

Financial Results for FY2020

May 12, 2021

Financial Results for FY20

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【Reference】Financial Data for FY20	21~25
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Highlights

Results for FY20

	Results for FY20	YoY Change	compared to Forecast
Consolidated net income ^(*1)	¥36.4bn	+¥0.1 bn	+¥3.4bn
Core net business income ^(*2) (Banks' total)	¥69.4bn	+¥3.3bn	-
Expenses (Banks' total)	¥110.1bn	-¥4.8bn	-
Credit related costs (Banks' total)	¥22.4bn	+¥3.3bn	+¥2.4bn

- Consolidated net income ^(*1) exceeded full-year forecast and previous year's results.
- Core net business income ^(*2), indicating the profitability in core business, increased by ¥3.3 bn YoY. Reflecting the success of strengthened consulting function, net fees and commissions exceeded previous year even during the COVID-19 pandemic.
- Cost reduction was realized as a full-scale result of our business integration. We accelerated the structural reforms such as branch network restructuring more than planned and reorganization of business administration and concentration sections and group companies.
- Credit related costs were preventively recognized in 4Q20.

(*1) Attributable to owners of the parent (*2) Excluding gains /losses on cancellation of investment trusts

Forecast for FY21

	Forecast for FY21	YoY Change
Consolidated net income ^(*3)	¥38.0bn	+¥1.5bn

- Taking into account business environment and market conditions under the COVID-19 pandemic, we conservatively forecast with credit related costs of ¥20.0 bn expected.
- If the COVID-19 impact changes, we will immediately revise the forecast as necessary.

(*3) Attributable to owners of the parent

Main Points of FY20 Financial Results

Mebuki FG (Consolidated)

	(¥bn)		
	FY20	YoY Chg	toward forecasts
Gross business profit	188.0	-4.4	-
Net interest income	150.1	+0.2	-
(o/w Defference of interests between loans and deposits)	(106.6)	(-0.2)	-
Net fees and commissions	38.6	+0.1	-
Net trading income	4.2	+0.4	-
Net other business income	-5.0	-5.2	-
Expenses	115.7	-3.8	-
Credit related cost	23.4	+2.6	-
Gains/losses related to stocks	3.5	+4.3	-
Ordinary profit	54.1	+0.9	+5.6
Extraordinary income/losses	-1.9	-0.3	
Net income	36.4	+0.1	+3.4

【 Consolidation adjustment 】 -¥8.8bn
Adjustments related to securities, etc.

【Joyo + Ashikaga (Non-consolidated)】

	(¥bn)		
	FY20	YoY Chg	toward forecasts
Gross business profit	180.1	-6.1	-
Net interest income	153.0	-0.9	-
(o/w Defference of interests between loans and deposits)	(105.5)	(-0.2)	-
Net fees and commissions	31.4	+0.1	-
Net other business income	-4.4	-5.3	-
(o/w gains/losses on bond transactions)	(-6.2)	(-4.1)	-
Expenses	110.1	-4.8	-
Net business income (before general allowance for loan losses)	69.9	-1.2	-
Core net business income	76.2	+2.9	-
(excl. gains/losses on cancellation of investment trusts)	69.4	+3.3	-
Net transfer to general allowance for loan losses (a)	2.2	+1.0	-
Net business income	67.7	-2.3	-
Net non-recurrent gains/losses	-11.8	+6.1	-
o/w Disposal of non-performing loans (b)	20.2	+2.3	-
o/w Gains/losses related to stocks, etc.	10.0	+9.6	-
Ordinary profit	55.9	+3.9	+8.9
Credit related cost (J + A) (a)+(b)	22.4	+3.3	

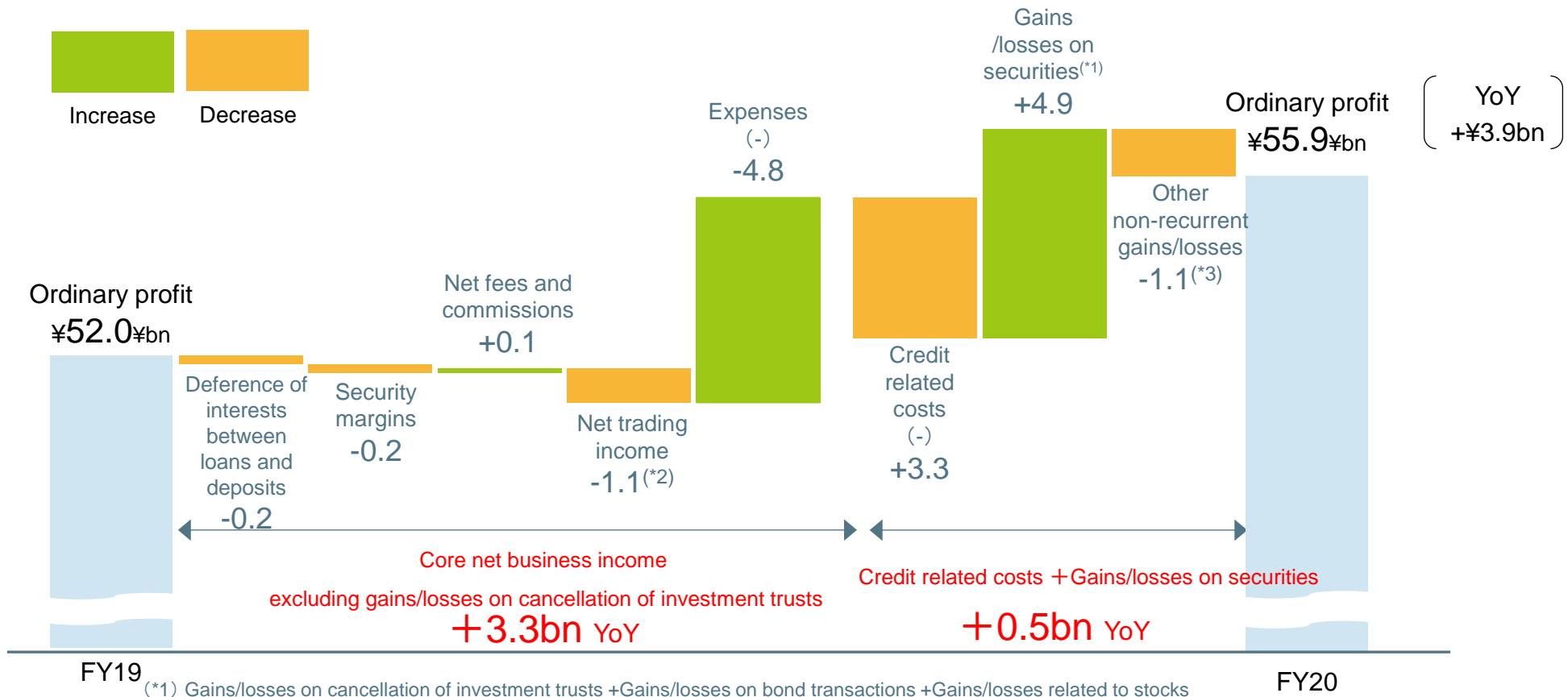
【Group Companies】

	(¥bn)	
Net Income	FY20	YOY Chg
Joyo Bank(incl. subsidiaries)	27.0	-0.0
Ashikaga Bank(incl. subsidiaries)	14.5	+1.8
Mebuki Lease	0.8	+0.1
Mebuki Securities	1.5	+0.4
Mebuki Credit Guarantee	1.3	+0.2
	45.3	+2.5

Change of Ordinary profit (Bank Total)

Core net business income increased ¥3.3bn YoY mainly due to cost reduction by the progress of structural reform. Although credit related costs increased due to impact of the COVID-19 pandemic, ordinary income increased ¥3.9bn YoY due to increase of gains/losses on securities.

Year -on-Year Changes of Ordinary Profit (Bank total) (¥bn)



(*1) Gains/losses on cancellation of investment trusts +Gains/losses on bond transactions +Gains/losses related to stocks
 (*2) Diminishment of ¥ 0.6bn of the previous year's gains on yen currency asset swaps ,and decrease of -¥0.5bn interest / currency swaps to customers
 (*3) Including (-)¥ 1.3bn of costs related to liability for retirement benefits

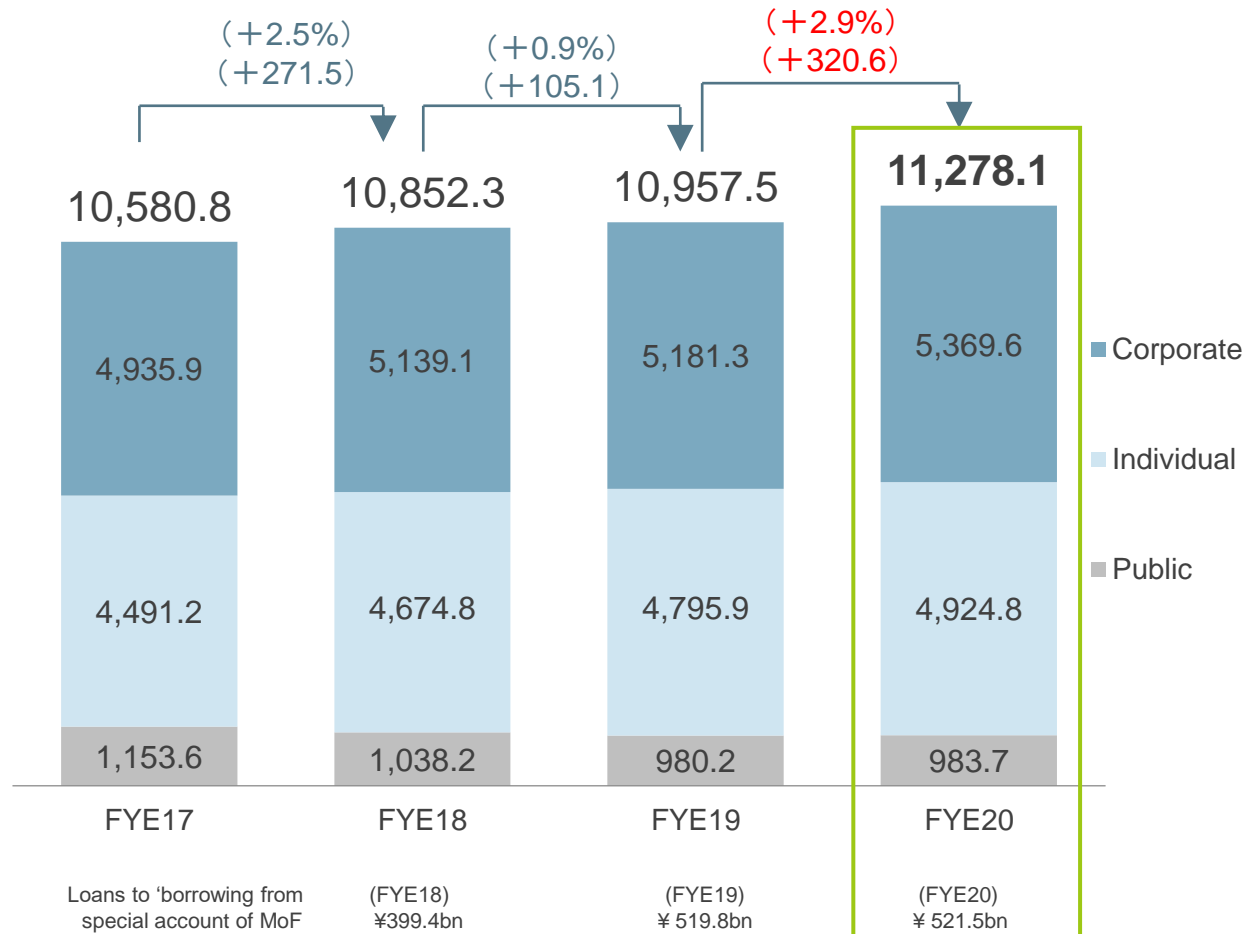
Loans (1) Term-end Balance

Amount of loans increased by ¥320.6 bn YoY (+2.9% annualized).

Increase ratio of loan's balance exceeded the results of the previous year due to strengthening financing for COVID-19 and to meet individual needs for house-purchasing.

Term-end Balance (Joyo+Ashikaga) (¥bn)

* Not including borrowing from special account of MoF



Year on Year Changes (¥bn)

	Mar-19	Mar-20	Mar-21
Total	+271.5	+105.1	+320.6
	+2.5%	+0.9%	+2.9%
Corporate	+203.2	+42.1	+188.3
	+4.1%	+0.8%	+3.6%
Individual	+183.6	+121.1	+128.8
	+4.0%	+2.5%	+2.6%
Public	-115.3	-58.0	+3.4
	-9.9%	-5.5%	0.3%

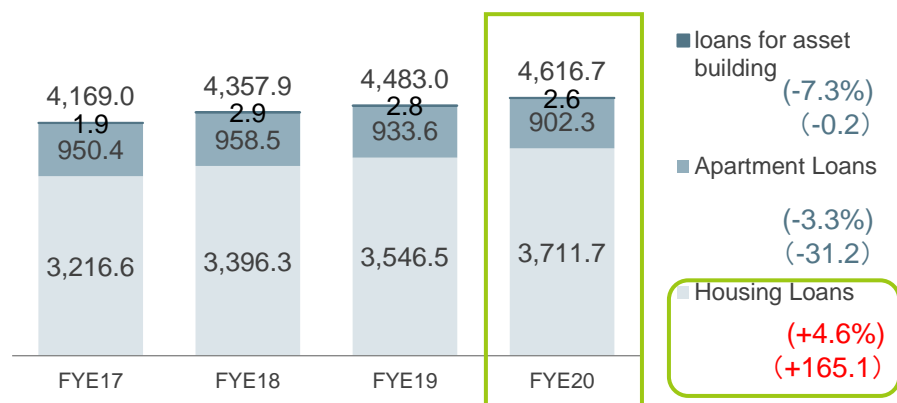
Loans (2) Individual and Corporate Loans

Loans to individual customers increased due to increase of housing related loans and car loans by ¥165.1 and ¥11.2 YoY respectively.

Since we made effort for COVID-19 as a top priority, loans to corporate customers, particularly local customers, increased.

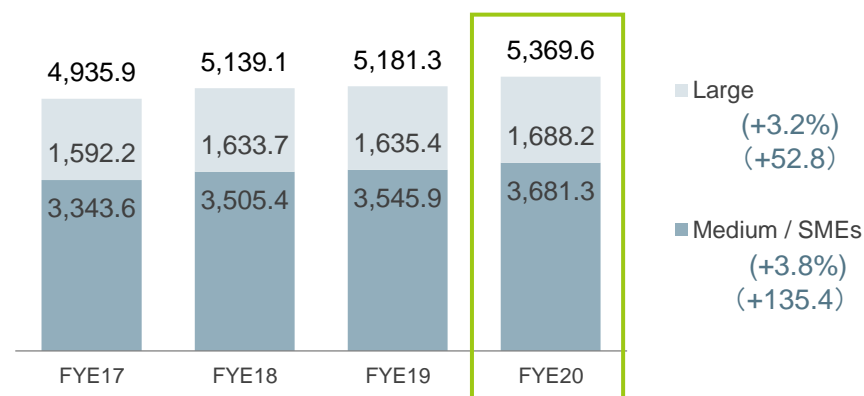
【Individual】Housing Related Loans

(¥ bn)



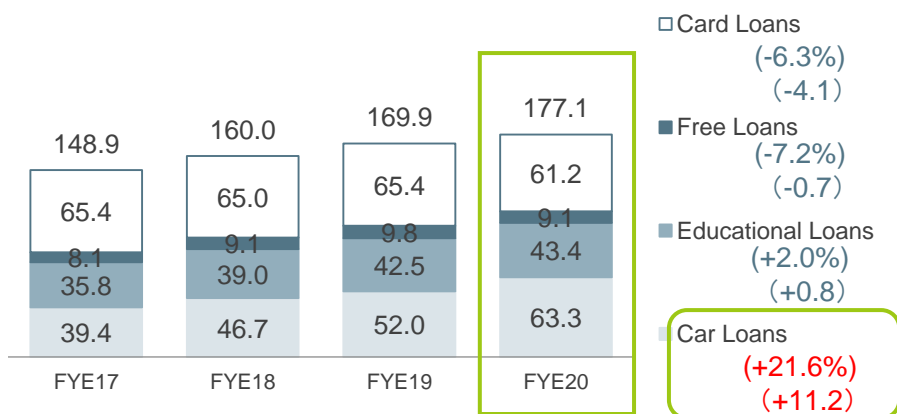
【Corporate】Term-end Balance by Company Size

(¥ bn)



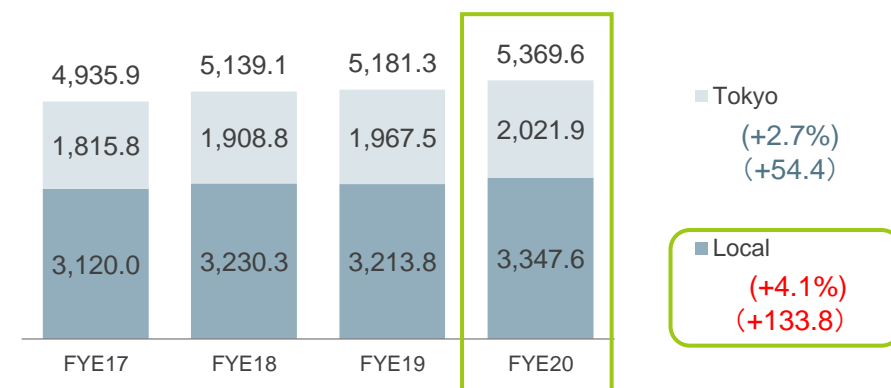
【Individual】Unsecured Loans

(¥ bn)



【Corporate】Term-end Balance by Area

(¥ bn)



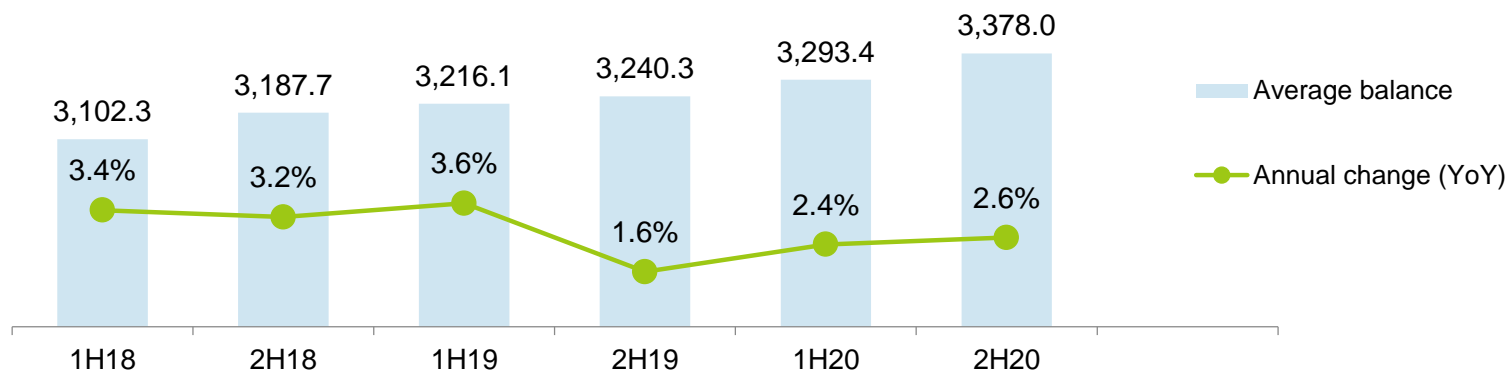
Loans (3) Loans to corporate customers related to COVID-19

Cumulative amount of loans provided to corporate customers related to COVID-19 is ¥498.5bn, of which ¥417.2bn to local corporate customers which accounts for about 75% of the total.

Amount of Loans Provided Related to COVID-19 (As of March 31, 2021) (¥bn)

	Total			To local customers			In Tokyo		
	Guaranteed loans	Original loans		Guaranteed loans	Original loans		Guaranteed loans	Original loans	
Amount of loans provided	498.5	311.1	187.3	417.2	305.4	111.7	81.2	5.6	75.6

Average Balance and Year on Year Change of Loans to Local Customers (¥bn)



Average Yield of Loans / Net Interest Income

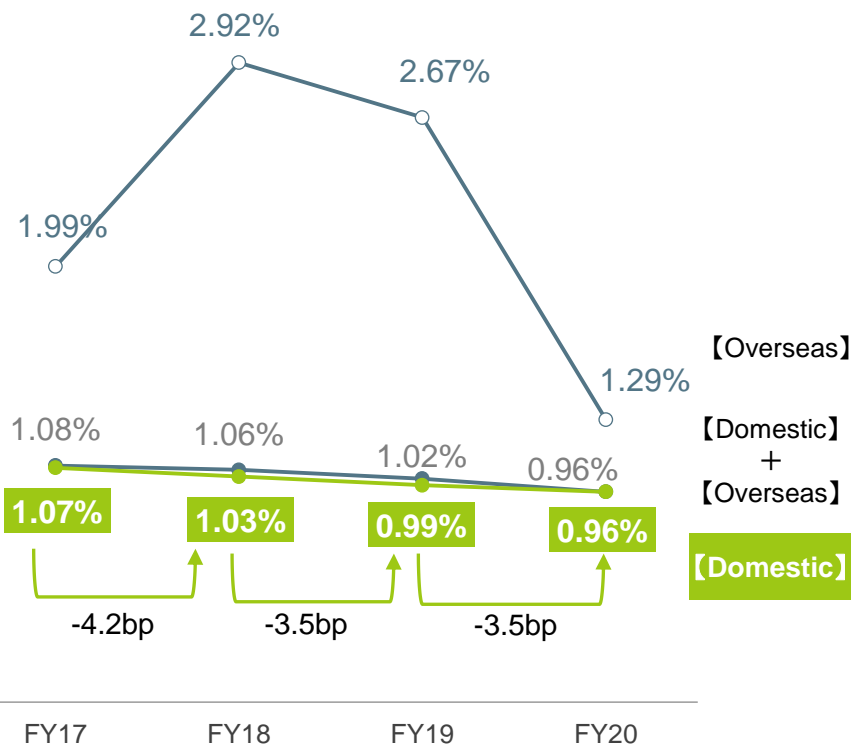
Although the average balance of domestic loans increased significantly, average yield remains in a decreasing trend and interest on loans and bills discounted decreased.

On the other hand, net interest income of overseas funding increased mainly due to decrease of interest on foreign currency deposits and market borrowing costs. Total net interest income decreased by ¥0.4bn YoY.

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

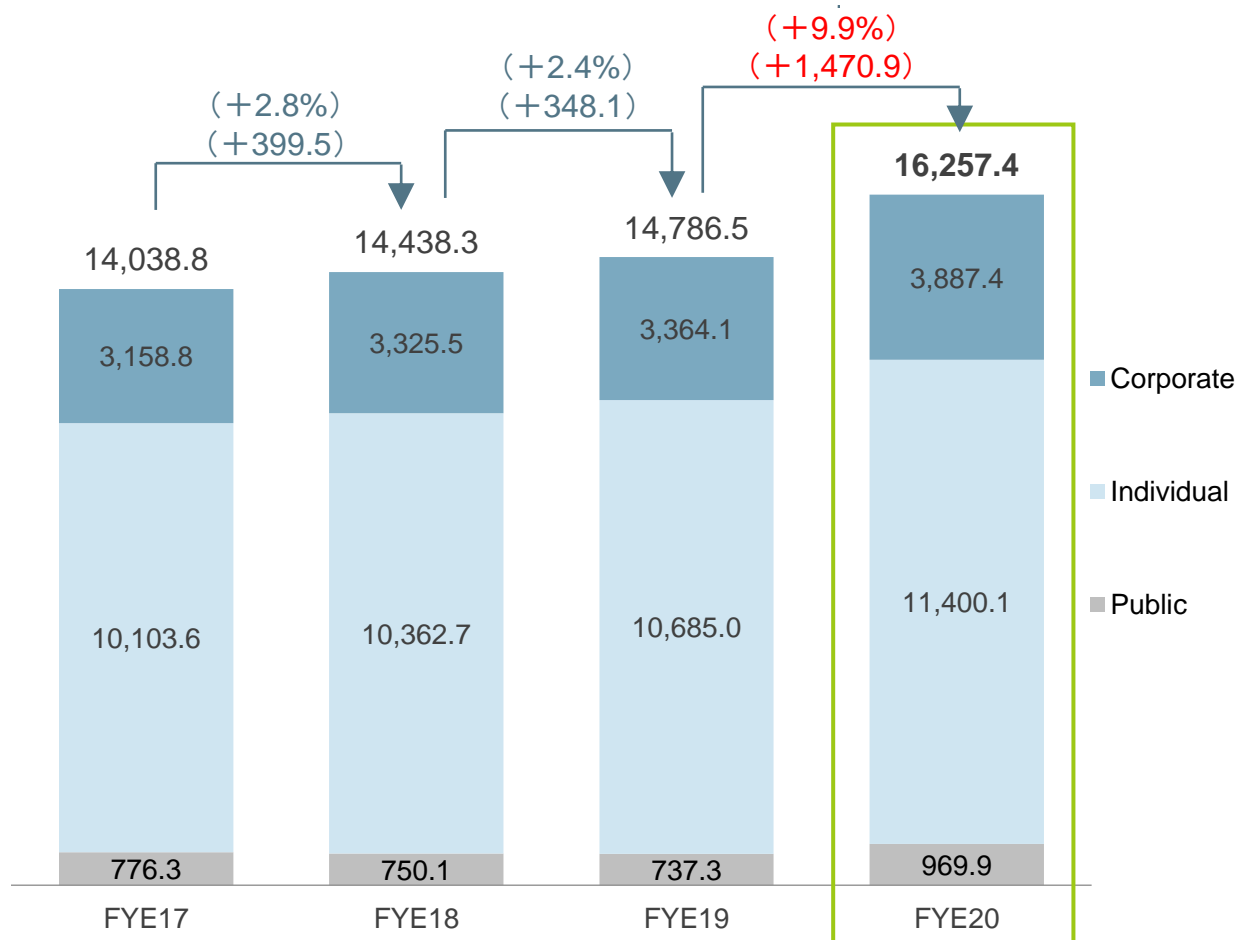
	Results	YoY Change				
		Factor	Domestic	Chg. in Factors	Overseas	Chg. in Factors
Interest on loans and bills discounted	107.1	Avg Balance +2.4 Yield -6.5	+2.1 -3.8	(+221.3) (-3.5bp)	+0.3 -2.6	(+15.4) (-137.6bp)
Interest on deposits (-)	1.6		-3.7 -0.2		-	-3.5 -
Difference of interests between loans and deposits ①	105.5		-0.2 -1.4		- +1.1	-
Interest and dividend on securities	49.3	Avg Balance +0.0 Yield -7.9	-0.9 -5.0	(-84.1) (-15.8bp)	+0.8 -2.9	(+44.3) (-36.6bp)
(o/w gains on cancellation of Investment Trusts)	6.8		-0.4 -0.4		-	+0.0 -
(excluding gains on cancellation of Investment Trusts)	42.4		-7.5 -5.4		-	-2.0 -
Market borrowings, etc. (-)	1.8		-7.3 -0.9		-	-6.3 -
Securities' Income (excluding gains on cancellation of Investment Trusts) ②	40.6		-0.2 -4.5		- +4.3	-
Net Interest Income (excluding gains on cancellation of Investment Trusts) ①+②	146.2		-0.4 -5.9		- +5.4	-

Deposits Term-end Balance

Amount of deposits increased by ¥1,470.9 bn YoY (+9.9% annualized).

Needs for increasing funds on hand of corporate customers increased due to prolonged COVID-19 impact.

Term-end Balance (Joyo+Ashikaga) (¥bn)



Year on Year Changes (¥bn)

	Mar-19	Mar-20	Mar-21
Total	+399.5	+348.1	+1,470.9
	+2.8%	+2.4%	+9.9%
Corporate	+166.6	+38.6	+523.2
	+5.2%	+1.1%	+15.5%
Individual	+259.0	+322.3	+715.0
	+2.5%	+3.1%	+6.6%
Public	-26.2	-12.7	+232.6
	-3.3%	-1.7%	+31.5%

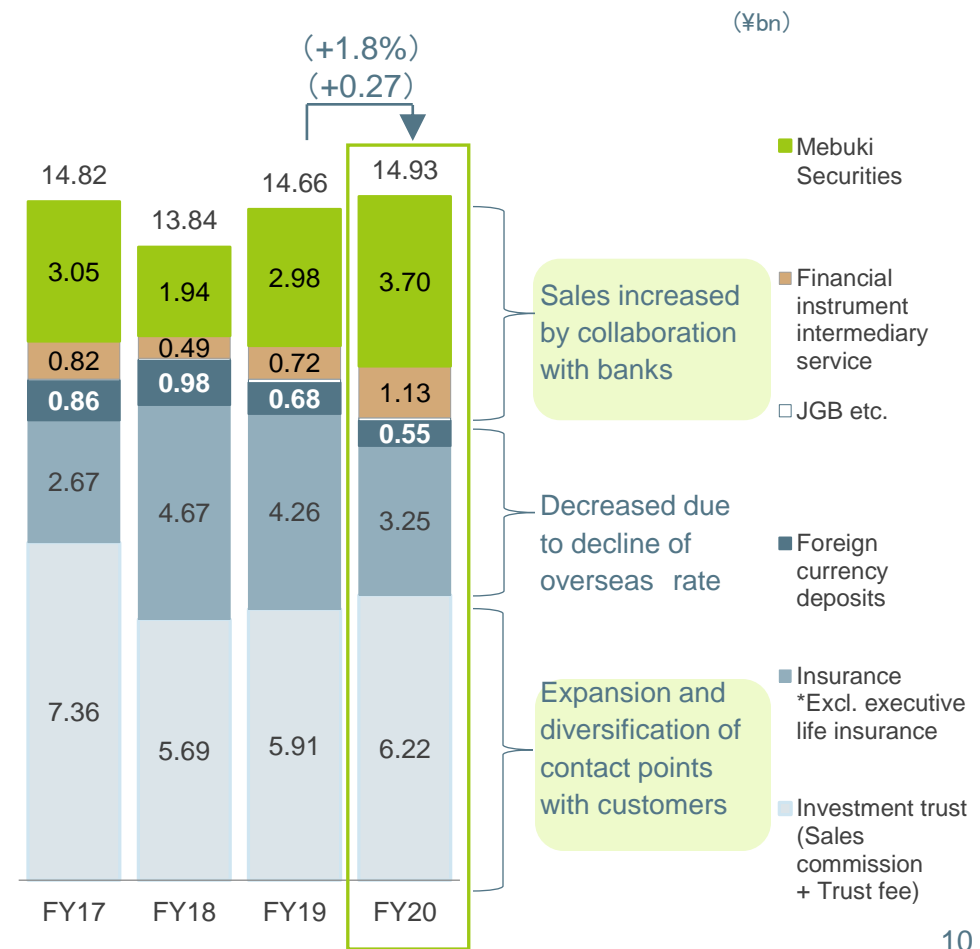
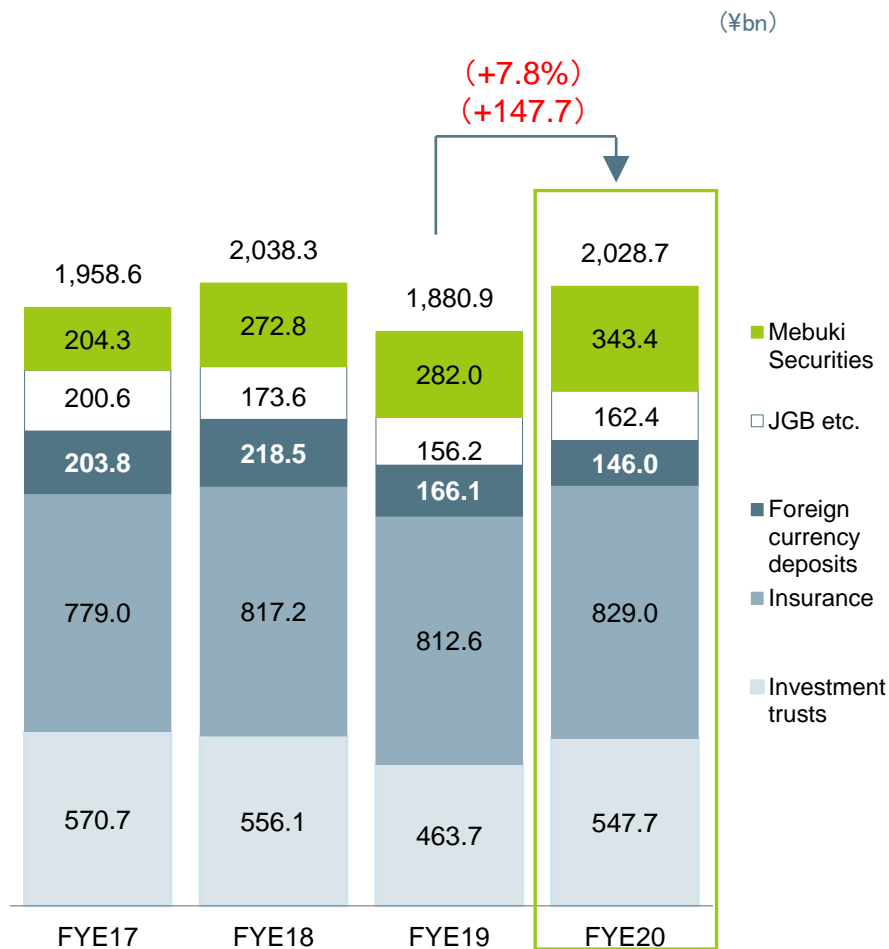
Customer Assets under Custody

Amount and fees of customer assets under custody exceeded the previous year because we expanded contact points with our customers during the COVID-19 pandemic through WEB consulting services or on-line seminars.

Mebuki Securities is growing steadily by collaboration with subsidiary banks.

Balance (Bank Total + Mebuki Securities)

Commissions (Bank Total + Mebuki Securities)



Fees from Corporate Customers

Fees from corporate customers decreased by ¥0.2bn YoY (-2.1% annualized).

Since we made efforts to support customers' financial needs as a top priority, credit related fees decreased.

On the other hand, consulting related fees increased mainly due to providing business matching and M&A services by fulfilling our function as a consultant during the COVID-19 pandemic.

Joyo Bank + Ashikaga Bank (¥bn)



<Breakdown of Fees from Corporate customers>

	FY18 Results	FY19 Results	FY20 Results	YoY
Credit related (1)	7.57	8.20	7.55	-0.65
Derivatives	1.08	1.14	0.78	-0.35
Syndicate loans	4.96	5.70	5.31	-0.39
Private placement bonds	1.52	1.35	1.45	+0.10
Consulting related (2)	2.02	1.44	1.88	+0.44
Business Matching	0.50	0.58	0.82	+0.24
M&A	0.45	0.43	0.51	+0.07
Executive Insurance	0.96	0.30	0.43	+0.13
Trust · 401K	0.10	0.12	0.11	-0.01
Total ((1)+(2))	9.59	9.65	9.44	-0.20

【Business Matching·M&A】

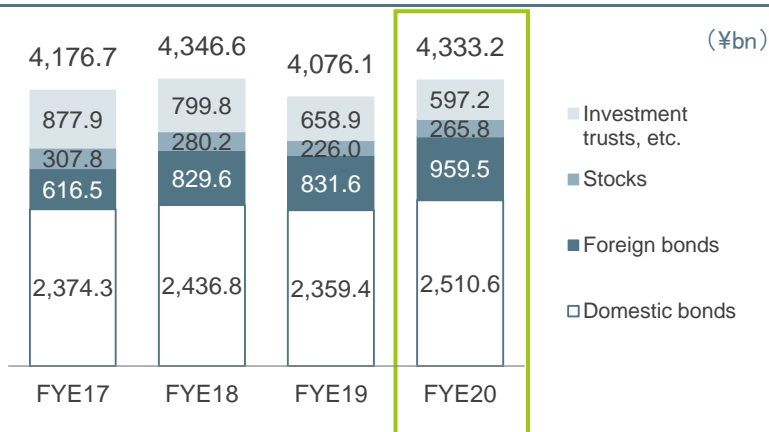
- Responding to customers' needs timely during the COVID-19 impact and providing business matching or consulting services concerning the expansion of sales channels and suppliers

Securities / Strategic Shareholdings

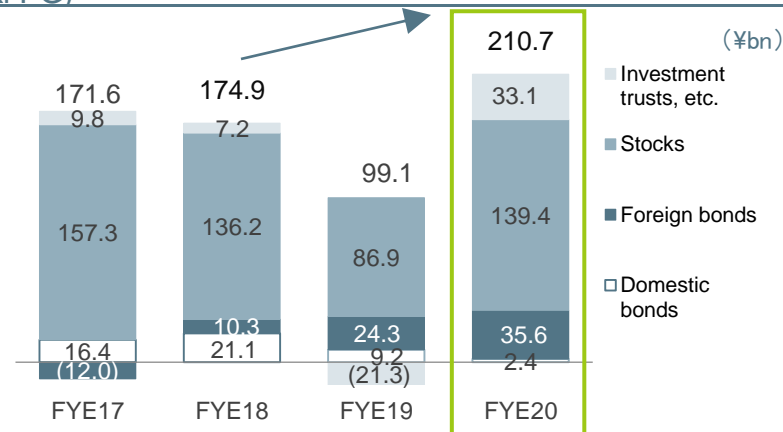
Concerning asset management, we continue to take risks considering market condition.

While ¥10.6bn of gains on securities were realized in FY20, unrealized valuation gains on securities expanded over the level before the COVID-19 pandemic. We continue to reduce strategic shareholdings for compliance with Corporate Governance Cord.

Balance(Carrying amount) (Mebuki FG)

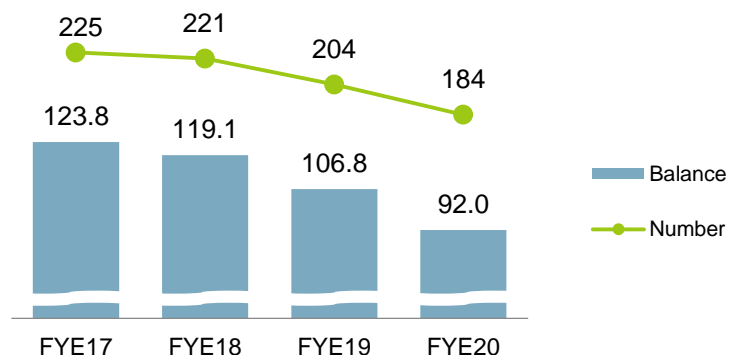


Unrealized valuation gains/losses on available for sales securities (Mebuki FG)



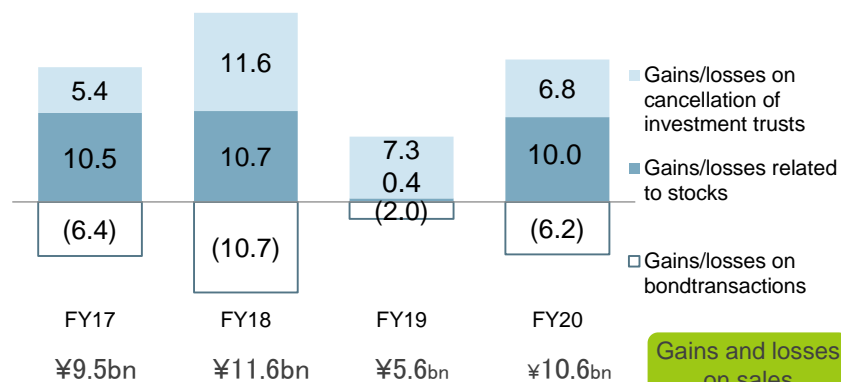
Strategic Shareholdings (*1) (¥bn)

(*1) Listed stocks



Gains and losses on securities (*2) (¥bn)

(*2) gains/losses on stocks + bond transactions + cancellation of investment trusts



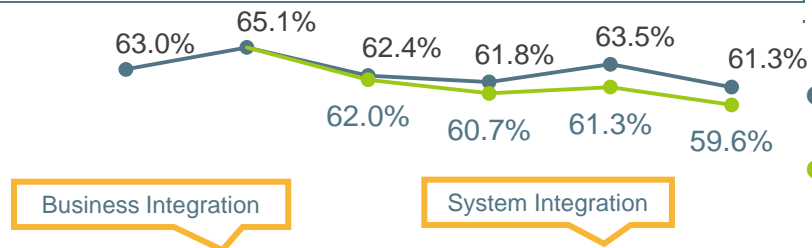
Gains and losses on sales

Expenses / OHR

We achieved cost reduction due to the promotion of structural reform as a full-scale result of our business integration (decrease in total expenses of ¥4.8bn and 4.2% YoY).

OHR, indicator of efficiency, continues to decline since the business integration.

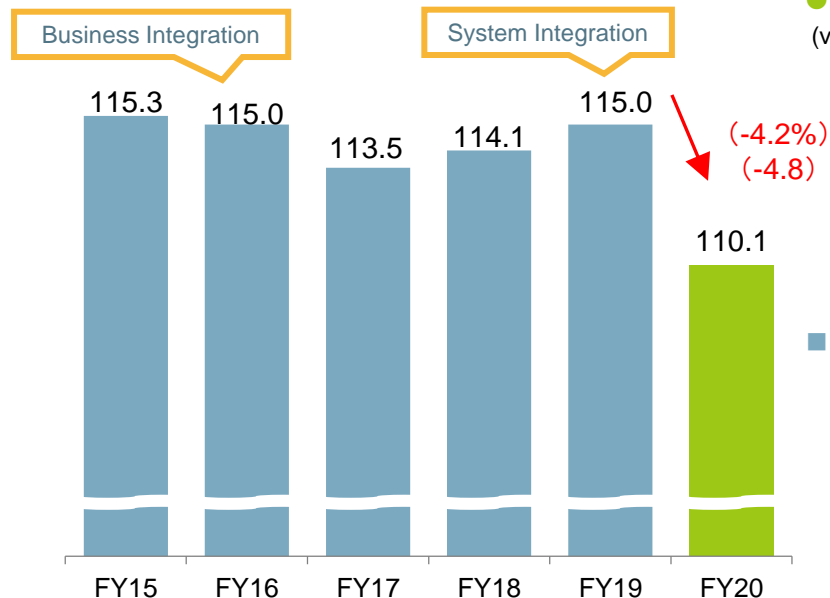
Joyo Bank + Ashikaga Bank (¥bn)



● OHR
(vs Core Gross Business Profit (*1))
● OHR
(vs Core Gross Business Profit (*2))

(* 1) Excl. gains/losses on cancellation of investment trusts

(* 2) Excl. gains/losses on cancellation of investment trusts and system integration expenses



■ Expenses

(Details)

	FY15	FY16	FY17	FY18	FY19	FY20
Total expenses	115.3	115.0	113.5	114.1	115.0	110.1
Personnel	60.3	60.4	59.7	60.6	61.2	59.9
Non-personnel	48.4	47.0	46.6	46.1	46.7	43.4
Tax	6.5	7.4	7.1	7.3	7.0	6.8
System integration cost (personnel + Non-personnel)	0.0	0.0	0.8	1.9	3.9	3.1

< Changes of FY20 >

	FY20	YoY	Factors
Personnel expenses	59.9	-1.3	<ul style="list-style-type: none"> Personnel reduction by the progress of structural reform -0.8 Reactional decrease of overtime pay for system integration in the previous year -0.5
Non-personnel expenses	43.4	-3.3	<ul style="list-style-type: none"> Reactional decrease from the previous year in depreciation and migration costs of new system -0.8 Decrease of depreciation of branch stores, business equipment and systems by the progress of structural reform -0.6
Taxes	6.8	-0.1	<ul style="list-style-type: none"> Consumption tax , etc. -0.1

Credit Related Costs

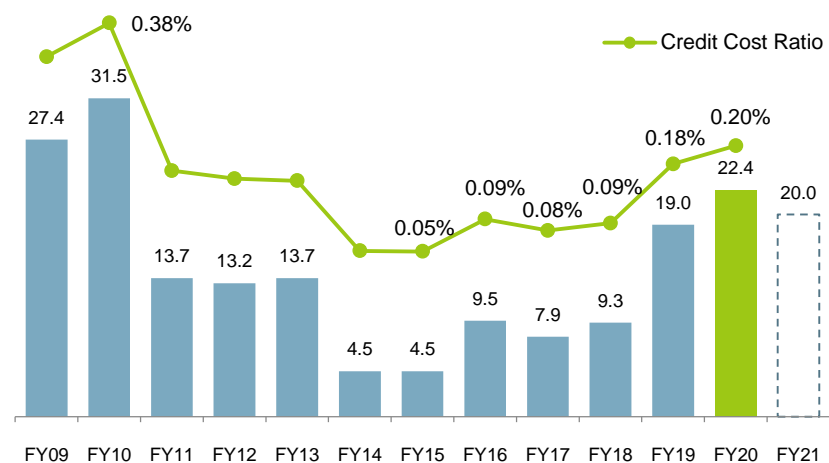
In FY20, credit related costs were preventively recognized ¥22.4bn over the initial forecast by ¥2.4bn due to the COVID-19 pandemic.

Since we predict that corporate customer's performance in specific industries is severe, we estimate a conservative forecast of ¥20.0bn for the credit related costs in FY21.

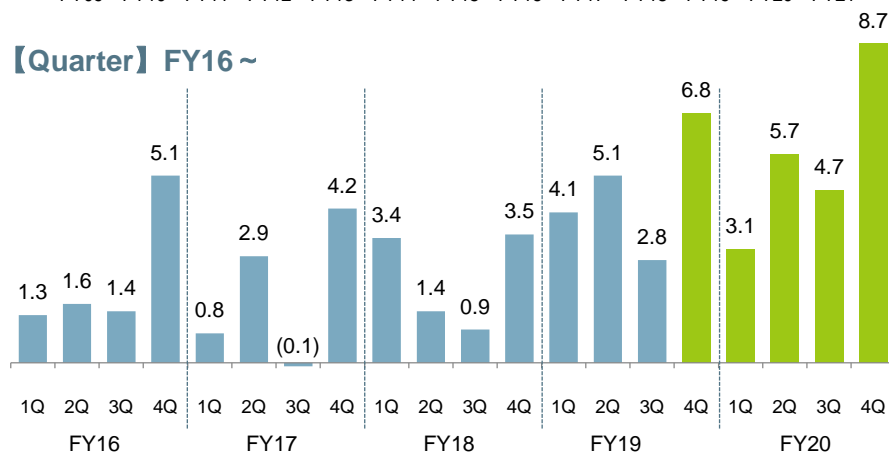
Change of Credit Related Costs (¥bn)

(¥bn)

【Annual】FY09~



【Quarter】FY16~



Breakdown on Credit Related Costs (¥bn)

(¥bn)

	FY19	FY20	YoY
Credit Related Costs	19.0	22.4	+3.3
Net transfer to general allowance for loan losses	1.1	22	+1.0
Disposal of non-performing loans	17.9	20.2	+23
Write off of loans	9.3	4.1	-5.2
Transfer to specific allowance for loan losses	8.7	16.7	+8.0
Transfer to provision for contingent losses	0.4	0.2	-0.2
Recoveries of written-off claims(-)	1.5	1.7	+0.2
Other	0.9	0.8	-0.0

Change of terms and conditions of loans due to COVID-19 (Cumulative total until Mar.2021)

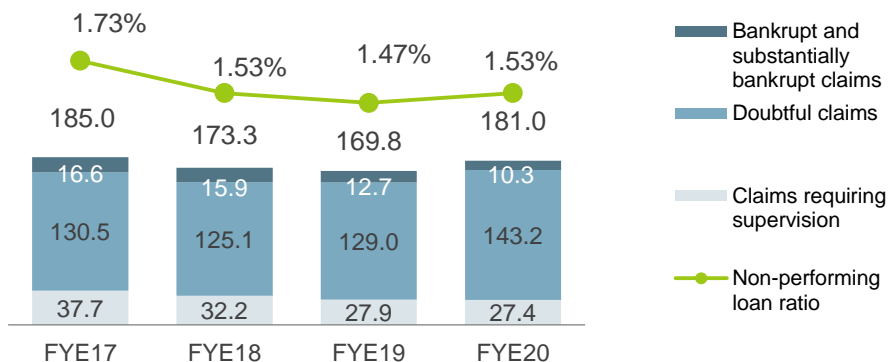
						Cumulative Total	The ratio of total customers
		~Jun.	Jul~Sep	Oct~Dec	Jan~Mar		
Business loans	Customers	925	382	358	271	1,936	Around 3.4%
	Contracts	2,659	1,440	1,739	1,409	7,387	
Housing loans	Customers	293	140	90	99	622	Around 0.3%
	Contracts	329	148	124	120	729	

Status of Non-performing Loans and Delinquent Loans

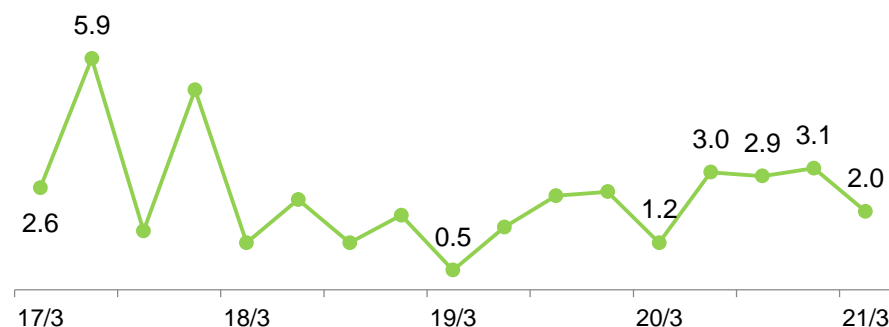
Amount of non-performing loans based on financial revitalization law and ratio rose due to reviewing borrowers' credit ratings conservatively.

Number of delinquent loans and bankruptcies has remained stable.

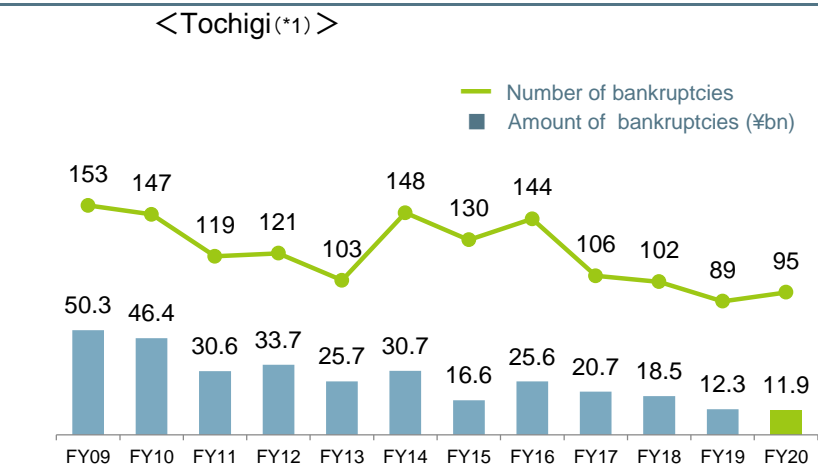
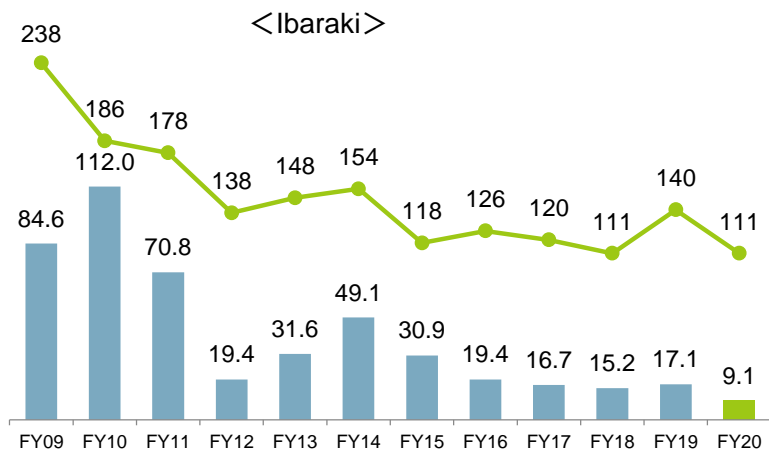
Non-performing Loans
(Financial Revitalization Law) (¥bn)



Status of Delinquent Loans to Businesses (¥bn)



[Reference] Status of Bankruptcy Number of bankruptcies (Total liabilities amounting to 10 million yen or more) ~by Tokyo Chamber of Commerce



(*1) Specific major borrower's bankruptcy of ¥433.0bn in FY11 is excluded from figures below.

Shareholder Returns, Capital Adequacy Ratio

Annual dividends of ¥11.0 per share in FY20 have been decided.

We announce acquisition of own shares of ¥16.0bn and 60 million number(upper limit), today on May 12, 2021.

Share Acquisition

【Purpose】 In order to enhance shareholder returns and improve capital efficiency

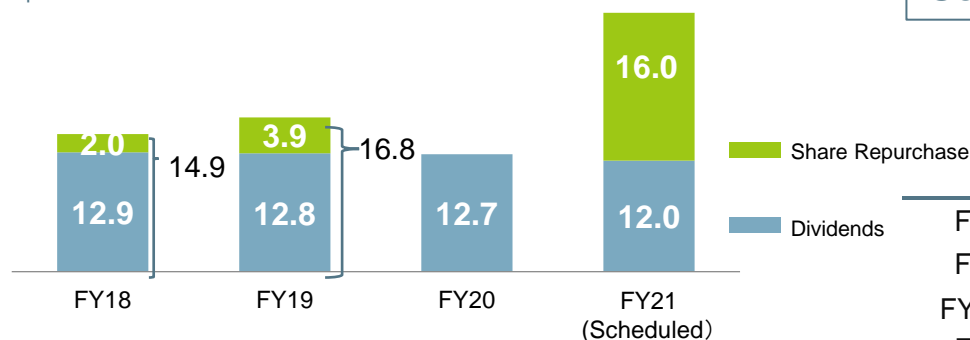
【Number of shares】 60mil (upper limit)

【Amount of cost】 ¥16.0bn (upper limit)

【Period of purchase】 From May 13, 2021~

Dividends, Shareholder Returns

In FY21, the numbers below is calculated based on the upper limit of the above share repurchase.



Annual Dividends	¥11.0	¥11.0	¥11.0	¥11.0 (scheduled)
Payout Ratio	27.8%	35.3%	34.9%	31.8%
Total Return Ratio	32.3%	46.2%	34.9%	73.9%

Dividends, Shareholder Returns

- We will target a Total Return Ratio^(*) of 30% or more while taking into account both the maintenance of solid capital levels for future growth and the appropriate distribution of profits to our shareholders. We will continue to consider the dividend level.

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

Capital Adequacy Ratio

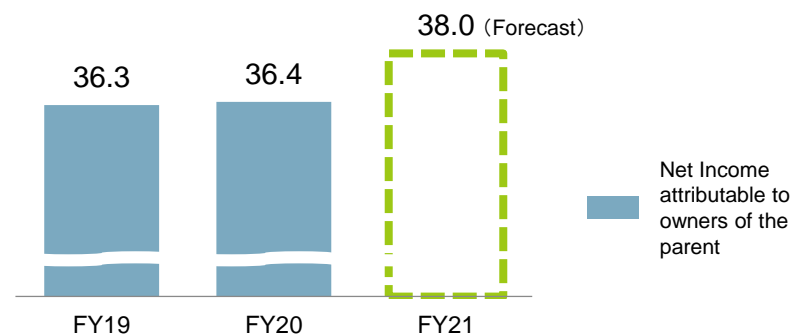
	Mebuki FG (Consolidated)	Joyo (Consolidated)	Ashikaga (Consolidated)
FYE17	10.38%	11.80%	8.71%
FYE18	9.94%	11.91%	8.55%
FYE19 ^(*)	10.95%	12.22%	9.45%
FYE20	10.87%	12.18%	9.51%

(*2) As of March.31,2020, Ashikaga Bank started to calculate risk-weighted asset according to foundation internal rating-based approach (FIRB)

Forecast for FY2021

In FY21, we assume that COVID-19 pandemic will gradually end due to progress of vaccination, and economic activities will gradually recover. However, we estimate ¥20.0bn (-¥2.4bn YoY) as a conservative forecast of credit related costs due to corporate customer's performance in specific industries.

Mebuki FG (consolidated)	Forecast for FY21			(¥bn)
	Forecast for FY21	FY20 Results	YoY	
Ordinary Profit	55.0	54.1	+0.8	
Net Income (Attributable to owners of the parent)	38.0	36.4	+1.5	



(Reference)

Subsidiary Banks	Forecast for FY21			(¥bn)
	Total	Joyo	Ashikaga	
Ordinary Profit	53.0	35.5	17.5	
Net Income	36.5	24.5	12.0	

Progress of the Second Medium-Term Business Plan

By advancing digitalization in consulting services, we will increase customers' convenience and efficiency of the Group, as well as expand and improve our services even during the COVID-19 pandemic.

Progress of Digitalization

- In June 2020, we signed Strategic Business Alliance with Resona Holdings, Inc.







Outline of Strategic Business Alliance

- ① Strengthen banking application and pursue reform of sales process and counter operations
- ② Share and improve know-how in digital field through collaboration and personnel exchange
- ③ Expand cooperation and collaboration with other financial institutions and different industries, etc.

Contents to be implemented

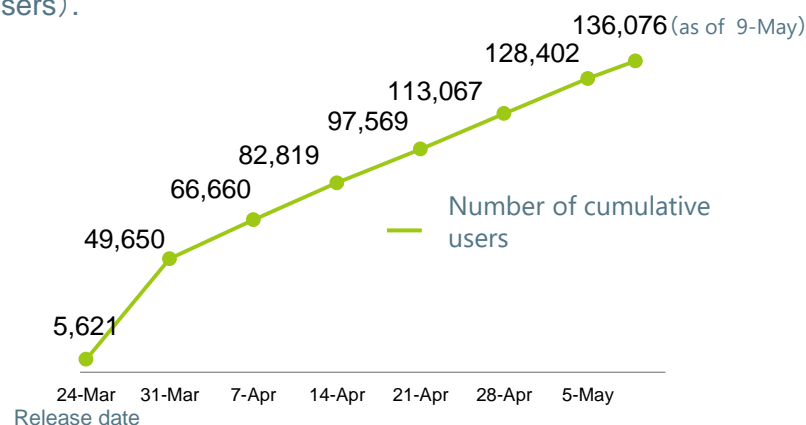
- Introduction of "Banking App" **【March 2021】**
- Personnel Exchange **【April 2021】**
- Implement self-counter terminal (under consideration)

Main Service Menu of Banking App As of March 2021





-  Deposit balance inquiry, Deposit and withdrawal details, Graph display
-  Transfer (24 hours a day, 365 days a year)
-  Deposit and withdrawal of Time deposit / Saving-type time deposit
-  Loan balance inquiry
-  Deposit and withdrawal notice, Non-withdrawal notice using push notification function
-  Search for branch offices and ATMs using GPS function

Banking App Users in Mebuki Group

- The number of cumulative App users (Joyo Banking App and Ashikaga Bank App) exceeded 130 thousand in 44 days after introduction.
- We are aiming to have about half of our individual customers with active accounts use the App in the first 3 years (1.6 million users).



Function Additions after May 2021

-  Foreign currency deposit /Time deposit /Saving-type deposit (account open), Deposit with an amount goal
-  Transfer by 1 tap, Tax payment (using Pay-easy), Automatic withdrawal for public utility charges
-  Change of address and telephone number, Suspension and restarting of cash card
-  Application for new VISA debit card issuance, Deposit and withdrawal report (Joyo Bank)

Endorsement of TCFD Recommendations and SDGs Initiatives

We declared the endorsement of TCFD recommendations and we will take efforts proactively for regional sustainable growth (achievement of SDGs) under the SDGs Committee (Chairman: President).

Endorsement of TCFD Recommendations

- On March 26, 2021, we declared the endorsement of TCFD recommendations.
- We will strive to analyze and disclose climate change risk. Further, we will secure the trust from stakeholders and increase our corporate value sustainably.

Environmentally and socially friendly Investments

- Based on “Environmentally and Socially Friendly Investments and Loans Policy”(*), we will take appropriate measures to lend to specific sectors whom are expected to have a large impact on the environment and society.
- In principle, we will not engage in investments and loans for coal-fired power plants.

Reinforcement of Initiative for reducing greenhouse gas emissions

【Target】 We have set to reduce CO2 emissions in domestic offices by 30% or more by FY2030, compared to FY2013 as our goal.

	< CO2 emission of the Group >		(t-CO2)	
	FY13	FY14	FY18	FY19
CO2 emission	23,331	21,803	18,521	17,999
(YoY change)	-	-6.5%	-4.8%	-2.8%
(compared to FY13)	-	-6.5%	-20.6%	-22.8%

(*) Investments and Loans Policy to businesses related to “Coal-fired power plants”, “Deforestation”, “Palm oil plantation development”, “Cluster munitions manufacturing” and “Human rights violations, forced labor, etc.”.

SDGs Initiatives

< Initiatives through our businesses of the Group >

- Discovering regional industries and supporting new businesses (Support for start-up or second start-up)
- Providing solution of management issues for regional corporate customers (Business succession, business revitalization, SDGs consulting, etc.)
- Support for growth and productivity improvement (Utilizing human resources matching business that play a leading role, placement of side business personnel, etc.)



- Initiatives utilizing the knowledge of gerontology (Support for elderly customers and their families, asset succession)
- Initiatives for improvement of financial literacy (Holding financial education / financial seminars, etc.)



< Initiatives as good corporate citizens >

- Promotion of diversity (Promotion of active participation of women, work-style reform)
- Environment conservation activities (Developing “Joyo Furusato no Mori”, “Ashigin Forest”, etc.)



【Financial Data for FY20】

【Data】 Breakdown of Banking subsidiaries

(1) P/L for FY20

(¥ b n)

	J+A	YoY	Joyo	YoY	Ashikaga	YoY
Gross business profit	180.1	-6.1	102.4	-7.7	77.7	+1.6
(Core Gross business profit)	186.4	-1.9	106.3	-4.8	80.0	+2.8
Net interest income	153.0	-0.9	87.7	-3.9	65.3	+2.9
o/w Gains/losses on Cancellation of Private Offering Investment Trusts	6.8	-0.4	4.9	-0.3	1.9	-0.1
Net fees and commissions	31.4	+0.1	17.2	+0.0	14.2	+0.0
Net other business income and Net trading income	-4.4	-5.3	-2.6	-3.8	-1.7	-1.4
(o/w gains/losses on bond transactions)	-6.2	-4.1	-3.9	-2.9	-2.3	-1.2
Expenses	110.1	-4.8	61.7	-2.5	48.4	-2.3
o/w Personnel expenses	59.9	-1.3	33.2	-0.3	26.6	-1.0
o/w Non-personnel expenses	43.4	-3.3	24.7	-2.0	18.6	-1.2
Net business income (before general allowance for loan losses)	69.9	-1.2	40.7	-5.2	29.2	+3.9
Core net business income	76.2	+2.9	44.6	-2.2	31.6	+5.1
Core net Business Income (exclu. Gains/losses on Cancellation of Investment Trusts)	69.4	+3.3	39.7	-1.9	29.6	+5.3
Net transfer to general allowance for loan losses (a)	2.2	+1.0	1.7	+0.8	0.4	+0.1
Net business income	67.7	-2.3	38.9	-6.0	28.7	+3.7
Net non-recurrent gains/losses	-11.8	+6.1	-2.9	+6.4	-8.8	-0.2
o/w Disposal of non-performing loans (b)	20.2	+2.3	10.3	+1.0	9.8	+1.2
o/w Gains/losses related to stocks, etc	10.0	+9.6	9.1	+8.5	0.9	+1.0
Ordinary profit	55.9	+3.9	36.0	+0.3	19.9	+3.5
Extraordinary income/losses	2.2	+3.8	-1.2	+0.0	3.5	+3.7
Net income	42.1	+6.2	24.5	-0.1	17.6	+6.4
Credit related costs (a)+(b)	22.4	+3.3	12.0	+1.8	10.3	+1.4

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

	FY17	FY18	F Y 19	FY20	YoY	
J+A	Domestics	1.07%	1.03%	0.99%	0.96%	-0.03%
	Overseas	1.99%	2.92%	2.67%	1.29%	-1.37%
	Total	1.08%	1.06%	1.02%	0.96%	-0.05%
Joyo	Domestics	1.02%	1.00%	0.97%	0.93%	-0.03%
	Overseas	2.01%	2.95%	2.69%	1.30%	-1.38%
	Total	1.04%	1.04%	1.01%	0.94%	-0.07%
Ashikaga	Domestics	1.13%	1.07%	1.02%	0.99%	-0.03%
	Overseas	1.82%	2.67%	2.48%	1.19%	-1.29%
	Total	1.13%	1.08%	1.03%	0.99%	-0.04%

【Data】 Breakdown of Banking subsidiaries

(3) Loans Term-end Balance

		FYE17	FYE18	FYE19	FYE20	YoY
J+A	Individual	4,491.2	4,674.8	4,795.9	4,924.8	+128.8
	Corporate	4,935.9	5,139.1	5,181.3	5,369.6	+188.3
	Public	1,153.6	1,038.2	980.2	983.7	+3.4
	Total	10,580.8	10,852.3	10,957.5	11,278.1	+320.6
Joyo	Individual	2,490.8	2,570.2	2,624.6	2,687.7	+63.1
	Corporate	2,853.9	2,974.3	3,002.6	3,103.0	+100.4
	Public	718.6	650.7	612.8	562.7	-50.0
Total	6,063.5	6,195.3	6,240.1	6,353.6	+113.4	
Ashikaga	Individual	2,000.3	2,104.6	2,171.3	2,237.0	+65.7
	Corporate	2,081.9	2,164.8	2,178.6	2,266.5	+87.9
	Public	434.9	387.5	367.4	420.9	+53.5
	Total	4,517.2	4,657.0	4,717.3	4,924.5	+207.1

Foreign Currency Denominated Loans

		FYE17	FYE18	FYE19	FYE20	YoY
J+A		129.2	145.8	164.2	162.6	-1.6
Joyo		114.0	126.8	146.8	150.0	+3.1
Ashikaga		15.2	19.0	17.3	12.6	-4.7

(4) Loans Individual Housing Related Loans Term-end Balance

		FYE17	FYE18	FYE19	FYE21	YoY
J+A	Housing Loans	3,216.6	3,396.3	3,546.5	3,711.7	+165.1
	Apartment Loans	950.4	958.5	933.6	902.3	-31.2
	Asset building loans	1.9	2.9	2.8	2.6	-0.2
	Total	4,169.0	4,357.9	4,483.0	4,616.7	+133.6
Joyo	Housing Loans	1,560.5	1,640.6	1,719.5	1,809.7	+90.1
	Apartment Loans	763.5	769.1	748.6	722.8	-25.8
	Asset building loans	1.9	2.9	2.8	2.6	-0.2
Total	2,326.0	2,412.7	2,471.1	2,535.1	+64.0	
Ashikaga	Housing Loans	1,656.0	1,755.7	1,826.9	1,902.0	+75.0
	Apartment Loans	186.8	189.3	185.0	179.5	-5.4
	Asset building loans	-	-	-	-	-
	Total	1,842.9	1,945.1	2,011.9	2,081.5	+69.6

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

		FYE17	FYE18	FYE19	FYE20	YoY
J+A	Car Loans	39.4	46.7	52.0	63.3	+11.2
	Educational Loans	35.8	39.0	42.5	43.4	+0.8
	Free Loans	8.1	9.1	9.8	9.1	-0.7
	Card Loans	65.4	65.0	65.4	61.2	-4.1
	Total	148.9	160.0	169.9	177.1	+7.2
Joyo	Car Loans	27.4	32.2	35.2	45.4	+10.2
	Educational Loans	30.0	31.9	34.0	34.3	+0.2
	Free Loans	0.8	2.2	3.5	3.6	+0.0
	Card Loans	27.7	26.5	26.0	23.7	-2.3
Total	86.0	93.0	98.8	107.1	+8.2	
Ashikaga	Car Loans	12.0	14.5	16.8	17.8	+1.0
	Educational Loans	5.7	7.0	8.5	9.1	+0.5
	Free Loans	7.3	6.8	6.2	5.4	-0.7
	Card Loans	37.7	38.4	39.4	37.5	-1.8
	Total	62.8	66.9	71.0	70.0	-0.9

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

		FYE17	FYE18	FYE19	FYE20	YoY
J+A	Large	1,592.2	1,633.7	1,635.4	1,688.2	+52.8
	Medium/SMEs	3,343.6	3,505.4	3,545.9	3,681.3	+135.4
	Total	4,935.9	5,139.1	5,181.3	5,369.6	+188.3
Joyo	Large	1,141.9	1,159.1	1,165.1	1,220.6	+55.4
	Medium/SMEs	1,712.0	1,815.1	1,837.4	1,882.3	+44.9
	Total	2,853.9	2,974.3	3,002.6	3,103.0	+100.4
Ashikaga	Large	450.3	474.5	470.2	467.6	-2.6
	Medium/SMEs	1,631.6	1,690.2	1,708.4	1,798.9	+90.5
	Total	2,081.9	2,164.8	2,178.6	2,266.5	+87.9

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

		FYE17	FYE18	FYE19	FYE20	YoY
J+A	Tokyo	1,815.8	1,908.8	1,967.5	2,021.9	+54.4
	Local	3,120.0	3,230.3	3,213.8	3,347.6	+133.8
	Total	4,935.9	5,139.1	5,181.3	5,369.6	+188.3
Joyo	Tokyo	1,333.8	1,378.3	1,422.6	1,484.1	+61.4
	Local	1,520.1	1,596.0	1,579.9	1,618.9	+38.9
	Total	2,853.9	2,974.3	3,002.6	3,103.0	+100.4
Ashikaga	Tokyo	482.0	530.5	544.8	537.8	-6.9
	Local	1,599.9	1,634.2	1,633.8	1,728.7	+94.9
	Total	2,081.9	2,164.8	2,178.6	2,266.5	+87.9

【Data】 Breakdown of Banking subsidiaries

(8) Deposits Term-end Balance

		FYE17	FYE18	FYE19	FYE20	YoY
J+A	Individual	10,103.6	10,362.7	10,685.0	11,400.1	+715.0
	Corporate	3,158.8	3,325.5	3,364.1	3,887.4	+523.2
	Public	776.3	750.1	737.3	969.9	+232.6
	Total	14,038.8	14,438.3	14,786.5	16,257.4	+1,470.9
Joyo	Individual	6,280.6	6,440.1	6,633.6	7,053.1	+419.5
	Corporate	1,760.2	1,835.4	1,880.3	2,136.5	+256.2
	Public	468.1	453.6	459.2	515.8	+56.6
	Total	8,509.0	8,729.1	8,973.1	9,705.5	+732.4
Ashikaga	Individual	3,823.0	3,922.5	4,051.4	4,346.9	+295.4
	Corporate	1,398.5	1,490.1	1,483.8	1,750.8	+267.0
	Public	308.1	296.5	278.1	454.1	+175.9
	Total	5,529.8	5,709.2	5,813.4	6,551.9	+738.4

Foreign Currency Deposit

		FYE17	FYE18	FYE19	FYE20	YoY
J+A		275.2	306.0	219.7	180.1	-39.5
Joyo		199.1	222.6	176.4	152.0	-24.4
Ashikaga		76.0	83.3	43.2	28.0	-15.1

(9) Customer Assets under Custody Balance

		FYE17	FYE18	FYE19	FYE20	YoY
Group total	Investment trusts	570.7	556.1	463.7	547.7	+83.9
	Insurance	779.0	817.2	812.6	829.0	+16.4
	Foreign currency deposits	203.8	218.5	166.1	146.0	-20.1
	JGB etc.	200.6	173.6	156.2	162.4	+6.1
	Mebuki Securities	204.3	272.8	282.0	343.4	+61.3
	Total	1,958.6	2,038.3	1,880.9	2,028.7	+147.7
	Joyo	Investment trusts	257.9	263.3	214.7	249.8
Insurance		450.6	465.6	471.9	488.5	+16.6
Foreign currency deposits		127.7	135.5	122.9	117.9	-5.0
JGB etc.		138.0	118.5	104.1	108.2	+4.1
Total		974.4	983.1	913.8	964.6	+50.8
Ashikaga	Investment trusts	312.7	292.8	249.0	297.8	+48.8
	Insurance	328.4	351.5	340.6	340.5	-0.1
	Foreign currency deposits	76.0	82.9	43.2	28.0	-15.1
	JGB etc.	62.6	55.0	52.1	54.2	+2.0
	Total	779.8	782.4	685.0	720.6	+35.5

(10) Customer Assets under Custody Commissions

		FY17	FY18	FY19	FY20	YoY
Group Total	Investment trusts(*1)	7.36	5.69	5.91	6.22	+0.30
	Insurance(*2)	2.67	4.67	4.26	3.25	-1.01
	Foreign currency deposits	0.86	0.98	0.68	0.55	-0.13
	JGB etc.	0.04	0.04	0.08	0.06	-0.01
	Total	0.82	0.49	0.72	1.13	+0.41
Joyo	Financial instrument intermediary service	3.05	1.94	2.98	3.70	+0.71
	Mebuki Securities	14.82	13.84	14.66	14.93	+0.27
	Total	3.34	2.63	2.83	2.93	+0.09
	Investment trusts(*1)	1.24	2.12	2.61	2.06	-0.54
	Insurance(*2)	0.49	0.70	0.50	0.39	-0.10
Ashikaga	Foreign currency deposits	0.03	0.03	0.05	0.05	-0.00
	JGB etc.	0.51	0.27	0.43	0.75	+0.32
	Financial instrument intermediary service	5.63	5.77	6.44	6.20	-0.24
	Total	4.01	3.06	3.08	3.29	+0.20
	Investment trusts(*1)	1.42	2.55	1.64	1.18	-0.46
Joyo	Insurance(*2)	0.36	0.28	0.18	0.15	-0.03
	Foreign currency deposits	0.00	0.00	0.02	0.01	-0.01
	JGB etc.	0.31	0.22	0.29	0.38	+0.09
	Financial instrument intermediary service	6.13	6.12	5.22	5.02	-0.20
	Total					

* 1 : Sales commission+ Trust fee

* 2 : Excl. executive life insurance

(11) Fees from Corporate Customers

		F Y 17	F Y 18	FY19	FY20	YoY
J+A	Credit Related	6.24	7.57	8.20	7.55	-0.64
	Consulting Related	1.83	2.02	1.44	1.88	+0.44
	total	8.08	9.59	9.65	9.44	-0.20
Joyo	Credit Related	3.39	4.14	4.24	4.03	-0.21
	Consulting Related	1.06	1.14	0.80	1.18	+0.38
	total	4.45	5.28	5.05	5.21	+0.16
Ashikaga	Credit Related	2.84	3.42	3.95	3.52	-0.43
	Consulting Related	0.77	0.88	0.64	0.70	+0.05
	total	3.61	4.30	4.60	4.22	-0.37

【Data】 Breakdown of Banking subsidiaries

(12) Securities Balance(Balance Sheet Amount) (¥ b n)

		FYE17	FYE18	FYE19	FYE20	YoY
Mebuki FG (Consolidated)	Domestic bonds	2,374.3	2,436.8	2,359.4	2,510.6	+151.2
	Foreign bonds	616.5	829.6	831.6	959.5	+127.8
	Stocks	307.8	280.2	226.0	265.8	+39.7
	Investment trusts, etc.	877.9	799.8	658.9	597.2	-61.7
	Total	4,176.7	4,346.6	4,076.1	4,333.2	+257.0
Joyo	Domestic bonds	1,725.4	1,812.4	1,746.7	1,822.0	+75.3
	Foreign bonds	393.7	513.2	505.3	595.5	+90.1
	Stocks	263.2	243.4	197.2	233.1	+35.9
	Investment trusts, etc.	420.1	456.7	388.1	373.9	-14.1
	Total	2,802.5	3,025.9	2,837.4	3,024.6	+187.2
Ashikaga	Domestic bonds	634.3	610.9	600.3	679.1	+78.8
	Foreign bonds	222.7	316.3	326.3	364.0	+37.7
	Stocks	80.3	72.4	64.2	39.1	-25.0
	Investment trusts, etc.	453.5	338.7	266.7	219.1	-47.5
	Total	1,391.0	1,338.4	1,257.5	1,301.5	+43.9

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

		FYE17	FYE18	FYE19	FYE20	YoY
Mebuki FG (Consolidated)	Stocks	157.3	136.2	86.9	139.4	+52.5
	Domestic bonds	16.4	21.1	9.2	2.4	-6.7
	Investment trusts, etc.	9.8	7.2	-21.3	33.1	+54.4
	Foreign bonds	-12.0	10.3	24.3	35.6	+11.3
	Total	171.6	174.9	99.1	210.7	+111.6
Joyo	Stocks	144.8	128.0	85.1	127.5	+42.3
	Domestic bonds	17.9	19.3	9.0	3.0	-5.9
	Investment trusts, etc.	17.0	12.6	-8.3	26.0	+34.3
	Foreign bonds	-3.4	10.4	12.8	15.0	+2.2
	Total	176.3	170.5	98.7	171.7	+73.0
Ashikaga	Stocks	34.4	28.4	20.8	25.0	+4.1
	Domestic bonds	17.3	15.7	11.5	8.5	-3.0
	Investment trusts, etc.	-5.2	-2.3	-10.6	8.5	+19.1
	Foreign bonds	-5.3	2.8	13.8	22.4	+8.6
	Total	41.0	44.6	35.6	64.5	+28.8

(14) Strategic shareholdings (Balance)×Listed and Non-listed stocks

		FYE17	FYE18	FYE19	FYE20	YoY
J+A	Balance	130.5	125.5	114.0	98.5	-15.5
Joyo	Balance	113.7	110.7	99.7	84.7	-15.0
Ashikaga	Balance	16.8	14.8	14.3	13.8	-0.5

(15) Gains/Losses on Securities

		FY17	FY18	FY19	FY20	YoY
J+A	Stocks	-6.4	-10.7	-2.0	-6.2	-4.1
	Domestic bonds	10.5	10.7	0.4	10.0	+9.6
	Investment trusts, etc.	5.4	11.6	7.3	6.8	-0.4
	Total	9.5	11.6	5.6	10.6	+4.9
Joyo	Stocks	-3.8	-7.3	-0.9	-3.9	-2.9
	Domestic bonds	9.4	12.4	0.6	9.1	+8.5
	Investment trusts, etc.	1.0	1.6	5.2	4.9	-0.3
	Total	6.6	6.7	4.8	10.1	+5.2
Ashikaga	Stocks	-2.5	-3.3	-1.1	-2.3	-1.2
	Domestic bonds	1.0	-1.7	-0.1	0.9	+1.0
	Investment trusts, etc.	4.4	9.9	2.0	1.9	-0.1
	Total	2.8	4.8	0.8	0.4	-0.3

【Data】 Breakdown of Banking subsidiaries

(16) Expenses		(¥ b n)				
		F Y 17	F Y 18	FY19	FY20	YoY
J+A	Personnel	59.7	60.6	61.2	59.9	-1.3
	Non-Personnel	46.6	46.1	46.7	43.4	-3.3
	Taxes	7.1	7.3	7.0	6.8	-0.1
	Total	113.5	114.1	115.0	110.1	-4.8
Joyo	Personnel	33.6	33.8	33.5	33.2	-0.3
	Non-Personnel	28.7	27.7	26.8	24.7	-2.0
	Taxes	3.9	3.8	3.8	3.7	-0.1
	Total	66.3	65.3	64.2	61.7	-2.5
Ashikaga	Personnel	26.1	26.8	27.6	26.6	-1.0
	Non-Personnel	17.8	18.4	19.9	18.6	-1.2
	Taxes	3.2	3.5	3.1	3.0	-0.0
	Total	47.2	48.8	50.7	48.4	-2.3

(17) Credit related cost		(¥ b n)				
		F Y 17	F Y 18	FY19	FY20	YoY
J+A		7.9	9.3	19.0	22.4	+3.3
Joyo		4.9	4.2	10.1	12.0	+1.8
Ashikaga		3.0	5.0	8.8	10.3	+1.4

(18) Disclosed Claims under the Financial Revitalization Law		(¥ b n)				
		FYE17	FYE18	FYE19	FYE20	YoY
(Consolidated)	Mebuki Bankrupt claims	16.6	15.9	12.7	10.3	-2.4
	FG Doubtful claims	130.5	125.1	129.0	143.2	+14.1
	Requiring monitoring claims	37.7	32.2	27.9	27.4	-0.4
	Total	185.0	173.3	169.8	181.0	+11.2
Joyo	Bankrupt claims	6.7	6.1	5.7	5.5	-0.1
	Doubtful claims	65.3	66.4	69.9	78.0	+8.1
	Requiring monitoring claims	19.8	17.5	12.5	13.0	+0.4
	Total	91.9	90.2	88.2	96.7	+8.4
Ashikaga	Bankrupt claims	8.8	8.7	5.8	4.0	-1.7
	Doubtful claims	65.0	58.5	59.0	65.0	+6.0
	Requiring monitoring claims	17.9	14.7	15.4	14.4	-0.9
	Total	91.8	81.9	80.2	83.5	+3.2

(19) Non-accrual delinquent loans (to Business) (1 month or more)		(¥ b n)				
		FYE17	FYE18	FYE19	FYE20	YoY
J+A		1.1	0.5	1.2	2.0	+0.8
Joyo		1.0	0.3	0.3	0.0	-0.3
Ashikaga		0.1	0.2	0.9	2.0	+1.1

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