

Financial Results for the Third Quarter of FY2019

February 7, 2020

Financial Results for 3Q19

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*Unless otherwise mentioned, figures are on non-consolidated basis

Financial Results for 3Q19

Highlights

Results for 3Q19

- Consolidated net income^(*1) decreased YoY mainly due to decrease of interest and dividends on securities, increase of credit related costs, and decrease of gains/losses related to stocks.
- The progress toward forecast for 2019 of ¥40.0bn is at a high level of 88.5%.
- Consolidated fees and commissions, including mebuki securities, increased YoY.
- Total expenses excluding system integrated costs were reduced by ¥0.9bn YoY due to promoting structural reforms, although both banks' total expenses increased particularly due to system integration costs.

➤ Consolidated Income^(*1) : ¥35.4bn(-¥2.4bn YoY) (*1) Attributable to owners of the parent
(88.5% progress toward the full-year forecast)

Forecast for FY19

- Forecast for FY19 remains unchanged from that announced on May 13, 2019

➤ Forecast for FY19 : Consolidated Income^(*2) ¥40.0bn (*2) Attributable to owners of the parent

Shareholder Returns for FY19

➤ Annual Dividends(scheduled) : ¥11.0 per share
(Interim dividend of ¥5.5(decided), Year-end dividend of ¥5.5(scheduled))

➤ Total Return Ratio : 42.2% (Payout ratio: 32.2%)

(*3) Total Return Ratio = (Total amount of dividends + Total amount of acquisition of own shares) / Net income^(*1)

(*4) In addition ¥11.0 of annual dividends, amount of total return includes ¥3.9 bn (13.9 mil stocks) of own shares repurchased in Oct.2019.

Main Points of 3Q19 Financial Results

Mebuki FG (Consolidated)

	(¥bn)		
	3Q19	YoY Chg	Progress
Gross business profit	146.5	+5.5	-
Net interest income	112.8	-6.1	-
Net fees and commissions	29.3	+0.2	-
Net trading income	2.4	+0.5	-
Net other business income	1.8	+10.9	-
Expenses	89.4	-0.1	-
Credit related cost	14.0	+6.6	-
Gains/losses related to stocks	6.2	-2.8	-
Ordinary profit	50.3	-4	86.8%
Extraordinary income/losses	-0.2	+0.1	-
Net income (1)	35.4	-2.4	88.5%

【 Consolidation adjustment 】 (2)-(1) -4.0bn
 Adjustments related to securities (-3.3bn)
 Interest expenses of subordinated loans, expenses, etc.

Two banking subsidiaries and group companies

	(¥bn)		
	3Q19	YoY Chg	Progress
<Joyo and Ashikaga "J +A"(Non-consolidated)>			
Gross business profit	142.4	+4.1	-
(Core gross business profit)	142.3	-7.0	-
Net interest income	116.2	-6.8	-
(o/w gains/losses on cancellation of private offering investment trusts)	6.3	-3.9	-
Net fees and commissions	23.9	-0.1	-
Net other business income	2.2	+11.1	-
(o/w gains/losses on bond transactions)	0.0	+11.1	-
Expenses	86	+0.5	-
Personnel expenses	46	+0.3	-
Non-personnel expenses	35	+0.4	-
Net business income	56.2	+3.5	-
(before general allowance for loan losses)	56.2	+3.5	-
Core net business income	56.2	-7.6	-
(excl. gains/losses on cancellation of private offering investment trusts)	49.8	-3.6	-
Net transfer to general allowance for loan losses (a)	0.4	+0.4	-
Net business income	55.8	+3.0	-
Net non-recurrent gains/losses	-5.1	-8.8	-
o/w Disposal of non-performing loans (b)	11.7	+6.0	-
o/w Gains/losses related to stocks, etc.	7.1	-3.0	-
Ordinary profit	50.5	-5.8	86.4%
Extraordinary income/losses	-0.2	-11.8	-
Net income (J + A)	35.7(+2)	-15.5	88.3%
Net income (Group total)(2)	39.4	-14.9	-
Credit related cost (J + A)	12.2	+6.5	-

(* 2) The amount of the previous period includes dividends receivable of ¥12.0 bn from affiliated companies. Since this is removed from consolidated FS, there is no effect on net income attributable to owners of the parent of FG.

Loans (1) Term-end Balance

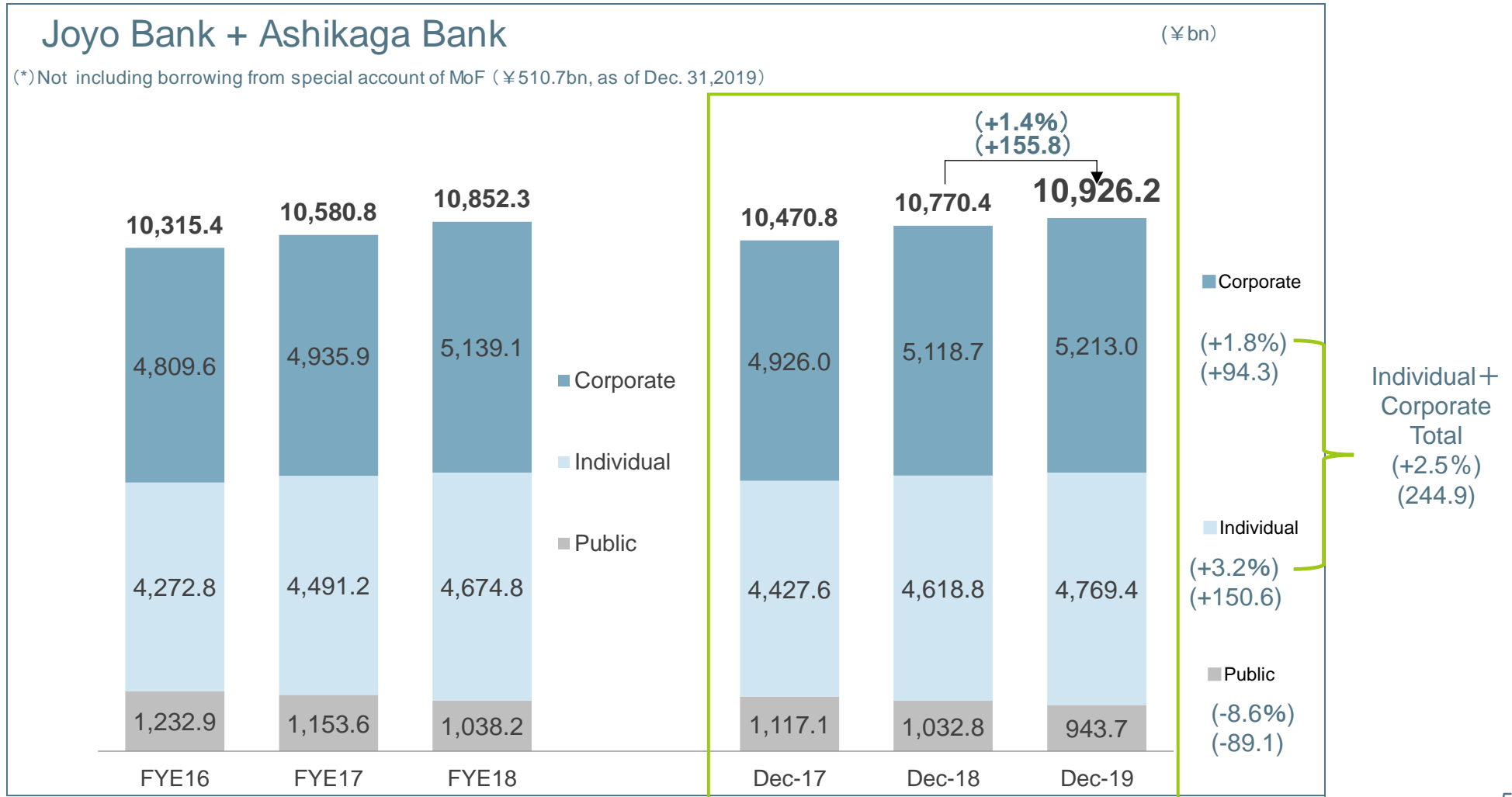
*Figures in parentheses are changes on a year on year basis

Amount of loans increased mainly due to individual and corporate loans.

Loans to individual customers increased by ¥150.6 bn (+3.2%) YoY mainly due to increase in housing related loans and unsecured loans.

Loans to corporate customers increased by ¥94.3 bn (+1.8%) YoY due to increase in loans to midsize corporate customers.

Reference P6,17 for detailed information about loans.



Loans (2) Individual and Corporate

*Figures in parentheses are changes on a year on year basis

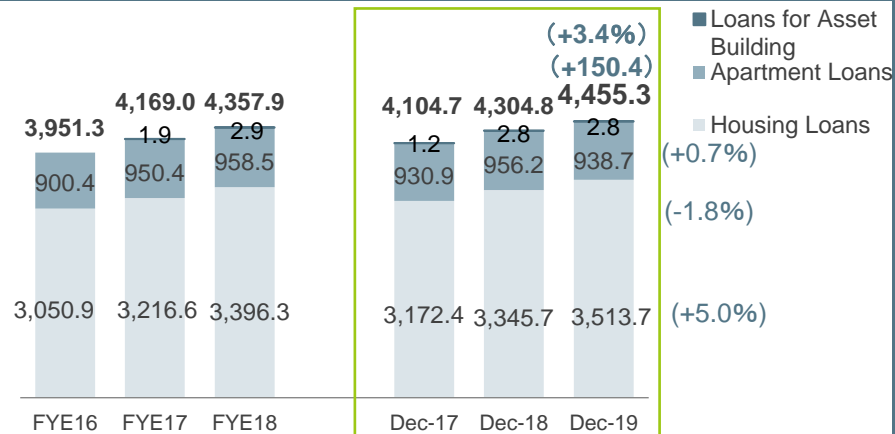
Individual (Joyo Bank + Ashikaga Bank)

Housing related loans and unsecured loans increased by 5.0% and 7.2%, respectively.

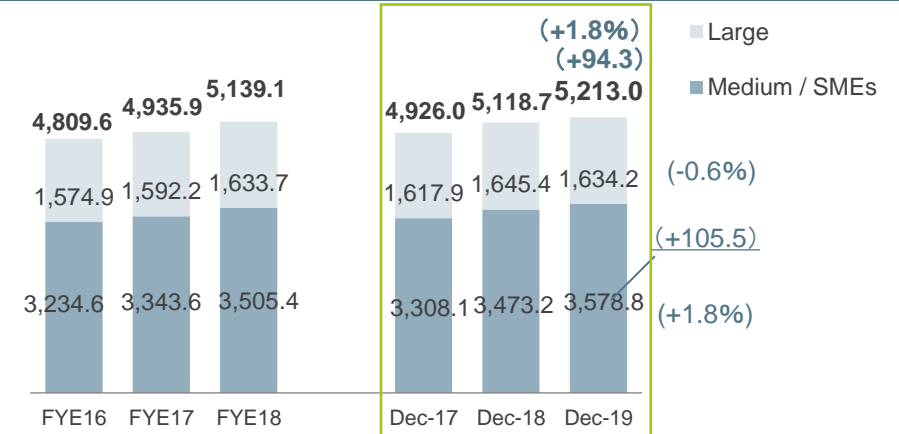
Corporate (Joyo Bank + Ashikaga Bank)

Corporate loans increased by 1.8% particularly in mid-size corporate customers.

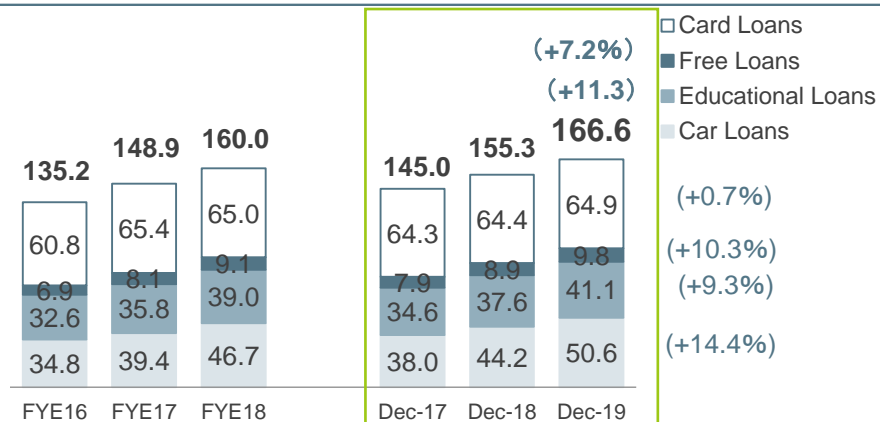
Housing Related Loans (¥bn)



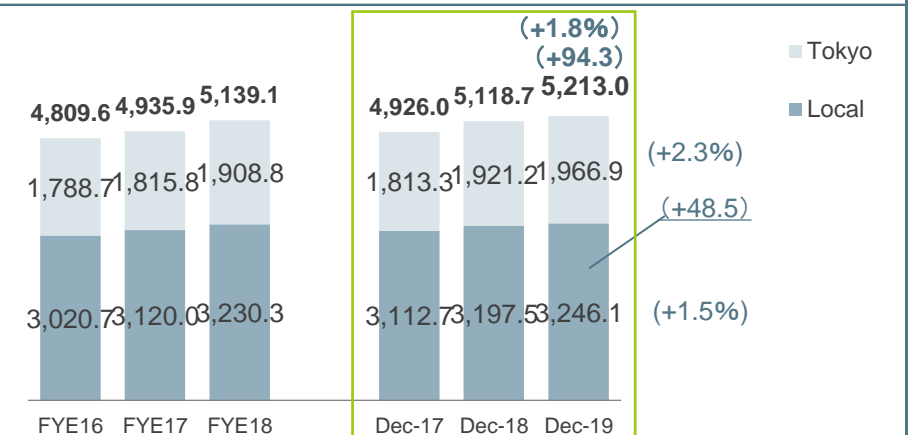
Term-end Balance by Company Size (¥bn)



Unsecured Loans (¥bn)



Term-end Balance by Area (¥bn)



Average Yield of Loans / Net Interest Income

*Figures in parentheses are changes on a year on year basis

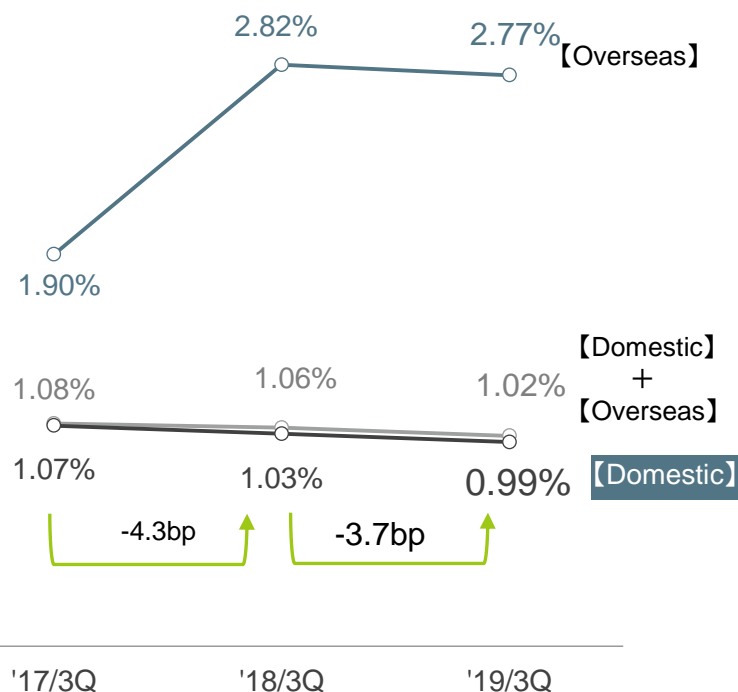
While the average yield remains in a decreasing trend, the decrease of domestic loans reduced to 3.7bp compared to 4.3bp during the previous period.

Interest and dividends on securities, excluding gains on cancellation of private offering investment trusts, decreased by ¥1.0 bn YoY due to redemptions of government bonds

Average Yield on Loans(Joyo+Ashikaga) (¥bn)

(Domestic and Overseas)

* Not including borrowing from special account of MoF



Change of Interest Income(Joyo+Ashikaga) (¥ bn)

* Not including borrowing from special account of MoF

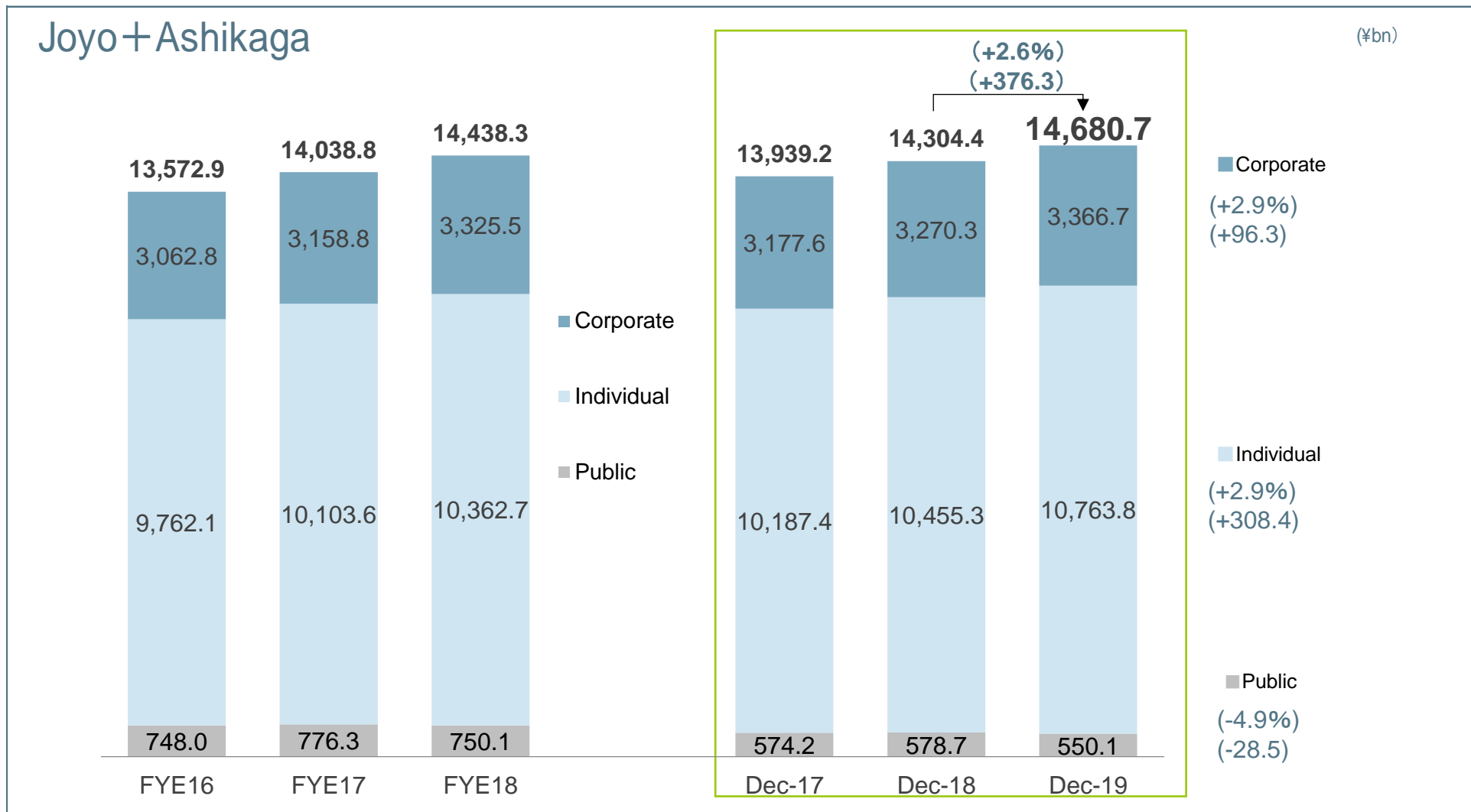
	Factor	Results	YoY Chg	Domestic		Overseas	
				Chg. in Factors	Chg. in Factors		
Interest on loans and bills discounted(*)	Avg	—	+2.0	+1.5	(+199.0)	+0.4	(+23.2)
	Yield	—	-3.0	-2.9	(-3.7bp)	-0.0	(-5.2bp)
	subtotal	83.7	-1.0	-1.4	—	+0.4	—
Interest on deposits (-)		4.2	-0.2	-0.1	—	-0.1	—
Difference of interests between loans and deposits		79.5	-0.8	-1.3	—	+0.5	—
Interest and dividend on securities (including gains on cancellation of Private Offering Investment Trusts)	Avg	—	-0.8	-1.9	(-149.7)	+1.0	(+56.3)
	Yield	—	-4.1	-4.1	(-18.5bp)	+0.0	(+13.3bp)
	subtotal	43.7	-5.0	-6.0	—	+1.0	—
(excluding gains on cancellation of Private Offering Investment Trusts)		37.3	-1.0	-2.0	—	+1.0	—
Market investments and borrowings (-)		7.0	+1.0	-0.1	—	+1.1	—
Total		116.2	-6.8	-7.2	—	+0.4	—
(excluding gains on cancellation of Private Offering Investment Trusts)		109.8	-2.8	-4.0	—	+0.4	—

Deposits Term-end Balance

*Figures in parentheses are changes on a year on year basis

Deposits of individual and corporate customers have been on the increase

(YoY Total : +2.6%, Individual customers : +2.9%, Corporate customers : +2.9%)



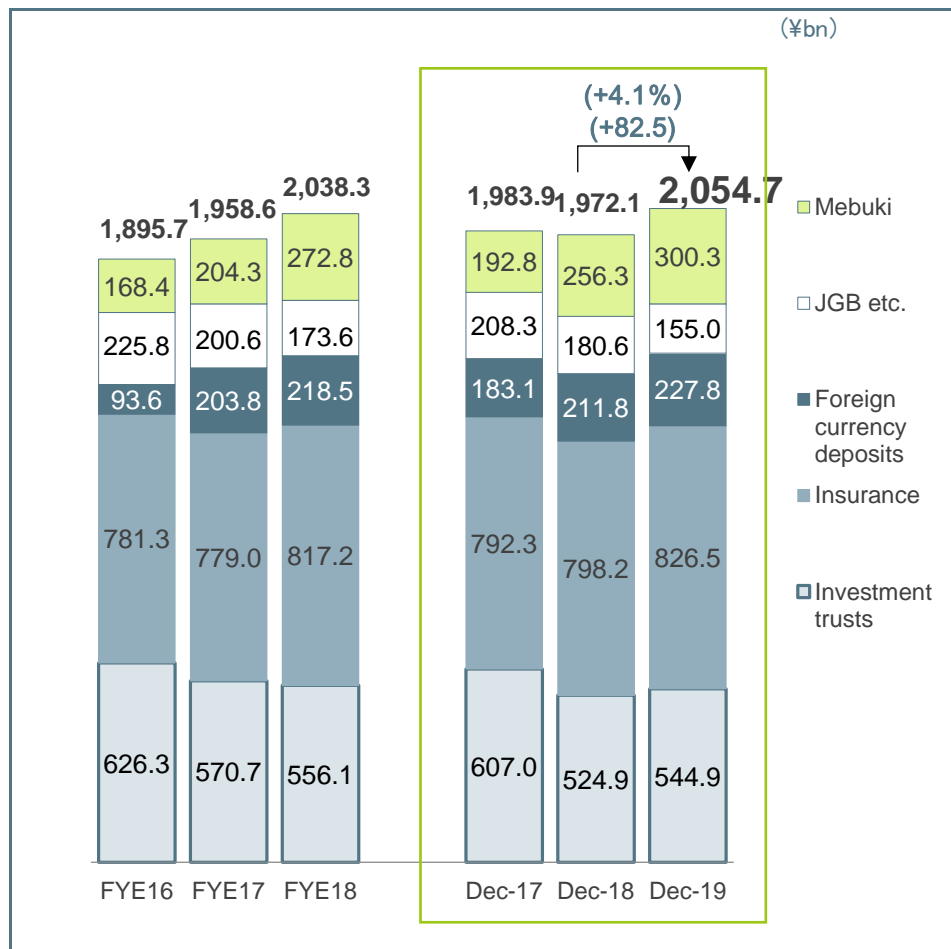
Customer Assets under Custody

*Figures in parentheses are changes on a year on year basis

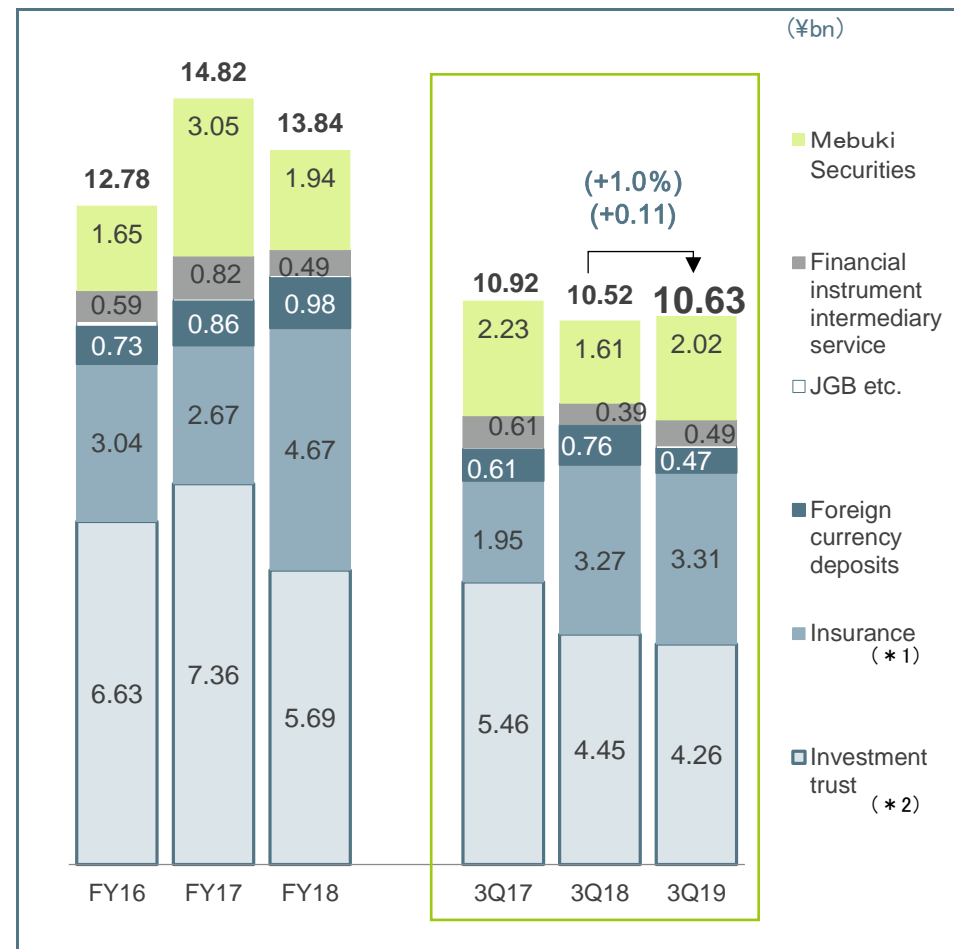
Amount of customer assets under custody increased by ¥82.5bn (+4.1%) YoY mainly due to insurance and transactions of Mebuki Securities because of comprehensive proposals corresponding to various life stages and the subsidiary banks' collaboration with Mebuki Securities.

Total commissions increased YoY.

Balance (Bank Total + Mebuki Securities)



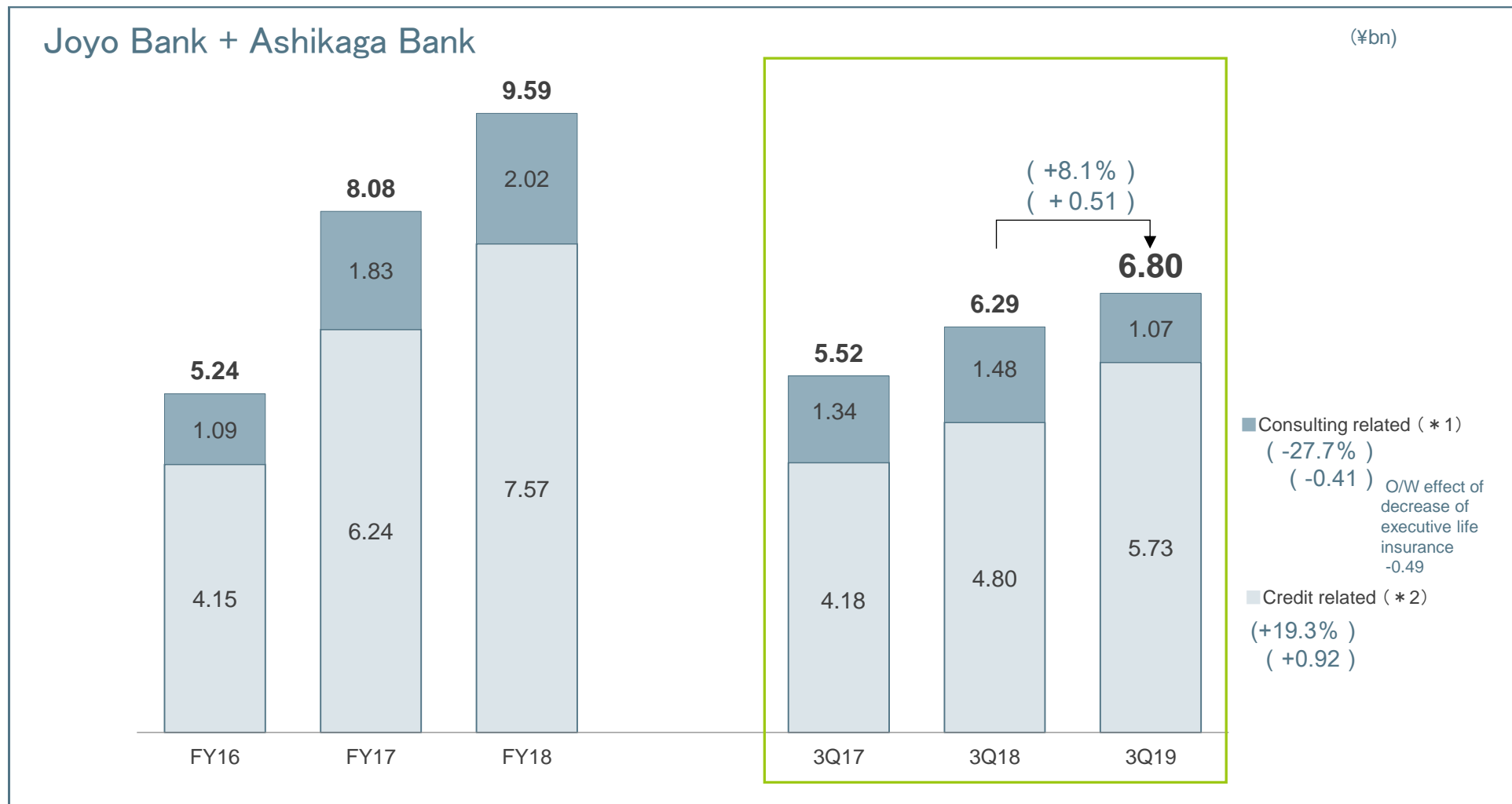
Commissions (Bank Total + Mebuki Securities)



(*1) Insurance: *Excl. executive life insurance (*2) Investment trust : (Sales commission+ Trust fee)

Fees from Corporate Customers (Consulting related and Credit related)

Fees from corporate customers increased by ¥0.51bn YoY (+8.1%) due to enhancement of consulting services. While consulting related fees decreased -¥0.41bn YoY mainly due to decrease in executive life insurance (-¥0.49bn YoY), credit related fees increased by ¥0.92bn YoY mainly due to increase of syndicate loans.



(*1) Consulting related fees: Trust •401K, Executive Insurance, M&A, Business Matching

(*2) Credit related fees: syndicate loans, private offering bonds, derivatives

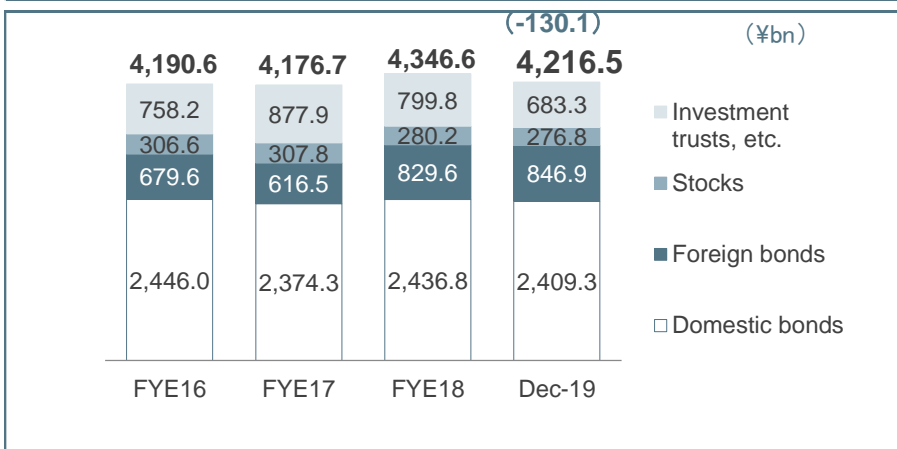
Securities / Strategic Shareholdings

*Figures in parentheses are changes on a year on year basis

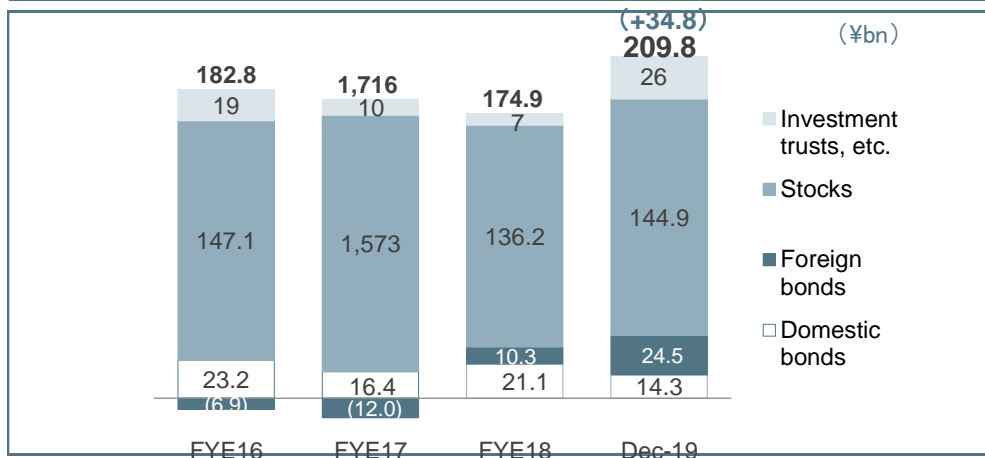
Unrealized valuation gains/losses on securities, especially domestic and foreign bonds, increased by ¥34.8bn YoY to ¥209.8bn mainly due to strong stock market in Japan and low interest rate environment in overseas market.

We will accelerate sales of strategic shareholdings to reduce balance. The amount decreased by ¥11.4bn YoY to ¥114.1bn.

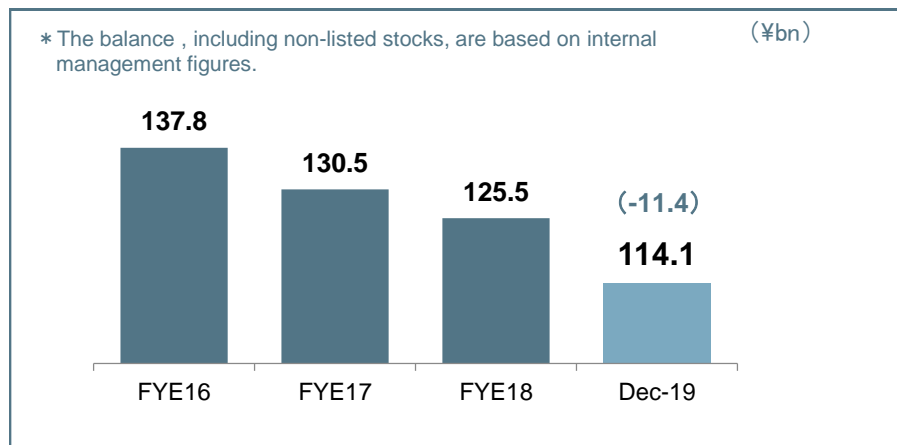
Balance(Carrying amount) (Mebuki FG)



Unrealized valuation gains/losses on available for sales securities (Mebuki FG)

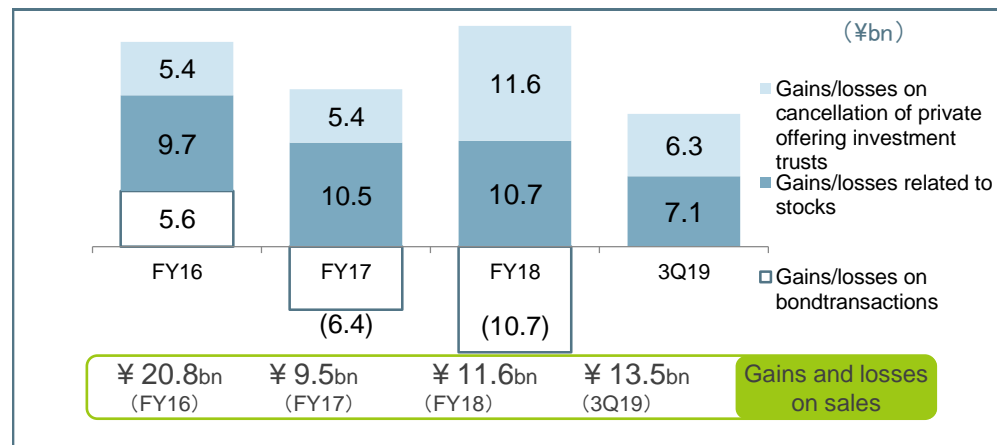


Strategic Shareholdings (Balance/Sales)



Gains and losses on securities

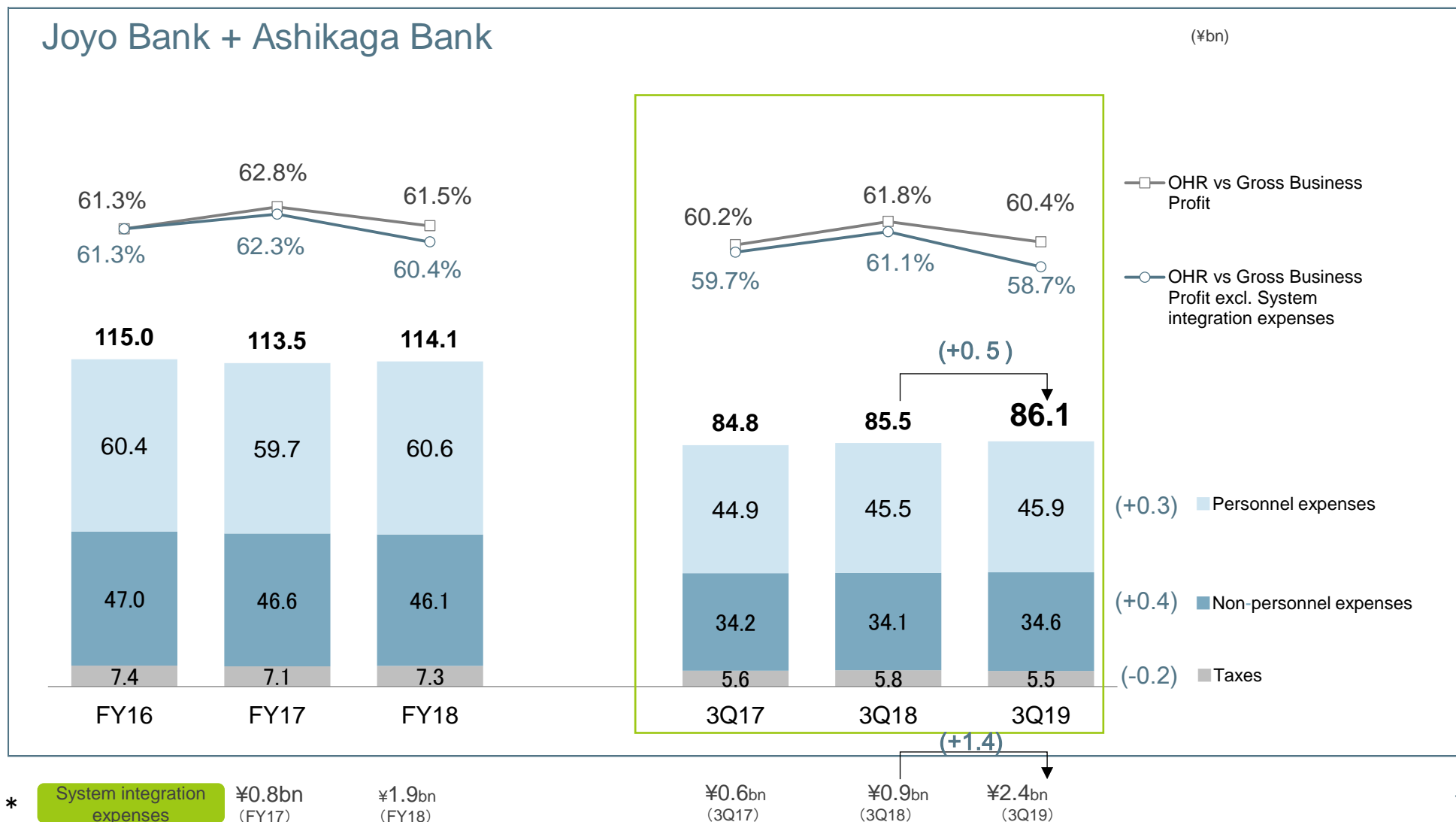
(Including gains/losses on cancellation of private offering investment trusts)



Expenses / OHR

Total expenses increased by ¥0.5 bn YoY mainly due to an increase of system integration expenses (+¥1.4bn YoY).

However, expenses excluding system integration expenses decreased by ¥0.9bn YoY through the promotion of structural reform according to the second medium-term plan.



Credit Related Costs

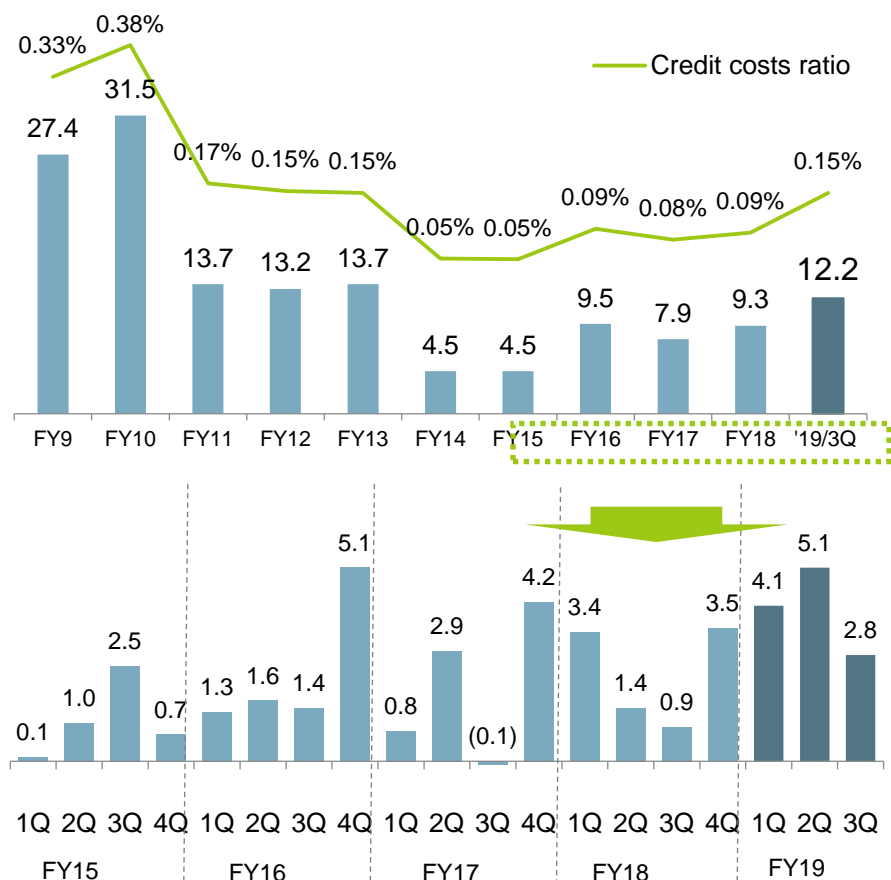
*Figures in parentheses are changes on a year on year basis

Credit related cost increased by ¥6.5bn YoY due to decrease of reversal of general allowance for loan losses because of the lack of special factors (such as the reversal from large borrowers requiring monitoring) incurring a net transfer to general allowance.

Credit related costs during the period of 3Q19 decreased compared to 1Q19 and 2Q19.

Change of Credit Related Costs (¥bn)

(1) Change of Credit Related Costs (J+A)



Breakdown of Credit Related Costs (¥bn)

(2) Breakdown of Credit Related Costs

	3Q18 ^(*)	3Q19	YoY
Credit Related Costs	5.7	12.2	+6.5
Net transfer to general allowance for loan losses	(-4.1)	0.4	+4.6
Disposal of non-performing loans	9.9	11.7	+1.8
Write off of loans	5.8	6.2	+0.3
Transfer to specific allowance for loan losses	(3.5)	5.6	+2.1
Transfer to provision for contingent losses	0.9	0.2	-0.6
Recoveries of written-off claims	1.0	1.2	+0.2
Other	0.6	0.8	+0.2
Reversal of allowance for loan losses	(0.6)		

(*1) Since the amount of net transfer to general allowance for loan losses surpassed that of specific allowance during the period of 3Q18, net amount is recognized as reversal of allowance for loan losses in P/L.

Factors of increase in allowance for loan losses and measures

- Amount of reversal of general allowance for loan losses decreased YoY due to the lack of special factors (such as the reversal from large borrowers requiring monitoring) incurring a net transfer to general allowance.
- Transfer to specific allowance for loan losses increased due to rank down of credit ratings and increase of preventive reserves.
- Although there are no major movements of bankruptcy in the local market, we will control credit risk more carefully than usual, taking into account borrower's rank down of credit rating.

Status of Non-performing Loans and Delinquent Loans

*Figures in parentheses are changes on a year on year basis

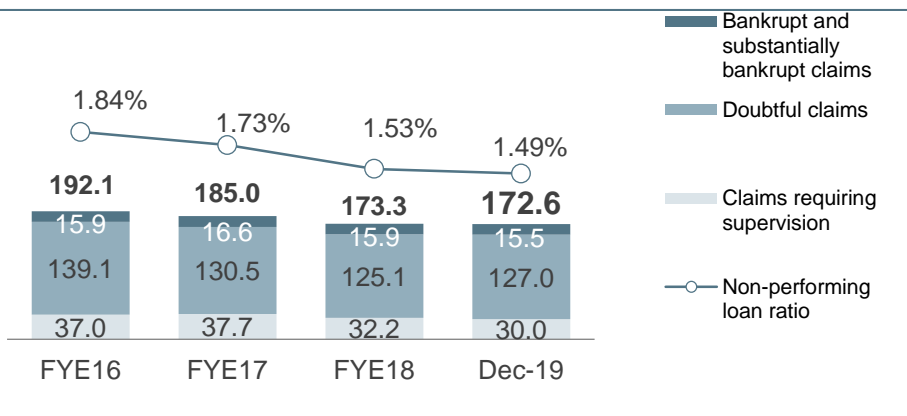
Ratio of non-performing loan based on financial revitalization law have been on the decrease. Delinquent loans remains at a low level.

There are no major movements in bankruptcy in the recent local market.

Non-performing Loans

(Financial Revitalization Law)

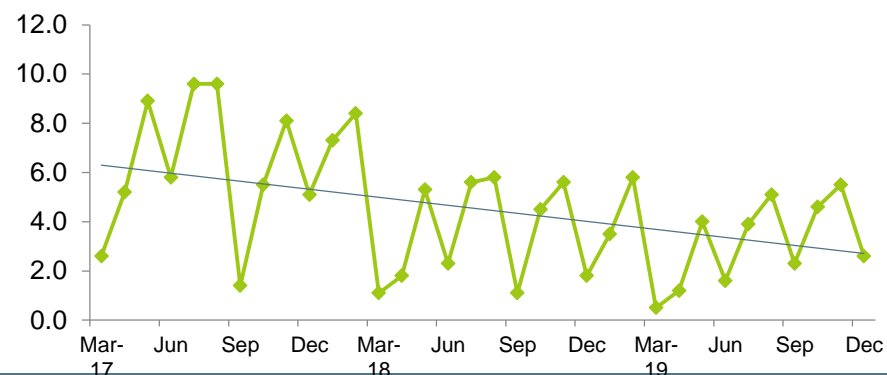
(¥bn)



Status of Delinquent Loans to Businesses

(¥bn)

<Loans delinquent 1 month or more>

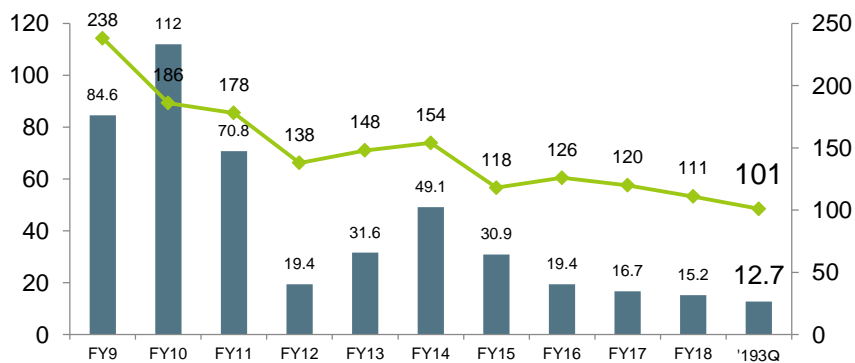


【Reference】Status of Bankruptcy

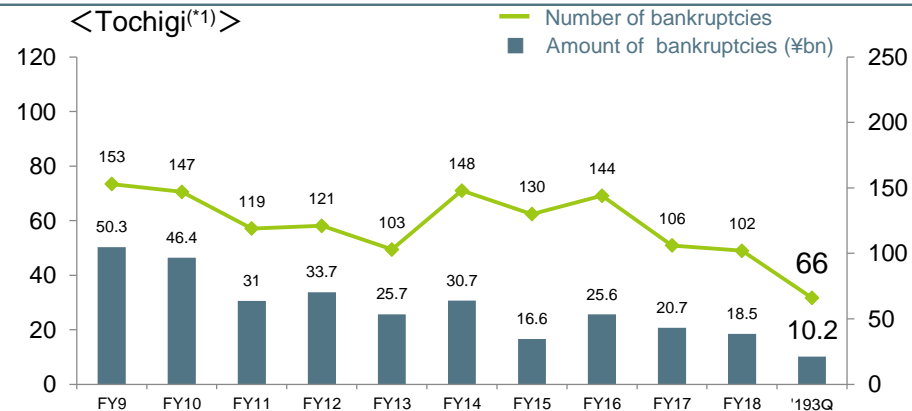
Number of bankruptcies(Total liabilities amounting to 10 million yen or more) ~by Tokyo Chamber of Commerce

(¥bn)

<Ibaraki>



<Tochigi(*1)>



(*1)Specific major borrower's bankruptcy of ¥43.3bn in FY11 is excluded from figures above.

【Reference】

Financial Data for Third Quarter of FY2019

【Data】 Breakdown of Banking subsidiaries

(1) P/L for 3Q19

(¥bn)

	J+A	YoY	Joyo	YoY	Ashikaga	YoY
Gross business profit	142.4	+4.1	85.0	+10.1	57.3	-5.9
(Net Gross business profit)	142.3	-7.0	83.8	+1.2	58.4	-8.3
Net interest income	116.2	-6.8	68.8	+0.3	47.3	-7.1
o/w Gains/losses on Cancellation of Private Offering Investment Trusts	6.3	-3.9	4.2	+2.6	2.0	-6.5
Net fees and commissions	23.9	-0.1	13.3	+0.2	10.5	-0.3
Net other business income and Net trading income	2.2	+11.1	2.8	+9.5	-0.5	+1.5
(o/w gains/losses on bond transactions)	0.0	+11.1	1.1	+8.8	-1.1	+2.3
Expenses	86.1	+0.5	48.4	-0.7	37.7	+1.3
o/w Personnel expenses	45.9	+0.3	25.3	-0.2	20.6	+0.5
o/w Non-personnel expenses	34.6	+0.4	20.0	-0.6	14.5	+1.1
Net business income (before general allowance for loan losses)	56.2	+3.5	36.6	+10.9	19.6	-7.3
Core net business income	56.2	-7.6	35.4	+2.0	20.7	-9.6
Core net Business Income (exclu. Gains/losses on Cancellation of Private Offering Investment)	49.8	-3.6	31.1	-0.5	18.6	-3.1
Net transfer to general allowance for loan losses (a)	0.4	+0.4	0.5	+0.5	0.0	+3.2
Net business income	55.8	+3.0	36.1	+10.3	19.6	-10.5
Net non-recurrent gains/losses	-5.1	-8.8	-2.3	-12.1	-2.7	+6.5
o/w Disposal of non-performing loans (b)	11.7	+6.0	6.2	+3.9	5.5	-1.1
o/w Gains/losses related to stocks, etc	7.1	-3.0	4.5	-8.2	2.5	+5.1
Ordinary profit	50.5	-5.8	33.7	-1.7	16.8	-4.1
Extraordinary income/losses	-0.2	-11.8	-0.2	+0.0	0.0	-11.7
Net income	35.7	-15.5	23.8	-1.0	11.9	-14.4
Credit related costs (a)+(b)	12.2	+6.5	6.7	+4.4	5.4	+2.0

(2) Average Yield on and Loans(excluding borrowing from special account of MoF)

		F Y 16	F Y 17	F Y 18	3Q19	YoY	3Q18
J+A	Domestics	1.12%	1.07%	1.03%	0.99%	-0.03%	1.03%
	Overseas	1.42%	1.99%	2.92%	2.77%	-0.05%	2.82%
	Total	1.12%	1.08%	1.06%	1.02%	-0.03%	1.06%
Joyo	Domestics	1.06%	1.02%	1.00%	0.97%	-0.03%	1.00%
	Overseas	1.45%	2.01%	2.95%	2.80%	-0.06%	2.86%
	Total	1.06%	1.04%	1.04%	1.01%	-0.02%	1.04%
Ashikaga	Domestics	1.20%	1.13%	1.07%	1.03%	-0.04%	1.07%
	Overseas	1.11%	1.82%	2.67%	2.57%	-0.01%	2.58%
	Total	1.20%	1.13%	1.08%	1.03%	-0.04%	1.08%

【Data】 Breakdown of Banking subsidiaries

(3) Loans Term-end Balance (¥ b n)

		FYE16	FYE17	FYE18	Dec-19	YoY	Dec-18
J+A	Individual	4,272.8	4,491.2	4,674.8	4,769.4	+150.6	4,618.8
	Corporate	4,809.6	4,935.9	5,139.1	5,213.0	+94.3	5,118.7
	Public	1,232.9	1,153.6	1,038.2	943.7	-89.1	1,032.8
	Total	10,315.4	10,580.8	10,852.3	10,926.2	+155.8	10,770.4
Joyo	Individual	2,387.4	2,490.8	2,570.2	2,609.9	+66.6	2,543.3
	Corporate	2,821.3	2,853.9	2,974.3	3,019.6	+56.5	2,963.0
	Public	758.3	718.6	650.7	626.7	-54.2	681.0
	Total	5,967.0	6,063.5	6,195.3	6,256.3	+68.9	6,187.3
Ashikaga	Individual	1,885.4	2,000.3	2,104.6	2,159.4	+84.0	2,075.4
	Corporate	1,988.2	2,081.9	2,164.8	2,193.4	+37.7	2,155.6
	Public	474.6	434.9	387.5	316.9	-34.8	351.8
	Total	4,348.4	4,517.2	4,657.0	4,669.9	+86.9	4,583.0

(*) Not including borrowing from special account of MoF

Foreign Currency Denominated Loans (¥ b n)

		FYE16	FYE17	FYE18	Dec-19	YoY	Dec-18
J+A		128.3	129.2	145.8	159.7	+14.4	145.3
Joyo		116.0	114.0	126.8	144.6	+18.4	126.1
Ashikaga		12.2	15.2	19.0	15.1	-4.0	19.1

(5) Unsecured Loans Term-end Balance (¥ b n)

		FYE16	FYE17	FYE18	Dec-19	YoY	Dec-18
J+A	Car Loans	34.8	39.4	46.7	50.6	+6.4	44.2
	Educational Loans	32.6	35.8	39.0	41.1	+3.5	37.6
	Free Loans	6.9	8.1	9.1	9.8	+0.9	8.9
	Card Loans	60.8	65.4	65.0	64.9	+0.4	64.4
	Total	135.2	148.9	160.0	166.6	+11.3	155.3
Joyo	Car Loans	25.0	27.4	32.2	34.4	+3.6	30.8
	Educational Loans	28.2	30.0	31.9	33.1	+2.0	31.1
	Free Loans	0.7	0.8	2.2	3.4	+1.6	1.8
	Card Loans	26.4	27.7	26.5	25.6	-0.7	26.3
	Total	80.3	86.0	93.0	96.7	+6.5	90.1
Ashikaga	Car Loans	9.8	12.0	14.5	16.1	+2.7	13.3
	Educational Loans	4.4	5.7	7.0	8.0	+1.4	6.5
	Free Loans	6.1	7.3	6.8	6.4	-0.6	7.1
	Card Loans	34.3	37.7	38.4	39.3	+1.2	38.1
	Total	54.6	62.8	66.9	69.9	+4.7	65.2

(4) Loans Individual Housing Related Loans Term-end Balance (¥ b n)

		FYE16	FYE17	FYE18	Dec-19	YoY	Dec-18
J+A	Housing Loans	3,050.8	3,216.6	3,396.3	3,513.7	+168.0	3,345.7
	Apartment Loans	900.4	950.4	958.5	938.7	-17.5	956.2
	Asset building loans	-	1.9	2.9	2.8	+0.0	2.8
	Total	3,951.3	4,169.0	4,357.9	4,455.3	+150.4	4,304.8
Joyo	Housing Loans	1,489.6	1,560.5	1,640.6	1,699.6	+83.4	1,616.2
	Apartment Loans	724.0	763.5	769.1	753.3	-15.1	768.4
	Asset building loans	-	1.9	2.9	2.8	+0.0	2.8
	Total	2,213.7	2,326.0	2,412.7	2,455.9	+68.4	2,387.5
Ashikaga	Housing Loans	1,561.3	1,656.0	1,755.7	1,814.0	+84.5	1,729.5
	Apartment Loans	176.3	186.8	189.3	185.3	-2.4	187.7
	Asset building loans	-	-	-	-	-	-
	Total	1,737.6	1,842.9	1,945.1	1,999.4	+82.0	1,917.3

(6) Loans Corporate Term-end Balance by Area (¥ b n)

		FYE16	FYE17	FYE18	Dec-19	YoY	Dec-18
J+A	Tokyo	1,788.7	1,815.8	1,908.8	1,966.9	+45.7	1,921.2
	Local	3,020.7	3,120.0	3,230.3	3,246.1	+48.5	3,197.5
	Total	4,809.6	4,935.9	5,139.1	5,213.0	+94.3	5,118.7
Joyo	Tokyo	1,327.8	1,333.8	1,378.3	1,430.1	+41.4	1,388.7
	Local	1,493.4	1,520.1	1,596.0	1,589.4	+15.1	1,574.2
	Total	2,821.3	2,853.9	2,974.3	3,019.6	+56.5	2,963.0
Ashikaga	Tokyo	460.9	482.0	530.5	536.7	+4.3	532.4
	Local	1,527.3	1,599.9	1,634.2	1,656.6	+33.4	1,623.2
	Total	1,988.2	2,081.9	2,164.8	2,193.4	+37.7	2,155.6

(7) Loans Corporate Term-end Balance by Company Size (¥ b n)

		FYE16	FYE17	FYE18	Dec-19	YoY	Dec-18
J+A	Large	1,574.9	1,592.2	1,633.7	1,634.2	-11.2	1,645.4
	Medium/SMEs	3,234.6	3,343.6	3,505.4	3,578.8	+105.5	3,473.2
	Total	4,809.6	4,935.9	5,139.1	5,213.0	+94.3	5,118.7
Joyo	Large	1,133.9	1,141.9	1,159.1	1,160.9	-10.3	1,171.3
	Medium/SMEs	1,687.2	1,712.0	1,815.1	1,858.6	+66.9	1,791.6
	Total	2,821.3	2,853.9	2,974.3	3,019.6	+56.5	2,963.0
Ashikaga	Large	440.9	450.3	474.5	473.2	-0.8	474.1
	Medium/SMEs	1,547.3	1,631.6	1,690.2	1,720.2	+38.6	1,681.5
	Total	1,988.2	2,081.9	2,164.8	2,193.4	+37.7	2,155.6

[Data] Breakdown of Banking subsidiaries

(8) Loans Term-end Balance (¥ b n)

		FYE16	FYE17	FYE18	Dec-19	YoY	Dec-18
J+A	Individual	9,762.1	10,103.6	10,362.7	10,763.8	+308.4	10,455.3
	Corporate	3,062.8	3,158.8	3,325.5	3,366.7	+96.3	3,270.3
	Public	748.0	776.3	750.1	550.1	-28.5	578.7
	Total	13,572.9	14,038.8	14,438.3	14,680.7	+376.3	14,304.4
Joyo	Individual	6,068.9	6,280.6	6,440.1	6,688.4	+196.4	6,491.9
	Corporate	1,747.4	1,760.2	1,835.4	1,873.6	+78.7	1,794.8
	Public	424.0	468.1	453.6	342.3	-16.4	358.7
	Total	8,240.3	8,509.0	8,729.1	8,904.3	+258.7	8,645.6
Ashikaga	Individual	3,693.1	3,823.0	3,922.5	4,075.4	+111.9	3,963.4
	Corporate	1,315.4	1,398.5	1,490.1	1,493.1	+17.6	1,475.4
	Public	323.9	308.1	296.5	207.8	-12.0	219.9
	Total	5,332.5	5,529.8	5,709.2	5,776.3	+117.5	5,658.8

Foreign Currency Denominated Loans (¥ b n)

		FYE16	FYE17	FYE18	Dec-19	YoY	Dec-18
J+A		165.6	275.2	306.0	268.6	-39.8	308.4
Joyo		140.7	199.1	222.6	206.0	-18.1	224.2
Ashikaga		24.8	76.0	83.3	62.5	-21.7	84.2

(9) Customer Assets under Custody Balance (¥ b n)

		FYE16	FYE17	FYE18	Dec-19	YoY	Dec-18
Group total	Investment trusts	626.3	570.7	556.1	544.9	+19.9	524.9
	Insurance	781.3	779.0	817.2	826.5	+28.2	798.2
	Foreign currency	93.6	203.8	218.5	227.8	+15.9	211.8
	JGB etc.	225.8	200.6	173.6	155.0	-25.6	180.6
	Mebuki Securities	168.4	204.3	272.8	300.3	+44.0	256.3
	Total	1,895.7	1,958.6	2,038.3	2,054.7	+82.5	1,972.1
Joyo	Investment trusts	295.2	257.9	263.3	251.8	+4.9	246.9
	Insurance	454.1	450.6	465.6	476.9	+19.2	457.6
	Foreign currency	68.8	127.7	135.5	149.1	+22.2	126.9
	JGB etc.	155.3	138.0	118.5	105.4	-18.7	124.2
	Total	973.6	974.4	983.1	983.3	+27.6	955.6
Ashikaga	Investment trusts	331.1	312.7	292.8	293.0	+15.0	278.0
	Insurance	327.2	328.4	351.5	349.6	+8.9	340.6
	Foreign currency	24.8	76.0	82.9	78.6	-6.2	84.9
	JGB etc.	70.5	62.6	55.0	49.5	-6.8	56.4
	Total	753.7	779.8	782.4	770.9	+10.8	760.1

(10) Customer Assets under Custody Commissions (¥ b n)

		F Y 16	F Y 17	F Y 18	3Q19	YoY	3Q18
Group Total	Investment trusts(*1)	6.6	7.36	5.69	4.25	-0.2	4.4
	Insurance>(*2)	3.04	2.67	4.67	3.3	+0.0	3.3
	Foreign currency deposits	0.73	0.86	0.98	0.47	-0.3	0.8
	JGB etc.	0.09	0.0	0.0	0.05	+0.0	0.0
	Financial instrument intermediary service	0.6	0.82	0.49	0.48	+0.1	0.4
	Total	12.8	14.82	13.84	10.62	+0.1	10.5
Joyo	Investment trusts(*1)	3.23	3.34	2.63	2.04	-0.0	2.06
	Insurance(*2)	1.27	1.24	2.12	2.04	+0.6	1.47
	Foreign currency deposits	0.38	0.49	0.7	0.34	-0.2	0.53
	JGB etc.	0.08	0.03	0.03	0.04	+0.0	0.0
	Financial instrument intermediary service	0.29	0.51	0.27	0.27	+0.1	0.21
	Total	5.28	5.63	5.77	4.75	+0.4	4.32
Ashikaga	Investment trusts(*1)	3.4	4.01	3.06	2.21	-0.2	2.38
	Insurance(*2)	1.77	1.42	2.55	1.26	-0.5	1.79
	Foreign currency deposits	0.35	0.36	0.28	0.13	-0.1	0.22
	JGB etc.	0.01	0.0	0.0	0.01	+0.0	0.0
	Financial instrument intermediary service	0.3	0.31	0.22	0.21	+0.0	0.17
	Total	5.85	6.13	6.12	3.85	-0.7	4.58

* 1 : Sales commission+ Trust fee

* 2 : *Excl. executive life insurance

(11) Fees from Corporate Customers (¥ b n)

		F Y 16	F Y 17	F Y 18	3Q19	YoY	3Q18
J+A	Credit Related	4.15	6.24	7.57	5.73	0.93	4.80
	Consulting Related	1.09	1.83	2.02	1.07	-0.41	1.48
	total	5.24	8.08	9.59	6.80	0.51	6.29
Joyo	Credit Related	2.03	3.39	4.14	2.84	0.28	2.55
	Consulting Related	0.53	1.06	1.14	0.59	-0.27	0.86
	total	2.56	4.45	5.28	3.43	0.01	3.42
Ashikaga	Credit Related	2.11	2.84	3.42	2.88	0.63	2.25
	Consulting Related	0.56	0.77	0.88	0.47	-0.13	0.61
	total	2.67	3.61	4.30	3.36	0.49	2.86

【Data】 Breakdown of Banking subsidiaries

(12) Securities Balance(Balance Sheet Amount)

(¥ b n)

		FYE16	FYE17	FYE18	19-Dec	YoY
Mebuki FG (Consoli- dated)	Domestic bonds	2,446.0	2,374.3	2,436.8	2,409.3	-27.5
	Foreign bonds	679.6	616.5	829.6	846.9	+17.3
	Stocks	306.6	307.8	280.2	276.8	-3.3
	Investment trusts, etc.	758.2	877.9	799.8	683.3	-116.5
	Total	4,190.6	4,176.7	4,346.6	4,216.5	-130.1
Joyo	Domestic bonds	1,731.1	1,725.4	1,812.4	1,796.2	-16.1
	Foreign bonds	456.5	393.7	513.2	514.8	+1.6
	Stocks	266.7	263.2	243.4	236.6	-6.8
	Investment trusts, etc.	339.0	420.1	456.7	398.8	-57.8
	Total	2,793.5	2,802.5	3,025.9	2,946.6	-79.2
Ashikaga	Domestic bonds	699.5	634.3	610.9	600.3	-10.5
	Foreign bonds	223.0	222.7	316.3	332.1	+15.7
	Stocks	79.7	80.3	72.4	75.7	+3.3
	Investment trusts, etc.	414.8	453.5	338.7	274.5	-64.2
	Total	1,417.1	1,391.0	1,338.4	1,288.3	-50.1

(13) Securities Unrealized Valuation Gains/Losses on Available for Sale Securities

(¥ b n)

		FYE16	FYE17	FYE18	19-Dec	YoY
Mebuki FG (Consoli- dated)	Stocks	147.1	157.3	136.2	144.9	+8.7
	Domestic bonds	23.2	16.4	21.1	14.3	-6.7
	Investment trusts, etc.	19.3	9.8	7.2	26	+18.7
	Foreign bonds	-6.9	-12.0	10.3	24.5	+14.1
	Total	182.8	171.6	174.9	209.8	+34.8
Joyo	Stocks	138.8	144.8	128.0	132.1	+4.0
	Domestic bonds	26.0	17.9	19.3	13.5	-5.8
	Investment trusts, etc.	22.9	17.0	12.6	23.1	+10.4
	Foreign bonds	-1.8	-3.4	10.4	13.2	+2.8
	Total	186.0	176.3	170.5	182.1	+11.5
Ashikaga	Stocks	31.9	34.4	28.4	32.2	+3.7
	Domestic bonds	19.5	17.3	15.7	12.7	-2.9
	Investment trusts, etc.	0.5	-5.2	-2.3	5.2	+7.5
	Foreign bonds	-0.7	-5.3	2.8	13.7	+10.8
	Total	51.2	41.0	44.6	63.9	+19.3

(14) Strategic shareholdings (Balance)

(¥ b n)

		FYE16	FYE17	FYE18	19-Dec	YoY
J+A	Balance	137.8	130.5	125.5	114.1	-11.4
Joyo	Balance	119.2	113.7	110.7	99.7	-11.0
Ashikaga	Balance	18.6	16.8	14.8	14.4	-0.4

(15) Gains and Losses on securities

(¥ b n)

		FY16	FY17	FY18	3Q19	YoY	3Q18
J+A	Stocks	5.6	-6.4	-10.7	0.0	+11.1	-11.0
	Domestic bonds	9.7	10.5	10.7	7.1	-3.0	10.1
	Investment trusts, etc.	5.4	5.4	11.6	6.3	-3.9	10.3
	Total	20.8	9.5	11.6	13.5	+4.1	9.4
Joyo	Stocks	5.8	-3.8	-7.3	1.1	+8.8	-7.6
	Domestic bonds	7.5	9.4	12.4	4.5	-8.2	12.7
	Investment trusts, etc.	1.7	1.0	1.6	4.2	+2.6	1.6
	Total	15.2	6.6	6.7	10.0	+3.2	6.8
Ashikaga	Stocks	-0.2	-2.5	-3.3	-1.1	+2.3	-3.4
	Domestic bonds	2.1	1.0	-1.7	2.5	+5.1	-2.5
	Investment trusts, etc.	3.6	4.4	9.9	2.0	-6.5	8.6
	Total	5.5	2.8	4.8	3.5	+0.8	2.6

【Data】 Breakdown of Banking subsidiaries

(16) Expenses

(¥ b n)

	F Y 16	F Y 17	F Y 18	3Q19	YoY	3Q18	
J+A	Personnel	60.4	59.7	60.6	45.9	+0.3	45.5
	Non-Personnel	47.0	46.6	46.1	34.6	+0.4	34.1
	Taxes	7.4	7.1	7.3	5.5	-0.2	5.8
	Total	115.0	113.5	114.1	86.1	+0.5	85.5
Joyo	Personnel	34.7	33.6	33.8	25.3	-0.2	25.5
	Non-Personnel	29.5	28.7	27.7	20.0	-0.6	20.6
	Taxes	4.2	3.9	3.8	3.1	+0.0	3.0
	Total	68.5	66.3	65.3	48.4	-0.7	49.2
Ashikaga	Personnel	25.7	26.1	26.8	20.6	+0.5	20.0
	Non-Personnel	17.5	17.8	18.4	14.5	+1.1	13.4
	Taxes	3.2	3.2	3.5	2.4	-0.2	2.7
	Total	46.4	47.2	48.8	37.7	+1.3	36.3

(17) Credit related cost

(¥ b n)

	FYE16	FYE17	FYE18	3Q19	YoY	3Q18
J+A	9.5	7.9	9.3	12.2	+6.5	5.7
Joyo	4.7	4.9	4.2	6.7	+4.4	2.2
Ashikaga	4.7	3.0	5.0	5.4	+2.0	3.4

(18) Disclosed Claims under the Financial Revitalization Law

(¥ b n)

	FYE16	FYE17	FYE18	Dec-19	YoY	
Consolidated	Bankrupt claims	15.9	16.6	15.9	15.5	-0.3
	Doubtful claims	139.1	130.5	125.1	127.0	+1.9
	Requiring monitoring claims	37.0	37.7	32.2	30.0	-2.2
	Total	192.1	185.0	173.3	172.6	-0.7
Joyo	Bankrupt claims	7.0	6.7	6.1	5.7	-0.4
	Doubtful claims	69.7	65.3	66.4	69.8	+3.3
	Requiring monitoring claims	21.3	19.8	17.5	12.4	-5.1
	Total	98.2	91.9	90.2	88.0	-2.2
Ashikaga	Bankrupt claims	7.5	8.8	8.7	8.5	-0.1
	Doubtful claims	69.1	65.0	58.5	57.1	-1.3
	Requiring monitoring claims	15.7	17.9	14.7	17.5	+2.8
	Total	92.4	91.8	81.9	83.3	+1.3

(19) Non-accrual delinquent loans (to Business)

(¥ b n)

	FYE16	FYE17	FYE18	Dec-19	YoY	Dec-18
J+A	2.6	1.1	0.5	2.4	+0.6	1.8
Joyo	2.4	1.0	0.3	1.0	-0.7	1.7
Ashikaga	0.2	0.1	0.2	1.4	+1.3	0.1

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