¥0.5 billion
  - FY2015 result : Down ¥1.5 billion
  - FY2016 target : Down ¥2.0 billion

### Cost Reduction Measures

- Review methods for transporting cash and contracting document delivery
- Review ownership and management methods of various real estate
- Shorten total working hours to realize an improved work-life balance
- Review system costs and postage expenses etc.

Absorb the investment cost of systems and marketing channels aimed at new growth



## “Chance” \* cooperation on mainframe system

- Joint development of IT system functions
  - Reduce the operating cost of systems development
- Collaboration beyond the scope of joint systems development & Expand and enhance regionally-oriented financial services
  - Jointly held a business exchange conference (in Vietnam)
  - Establishment of a local infrastructure promotion council

\* A joint IT system reflecting the common and individual needs of member banks (Joyo Bank, Hyakujushi Bank, Juroku Bank, Nanto Bank, and Yamaguchi Financial Group), built on the Bank of Tokyo Mitsubishi UFJ's mainframe system as a base.

# Average Balance of Loans and Deposits

- ◆ Average balance of loans and bills discounted increased 4.1% YoY by focusing proactively on housing-related loans and foreign currency loans.

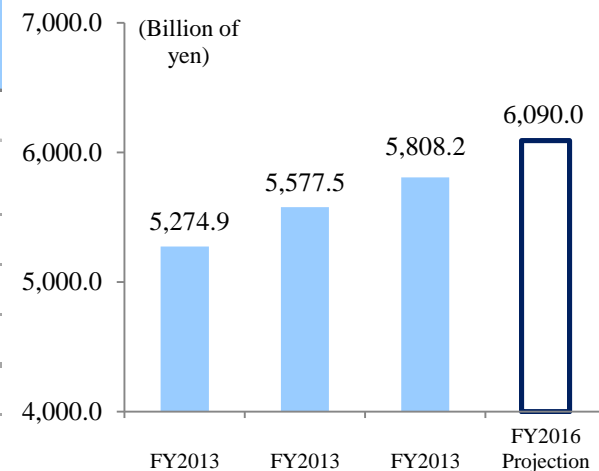
YoY : Corporate loans in local +1.2% Individual loans +9.2% Foreign currency loans +57.5%

- ◆ Deposits showed steady growth by 3.0 % annually mainly in individuals and corporates.

## Average Balance of Loans and Bills Discounted

(Billions of yen)

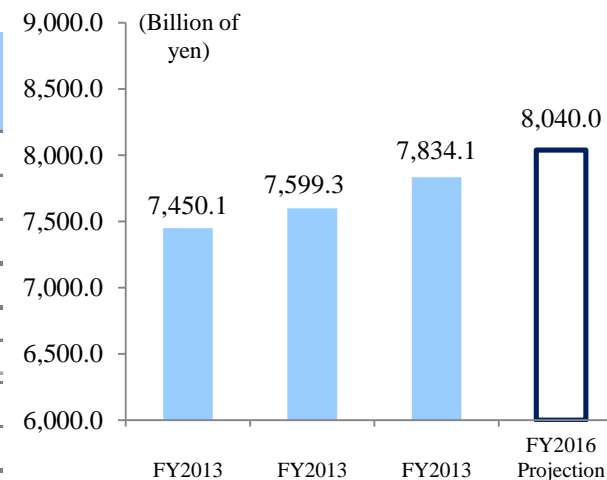
	FY2013	FY2014 ①	FY2015 ②	YoY change ②-①	Change ratio	FY2016 Projection ③	YoY change ③-②	Change ratio
Corporate	2,669.7	2,743.1	2,758.4	15.3	0.5%	2,815.0	56.6	2.0%
Ibaraki and its adjoining areas	1,400.5	1,458.1	1,475.6	17.5	1.2%	1,525.0	49.4	3.3%
Tokyo and Osaka	1,269.2	1,285.0	1,282.8	(2.2)	(0.1%)	1,290.0	7.2	0.5%
Individual	1,777.8	1,961.1	2,142.7	181.6	9.2%	2,335.0	192.3	8.9%
Public sector	793.4	813.8	813.4	(0.4)	(0.0%)	810.0	(3.4)	(0.4%)
Foreign Currency	33.9	59.4	93.6	34.2	57.5%	130.0	36.4	38.8%
Total	5,274.9	5,577.5	5,808.2	230.7	4.1%	6,090.0	281.8	4.8%



## Average Balance of Deposits

(Billions of yen)

	FY2013	FY2014 ①	FY2015 ②	YoY change ②-①	Change ratio	FY2016 Projection ③	YoY change ③-②	Change ratio
Corporate	1,432.0	1,484.3	1,540.7	56.4	3.7%	1,590.0	49.3	3.1%
Individual	5,554.2	5,687.5	5,836.1	148.6	2.6%	5,955.0	118.9	2.0%
Public sector	399.7	370.2	376.4	6.2	1.6%	370.0	(6.4)	(1.7%)
Total (yen-denominated)	7,385.9	7,542.0	7,753.2	211.2	2.8%	7,915.0	161.8	2.0%
Ratio of								
current deposits	61.4%	62.7%	63.8%	1.1%	-	64.4%	0.6%	-
time deposits	38.6%	37.3%	36.2%	(1.1%)	-	35.6%	(0.6%)	-
Foreign currency ※	64.1	57.2	80.9	23.7	41.4%	125.0	44.1	54.5%
Total	7,450.1	7,599.3	7,834.1	234.8	3.0%	8,040.0	205.9	2.6%



※ foreign currency deposits include deposits in offshore market

◆ Average yield on loans and bills discounted (All currencies) :

Result in FY2015 : 1.14% (down 7bp YoY) ※ Reduction in the size of the drop from the previous fiscal year.

Result in FY2014 : 1.21% (down 11bp YoY)

◆ Loan-deposit interest margins (All currencies) :

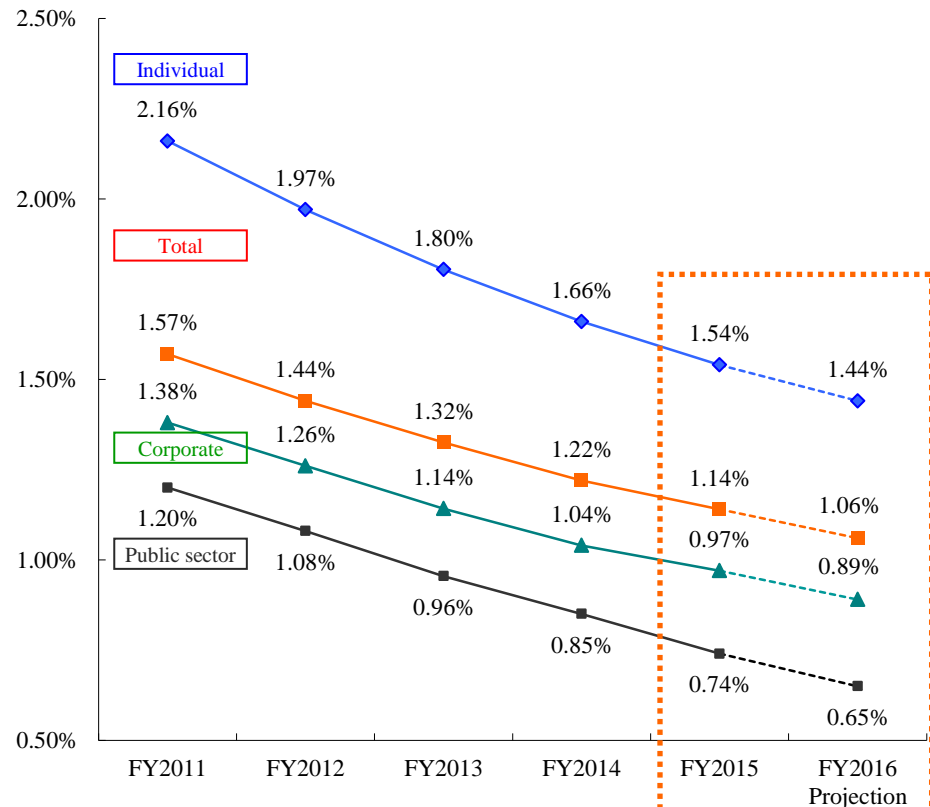
Result in FY2015 : 1.11% (down 7bp YoY)

Target in FY2016 : 1.04% (down 7bp YoY)

## Loan-Deposit Interest Margins (All currencies)

		FY2013	FY2014	FY2015	YoY change	FY2016 Projection	Change from FY2015
			①	②	②-①	③	③-②
Average yield on interest-earning assets	(A)	1.18%	1.14%	1.11%	(3bp)	-	-
Average yield on loans and bills discounted	(B)	1.32%	1.21%	1.14%	(7bp)	1.07%	(7bp)
Average yield on securities		0.96%	1.05%	1.13%	8bp	1.03%	(10bp)
Funding cost	(C)	0.96%	0.91%	0.89%	(2bp)	-	-
Average yield on deposits	(D)	0.03%	0.03%	0.03%	0bp	0.02%	(1bp)
Average yield on external liabilities		0.94%	0.91%	0.86%	(5bp)	-	-
Loan-deposit interest margins	(B-D)	1.29%	1.18%	1.11%	(7bp)	1.04%	(7bp)
Total interest margin	(A-C)	0.22%	0.23%	0.22%	(1bp)	-	-

## Average Yield on Loans and Bills Discounted (yen-denominated)



- ◆ Average balance of corporate loans increased by ¥15.3 billion YoY led by increase of loans in Ibaraki's adjoining areas.
- ◆ Continue to respond proactively to new funding needs mainly among growth sectors such as medical healthcare, and agricultural industries.

## Average Balance of Loans (yen)

(Billions of yen)

	FY2013	FY2014 ①	FY2015 ②	YoY change ②-①	Change ratio	FY2016 Projection ③	YoY change ③-②	Change ratio
Corporate loans	2,669.7	2,743.1	2,758.4	15.3	0.5%	2,815.0	56.6	2.0%
Ibaraki and its adjoining areas	1,400.5	1,458.1	1,475.6	17.5	1.2%	1,525.0	49.4	3.3%
Ibaraki	1,007.4	1,040.9	1,038.5	(2.4)	(0.2%)			
Miyagi and Fukushima	207.9	216.7	218.2	1.5	0.6%			
Tochigi	89.2	93.7	98.8	5.1	5.4%			
Chiba and Saitama	95.8	106.8	120.1	13.3	12.4%			
Tokyo and Osaka	1,269.2	1,285.0	1,282.8	(2.2)	(0.1%)	1,290.0	7.2	0.5%
Major companies	1,151.9	1,164.6	1,105.0	(59.6)	(5.1%)			
Medium sized companies	118.5	120.2	115.0	(5.2)	(4.3%)			
Small companies	1,399.3	1,458.3	1,538.4	80.1	5.4%			

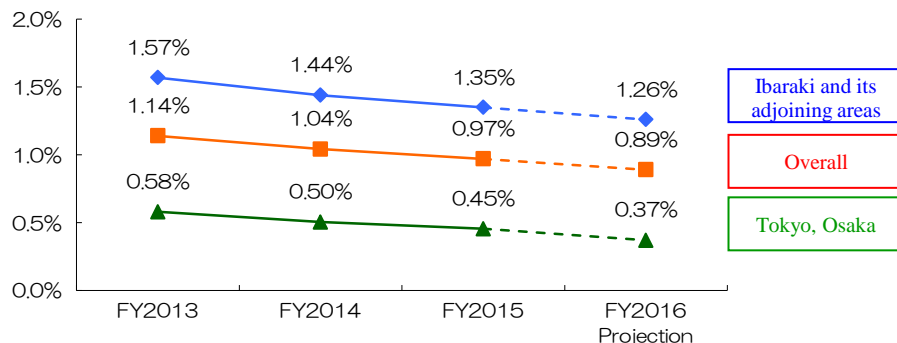
## Initiatives for Growth Sectors

(Billions of yen)

	FY2013	FY2014 ①	FY2015 ②	YoY change ②-①	Change ratio
Total of growth sector	56.9	91.3	112.4	21.1	23%
Medical/Health care	35.5	40.8	46.7	5.8	14%
Agri-business	-	12.1	37.0	24.9	206%
New energy	21.4	34.5	26.4	(8.1)	(23%)
Manufactures	-	3.9	2.3	(1.6)	(41%)

- \*1. The scope in FY2015: clients that meet (1) local sales amount over 1.0bn.  
(2) employment over 30 in local, (3) loan balance over 70 millions  
The scope in FY2014: clients that took part in some events held by us
- \*2. Limited to loans related to subsidy applications

## Yield on Corporate Loans



## Loans for Equipment Funds (in Ibaraki and adjoining areas)

(Billions of yen)

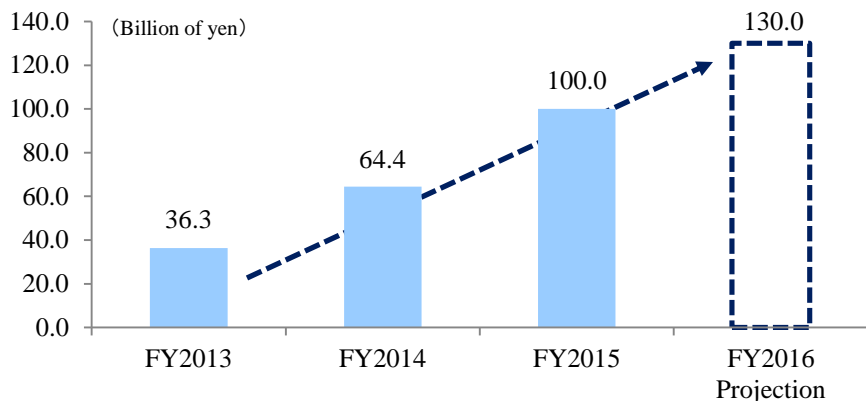
	FY2013	FY2014 ①	FY2015 ②	YoY change ②-①	Change ratio
Total	120.4	125.6	136.5	10.9	8.6%
Ibaraki and its adjoining area:	97.8	109.4	118.8	9.4	8.5%
Tokyo and Osaka	22.6	16.2	17.7	1.5	9.2%



- ◆ Foreign currency loans steadily increased and attained the target of medium-term business plan ahead of schedule.
- ◆ Corporate banking fees from derivatives and other transactions inverted in FY2015.

## Average Balance of International Business Loans

※including foreign currency loans

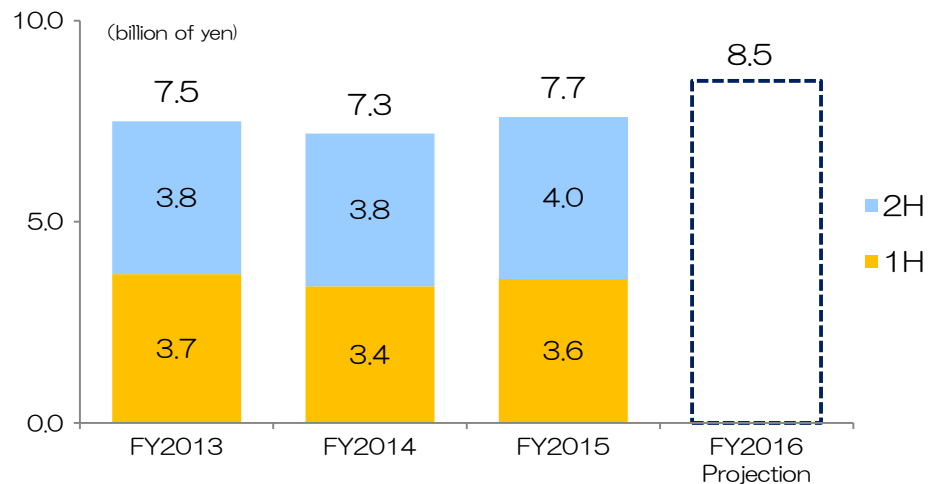


[ Number of our customers advancing into the Asian region ]

	Number of customers	Number of customers (Local)	Allianced Bank
China	474	233	Bank of China Bank of Communications
Taiwan	31	20	China Trust Commercial Bank
Thailand	199	64	Kasikorn Bank Bangkok Bank
Vietnam	138	49	Vietcombank Joint Stock Commercial Bank for Foreign Trade of Vietnam
Phillipines	27	22	BDO Unibank Inc.
Indonesia	106	20	PT.Bank Negara Indonesia TBK.
India	14	5	State Bank of India

## Fees from Corporate Customers

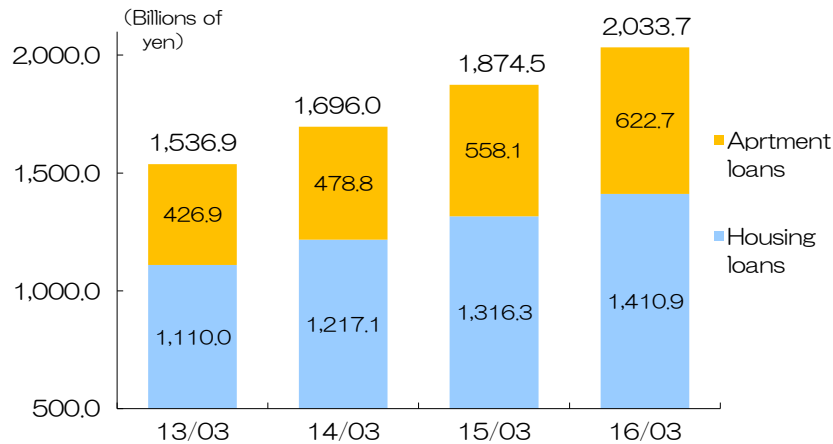
※Sum of derivatives, syndicated loans, private placement bonds, business matching, electric banking, internet banking, fees from remittance, trades.



	(Millions of yen)	
	FY2015	Change from FY2014
Derivatives	866	250
Syndicated Loans	230	(60)
Private Placement Bonds	360	98
Business Matching	226	61
Electric Banking	1,172	68
Remittance	4,461	(12)
Trades	360	11
Others	64	16
<b>Total</b>	<b>7,739</b>	<b>432</b>

- ◆ Housing loans executed within Ibaraki Prefecture decreased, but this was offset by increased executions in Chiba and Saitama Prefectures mainly due to measures to consolidate branches outside the prefecture (to house both corporate and retail banking instead of primarily corporate banking) and open loan plazas (loan specialized branches).
- ◆ Yield on recently executed housing-related loans improved.

## Housing-Related Loans Balance (term-end)

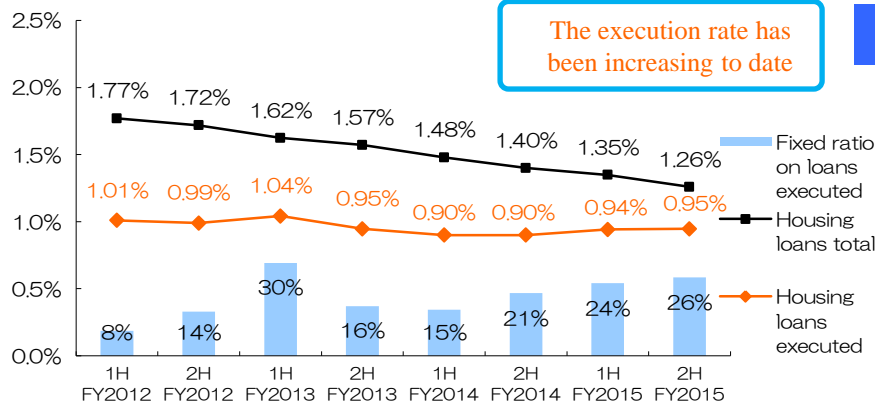


## Housing-Related Loans Executed

(Billions of yen)

	FY2013	FY2014 ①	FY2015 ②	YoY change ②-①	Change ratio	FY2016 Projection ③	YoY change ③-②
<b>Housing loans</b>	204.9	200.9	195.1	(5.7)	(2.8%)	240.0	44.8
Ibaraki	154.3	134.8	124.7	(10.1)	(7.5%)	-	-
Miyagi and Fukushima	8.8	9.7	9.8	0.0	0.2%	-	-
Tochigi	10.1	12.0	12.0	0.0	0.0%	-	-
Chiba and Saitama	31.5	44.2	47.5	3.3	7.4%	-	-
<b>Apartment loans</b>	97.6	114.1	105.7	(8.3)	(7.3%)	100.0	(5.7)
Ibaraki	55.6	61.7	59.0	(2.7)	(4.4%)	-	-
Miyagi and Fukushima	17	22.0	20.3	(1.7)	(7.7%)	-	-
Tochigi	8.4	9.0	9.1	0.0	1.0%	-	-
Chiba and Saitama	16.4	21.3	17.1	(4.1)	(19.6%)	-	-
<b>Total</b>	302.6	315.1	300.9	(14.1)	(4.4%)	340.0	39.0

## Yield of Housing Loans



※Reference Housing starts in Ibaraki Pref.(Apr.2015 to Feb.2016YoY) Privately-owned house : △ 6.2% , Rent house : +11.4%

## Cross-Selling

【Ratio of housing loan borrowers who also have unsecured consumer loans】

(Number)

	14/09	15/03	15/09	16/03	Change from Mar.2015
Borrowers of housing loans	82,727	84,483	86,197	87,838	3,355
Auto loans	4.5%	4.8%	4.9%	5.2%	0.4%
Educational loans	4.1%	4.4%	4.2%	4.6%	0.2%
Card loans	32.2%	35.9%	38.8%	42.3%	6.4%

- ◆ Average balance of unsecured consumer loans continued to increase as a result of enhancing the non-OTC transaction service functions (on the web) and wide variety of products.
- ◆ Average balance in FY2015 increased by ¥5.9 billion YoY (+9% annually).

## Unsecured Consumer Loans Executed

(Billions of yen)

	FY2013	FY2014 ①	FY2015 ②	YoY change (②-①)	FY2016 Projection
Auto loans	9.1	8.6	9.7	1.1	12.0
Educational loans	8.4	8.1	8.2	0.1	10.0
Card loans	10.7	13.0	14.2	1.2	29.2
<b>Total</b>	<b>28.2</b>	<b>29.7</b>	<b>32.1</b>	<b>2.4</b>	<b>51.2</b>

## Average Balance of Unsecured Consumer Loans

(Billions of yen)

	FY2013	FY2014 ①	FY2015 ②	YoY change (②-①)	FY2016 Projection
Auto loans	14.6	18.0	20.2	2.2	22.0
Educational loans	20.3	22.7	25.2	2.5	33.0
Card loans	22.1	23.2	24.4	1.2	33.0
<b>Total</b>	<b>57.0</b>	<b>63.9</b>	<b>69.8</b>	<b>5.9</b>	<b>88.0</b>
【Reference】 Average yeild	5.6%	5.3%	5.1%	(0.2%)	-

## Online Loan Applications

(Number/Billions of yen)

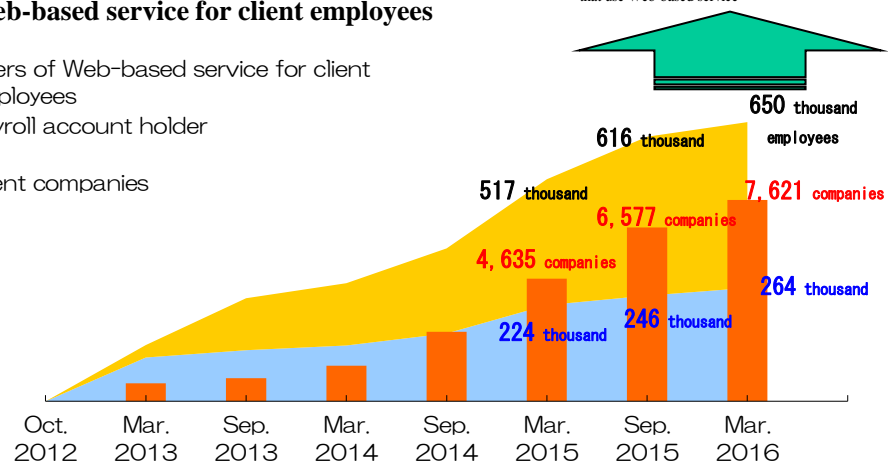
		FY2013	FY2014 ①	FY2015 ②	YoY change (②-①)	Change ratio	Users of Web-based service for client employees *2 FY2014	FY2015	YoY change	Change ratio
		Auto loans	Number	7,436	7,287	8,452	1,165	15.9%	1,376	2,116
	WEB application ratio	66.3%	66.8%	65.7%	(1.0%)	-	-	-	-	-
	Amount	5.9	5.7	6.3	0.6	10.9%	2.2	3.5	1.3	59.0%
Educational loans	Number	1,689	1,878	2,210	332	17.6%	728	991	263	36.1%
	WEB application ratio	38.9%	44.1%	46.7%	2.5%	-	-	-	-	-
	Amount	3.2	3.4	3.8	0.3	11.1%	2.3	2.8	0.5	21.7%
Card loans*1	Number	4,537	6,933	8,107	1,174	16.9%	2,843	4,141	1,298	45.6%
	WEB application ratio	65.5%	72.6%	80.2%	7.6%	-	-	-	-	-
	Amount	1.2	2.2	3.1	0.9	42.2%	1.5	1.8	0.3	20.0%
<b>Total</b>	<b>Number</b>	<b>13,662</b>	<b>16,098</b>	<b>18,769</b>	<b>2,671</b>	<b>16.5%</b>	<b>4,947</b>	<b>7,248</b>	<b>2,301</b>	<b>46.5%</b>
	<b>WEB application ratio</b>	<b>60.8%</b>	<b>65.1%</b>	<b>67.8%</b>	<b>2.6%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
	<b>Amount</b>	<b>10.3</b>	<b>11.4</b>	<b>13.3</b>	<b>1.9</b>	<b>17.0%</b>	<b>6.0</b>	<b>8.3</b>	<b>2.3</b>	<b>38.3%</b>

\*1 Only CASHPT

\*2 Applications from employees who belongs to clients that use Web-based service

## ◆ Web-based service for client employees

- Users of Web-based service for client employees
- Payroll account holder
- Client companies

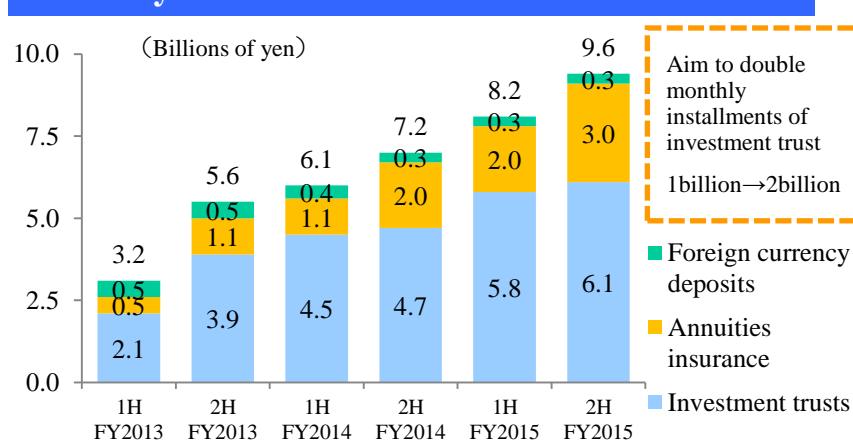


- ◆ Total amount of financial product sales was on the same level as the previous fiscal year. An increase in foreign currency deposits and financial instruments intermediary services from Joyo Securities offset a decrease in investment trusts and annuities insurance due to the market fluctuation.
- ◆ To bolster sales further, strengthen its installment fund instruments and improve the usage ratio of customers who have opened NISAs, and reinforce cooperation with Joyo Securities.

## Sales of Financial Products

	FY2014		FY2015		YoY change		Change ratio		(Billions of yen)	
	FY2013	①	②	②-①	②-①	②-①	FY2016 Projection	YoY change	③	③-②
Investment trusts	187.4	244.9	204.0	(40.8)	(16.6%)	-	-	-	-	-
Equity investment trusts	103.4	152.8	112.5	(40.2)	(26.3%)	160.0	47.4	160.0	47.4	
MRF	83.9	92.1	91.4	(0.6)	(0.7%)	-	-	-	-	
Annuities insurance	83.1	82.5	61.3	(21.1)	(25.6%)	72.0	10.6	72.0	10.6	
Others	253.1	208.8	274.4	65.6	31.4%	315.0	40.5	315.0	40.5	
Public bond sales through OTC	70.2	40.7	21.4	(19.2)	(47.3%)	40.0	18.5	40.0	18.5	
Foreign currency deposits	124.4	95.0	168.2	73.1	76.9%	155.0	(13.3)	155.0	(13.3)	
Financial instruments intermediary services	58.4	73.0	84.7	11.7	16.0%	120.0	35.2	120.0	35.2	
<b>Total</b>	<b>523.7</b>	<b>536.3</b>	<b>539.9</b>	<b>3.5</b>	<b>0.6%</b>	<b>862.0</b>	<b>322.0</b>	<b>862.0</b>	<b>322.0</b>	

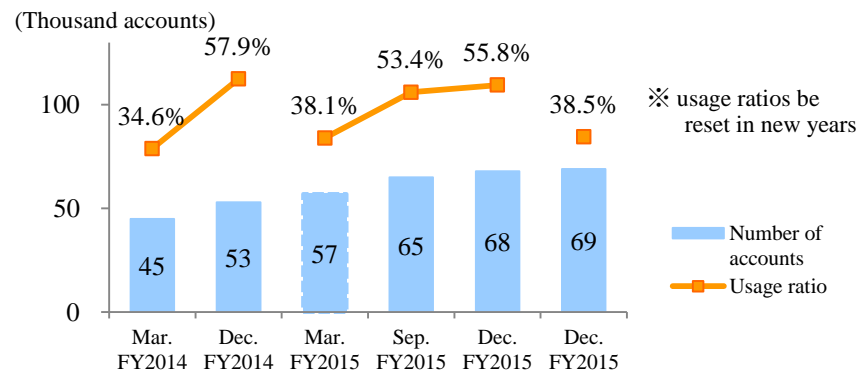
## Monthly Automatic Sales of Financial Products



## Fees from Financial Products Sales

	FY2014		FY2015		YoY change		Change ratio		(Billions of yen)	
	FY2013	①	②	②-①	②-①	②-①	FY2016 Projection	YoY change	③	③-②
Investment trusts	3.6	4.7	3.8	(0.9)	(19.5%)	4.9	1.1	4.9	1.1	
Annuities insurance	1.9	2.2	2.6	0.4	18.5%	2.7	0.1	2.7	0.1	
Others	0.8	1.0	1.0	0.0	2.6%	1.5	0.4	1.5	0.4	
Public bond sales through OTC	0.1	0.1	0.0	(0.0)	(51.1%)	0.1	0.0	0.1	0.0	
Foreign currency deposits	0.4	0.5	0.6	0.0	18.3%	0.9	0.2	0.9	0.2	
Financial instruments intermediary services	0.2	0.3	0.3	0.0	5.8%	0.4	0.1	0.4	0.1	
<b>Total</b>	<b>6.4</b>	<b>8.0</b>	<b>7.5</b>	<b>(0.4)</b>	<b>(6.0%)</b>	<b>9.2</b>	<b>1.7</b>	<b>9.2</b>	<b>1.7</b>	

## NISA (Japanese ISA)



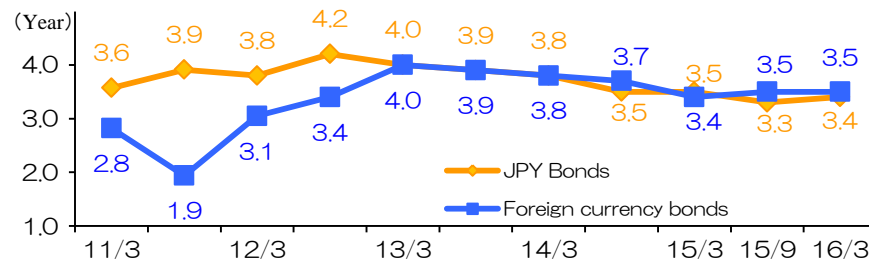
- ◆ Continue portfolio adjustment in view mainly of yen-denominated interest rate risks especially under long period of low interest environment.
- ◆ Distribution ratio of foreign bonds and investment trusts increased to 30% at the end of FY2015. (17% at the end of FY2013)

## Securities (balance/ unrealized gains and losses)

(Billions of yen)

	Term-end balance					Unrealized gains(losses)			
	14/03	15/03 ①	16/03 ②	YoY change ②-①	Change ratio	14/03 ③	15/03	16/03 ④	YoY change ④-③
Domestic bonds	2,064.9	1,784.6	1,702.7	(81.8)	(4.5%)	35.5	36.6	44.3	7.7
JGBs	1,344.7	1,156.3	1,016.5	(139.8)	(12.0%)	23.2	24.1	28.4	4.2
Foreign bonds	297.5	375.6	433.2	57.5	15.3%	1.4	7.0	8.5	1.4
Investment trusts & others	128.6	212.7	281.5	68.7	32.3%	12.8	44.2	25.1	(19.0)
ETF	65.4	113.8	161.5	47.7	41.9%	5.2	26.8	13.0	(13.8)
Stocks	138.1	135.9	134.4	(1.4)	(1.0%)	82.2	144.7	114.4	(30.2)
Total	2,629.3	2,508.9	2,552.0	43.0	1.7%	132.1	232.6	192.5	(40.1)

## Duration



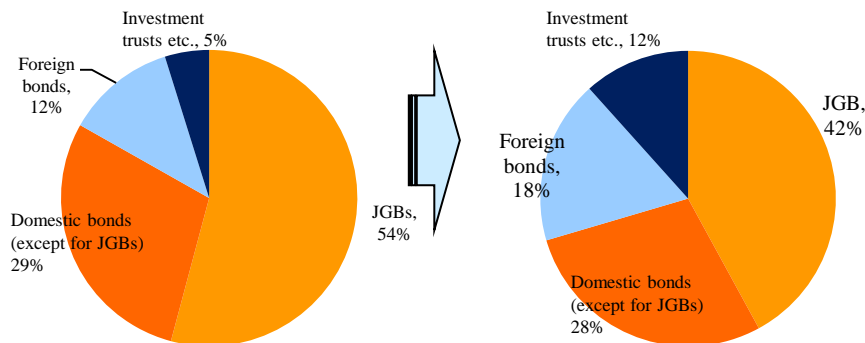
## Yields

	FY2014 ①	FY2015 ②	Change ②-①	FY2016 Projection
Total	1.05	1.13	0.08	1.05
Domestic bonds	0.64	0.65	0.01	
Foreign bonds	1.82	1.68	(0.14)	
Investment trusts & others	2.14	1.68	(0.46)	
Stocks	3.65	4.52	0.87	

## Diversification of Investments

● End of May 2014  
(medium-term business plan started)

● End of Mar. 2016



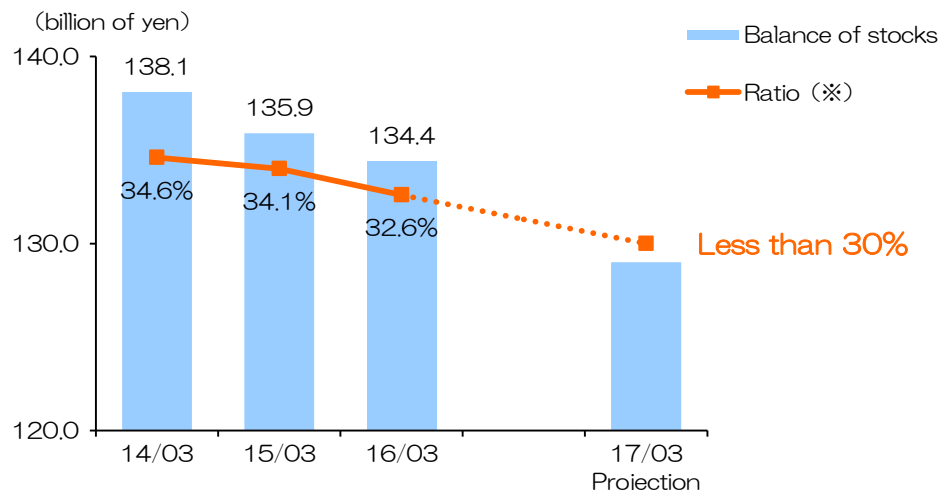
## Gains/Losses on Bonds & Stocks (realized)

	FY2014	FY2015	YoY Change	FY2016 Projection
Gains on bonds ①	2.6	7.6	4.9	9.0
Cost by using interest swap to hedge interest rate risk ②	0.6	2.9	2.2	-
①-②	1.9	4.6	2.7	-
Gains on stocks	2.8	4.7	1.9	4.0

- Gains on bonds ¥7.6 billion
  - JGBs ¥4.8 billion
  - Foreign bonds ¥0.9 billion
  - J-REITs ¥1.4 billion etc.
- Gains on stocks ¥4.7 billion
  - Strategic shareholdings ¥2.3 billion,
  - ETFs ¥2.7 billion etc.

- ◆ Sustain the policy to reduce strategic shareholdings.
- ◆ Plan to reduce the level of strategic shareholdings to less than 30% of common equity Tier I capital within FY2016 (by March 31, 2017).

## Balance of Strategic Shareholdings



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

## Risk & Return of Strategic Shareholdings

	RORA			Dividend Yield		
	FY2013	FY2014	FY2015	FY2013	FY2014	FY2015
Strategic shareholdings	2.2%	2.4%	2.7%	2.9%	3.3%	3.7%
Strategic shareholdings which balance are more than 1% of common stock	2.4%	2.6%	2.9%	3.0%	3.4%	3.8%

※RORA = Return divided by Risk asset of Loans and stocks etc.  
Return = Loan-Deposit Interest Margins + Fees and Commissions + Dividends

## 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

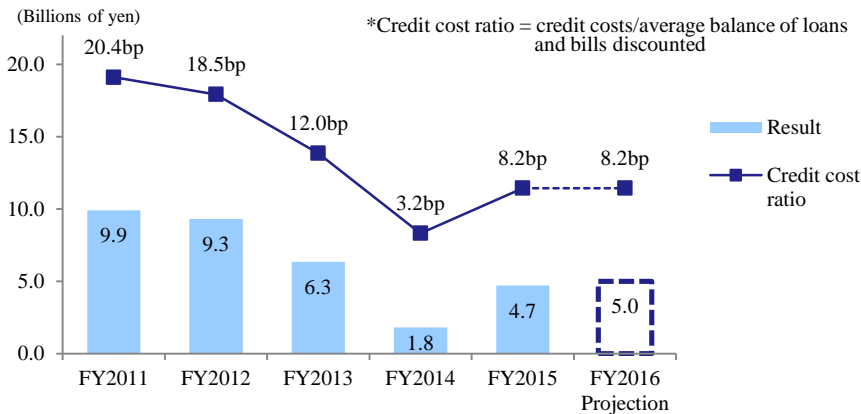
#### <Reexamining strategic shareholdings policy>

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

- ◆ Credit costs increased by ¥2.9 billion YoY to ¥4.7 billion and exceeded the forecast due to downgrades of some specific companies in relatively large scale.
- ◆ In support for business improvement through examinations of recovery plans, 75% of corporate clients with business improvement plans (※) approximately progressing as expected in terms of loan volume.

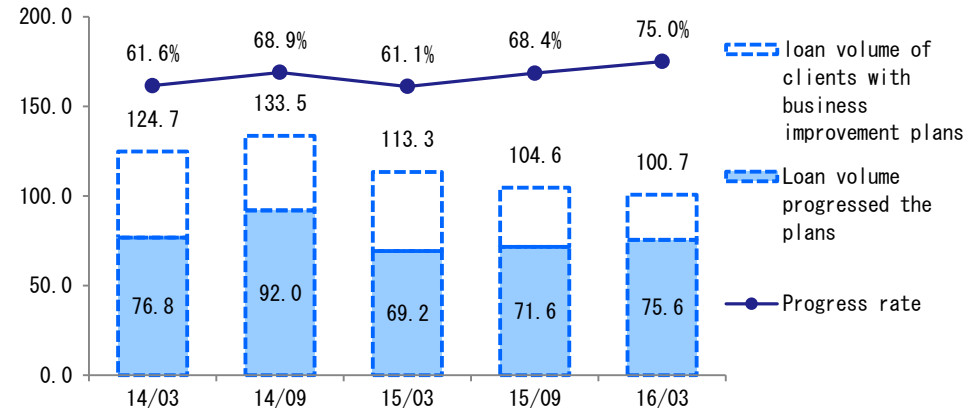
(※) As of Mar.2016, the number of corporate clients with business improvement plans is 542 within 770 clients whom we are supporting for business improvement.

## Net Credit Costs and Credit Cost Ratio \*



## Actions for Supports of Business Improvement

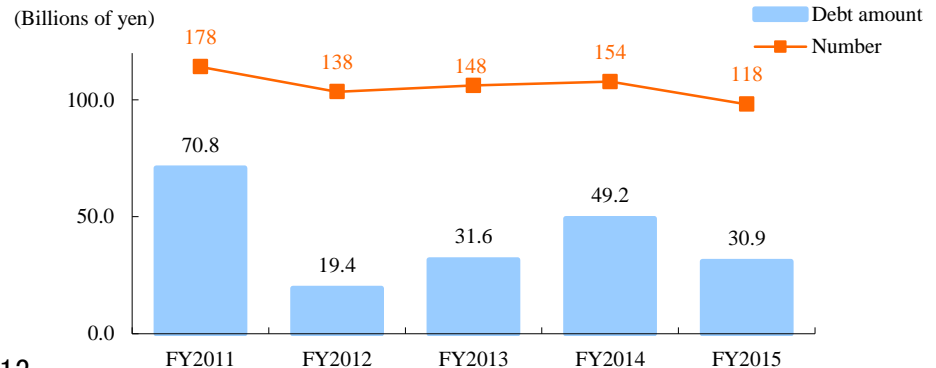
- Progress of business improvement plans in loan amount base.



(Billions of yen)

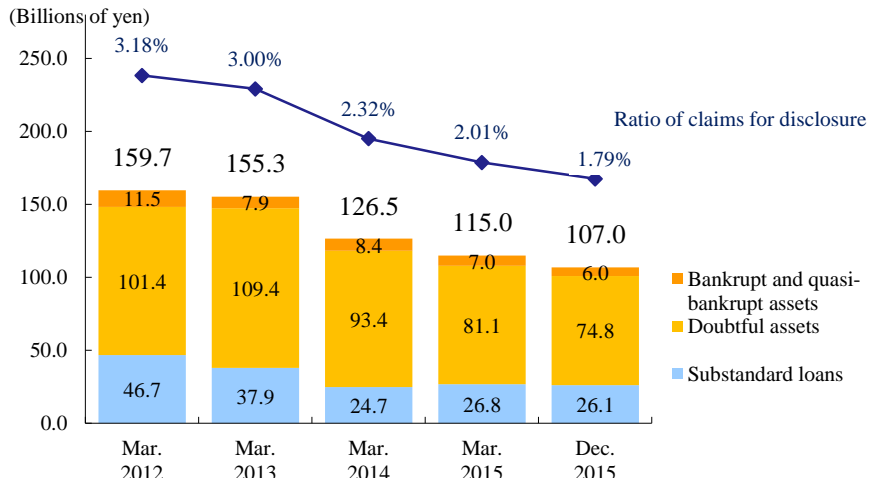
	FY2013	FY2014 ①	FY2015 ②	YoY change ②-①	FY2016 Projection	YoY Change
New downgrades	14.0	9.2	9.5	0.2		
Decrease incollateral value	0.7	0.5	0.7	0.1		
Losses on bulk sale of loans etc.	0.1	0.0	0.0	(0.0)		
Others	0.6	0.6	0.5	(0.0)		
Reversal of provision for specific reserves ( )	4.8	5.1	3.4	(1.6)		
Recoveries of written-off claims ( )	2.2	2.4	1.8	(0.6)		
Net transfer to general reserve for possible loan losses	(2.1)	(1.0)	(0.6)	0.4		
<b>Net credit costs</b>	<b>6.3</b>	<b>1.8</b>	<b>4.7</b>	<b>2.9</b>	<b>5.0</b>	<b>0.2</b>

## Bankruptcies in Ibaraki



- ◆ Claims for disclosure decreased by ¥7.9 billion YoY, owing to our continuous support for business improvement and corporate exit strategy.
- ◆ The ratio of claims for disclosure was down to 1.79%.

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



(Billions of yen)

Classification of borrowers		Problem, non-problem assets	15/03	15/09 ①	16/03 ②	Change ②-①
Legally bankrupt		Problem assets	1.2	0.8	1.2	0.3
Substantially bankrupt			5.7	4.7	4.8	0.0
Potentially bankrupt			81.1	77.2	74.8	(2.3)
Borrowers requiring caution ①	Borrowers requiring monitoring	Non-problem assets	26.8	28.7	26.1	(2.5)
	Substandard loans Others		12.2	11.7	10.4	(1.3)
	Borrowers requiring caution excluding borrowers requiring monitoring		336.1	324.7	335.1	10.4
Normal assets ②			5,212.1	5,347.2	5,478.5	131.3
	Total ③		5,675.4	5,795.3	5,931.2	135.8
	Normal asset ratio ②/③		91.8%	92.3%	92.4%	0.1%
	Borrowers requiring caution ratio ①/③		6.6%	6.3%	6.3%	(0.0%)

## Actions for Exit Strategy

### ● Actions of Solution support team

- <Establishment goal> Provide optimal and appropriate solutions to debtors and others involved who have agreed to a settlement of debts and other proceedings
- <Establishment date> Established within the Headquarters credit examination section in March 2012
- <Business activities> (1) Examine and execute countermeasures (including debt settlement)  
(2) Provide support coordinated with outside specialists, support councils and so forth
- <Business results> Parties receiving support: 263 (as of Mar. 2016)  
Of which support completion: 182 parties (70% completion rate)

[Status as of March 2016]

Actions of Solution support team	Total	(Numbers)		
		Completed	In-progress of reconstruction	Set policy
Self-recovery and continued support	18	18	0	0
Support from public institution and reconstruction funds*	38	25	5	8
DES・DDS	19	13	1	5
Debt recovery while providing support	64	23	13	28
Business closure (debt settlement)	124	103	5	16
<b>Total</b>	<b>263</b>	<b>182</b>	<b>24</b>	<b>57</b>

[Historical record]

	(Numbers)				Change ③-②	Change ③-①
	14/09	15/03 ①	15/09 ②	16/03 ③		
Total(a)	229	231	236	263	27	32
Completed(b)	130	155	168	182	14	27
ratio(b)/(a)	56.8%	67.1%	71.2%	69.2%	(2.0%)	2.1%
In-progress & set policy	99	76	68	81	13	5



◆ Ordinary revenue of affiliated companies increased by ¥1.8 billion YoY as a result of strengthening cooperation within Joyo Group.

◆ Net income after tax in all affiliated companies down ¥0.2 billion YoY ignoring extraordinary factor ※ in FY2014.

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

## Consolidated Profit (FY2015)

	FY2015 Consolidated ①		FY2015 Non-consolidated ②		①-②	
	YoY Change	YoY Change	YoY Change	YoY Change	YoY Change	YoY Change
Ordinary profit	47.6	1.9	42.7	2.3	4.9	(0.3)
Net income after tax	31.0	2.3	27.7	3.8	3.2	(1.5)

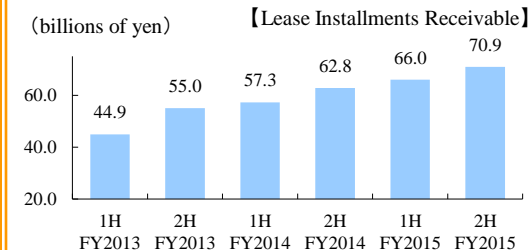
(Billions of yen)

## Financial Results of Affiliated Companies

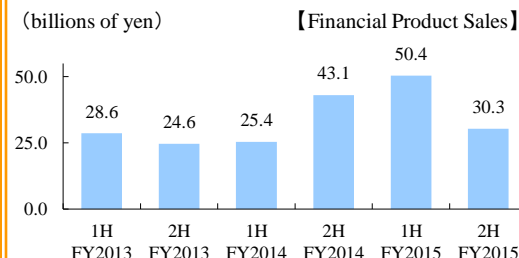
	Business Description	Ordinary revenue		Ordinary profit		Net income after tax		
		YoY change	YoY change	YoY change	YoY change	YoY change	YoY change	
Profitable	The Joyo Lease Co., Ltd.	Leasing of machinery and equipment, and claim acquisition	20,099	1,319	885	(71)	632	52
	The Joyo Securities Co., Ltd.	Trading of securities and mediation, commission and proxy trading of securities	2,142	233	778	81	557	(44)
	The Joyo Computer Service Co., Ltd.	Development and sales of software and other products, and contract data processing	1,378	0	62	78	39	54
	The Joyo Industrial Research Institute, Ltd.	Consulting services and contract investigation and research services	627	150	50	24	34	17
	The Joyo Credit Guarantee Co., Ltd.	Credit guarantee of housing loans from Joyo Bank	3,554	(14)	2,037	(468)	1,360	(153)
Outsourcing	The Joyo Credit Co., Ltd.	Credit card services	1,186	(2)	234	42	151	30
	The Joyo Business Service Co., Ltd.	Agent in charge of administrative work for Joyo Bank	785	(69)	1	(3)	0	0
	The Joyo Cash Service Co., Ltd.	Maintenance and management of Joyo Bank ATMs	1,096	(31)	1	(6)	0	(0)
	The Joyo Equipment Management Co., Ltd.	Maintenance and management of business property and equipment of the Joyo Bank	979	(105)	227	5	88	(438)
Consolidation closing accounts			(7,247)	416	690	(39)	393	(1,023)
Total			24,602	1,897	4,968	(356)	3,258	(1,504)

(Millions of yen)

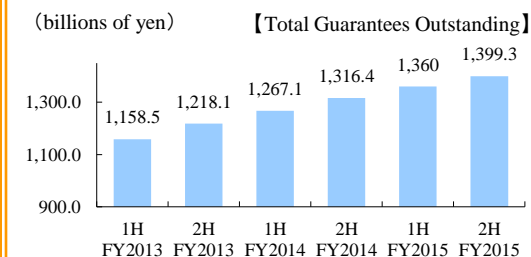
### ◆ The Joyo Lease Co., Ltd.



### ◆ The Joyo Securities Co., Ltd.



### ◆ The Joyo Credit Guarantee Co., Ltd.



- ◆ Increase in non-interest-related income (financial products sales and fees from corporate customers) offset the decrease of net interest income under low interest environment.
- ◆ Projected net income after tax in FY2016 on the same level as the previous fiscal year.

(Billions of yen)

	FY2015 ①	FY2016 Projection ②	Change ②-①	Change ratio	1H FY2015 ③	1H FY2016 Projection ④	Change ④-③
Gross business profit	111.5	114.0	2.4	2.2%	55.5	59.5	3.9
Net interest income	89.8	84.0	(5.8)	(6.5%)	45.6	42.5	(3.1)
Net interest on loans and deposits	63.8	63.5	① (0.3)	(0.4%)	31.7	31.5	(0.2)
Interest and dividends on securities	26.0	20.5	(5.5)	(21.2%)	13.8	11.0	(2.8)
Fees and Commissions	15.4	18.0	② 2.5	16.2%	7.4	9.5	2.0
Net other operating profit	6.1	12.0	③ 5.8	94.3%	2.5	7.5	4.9
Gains(losses) on bonds	7.6	9.0	1.3	17.8%	1.3	6.0	4.6
Expenses	68.2	68.0	(0.2)	(0.3%)	35.0	34.5	(0.5)
Real business profit	43.2	46.0	2.7	6.3%	20.4	25.0	4.5
Net transfer to general reserve for possible loan losses (A)	(0.6)	0.0	0.6	-	0.0	0.0	0.0
<b>Business profit</b>	<b>43.9</b>	<b>46.0</b>	<b>2.0</b>	<b>4.6%</b>	<b>20.4</b>	<b>25.0</b>	<b>4.5</b>
Core net business profit	35.6	37.0	1.3	3.8%	19.1	19.0	(0.1)
Net non-recurring gains(losses)	(1.2)	(5.5)	(4.2)	-	1.1	(3.0)	(4.1)
Disposal of non-performing loans (B)	5.4	5.0	(0.4)	(8.6%)	2.6	2.5	(0.1)
Net gains/losses on equity securities	4.7	4.0	(0.7)	(15.6%)	2.9	2.0	(0.9)
<b>Ordinary profit</b>	<b>42.7</b>	<b>40.5</b>	<b>(2.2)</b>	<b>(5.1%)</b>	<b>21.6</b>	<b>22.0</b>	<b>0.3</b>
Net special gains(losses)	(0.6)	0.2	0.8	-	(0.2)	(0.4)	(0.1)
Net income before income taxes and others	42.0	40.7	(1.3)	(3.2%)	21.4	21.6	0.1
<b>Net income after tax</b>	<b>27.7</b>	<b>28.0</b>	<b>0.2</b>	<b>0.8%</b>	<b>14.8</b>	<b>15.0</b>	<b>0.1</b>
Net credit costs (A) + (B)	4.7	5.0	0.2	4.4%	2.6	2.5	(0.1)
<b>Ordinary profit (Consolidated)</b>	<b>47.6</b>	<b>45.0</b>	<b>(2.6)</b>	<b>(5.6%)</b>	<b>24.1</b>	<b>24.5</b>	<b>0.3</b>
<b>Net income after tax (Consolidated)</b>	<b>31.0</b>	<b>31.0</b>	<b>0.0</b>	<b>0.0%</b>	<b>16.5</b>	<b>16.5</b>	<b>0.0</b>

- ① Net interest on loans and deposits ¥(0.3)bn.
  - Loan interest income(yen-denominated) ¥(2.0)bn.  
 <Average balance factor> ¥ +2.7bn.  
 <Yield factor> ¥(4.7)bn.
  - Loan interest income(foreign currency) ¥+0.8bn.
  - Deposit interest expense ¥(0.8)bn.
- ② Fees and Commissions ¥+2.5bn.
  - Financial Products Sales ¥+1.5bn.
  - Fees from corporate customers ¥+1.0bn.
- ③ Net other operating profits ¥+5.8bn.
  - Gains on bonds ¥+4.5bn.

※Accounted the risk-hedge cost ¥(2.9)bn.by using interest swap to hedge interest rate risk on net other operation expense.

※Substantial gains on bond was ¥4.6bn.in FY2015.

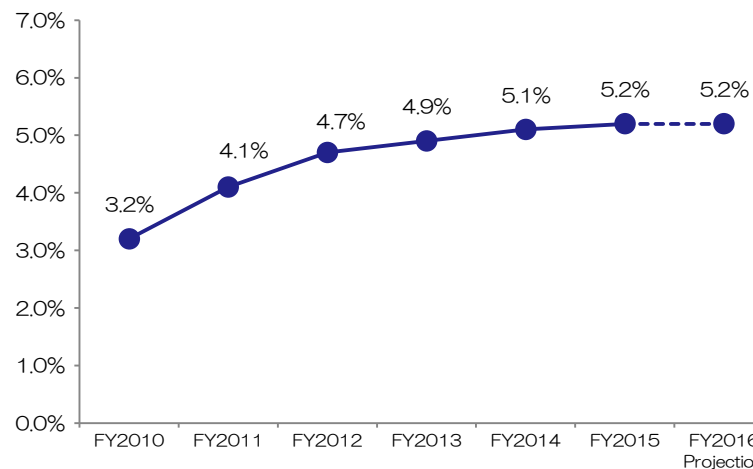
- ◆ Continue to manage a capital adequacy ratio considering the current medium-term business plan. (approximately 12% at the end of Mar. 2017)
- ◆ In FY 2015, no stock repurchase executed considering the business integration with Ashikaga Holdings.

## Capital Adequacy Ratio

	14/03	15/03	16/03	The 12th mid-term business plan's goal ('17/03)
Consolidated Capital Adequacy Ratio	12.60%	12.40%	12.00%	approx. 12%
Total Capital (Billions of yen)	440.0	435.8	451.5	—
Risk Weighted Assets	3,491.1	3,512.7	3,760.4	

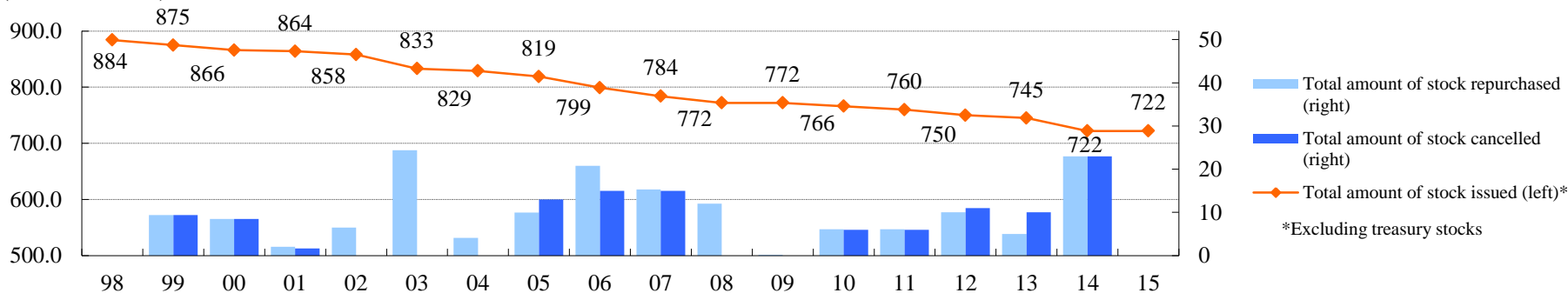
【Reference】 Interim Measure Disapply		【Reference】 Common Equity Tier I ratio	
15/03	16/03	15/03	16/03
11.51%	11.17%	12.95%	13.31%

## ROE (Consolidated)



## Outstanding Shares and Treasury Stock Repurchase and Retirement

(Millions of stocks)



## Dividends

### Dividends

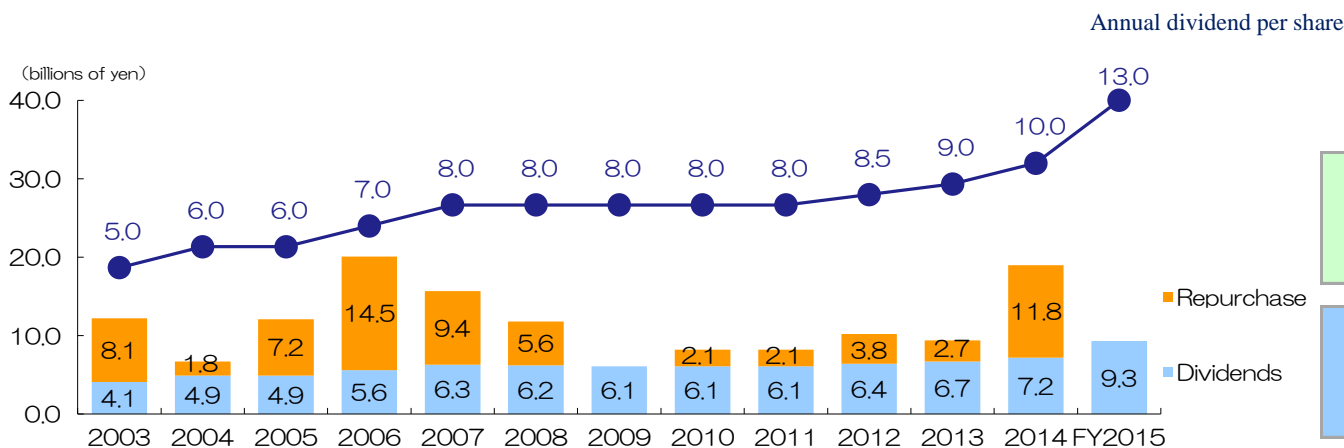
In FY 2015, Annual dividend of ¥13.0 per share  
(interim dividend of ¥6.0\* and year-end dividend of ¥7.0 per share)

\*Ordinary dividend of ¥5.0 and commemorative dividend of ¥1.0 per share

In FY 2016, Interim dividend of ¥6.0 per share

◇ The amount of the year-end dividend is currently undecided as the Bank intends to implement the business integration with Ashikaga Holdings on October 1, 2016.

## Historical Dividends and Repurchase



Shareholder return ratio	Average of past 5 FYs	51.1%
	Average of past 10 FYs	80.1%
Dividend payout ratio	Average of past 5 FYs	32.4%
	Average of past 10 FYs	45.1%

# Progress in The 12<sup>th</sup> Medium-Term Business Plan (1) KGI

- ◆ In FY2015, 4 KGIs out of 7 KGIs set in the medium-term business plan ending FY2016 were attained ahead of schedule.
- ◆ In FY2016 projections, most of KGIs are projected to be attained.

## Progress in KGI' Goals

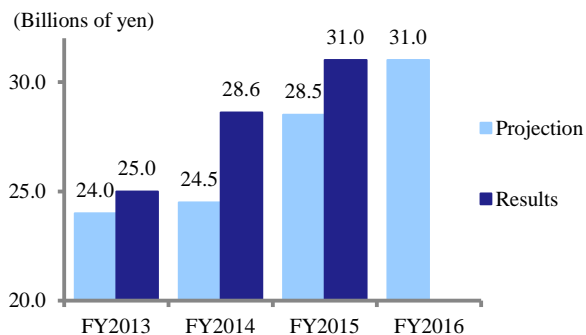
		(Billions of yen)						
		The 11th mid-term business plan FY2013	FY2014	The 12th mid-term business plan			FY2016	FY2016
				Projection	Results	Achievement	Initial Targets	Projection
Income goals	Consolidated net income after tax	25.0	28.6	31.0	31.0	◎ Achieved	30.0 or more	31.0
	Non-consolidated net income after tax	22.0	23.9	27.5	27.7	◎ Achieved	27.0 or more	28.0
	Non-consolidated ordinary profit	35.8	40.4	41.0	42.7	◎ Achieved	40.0 or more	40.5
	Non-consolidated gross business profit	105.7	109.0	110.0	111.5	Achieved	1,20.0 or more	114.0
Efficiency indicators	Non-consolidated OHR	66.7%	64.0%	62.7%	61.2%	Achieved	under 60%	59.6%
	Non-consolidated ROE	4.40%	4.37%	-	4.75%	-	approx. 5%	(※)
Soundness indicators	Consolidated capital adequacy ratio	12.60%	12.40%	approx. 12%	12.00%	◎ Achieved	approx. 12%	approx. 12%

\* As of October 2015

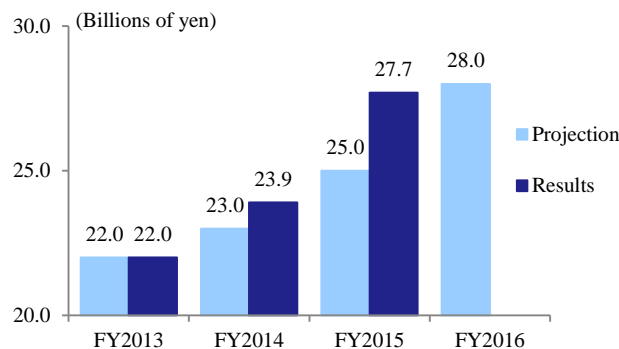
◎ Achieved the target of the 12th mid-term business plan ahead of schedule

(※) Consolidated ROE: Result in FY2015 was 5.21%. Projection in FY2016 is beyond 5%

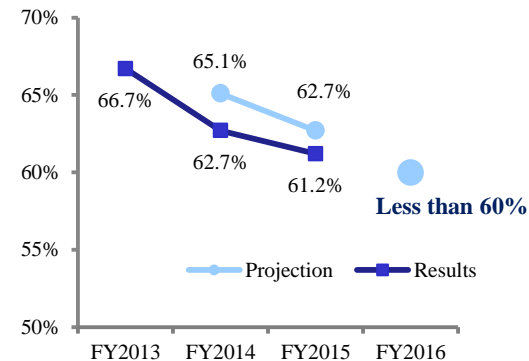
### ● Consolidated net income after tax



### ● Non-consolidated net income after tax



### ● Non-Consolidated OHR



# Progress in The 12<sup>th</sup> Medium-Term Business Plan (2) KPI

- ◆ In FY2015, 5 KPIs out of 14 KPIs set in the medium-term business plan ending FY2016 was attained ahead of schedule.
- ◆ In FY2016 projections, 12 KPIs out of 14 KPIs are projected to be attained.

## Progress in KPIs' Goals

		The 11th mid-term business plan	The 12th mid-term business plan				(Billions of yen)	
		FY2013	FY2014	FY2015			FY2016	FY2016
				Projection	Results	Achievement	Initial Targets	Projection
				①	②			
Collaborative Creation	Fees from financial product sales	6.4	8.0	9.5	7.5	79%	10.7	9.2
	Individual loans	1,777.8	1,961.1	2,135.0	2,142.7	Achieved	2,323.0	2,335.0
	Individual deposits	5,554.2	5,687.5	5,810.0	5,836.1	Achieved	5,930.0	5,955.0
	Housing loans executed	302.6	315.1	330.0	300.9	91%	Cumulative over 3 years 1,000.0	1,000.0
Expansion of Customer Base	Corporate fees and commissions	7.5	7.3	7.8	7.7	99%	8.2	8.5
	Corporate loans in Ibaraki and its adjoining area	1,400.5	1,458.1	1,510.0	1,475.6	98%	1,535.0	1,535.0
	Loan executed for growth sectors	-	121.0	70.0	112.4	Achieved	Cumulative over 3 years 100.0	100.0
Strengthening Investment Return	Average balance of foreign bonds +Investment trusts, others	353.7	499.5	681.6	682.7	◎ Achieved	570.0	727.0
	The percentage of investment in foreign bonds+funds, etc.	13.8%	20.2%	26.6%	26.6%	Achieved	20.0%	30.0%
	Profit or loss related to bonds, shares, etc.	-	5.5	3.0+ α	9.4	◎ Achieved	Cumulative over 3 years 10.0	13.0
	Average balance of foreign currency-denominated loans	36.4	64.4	90.0	100.0	◎ Achieved	100.0	130.0
Renewal of Operation	Individual internet banking contracts	165,000 contracts	263,847 contracts	323,000 contracts	348,745 contracts	Achieved	400,000 contracts	400,000 contracts
	Reduce over-the-counter and back office entries*1	-	(19.0%)	(30.0%)	(28.0%)	93.3%	(50.0%)	(50.0%)
	Reduce time spent on client and lending administration*2	-	(49.1%)	(50.0%)	(52.0%)	◎ Achieved	(50.0%)	-
Remaking Human Resources Portfolio	Increase the number of female managers	-	+14.7%	+20.0%	+25.0%	◎ Achieved	+20.0%	+35.0%

\*1 FY2013=100

\*2 FY2011 ( initial year of JAST planning ) =100

◎Achieved the target of the 12th mid-term business plan ahead of shedule

# Appendix

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## Provide solutions with the ample provision of funds

- 1 Using the Ibaraki Revitalization Fund to activate the local economy and revitalize the region
  - Joint syndication of funds with the Development Bank of Japan
  - Conduct initiatives to supply growth funds, and actively support regional small and medium-sized companies (“SMEs”) through a variety of financial services, including Asset-Based Lending (ABL) and subordinated loans
- 2 Utilizing the Joyo Collaborative Community Creation Fund to realize new business creation
  - Initiatives to supply growth funds
  - Back the commercialization of innovative and creative new business plans by utilizing a diverse range of funding methods, including the acquisition of classified stocks and the provision of subordinated loans. (11 cases, about ¥3.9 billion, as of March 31, 2016)
- 3 Starting the Medical Institution Loan ※ initiative to revitalize regional healthcare
  - In February 2016, started the Medical Institution Loan initiative for medical corporations in Ibaraki Prefecture
  - Actively respond to the needs of medical healthcare institutions to ensure long-term, stable funding
    - ※Based on the guidelines given by the Ministry of Health, Labour and Welfare, evidence securities that can be issued by financially sound medical healthcare institutions
- 4 Offering support for Japanese companies that are developing overseas business through funding support
  - In April 2015, implemented the first cooperative financing with the Japan Bank for International Cooperation (“JBIC”) (financing in Thai baht currency)
  - In February 2016, concluded a general financing agreement with JBIC, and provided effective medium- and long-term funds for customers of SMEs developing business overseas
- 5 Support for the revitalization of shopping districts
  - Concluded a partnership agreement with the Regional Economy Vitalization Corporation of Japan on the revitalization of shopping districts
  - Revitalize and generate footfall for shopping districts with solutions to issues such as vacant storefronts



◇ Signing ceremony for concluding the general financing agreement with JBIC





## Business creation through the revitalization of local economies and industrial promotion

- 1 Joyo Manufacturing Forum
  - Expand sales channels of manufacturing companies and providing collaborative support to partner companies
  - Exhibit products for sale and hold sales reservation meetings, and conduct demonstrations of next-generation industrial robots, etc.
- 2 Joyo Commercial Food Fair
  - Event held to promote mutual exchange among food businesses and help them to expand sales channels and procure food materials
  - In February 2016, conducted negotiations focusing on the two themes of "Food for Health, Healthcare, and Nursing Care," and "Food for Export and Inbound Customers"
- 3 “Joyo Business Award “and “Joyo Collaborative Community Creation Fund ”
  - A program for accepting submissions and awarding innovative and creative new business plans in the growth sector and other fields
  - The Joyo Bank Group provides a variety of support for commercialization, including support that utilizes the Joyo Collaborative Community Creation Fund
- 4 Conclusion of a "Partnership agreement concerning the promotion of people moving to live in Ibaraki Prefecture"
  - Conclusion of a "Partnership agreement with the Japan Trans-housing Institute (“JTI”)"
  - Aim to revitalize the region (by Japan's first public-private partnership initiative) by directing the flow of people over-concentrated in the Tokyo metropolitan area to either live in both Tokyo and Ibaraki Prefecture, or relocate to Ibaraki Prefecture
  - Based on this partnership agreement, start handling the new reverse mortgage Yutori Life in collaboration with JTI (Japan’s first reverse mortgage paid back with rent proceeds)
- 5 Establishment of the Joyo Mirai Kyoso Juku, an adult education program for nurturing the next generation of business proprietors
  - This is an adult management education program for young proprietors and successors of local businesses, aimed primarily at nurturing their track records, knowledge and skills, and at building new human networks

◇ Joyo Manufacturing Forum\*



◇ Joyo Commercial Food Fair



◇ Conclusion of a "Partnership agreement with JTI



## Social contribution to the region’s future

- 1 Responding to the heavy-rain damage caused by the heavy rain in the Kanto and Tohoku regions
  - Joyo Bank provided a variety of support, including setting up consultation offices and exclusive consultation telephone services for the disaster victims, handling support financing for the victims, providing free storage for valuables and other items, and volunteer activities performed by the Bank's officers and employees
- 2 Implementation of Thank You Plan 80 to celebrate the Bank’s 80th founding anniversary
  - Contributes to the future creation of a bright regional community through donations to initiatives that help the community, including in the areas of education, welfare, disaster prevention and tourism, at both prefectural and municipal levels (Gifts of study-use tablet devices, subsidies to 44 model schools with plans in place for teaching science subjects, etc.)
- 3 Donation to the helicopter doctor business
  - Made a donation to the helicopter doctor business run by Ibaraki Prefecture with the aim of enhancing regional healthcare, and of reducing the regional disparities in medical healthcare (for the 4th time)
- 4 Joyo Bank Receives a 2015 Food Action Nippon Award
  - Joyo Bank’s shareholder benefit program, in which shareholders get to select a local specialty of their choice from a gift catalog of local specialties and other produce, received an award for excellence in the sales activities category.
    - ⇒ Provide sales promotion support for local food businesses and contribute to the region’s recovery and growth
- 5 Conclusion of agreements on cooperation in the event of disasters
  - Joyo Bank has agreed to supply electric vehicles and recharging facilities and provide space for temporary shelter and the storage of emergency supplies in the event of disaster.
- 6 “Joyo Furusato Forest” woodland preservation activities
  - Woodland preservation activities such as tree planting to hand down healthy forests in the home

- ◇ A ceremony for the presentation of donations to Ibaraki Prefecture



- ◇ A ceremony for the presentation of donations to Ibaraki Prefecture to celebrate the Bank’s founding anniversary



- ◇ “Joyo Furusato Forest” woodland preservation activity



◆ Implementation of proactive initiatives for ESG, aimed at improving medium- and long-term corporate value

**Social**

Social contributions

- Disaster assistance (support provided to those people who suffered damage from the heavy rain in the Kanto and Tohoku regions)
- Donating to the helicopter doctor business, and being committed to supporting a barrier-free society

Regional revitalization

- Supporting the promotion of permanent residency in Ibaraki Prefecture in collaboration with the prefectural and municipal authorities

Initiatives in support of women's careers

- Joyo Business Award , Joyo Commercial Food Fair, Joyo Manufacturing Forum
- Initiatives in support of women's careers and child-rearing
- Appointment of female bank officers, and the promotion of a work-life balance

Reaching out overseas

- Held exchange conferences and business meetings mainly in Asian countries



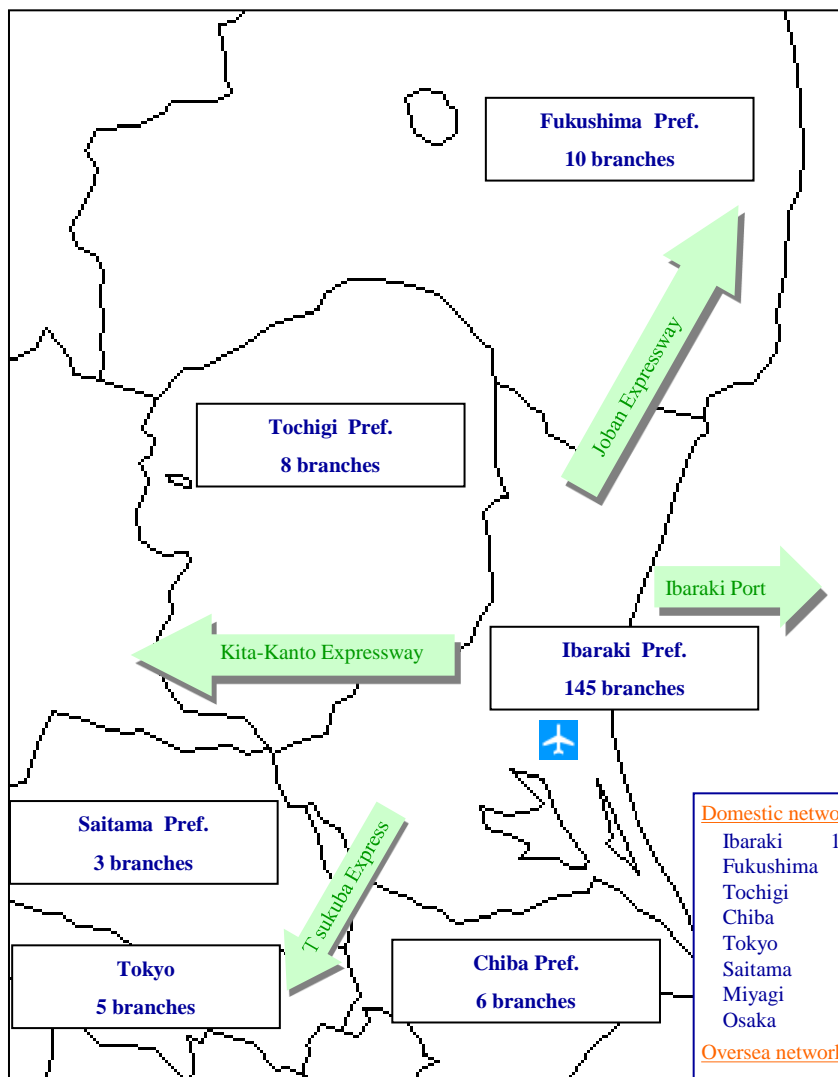
**Environment**

- Initiatives based on the Bank's environmental philosophy and environmental policy
- Joyo Furusato Forest activities for forest preservation
- Support for the environment and renewable energy (Environmental-rating loans, solar power generation business loans, etc.)

**Governance**

- Establishment of Corporate Governance Committee in May 2015
- Established Corporate Governance Guideline in June 2015
- Organizational design a company with an Audit & Supervisory Board in June 2016

## 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 networks : 3 offices

## Oversea networks



Shanghai representative office  
2 staff members  
(since May 1996)

New York representative office  
2 staff members  
(since October 2014)

Singapore representative office  
2 staff members  
(since September 2012)

### Trainee to foreign institutions

#### 5 staff members

- Singapore (Japanese Financial institution)
- Thailand (foreign Financial institution)
- New York (Japanese Financial institution)
- Philippine (foreign Financial institution)
- Indonesia (foreign Financial institution)

### Alliance with foreign financial institutions

#### Total 9 institutions

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

# 【Appendix】 Average Balance of Interest-Earning Assets and Interest-Bearing Liabilities

## Assets

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

	FY2015			YoY change		
	Average balance	Yield	Interest income	Average balance	Yield	Interest income
Loans and bills discounted	5,808.2	1.14	6,643.4	230.6	(0.07)	(148.7)
JPY	5,708.2	1.14	6,550.2	195.1	(0.08)	(198.8)
Foreign currency	99.9	0.93	93.2	35.5	0.27	50.0
Securities	2,567.1	1.13	2,918.7	(44.8)	0.07	175.9
Domestic Bonds	1,752.2	0.65	1,158.6	(221.5)	0.00	(120.7)
Stocks	136.1	4.52	616.1	(2.5)	0.87	110.1
Foreign securities	458.4	1.68	771.9	106.1	(0.14)	130.5
Others	220.3	1.68	371.7	73.1	(0.46)	55.9
Call loans	16.1	0.23	3.8	5.3	0.00	1.2
JPY	14.3	0.16	2.4	5.7	0.03	1.2
Foreign currency	1.7	0.79	1.4	(0.3)	0.15	0.0
Bills purchased	-	-	-	-	-	-
Commercial paper and other debt purchased	10.8	0.37	4.1	(3.6)	(0.03)	(1.6)
Due from banks	195.5	0.16	32.3	36.7	(0.02)	3.6
NCDs	-	-	-	-	-	-
Foreign exchange	3.8	0.46	1.7	0.5	0.00	0.2
Others	4.5	6.91	31.7	0.4	(2.22)	(5.6)
Interest rate swaps	-	-	-	-	-	-
Interest-earning assets	8,606.3	1.11	9,636.0	225.3	(0.02)	24.9

## Liabilities

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

	1H FY2015			YoY change		
	Average balance	Yield	Interest expense	Average balance	Yield	Interest expense
Deposits	7,834.1	0.03	263.1	234.7	0.00	23.8
JPY	7,753.2	0.02	209.0	211.1	0.00	(12.4)
Foreign currency	80.9	0.66	54.0	23.6	0.36	36.3
NCDs	67.0	0.03	2.5	49.9	0.00	1.9
Call money	66.1	0.38	25.5	9.2	0.01	4.0
JPY	11.4	(0.01)	0.0	10.7	(0.09)	(0.1)
Foreign currency	54.6	0.46	25.5	(1.4)	0.08	4.2
Payables under securities lending transactions	139.3	0.43	60.5	13.1	0.22	33.4
Bills sold	-	-	-	-	-	-
Borrowed money	214.0	0.16	35.8	(104.9)	0.03	(5.8)
Foreign exchange	0.2	0.00	0.0	0.0	0.00	0.0
Corporate bonds	51.0	0.49	25.4	4.8	(0.05)	0.0
Others	2.0	115.79	238.2	0.5	18.50	87.6
Interest rate swaps	-	-	130.4	-	-	15.9
Interest-bearing liabilities	8,374.0	0.07	651.3	207.6	0.01	145.1

## Total Account

	FY2011	FY2012	FY2013	FY2014	FY2015	YoY change
Average yield on interest-earning assets (A)	1.37	1.27	1.18	1.14	1.11	(0.03)
Average yield on loans and bills discounted (B)	1.57	1.44	1.32	1.21	1.14	(0.07)
Average yield on securities	1.05	1.00	0.96	1.05	1.13	0.08
Average yield on interest-bearing liabilities	0.08	0.06	0.06	0.06	0.07	0.01
Average yield on deposits and NCDs (C)	0.06	0.04	0.03	0.03	0.03	0.00
Expense ratio	0.97	0.94	0.94	0.91	0.86	(0.05)
Deposit and securities cost (D)	1.03	0.98	0.97	0.94	0.89	(0.05)
Funding cost (E)	1.04	0.98	0.96	0.91	0.89	(0.02)
Loan-deposit interest margins (B)-(C)	1.51	1.40	1.29	1.18	1.11	(0.07)
Difference between average yield on loans and deposits (B)-(D)	0.54	0.46	0.35	0.27	0.25	(0.02)
Total interest margins (A)-(E)	0.33	0.29	0.22	0.23	0.22	(0.01)

## Domestic Account

	FY2011	FY2012	FY2013	FY2014	FY2015	YoY change
Average yield on interest-earning assets (A)	1.34	1.24	1.14	1.10	1.06	(0.04)
Average yield on loans and bills discounted (B)	1.57	1.44	1.32	1.22	1.14	(0.08)
Average yield on securities	0.98	0.93	0.85	0.92	1.01	0.09
Average yield on interest-bearing liabilities	0.07	0.06	0.05	0.05	0.04	(0.01)
Average yield on deposits and NCDs (C)	0.05	0.04	0.03	0.02	0.02	0.00
Expense ratio	0.96	0.93	0.93	0.90	0.85	(0.05)
Deposit and securities cost (D)	1.02	0.97	0.96	0.93	0.88	(0.05)
Funding cost (E)	1.03	0.98	0.96	0.91	0.87	(0.04)
Loan-deposit interest margins (B)-(C)	1.52	1.40	1.29	1.20	1.12	(0.08)
Difference between average yield on loans and deposits (B)-(D)	0.55	0.47	0.36	0.29	0.26	(0.03)
Total interest margins (A)-(E)	0.31	0.26	0.18	0.19	0.19	0.00

# 【Appendix】Yen-Denominated Loans (1)

## Breakdown by Self-Assessment Classification of Borrowers

(Billions of yen)

	13/3		13/9		14/3		14/9		15/3		15/9		16/3		Change from 15/9		Change from 15/3	
	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)	5,112.9	100.0%	5,206.6	100.0%	5,358.8	100.0%	5,469.1	100.0%	5,570.0	100.0%	5,685.7	100.0%	5,813.8	100.0%	128.1	2.3%	243.8	4.4%
Normal (including borrowers without a credit score)	4,520.3	88.4%	4,666.0	89.6%	4,840.8	90.3%	4,999.5	91.4%	5,108.7	91.7%	5,240.0	92.2%	5,363.8	92.3%	123.9	2.4%	255.1	5.0%
Ibaraki and its adjoining areas	3,365.7	65.8%	3,479.6	66.8%	3,633.0	67.8%	3,783.5	69.2%	3,859.0	69.3%	3,961.0	69.7%	4,098.3	70.5%	137.3	3.5%	239.3	6.2%
Ibaraki	2,810.6	55.0%	2,879.9	55.3%	2,962.9	55.3%	3,083.4	56.4%	3,061.4	55.0%	3,111.7	54.7%	3,203.0	55.1%	91.3	2.9%	141.6	4.6%
Miyagi , Fukushima and Tochigi	388.9	7.6%	414.3	8.0%	451.0	8.4%	469.0	8.6%	518.8	9.3%	542.4	9.5%	564.0	9.7%	21.6	4.0%	45.2	8.7%
Chiba and Saitama	166.2	3.3%	185.3	3.6%	219.0	4.1%	231.0	4.2%	278.8	5.0%	306.7	5.4%	331.1	5.7%	24.4	8.0%	52.3	18.8%
Tokyo and Osaka	1,154.5	22.6%	1,186.4	22.8%	1,207.7	22.5%	1,215.9	22.2%	1,249.6	22.4%	1,278.9	22.5%	1,265.5	21.8%	(13.4)	(1.0%)	15.9	1.3%
Other borrowers requiring caution	419.3	8.2%	390.9	7.5%	381.7	7.1%	337.9	6.2%	334.8	6.0%	322.8	5.7%	333.4	5.7%	10.6	3.3%	(1.4)	(0.4%)
Substandard borrowers	56.1	1.1%	39.5	0.8%	34.5	0.6%	35.6	0.7%	38.5	0.7%	40.2	0.7%	36.3	0.6%	(3.9)	(9.7%)	(2.2)	(5.7%)
Potentially bankrupt or worse	117.1	2.3%	110.0	2.1%	101.7	1.9%	95.9	1.8%	88.0	1.6%	82.6	1.5%	80.3	1.4%	(2.3)	(2.8%)	(7.7)	(8.8%)

## Breakdown by Geographic Area

(Billions of yen)

	13/3		13/9		14/3		14/9		15/3		15/9		16/3		Change from 15/9		Change from 15/3	
	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)	5,112.9	100.0%	5,206.6	100.0%	5,358.8	100.0%	5,469.1	100.0%	5,570.0	100.0%	5,685.7	100.0%	5,813.8	100.0%	128.1	2.3%	243.8	4.4%
Ibaraki and its adjoining areas	3,879.3	75.9%	3,943.6	75.7%	4,073.5	76.0%	4,186.8	76.6%	4,272.3	76.7%	4,367.7	76.8%	4,501.4	77.4%	133.7	3.1%	229.1	5.4%
Ibaraki	3,202.7	62.6%	3,249.6	62.4%	3,312.6	61.8%	3,380.0	61.8%	3,390.7	60.9%	3,434.8	60.4%	3,519.2	60.5%	84.4	2.5%	128.5	3.8%
Miyagi , Fukushima and Tochigi	486.3	9.5%	501.1	9.6%	530.4	9.9%	551.3	10.1%	579.8	10.4%	602.2	10.6%	625.2	10.8%	23.1	3.8%	45.4	7.8%
Chiba and Saitama	190.2	3.7%	192.9	3.7%	230.5	4.3%	255.5	4.7%	301.8	5.4%	330.7	5.8%	357.0	6.1%	26.3	8.0%	55.2	18.3%
Tokyo and Osaka	1,233.6	24.1%	1,263.0	24.3%	1,285.2	24.0%	1,282.2	23.4%	1,297.8	23.3%	1,318.0	23.2%	1,312.4	22.6%	(5.6)	(0.4%)	14.6	1.1%

## Number of SMEs

Number of SMEs	13/3		13/9		14/3		14/9		15/3		15/9		16/3	
	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
	33,143	143	32,992	(151)	33,250	258	33,143	(107)	33,318	175	33,470	152	33,550	80

# 【Appendix】Yen-Denominated Loans (2)

## Breakdown by Borrower Type

(Billions of yen)

	13/3		13/9		14/3		14/9		15/3		15/9		16/3		Change from 15/9		Change from 15/3	
	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)	5,112.9	100.0%	5,206.6	100.0%	5,358.8	100.0%	5,469.1	100.0%	5,570.0	100.0%	5,685.7	100.0%	5,813.8	100.0%	128.1	2.3%	243.8	4.4%
Individual loans	1,705.9	33.4%	1,785.2	34.3%	1,886.1	35.2%	1,975.9	36.1%	2,072.3	37.2%	2,157.1	37.9%	2,240.5	38.5%	83.4	3.9%	168.2	8.1%
Corporate loans	2,609.9	51.0%	2,643.7	50.8%	2,680.2	50.0%	2,690.8	49.2%	2,690.3	48.3%	2,711.5	47.7%	2,729.7	47.0%	18.2	0.7%	39.4	1.5%
Major companies	1,180.6	23.1%	1,149.1	22.1%	1,150.0	21.5%	1,160.7	21.2%	1,129.4	20.3%	1,102.7	19.4%	1,093.5	18.8%	(9.2)	(0.8%)	(35.9)	(3.2%)
Medium sized companies	121.1	2.4%	120.2	2.3%	121.7	2.3%	120.3	2.2%	114.2	2.1%	111.7	2.0%	102.9	1.8%	(8.8)	(7.9%)	(11.3)	(9.9%)
Small and medium sized companies	1,308.1	25.6%	1,374.3	26.4%	1,408.5	26.3%	1,409.7	25.8%	1,446.6	26.0%	1,497.0	26.3%	1,533.3	26.4%	36.3	2.4%	86.7	6.0%
Public sector	797.0	15.6%	777.6	14.9%	792.3	14.8%	802.3	14.7%	807.3	14.5%	816.9	14.4%	843.4	14.5%	26.5	3.2%	36.1	4.5%

## Individual Loans

(Billions of yen)

	13/3		13/9		14/3		14/9		15/3		15/9		16/3		Change from 15/9		Change from 15/3	
	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)	1,705.9	100.0%	1,785.2	100.0%	1,886.1	100.0%	1,975.9	100.0%	2,072.3	100.0%	2,157.1	100.0%	2,240.5	100.0%	83.4	3.9%	168.2	8.1%
Housing-related loans	1,536.9	90.1%	1,601.8	89.7%	1,696.0	89.9%	1,783.6	90.3%	1,874.5	90.5%	1,958.0	91.9%	2,033.7	90.8%	75.7	3.9%	159.2	8.5%
Consumer loans	73.2	4.3%	74.9	4.2%	78.0	4.1%	79.8	4.0%	81.1	3.9%	82.6	3.8%	84.3	3.8%	1.7	2.0%	3.2	3.9%
Loans to small businesses	95.8	5.6%	108.5	6.1%	112.1	5.9%	112.5	5.7%	116.7	5.6%	92.8	4.3%	122.5	5.5%	29.7	32.0%	5.8	5.0%

## Corporate Loans (Breakdown by Geographic Area)

(Billions of yen)

	13/3		13/9		14/3		14/9		15/3		15/9		16/3		Change from 15/9		Change from 15/3	
	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)	2,609.9	100.0%	2,643.7	100.0%	2,680.2	100.0%	2,690.8	100.0%	2,690.3	100.0%	2,711.5	100.0%	2,729.7	100.0%	18.2	0.7%	39.4	1.5%
Ibaraki and its adjoining areas	1,378.1	52.8%	1,387.5	52.5%	1,411.3	52.7%	1,433.4	53.3%	1,443.1	53.6%	1,449.8	53.5%	1,479.2	54.2%	29.4	2.0%	36.1	2.5%
Ibaraki	976.6	37.4%	994.3	37.6%	1,002.5	37.4%	1,020.2	37.9%	1,018.8	37.9%	1,016.6	37.5%	1,035.9	37.9%	19.3	1.9%	17.1	1.7%
Miyagi , Fukushima and Tochigi	297.7	11.4%	297.3	11.2%	305.7	11.4%	308.6	11.5%	312.0	11.6%	317.5	11.7%	323.2	11.8%	5.6	1.8%	11.2	3.6%
Chiba and Saitama	103.8	4.0%	95.8	3.6%	103.1	3.8%	104.5	3.9%	112.3	4.2%	115.7	4.3%	120.1	4.4%	4.3	3.7%	7.7	6.9%
Tokyo and Osaka	1,231.7	47.2%	1,256.2	47.5%	1,268.9	47.3%	1,257.3	46.7%	1,247.1	46.4%	1,261.7	46.5%	1,250.6	45.8%	(11.1)	(0.9%)	3.5	0.3%



## Deposits

(Billions of yen)

	13/3		13/9		14/3		14/9		15/3		15/9		16/3		Change from 15/9		Change from 15/3	
	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)	7,355.3	100.0%	7,463.3	100.0%	7,490.9	100.0%	7,567.5	100.0%	7,728.7	100.0%	7,783.6	100.0%	8,103.3	100.0%	319.7	4.1%	374.6	4.8%
Yen deposits	7,294.8	99.2%	7,407.9	98.9%	7,432.6	99.2%	7,509.5	99.2%	7,673.1	99.3%	7,695.6	98.9%	7,991.9	98.6%	296.3	3.9%	318.8	4.2%
Foreign deposits	60.5	0.8%	55.3	0.7%	58.3	0.8%	55.8	0.7%	54.6	0.7%	58.2	0.7%	78.5	1.0%	20.3	34.9%	23.9	43.8%
JOM deposits	0.0	0.0%	0.0	0.0%	0.0	0.0%	2.1	0.0%	0.9	0.0%	29.7	0.4%	32.8	0.4%	3.1	10.4%	31.9	3,544.4%
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%	-	-	-	-
NCDs		16.5		5.9		16.5		13.4		15.9		99.2		39.5	(59.7)	(60.2%)	23.6	148.4%

## Yen-Denominated Deposits by Customer Type

(Billions of yen)

	13/3		13/9		14/3		14/9		15/3		15/9		16/3		Change from 15/9		Change from 15/3	
	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	7,294.8	100.0%	7,407.9	100.0%	7,432.6	100.0%	7,509.5	100.0%	7,673.1	100.0%	7,695.6	100.0%	7,991.9	100.0%	296.3	3.9%	318.8	4.2%
Individual	5,466.7	74.9%	5,525.0	74.6%	5,598.7	75.3%	5,650.5	75.2%	5,757.2	75.0%	5,812.0	75.5%	5,867.5	73.4%	55.5	1.0%	110.3	1.9%
Corporate	1,404.4	19.3%	1,476.9	19.9%	1,461.8	19.7%	1,476.9	19.7%	1,525.0	19.9%	1,510.1	19.6%	1,666.1	20.8%	156.0	10.3%	141.1	9.3%
Public sector	423.7	5.8%	405.8	5.5%	372.0	5.0%	382.0	5.1%	390.8	5.1%	373.4	4.9%	458.1	5.7%	84.7	22.7%	67.3	17.2%

## Client Assets ( Deposits and Financial Products )

(Billions of yen)

	13/3		13/9		14/3		14/9		15/3		15/9		16/3		Change from 15/9		Change from 15/3	
	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	6,502.5	100.0%	6,561.3	100.0%	6,642.7	100.0%	6,727.3	100.0%	6,846.2	100.0%	6,867.6	100.0%	6,903.2	100.0%	35.6	0.5%	57.0	0.8%
Current	3,125.7	47.3%	3,186.7	48.6%	3,288.6	48.4%	3,340.7	49.7%	3,468.9	50.7%	3,522.4	51.3%	3,610.8	52.3%	88.4	2.5%	141.9	4.1%
Time deposits	2,341.0	35.4%	2,338.3	35.6%	2,310.1	34.0%	2,309.8	34.3%	2,288.3	33.4%	2,289.6	33.3%	2,256.7	32.7%	(32.9)	(1.4%)	(31.6)	(1.4%)
Sub total	5,466.7	82.8%	5,525.0	84.2%	5,598.7	82.5%	5,650.5	84.0%	5,757.2	84.1%	5,812.0	84.6%	5,867.5	85.0%	55.5	1.0%	110.3	1.9%
Asset management products	1,035.8	17.2%	1,036.3	15.8%	1,044.0	17.5%	1,076.8	16.0%	1,089.0	15.9%	1,055.6	15.4%	1,035.7	15.0%	(19.9)	(1.9%)	(53.3)	(4.9%)

## Number of Contracts

(By installment fund instrument)

(Number)

	13/9	14/3	14/9	15/3	15/9	16/3	Change form 15/3	change ratio
Investment Trusts	29,347	41,016	53,016	62,944	77,640	85,210	22,266	35.4%
Annuities Insurance	6,777	9,110	12,202	16,776	22,145	27,902	11,126	66.3%
Foreign Currency Deposits	14,364	12,914	12,007	10,730	10,339	10,152	(578)	(5.4)%

## Number of Customers

(By installment fund instrument)

(Number)

	13/9	14/3	14/9	15/3	15/9	16/3	Change form 15/3	change ratio
Investment Trusts	18,480	22,386	26,382	28,909	33,001	34,845	5,936	20.5%
Annuities Insurance	3,178	5,022	6,639	10,956	15,761	20,355	9,399	85.8%
Foreign Currency Deposits	13,215	11,868	10,892	9,631	6,145	8,995	(636)	(6.6)%

## Transaction Amount

(By installment fund instrument)

(Million yen)

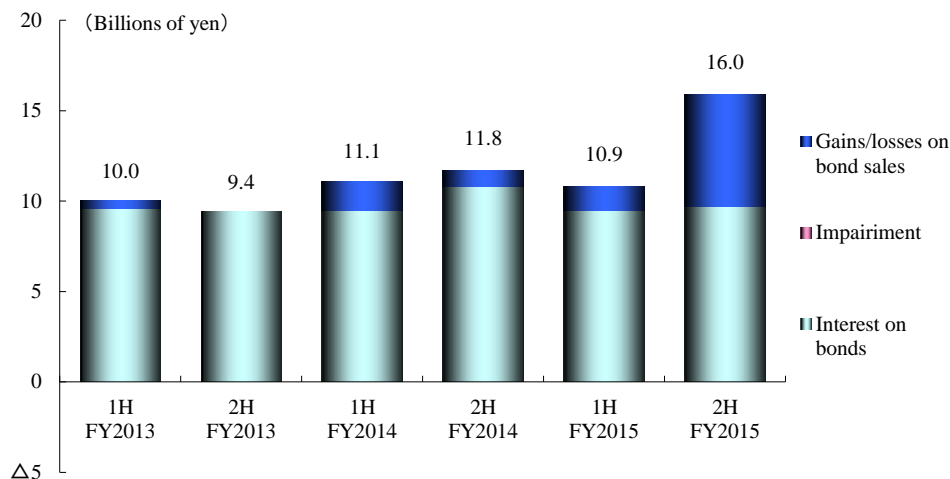
	1H 2013	2H 2013	1H 2014	2H 2014	1H 2015	2H 2015	Change from 2H 2014	change ratio
Investment Trusts	2,124	3,938	4,536	4,747	5,863	6,198	1,451	30.6%
Annuities Insurance	561	1,142	1,111	2,081	2,038	3,089	1,008	48.4%
Foreign Currency Deposits	597	521	464	396	354	350	(46)	(11.6)%

## Balance of Securities (booking price)

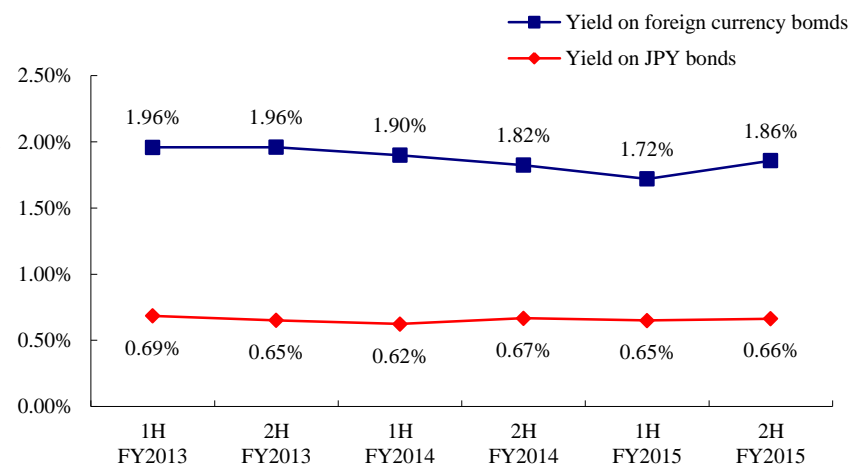
(Billions of yen)

	13/3		13/9		14/3		14/9		15/3		15/9		16/3		Change from 15/9		Change from 15/3	
	Balance	%	Balance	%	Balance	%	Balance	%	Balance	%	Balance	%	Balance	%	Balance	%	Balance	%
<b>Yen-denominated bonds</b>	2,089.3	83.2%	2,013.6	81.4%	2,077.7	79.0%	1,974.5	75.7%	1,795.4	71.6%	1,796.5	70.5%	1,750.7	68.6%	(45.8)	(2.6%)	(44.7)	(2.5%)
Duration [years]	4.0	—	3.9	—	3.8	—	3.5	—	3.5	—	3.3	—	3.4	—	0.1	-	(0.1)	-
Fixed rate notes	1,883.1	75.0%	1,816.6	73.5%	1,883.1	71.6%	1,781.1	68.3%	1,652.4	65.9%	1,675.1	65.7%	1,644.5	64.4%	(30.6)	(1.8%)	(7.9)	(0.5%)
[Average yield]	0.79%	—	0.75%	—	0.71%	—	0.68%	—	0.72%	—	0.68%	—	0.68%	—	(0.00%)	-	(0.04%)	-
Floating rate notes	206.1	8.2%	197.0	8.0%	194.5	7.4%	193.4	7.4%	143.0	5.7%	121.4	4.8%	106.2	4.2%	(15.2)	(12.5%)	(36.8)	(25.7%)
[Average yield]	0.10%	—	0.07%	—	0.05%	—	0.06%	—	0.09%	—	0.24%	—	0.33%	—	0.09%	-	0.24%	-
<b>Foreign-denominated bonds</b>	204.1	8.1%	241.7	9.8%	284.8	10.8%	334.6	12.8%	365.0	14.5%	378.1	14.8%	385.3	15.1%	7.2	1.9%	20.3	5.6%
Duration [years]	4.0	—	3.9	—	3.8	—	3.7	—	3.4	—	3.5	—	3.5	—	0.0	-	0.1	-
[Average yield spread]	1.29%	—	1.69%	—	1.69%	—	1.66%	—	1.50%	—	1.40%	—	1.23%	—	(0.17%)	-	(0.27%)	-
Fixed rate notes	196.6	7.8%	233.9	9.5%	274.3	10.4%	318.7	12.2%	346.1	13.8%	340.8	13.4%	357.8	14.0%	17.0	5.0%	11.7	3.4%
[Average yield]	2.00%	—	1.98%	—	2.01%	—	1.95%	—	1.87%	—	1.77%	—	1.89%	—	0.12%	-	0.01%	-
[Average yield spread]	1.67%	—	1.71%	—	1.73%	—	1.70%	—	1.57%	—	1.47%	—	1.26%	—	(0.21%)	-	(0.31%)	-
Floating rate notes	7.4	0.3%	7.8	0.3%	10.5	0.4%	15.9	0.6%	18.9	0.8%	37.3	1.5%	27.6	1.1%	(9.7)	(26.0%)	8.7	46.0%
[Average yield]	0.73%	—	0.71%	—	0.72%	—	0.75%	—	0.97%	—	1.13%	—	1.52%	—	0.39%	-	0.55%	-
[Average yield spread]	0.35%	—	0.37%	—	0.47%	—	0.53%	—	0.67%	—	0.84%	—	0.82%	—	(0.01%)	-	0.16%	-
<b>Stock</b>	137.7	5.5%	138.4	5.6%	138.1	5.3%	138.6	5.3%	135.9	5.4%	134.2	5.3%	134.4	5.3%	0.2	0.1%	(1.5)	(1.1%)
CET 1 ratio	-	35.8%	-	34.9%	-	34.6%	-	34.6%	-	34.1%	-	32.7%	-	32.6%	-	(0.1%)	-	(1.5%)
<b>Investment trusts and others</b>	80.3	3.2%	78.3	3.2%	128.5	4.9%	160.6	6.2%	212.6	8.5%	239.8	9.4%	281.5	11.0%	41.7	17.4%	68.9	32.4%
<b>Total</b>	2,511.5	100.0%	2,472.3	100.0%	2,629.3	100.0%	2,608.3	100.0%	2,508.9	100.0%	2,548.5	100.0%	2,552.0	100.0%	3.5	0.1%	43.1	1.7%
[Average yield]	0.94%	—	0.99%	—	0.96%	—	1.07%	—	1.05%	—	1.19%	—	1.13%	—	(0.06%)	(5.0%)	0.08%	-
Unrealized gains/(losses)	131.8	—	135.1	—	131.3	—	165.3	—	232.6	—	195.5	—	192.5	—	(3.0)	(1.5%)	(40.1)	(17.2%)

## Gains (Losses) on Bonds



## Yields on Bonds (JPY Bonds, Foreign Currency Bonds)



## Securities Portfolio

(Billions of yen)

	14/3		14/9		15/3		15/9		16/3		Change from 15/9		Change from 15/3	
	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)
Domestic bonds	2,064.9	35.2	1,962.2	37.3	1,784.6	36.6	1,735.7	36.7	1,702.7	44.3	(32.9)	7.6	(81.8)	7.7
Foreign bonds	297.5	1.4	346.7	3.1	375.6	7.0	438.6	5.6	433.2	8.5	(5.3)	2.8	57.5	1.4
Stocks	138.1	82.2	138.6	104.5	135.9	144.7	134.2	127.4	134.4	114.4	0.2	(12.9)	(1.4)	(30.2)
Investment trusts & Others	119.9	12.3	152.9	20.3	205.9	44.2	234.1	25.7	276.3	25.1	42.2	(0.5)	70.4	(19.0)
Trust beneficiary rights	8.6	0.0	7.6	0.0	6.7	0.0	5.7	0.0	5.1	0.0	(0.6)	0.0	(1.6)	0.0
<b>Total</b>	<b>2,629.0</b>	<b>131.3</b>	<b>2,608.3</b>	<b>165.3</b>	<b>2,508.9</b>	<b>232.6</b>	<b>2,548.5</b>	<b>195.5</b>	<b>2,552.0</b>	<b>192.5</b>	<b>3.4</b>	<b>(3.0)</b>	<b>43.0</b>	<b>(40.1)</b>

## Foreign Bonds

(Billions of yen)

	14/3		14/9		15/3		15/9		16/3		Change from 15/9		Change from 15/3	
	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)	Balance	Unrealized gains (losses)
Sovereign	170.8	0.6	219.3	1.7	225.9	4.9	307.2	4.5	302.9	7.0	(4.2)	2.5	76.9	2.0
Corporate	55.2	0.6	54.4	0.5	70.3	0.9	76.4	0.3	77.9	0.7	1.5	0.4	7.5	(0.1)
Pass through (Ginme Mae)	66.6	0.0	68.9	0.4	70.8	0.9	35.1	0.6	33.8	0.6	(1.3)	0.0	(37.0)	(0.2)
Securitization	4.8	0.1	3.8	0.2	8.5	0.1	19.8	0.1	18.5	0.0	(1.2)	(0.1)	10.0	(0.2)
<b>Total</b>	<b>297.5</b>	<b>1.4</b>	<b>346.7</b>	<b>3.1</b>	<b>375.6</b>	<b>7.0</b>	<b>438.6</b>	<b>5.6</b>	<b>433.2</b>	<b>8.5</b>	<b>(5.3)</b>	<b>2.8</b>	<b>57.5</b>	<b>1.4</b>

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

## Breakdown by Self-Assessment Classification of Borrowers

Classification of borrowers (Self-Assessment)				
Classification of borrowers	claim classification			
	No-classification	II	III	IV
Legally Bankrupt 1.2 ( (0.3) )	1.7	4.2	—	—
Substantially Bankrupt 4.8 ( (0.0) )	Protected by reserve, corateral, guarantee	Booking reserve on no-classification	Write-off	
Potentially Bankrupt 74.8 ( (2.3) )	50.3	16.8	7.6	
	Protected by reserve, corateral, guarantee	Booking reserve on no-classification		
Borrowers Requiring Caution	Borrowers Requiring Monitoring 36.5 ( (3.9) )	4.0	32.5	
	Borrowers Requiring Caution 335.1 ( (10.4) )	111.4	223.7	Balance × Reserve ratio
Normal Borrowers 5,478.5 ( 131.3 )	5,478.5			Balance × Reserve ratio

Total	No-classification	II	III	IV
5,931.200	5,646.2	277.4	7.6	0

Reserve	Reserve ratio
0.0 ( 0.0 )	100.00% 100.00%
21.5 ( (0.5) )	73.88% 73.78%
5.2 ( (1.6) )	14.83% 17.44%
6.1 ( 0.1 )	1.82% 1.83%
2.7 ( 0.9 )	0.06% 0.04%
<b>Total reserve</b>	<b>78.06% ( (1.0) )</b>

Total reserve
35.6 ( (1.0) )

(Billions of yen)

Financial Revitalization Law	
Problem asset	Coverage ratio
Bankrupt and quasi-bankrupt assets 6.0 ( 0.4 )	100.00% 100.00%
Doubtful assets 74.9 ( (2.4) )	89.83% 89.84%
Substandard loans 26.1 ( (2.6) )	39.22% 42.72%
Normal assets 5,852.5 ( 143.5 )	
<b>Total</b>	<b>78.06% 78.23%</b>

# 【Appendix】 Changes in Borrower Classification

## Based on Number of Borrowers

		(Number)						
		15/3						
		Normal borrowers	Borrowers requiring caution	Borrowers requiring monitoring	Potentially bankrupt	Substantially bankrupt	Legally bankrupt	Total
1 / 3	Normal borrowers	9,713	377	15	3	0	0	10,108
	Borrowers requiring caution	487	4,386	47	112	0	0	5,032
	Borrower requiring monitoring	13	66	193	7	1	0	280
	Potentially bankrupt	20	180	33	1,404	0	0	1,637
	Substantially bankrupt	9	32	6	98	169	0	314
	Legally bankrupt	6	15	1	25	22	20	89
	Others	3,383	446	8	73	0	0	3,910
	Total	13,631	5,502	303	1,722	192	20	21,370

	(Number)	
	14/03→15/03	15/03→16/03
Upgraded	982	562
Unchanged	18,441	15,885
Downgraded	1,194	1,013
Others	582	3,910
Total	21,199	21,370

## Based on Borrowed Amount

		(Millions of yen)						
		15/3						
		Normal borrowers	Borrowers requiring caution	Borrowers requiring monitoring	Potentially bankrupt	Substantially bankrupt	Legally bankrupt	Total
1 / 3	Normal borrowers	2,721,016	38,950	1,289	80	0	0	2,761,335
	Borrowers requiring caution	53,542	245,658	4,096	6,422	0	0	309,719
	Borrower requiring monitoring	1,645	7,073	27,483	1,515	1	0	37,717
	Potentially bankrupt	2,176	7,673	4,587	57,803	0	0	72,239
	Substantially bankrupt	1,481	667	98	4,302	2,819	0	9,367
	Legally bankrupt	505	633	210	1,803	761	601	4,513
	Others	68,672	6,307	91	736	0	0	75,806
	Total	2,849,037	306,962	37,855	72,661	3,582	601	3,270,698

	(Millions of yen)	
	14/03→15/03	15/03→16/03
Upgraded	85,313	52,354
Unchanged	2,966,346	3,055,381
Downgraded	89,011	87,157
Others	12,944	75,806
Total	3,153,614	3,270,698

# [Appendix] Balance of Loans / Risk-Monitored Loans by Industry

## Balance of Loans by Industry

(Millions of yen)

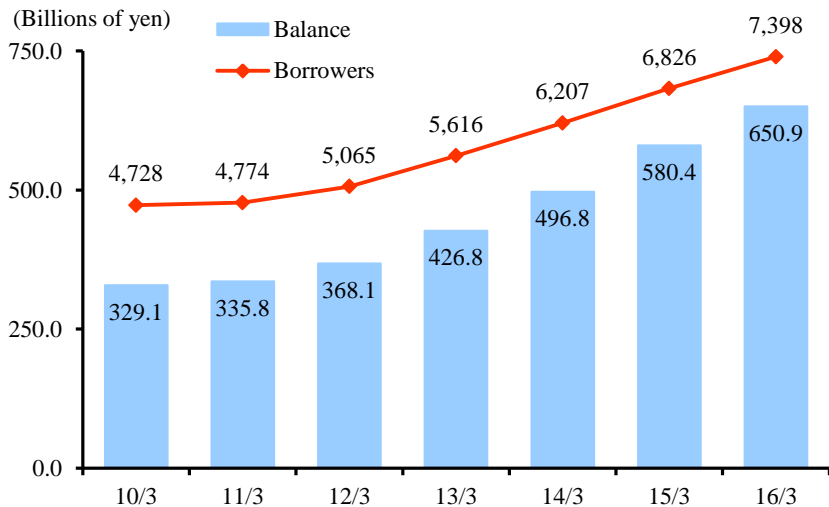
	15/9		16/3		Change from 15/9	
	Balance	(%)	Balance	(%)	Balance	(%)
Corporate loans	345,590.8	59.8%	350,619.2	59.3%	5,028.4	(0.5%)
Manufacturing	73,675.7	12.7%	72,640.0	12.2%	(1,035.7)	(0.5%)
Farming & Forestry	1,572.5	0.2%	1,611.2	0.2%	38.6	0.0%
Fishery	540.1	0.0%	384.2	0.0%	(155.8)	(0.0%)
Mining & quarrying of stone and gravel	731.3	0.1%	993.9	0.1%	262.6	0.0%
Construction	15,837.5	2.7%	17,229.4	2.9%	1,391.8	0.0%
Electric & gas utilities, water service	5,775.3	0.9%	6,049.1	1.0%	273.8	0.0%
Information communication	3,486.9	0.6%	3,691.5	0.6%	204.6	0.0%
Transport & postal activities	14,899.2	2.5%	14,638.1	2.4%	(261.0)	(0.1%)
Wholesaling & retailing	61,517.5	10.6%	59,794.0	10.1%	(1,723.5)	(0.5%)
Financial & insurance	24,724.2	4.2%	26,230.9	4.4%	1,506.7	0.2%
Real estate, goods rental & leasing	103,418.2	17.9%	108,357.5	18.3%	4,939.2	0.4%
Miscellaneous services	39,412.4	6.8%	38,999.4	6.5%	(412.9)	(0.2%)
Public sector	80,892.9	14.0%	83,478.2	14.1%	2,585.2	0.1%
Others (including individual loans)	151,138.2	26.1%	157,172.6	26.5%	6,034.4	0.4%
Total	577,622.6	100.0%	591,270.7	100.0%	13,648.1	0.0%

## Risk-Monitored Loans by Industry

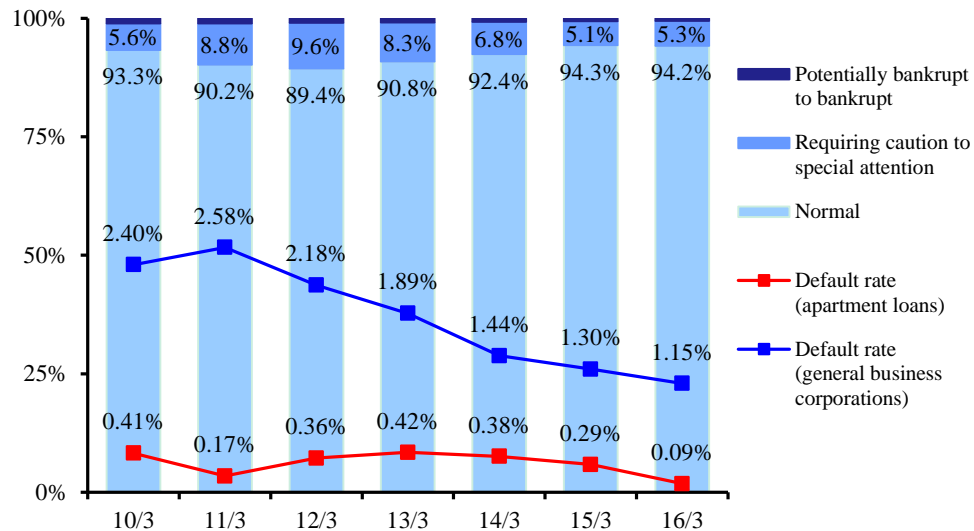
(Millions of yen)

	15/9		16/3		Change from 15/9	
	Balance	(%)	Balance	(%)	Balance	(%)
Corporate loans	10,333.0	92.7%	9,822.5	92.3%	(510.5)	(0.4%)
Manufacturing	2,543.3	22.8%	2,549.4	23.9%	6.0	1.1%
Farming & Forestry	80.0	0.7%	42.9	0.4%	(37.1)	(0.3%)
Fishery	4.4	0.0%	0.6	0.0%	(3.7)	(0.0%)
Mining & quarrying of stone and gravel	0.0	0.0%	0.0	0.0%	0.0	0.0%
Construction	965.9	8.7%	893.5	8.3%	(72.4)	(0.2%)
Electric & gas utilities, water service	0.4	0.0%	0.1	0.0%	(0.2)	(0.0%)
Information communication	88.6	0.8%	85.3	0.8%	(3.3)	0.0%
Transport & postal activities	288.4	2.6%	263.1	2.4%	(25.2)	(0.1%)
Wholesaling & retailing	2,852.5	25.6%	2,668.2	25.0%	(184.2)	(0.5%)
Financial & insurance	38.9	0.3%	36.3	0.3%	(2.5)	(0.0%)
Real estate, goods rental & leasing	1,537.4	13.8%	1,411.1	13.2%	(126.2)	(0.5%)
Miscellaneous services	1,933.2	17.3%	1,872.0	17.5%	(61.2)	0.2%
Public sector	-	-	-	-	-	-
Others (including individual loans)	811.3	7.3%	819.5	7.7%	8.1	0.4%
Total	11,144.8	100.0%	10,642.6	100.0%	-	-

## Number of Borrowers and Balance of Loans

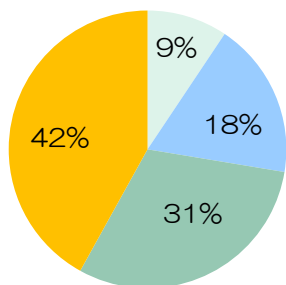


## Borrower Rating and Default Ratio

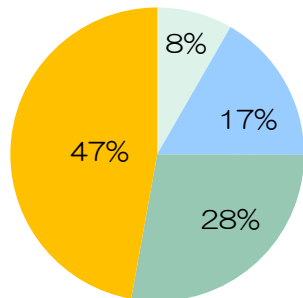


## Composition by Age Group

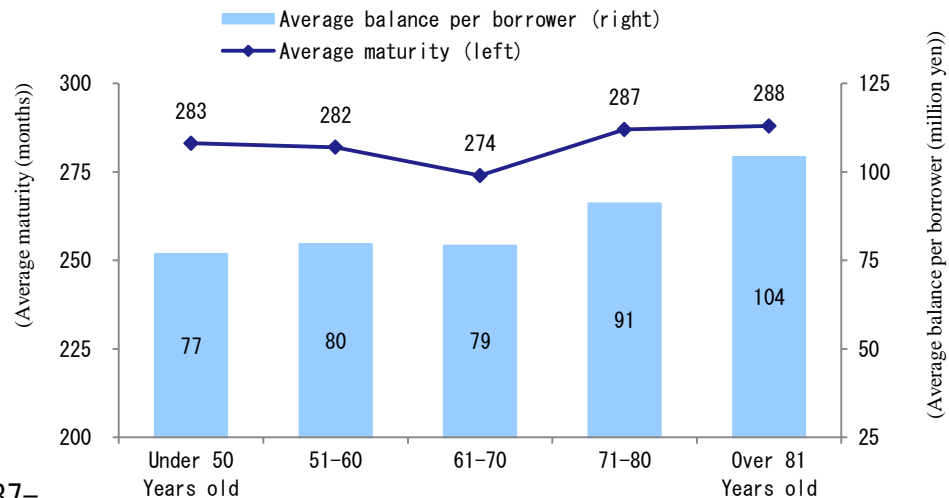
● By number of borrowers



● By amount of loans

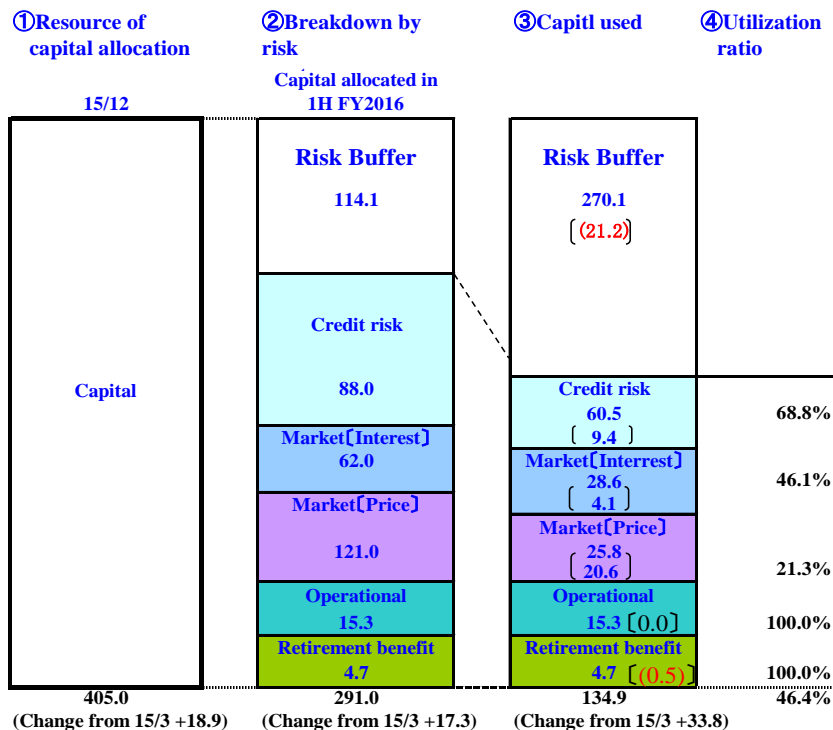


## Average Balance and Average Maturity by Age Group

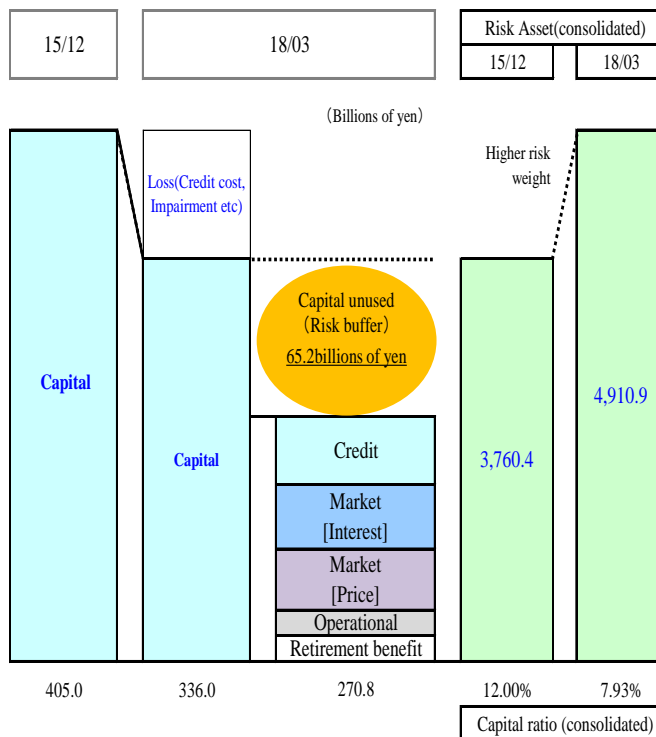




## Risk Capital Allocation as of Dec 31, 2015



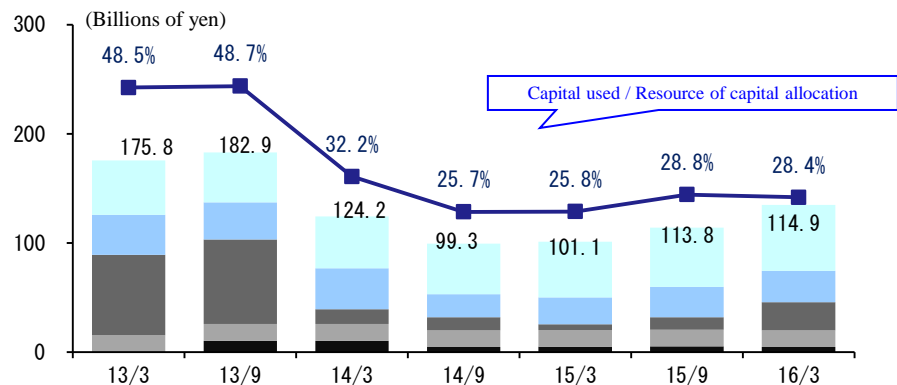
## Stress Test



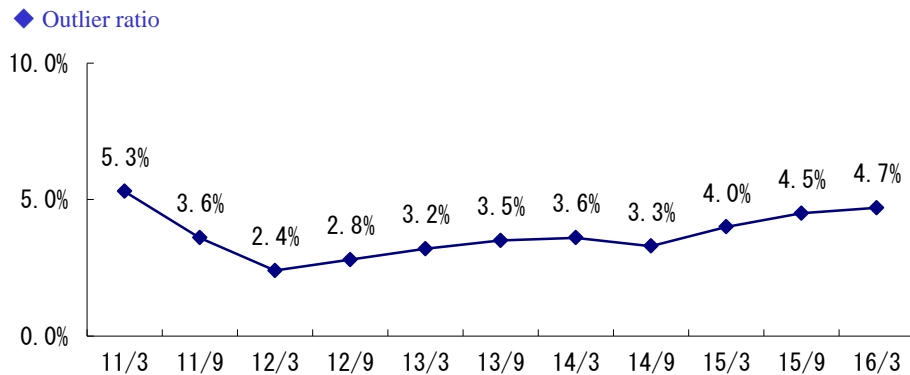
### 【Assumptions】

- Reference date : Dec. 2015
- Risk scenario:
  - Due to uncertainties concerning Japan's financial policies, the yield on 10-year JGBs rose to as high as 5.6% and the Nikkei Average declined to as low as ¥7,500. Yen depreciated to 159 yen against US dollar.
- Conclusions
  - Joyo Bank's capital adequacy ratio declined to as low as 8.0%. However, it remained above the 4% level required by Japanese standards.
  - Secured ¥65.2 billion in unused capital from the standpoint of comprehensive risk management.

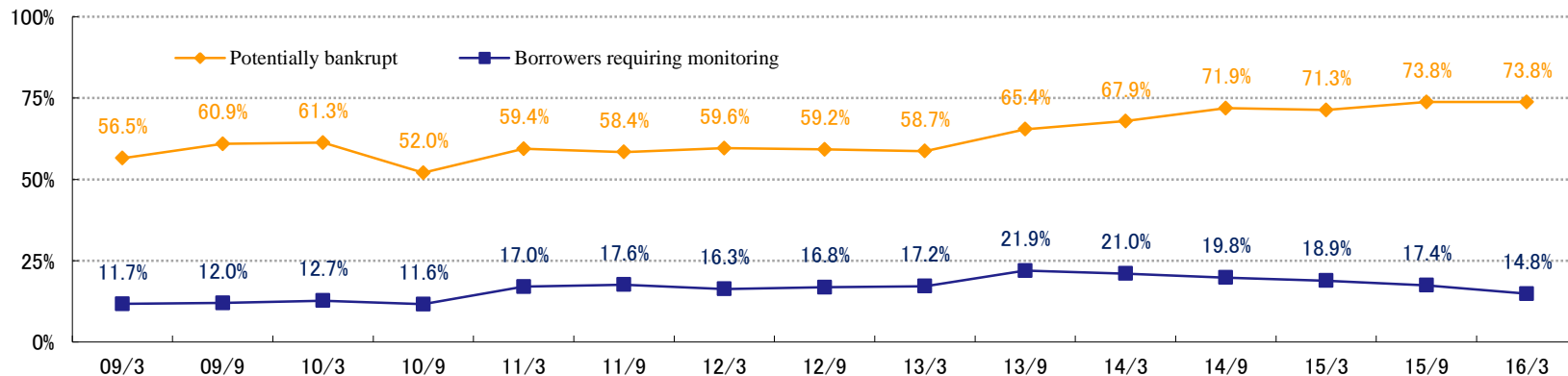
## Capital Used



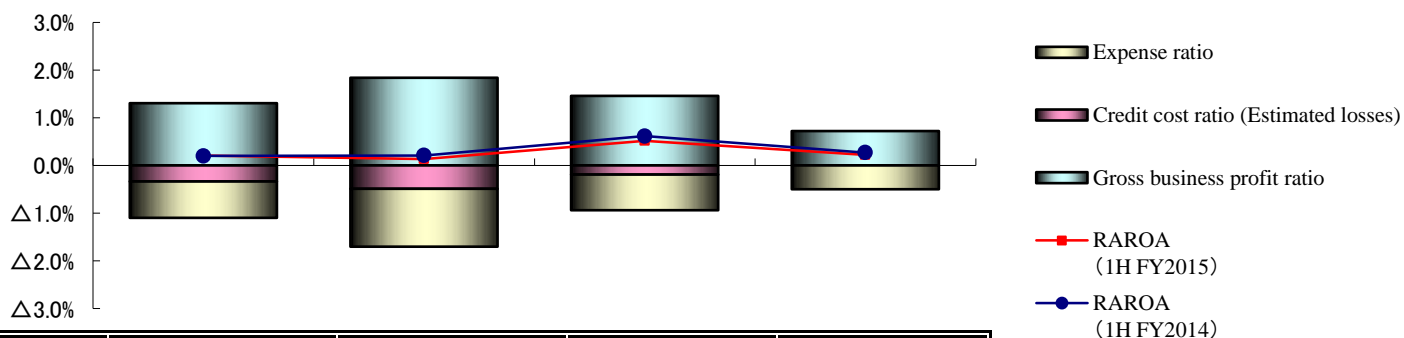
## Market Risk ( interest )



## Reserve Ratio ( potentially bankrupt, borrowers requiring monitoring)



## Status of Earnings by Principal Operation (FY2015)



	Corporate	Corporate (Ibaraki and its adjoining area)	Housing-related loans	Client assets
RAROA ( FY2015)	0.2%	0.1%	0.5%	0.2%
RAROA ( FY2014)	0.2%	0.2%	0.6%	0.3%
Balance (trillion)	2.9	1.6	1.9	1.0

## Breakdown of Expenses

(Billions of yen)

	1H FY2012	FY2012	1H FY2013	FY2013	1H FY2014	FY2014	1H FY2015	FY2015	YoY change
Total expenses	35.2	68.7	36.1	70.6	36.0	69.8	35.0	68.2	(1.6)
Personnel expenses	17.7	35.1	17.6	35.1	17.2	34.5	17.5	34.9	0.3
Non-Personnel expenses	15.4	30.6	16.4	32.3	16.4	31.8	15.0	29.5	(2.2)
Depreciation ①	2.4	5.1	2.7	5.8	2.8	5.8	3.0	6.0	0.1
Deposit insurance cost ②	2.9	4.8	3.0	4.9	3.0	5.1	1.5	3.1	(1.9)
Others (Excluding ① & ②)	10.0	20.5	10.6	21.5	9.5	20.8	10.3	20.4	(0.3)
Tax	2.0	2.9	2.1	3.0	2.4	3.4	2.5	3.7	0.2
OHR (Core net business income basis)	64.8%	63.9%	67.8%	67.1%	67.1%	65.6%	63.1%	65.7%	0.0%

## Number of Employees / Branches

(Number)

	12/9	13/3	13/9	14/3	14/9	15/3	15/9	16/3	YoY change
Number of employees	3,417	3,332	3,398	3,291	3,365	3,282	3,390	3,289	7
Number of branches	409	410	413	415	417	418	419	419	1
Domestic	177	177	178	179	178	178	179	179	1
Overseas	2	2	2	2	2	3	3	3	0
ATM spot	230	231	233	234	237	237	237	237	0
ATM	30,277	31,713	32,872	33,397	34,305	35,137	35,991	36,875	1,738
Own ATM	878	878	880	883	878	877	879	867	(10)
E-net (alliance)	12,069	12,714	13,148	13,000	13,118	13,204	13,333	13,536	332
Seven bank (alliance)	17,330	18,123	18,844	19,514	20,309	21,056	21,779	22,472	1,416

## Management Indices (Non-consolidated)

	FY2011	1H FY2012	FY2012	1H FY2013	FY2013	1H FY2014	FY2014	1H FY2015	FY2015	YoY change
EPS (Yen) *1	21.91	14.54	26.95	16.69	29.55	18.77	32.92	20.59	38.42	5.50
BPS (Yen)	575.02	580.91	659.16	675.79	680.52	729.54	812.06	791.64	803.46	(8.60)
ROE (Net income basis: %) *2	3.92%	5.03%	4.37%	4.98%	4.40%	5.26%	4.37%	5.12%	4.75%	0.38%
ROE (consolidated)	4.1%	-	4.7%	-	4.9%	-	5.1%	-	5.2%	0.1%
OHR (Core net business profit basis: %)	63.7%	64.8%	63.9%	67.8%	67.1%	67.1%	65.6%	64.7%	65.7%	0.2%
ROA (Core net business profit basis: %)	0.51%	0.48%	0.49%	0.41%	0.41%	0.40%	0.42%	0.42%	0.40%	(0.02%)

\*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:  $\text{net income} \div (\text{balance of net assets at end of previous fiscal year} + \text{balance of net assets at end of period}) \div 2$

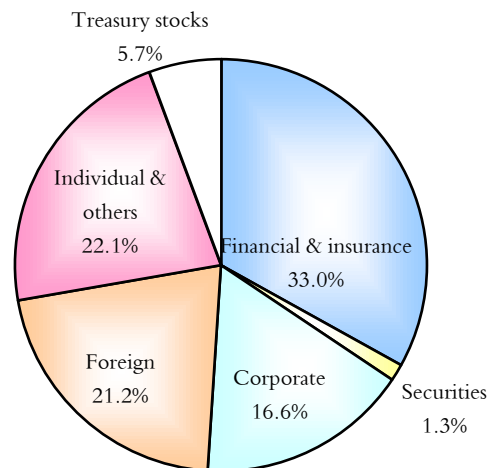
## Share of Loans and Bills discounted, Deposits in Ibaraki Prefecture

	12/3	12/9	13/3	13/9	14/3	14/9	15/3	15/9	YoY change
Loans and bills discounted	44.17%	44.12%	44.48%	44.91%	45.39%	45.84%	45.74%	46.03%	0.35%
Deposits	43.32%	42.82%	43.05%	43.01%	42.98%	42.97%	43.37%	43.14%	0.39%

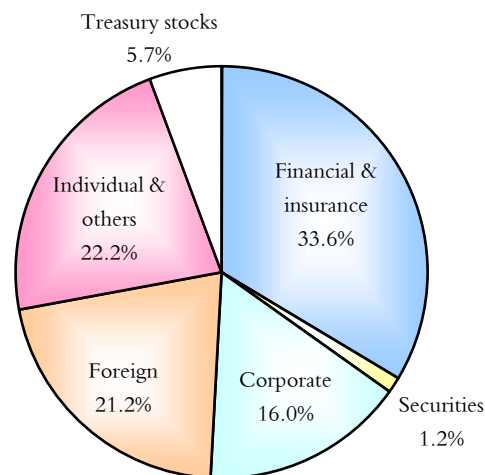
## Shareholder Composition

	14/3			14/9			15/3			15/9			16/3			change from 15/3		
	Number of Stockholders	Stock (Thousands)	%	Number of Stockholders	Stock (Thousands)	%	Number of Stockholders	Stock (Thousands)	%	Number of Stockholders	Stock (Thousands)	%	Number of Stockholders	Stock (Thousands)	%	Number of Stockholders	Stock (Thousands)	%
Public sector	3	297	0.0%	2	297	0.0%	3	297	0.0%	3	297	0.0%	3	297	0.0%	0	0	0.0%
Financial & insurance	59	245,734	31.1%	55	238,923	31.1%	58	253,033	33.0%	59	254,707	33.2%	61	257,144	33.6%	3	4,111	0.5%
Securities	34	8,056	1.0%	33	9,161	1.2%	35	10,166	1.3%	39	8,311	1.1%	40	9,509	1.2%	5	(657)	(0.1%)
Corporate	937	129,489	16.4%	918	128,469	16.7%	901	127,522	16.6%	879	126,127	16.5%	911	122,743	16.0%	10	(4,779)	(0.6%)
Foreign	342	182,746	23.2%	357	173,522	22.6%	385	162,690	21.2%	412	169,816	22.2%	400	162,706	21.2%	15	16	0.0%
Individual & others	26,856	179,468	22.7%	25,913	175,417	22.8%	25,413	169,048	22.1%	24,511	163,617	21.4%	26,834	170,468	22.2%	1,421	1,420	0.2%
Treasury stocks	1	43,438	5.5%	0	43,439	5.6%	1	43,473	5.7%	1	43,354	5.7%	1	43,361	5.7%	0	(112)	(0.0%)
Total	28,232	789,231	100.0%	27,280	769,231	100.0%	26,796	766,231	100.0%	25,904	766,231	100.0%	28,250	766,231	100.0%	1,454	0	0.0%

### As of Mar 31, 2014

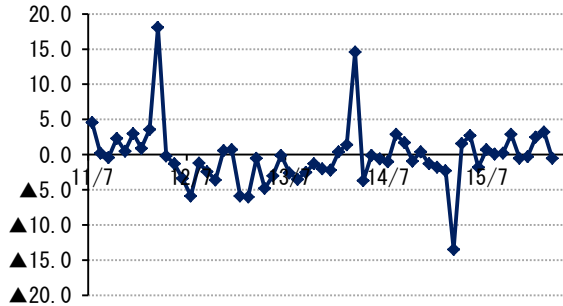


### As of Mar 31, 2016

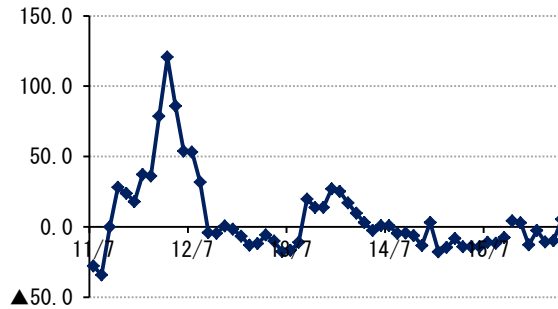


# 【Appendix】Economic Indicators for Ibaraki Prefecture

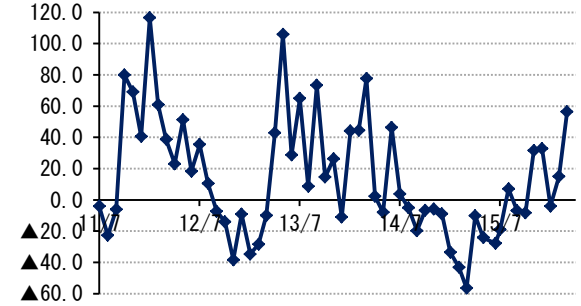
### Large-scale retail store sales (YoY)



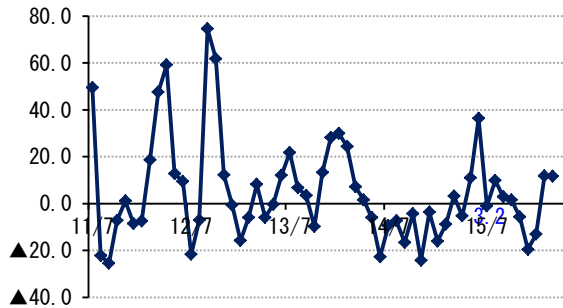
### Number of registered new automobiles (YoY)



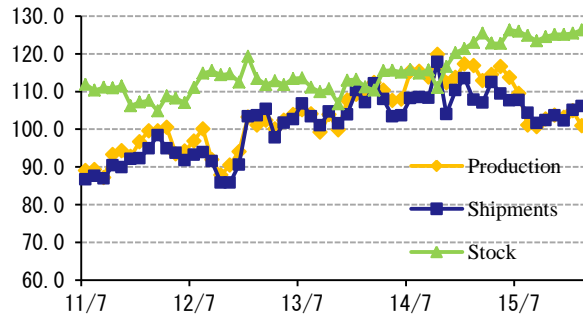
### Public construction starts by order (YoY)



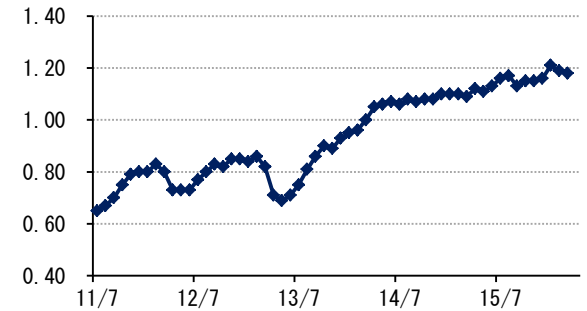
### New housing starts (YoY)



### Industrial production (2010=100)

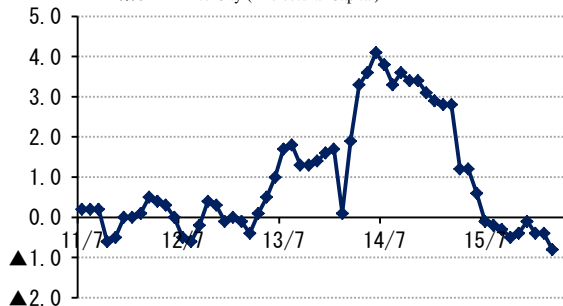


### Ratio of job offers to job seekers

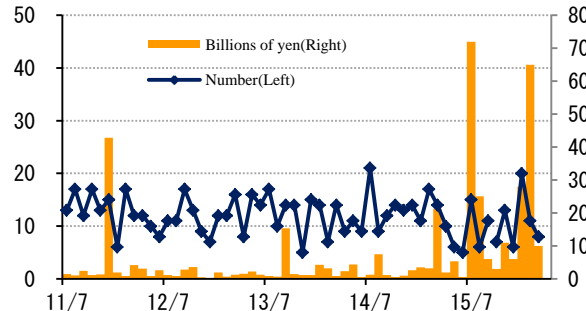


### Consumer prices (YoY)

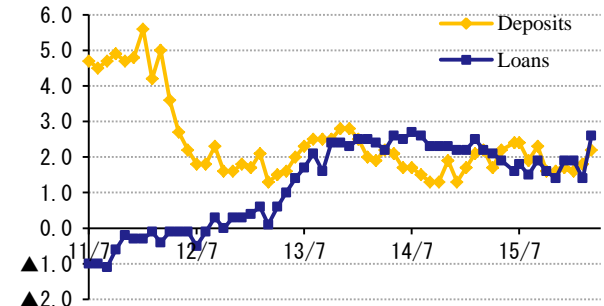
※CPI in Mito City (Prefectural Capital)



### 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

<b>TEL</b>	<b>(81) 29-300-2869</b>
<b>FAX</b>	<b>(81) 29-300-2602</b>
<b>E-mail</b>	<b>ir@joyobank.co.jp</b>
<b>URL</b>	<b><a href="http://www.joyobank.co.jp/">http://www.joyobank.co.jp/</a></b>

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