

Financial Results for the Third Quarter of FY2020

February 5, 2021

Financial Results for 3Q20

| | |
|---|--------------|
| Highlights | 2 |
| Main Points of 3Q20 Financial Results/ Change of Ordinary profit (Bank Total) | 3~4 |
| Loans (Balance/ Individual and Corporate/ COVID-19 related) | 5~7 |
| Average Yield of Loans / Net Interest Income | 8 |
| Deposits | 9 |
| Customer Assets under Custody | 10 |
| Fees from Corporate Customers | 11 |
| Securities / Strategic Shareholdings | 12 |
| Expenses / OHR | 13 |
| Credit Related Costs | 14 |
| Status of Non-performing Loans and Delinquent Loans | 15 |
| Dividends/ Shareholder Returns/ Capital Adequacy Ratio | 16 |
| Forecast for FY2020 | 17 |
| Progress of the Second Medium-Term Business Plan | 18~19 |
| 【Reference】Financial Data for 3Q20 | 21~25 |



Highlights

Results for 3Q20

| | Results for 3Q20 | Forecast for FY20 | Progress |
|---|--------------------------------|----------------------------|----------|
| Consolidated net income ^(*1) | ¥ 29.4bn (- ¥ 5.9 bn YoY) | ¥ 33.3bn | 89.3% |
| Credit related costs (Banks' total) | ¥ 13.6bn (+ ¥ 1.3 bn YoY) | (plan for FY20) ¥ 20.0bn | 68.1% |

- Consolidated net income ^(*1) is progressing steadily and at 89.3% toward forecast for FY20
- The spread of COVID-19 is prolonged, but the effect to credit costs and our performance up to the end of 3Q20 remains within our expectation that we announced in May 2020 .
- However, the forecast for FY20 remains unchanged, since there are many unclear factors, such as the extension of the state of emergency against COVID-19.

(*1) Attributable to owners of the parent

Progress of the Second Medium-Term Business Plan

| | Results for 3Q20 | YoY Change |
|--|------------------|---------------------|
| Expenses (Banks' total) | ¥ 82.5bn | ¥ -3.5bn (- 4.0%) |
| Core net business income ^(*2) (Banks' total) | ¥ 51.7bn | ¥ +1.8bn (+3.7%) |

- We established investment companies to reinforce the organization for consulting services at both banks, Joyo and Ashikaga.
- We accelerated structural reform mainly through branch network review and reorganization of head offices and group subsidiaries. As a result, cost reduction has progressed and core net business income ^(*2) increased by ¥ 1.8bn YoY.

(*2) Excluding gains /losses on cancellation of investment trusts

Main Points of 3Q20 Financial Results

Mebuki FG (Consolidated)

| | (¥bn) | | |
|--|-------------|-------------|--------------|
| | 3Q20 | YoY Chg | Progress |
| Gross business profit | 144.5 | -1.9 | - |
| Net interest income | 114.1 | +1.3 | - |
| (o/w Defference of interests between loans and deposits) | (80.1) | (-0.2) | - |
| Net fees and commissions | 28.3 | -1.0 | - |
| Net trading income | 2.5 | +0.0 | - |
| Net other business income | -0.4 | -2.3 | - |
| Expenses | 86.6 | -2.7 | - |
| Credit related cost | 14.7 | +0.7 | - |
| Gains/losses related to stocks | 0.8 | -5.3 | - |
| Ordinary profit | 44.8 | -5.5 | 92.3% |
| Extraordinary income/losses | -0.7 | -0.5 | - |
| Net income | 29.4 | -5.9 | 89.3% |

【 Consolidation adjustment 】 -¥7.6bn

Dividends receivable from Ashikaga's subsidiary (-¥4.1 bn)

Adjustments related to securities, etc. (-¥2.9 bn)

【Reference】"J +A"(Non-consolidated)

- The amount of net income of ¥32.8bn (J+A) includes dividends receivable of ¥4.1bn from Ashikaga's subsidiary (recognized on extraordinary income/losses). Since this is removed from consolidated FS, there is no effect on net income attributable to owners of the parent of FG.

Two banking subsidiaries and group companies

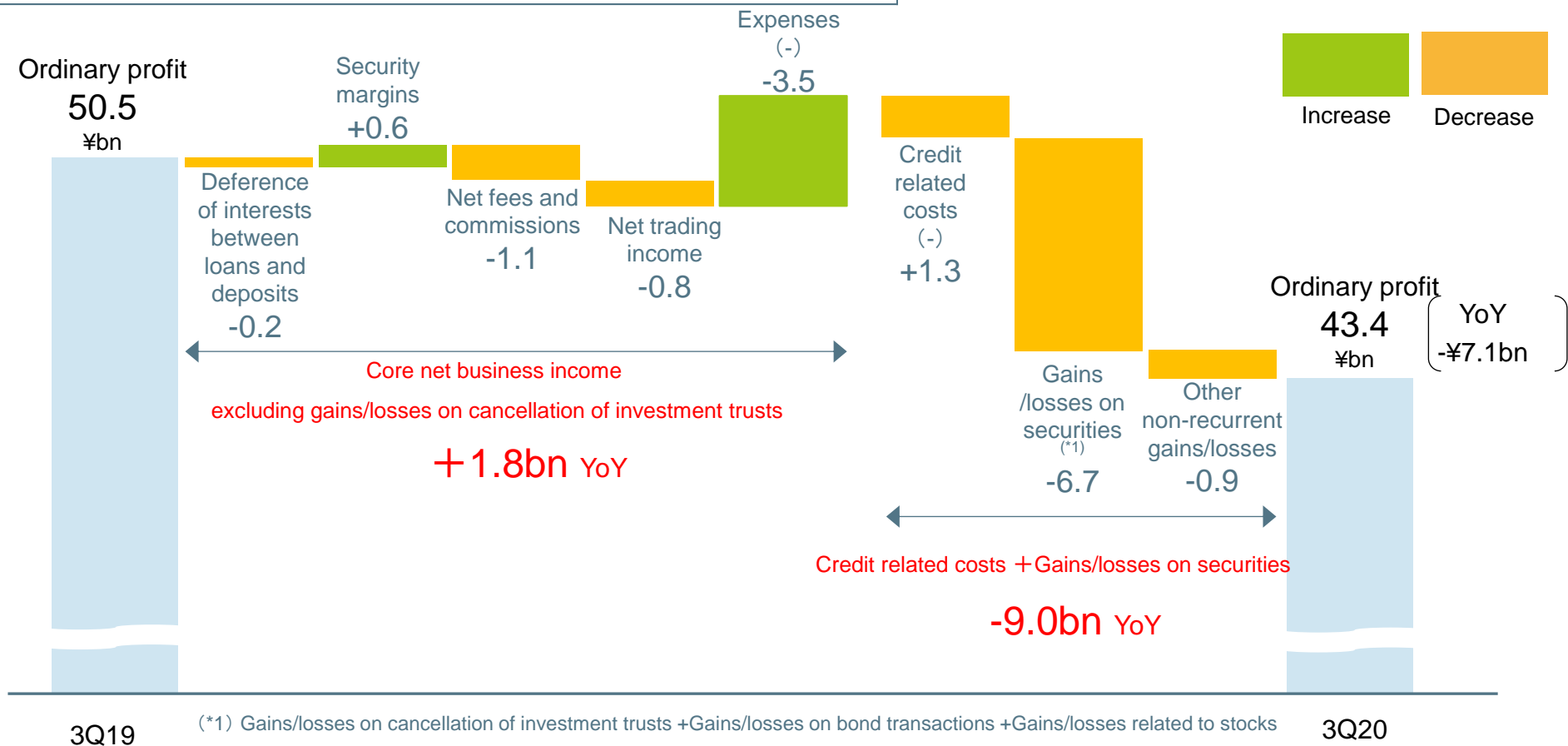
| | (¥bn) | | |
|---|-------------|-------------|--------------|
| | 3Q20 | YoY Chg | Progress |
| <Joyo and Ashikaga "J +A"(Non-consolidated)> | | | |
| Gross business profit | 139.1 | -3.2 | - |
| (Core gross business profit) | 140.3 | -1.9 | - |
| Net interest income | 116.3 | +0.0 | - |
| (o/w Defference of interests between loans and deposits) | (79.3) | (-0.2) | - |
| (o/w Gains/losses on cancellation of investment trusts) | (6.0) | (-0.3) | - |
| Net fees and commissions | 22.7 | -1.1 | - |
| Net other business income | 0.0 | -2.1 | - |
| (o/w gains/losses on bond transactions) | (-1.1) | (-1.2) | - |
| Expenses | 82.5 | -3.5 | - |
| Net business income | 56.6 | +0.3 | - |
| (before general allowance for loan losses) | 57.7 | +1.5 | - |
| Core net business income | 57.7 | +1.5 | - |
| (excl. gains/losses on cancellation of investment trusts) | 51.7 | +1.8 | - |
| Net transfer to general allowance for loan losses (a) | 0.8 | +0.4 | - |
| Net business income | 55.7 | -0.0 | - |
| Net non-recurrent gains/losses | -12.3 | -7.1 | - |
| o/w Disposal of non-performing loans (b) | 12.7 | +0.9 | - |
| o/w Gains/losses related to stocks, etc. | 1.9 | -5.1 | - |
| Ordinary profit | 43.4 | -7.1 | 92.3% |
| Extraordinary income/losses | 3.3 | +3.6 | - |
| Net income (J + A) | 32.8 | -2.9 | 98.1% |
| Net income (Group total) | 37.1 | -2.3 | - |
| Credit related cost (J + A) (a)+(b) | 13.6 | +1.3 | (68.1%) |

Net interest income (excl. gains/losses on cancellation of investment trusts)
+¥0.4 YoY

Change of Ordinary profit (Bank Total)

Although net fees and commissions decreased due to impact of COVID-19, core net business income increased ¥1.8bn YoY due to increase of securities' income (net interest income) by reduction of foreign currency borrowings and cost reduction by structural reform. On the other hand, ordinary income decreased ¥7.1bn YoY due to decrease of gains/losses on securities.

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



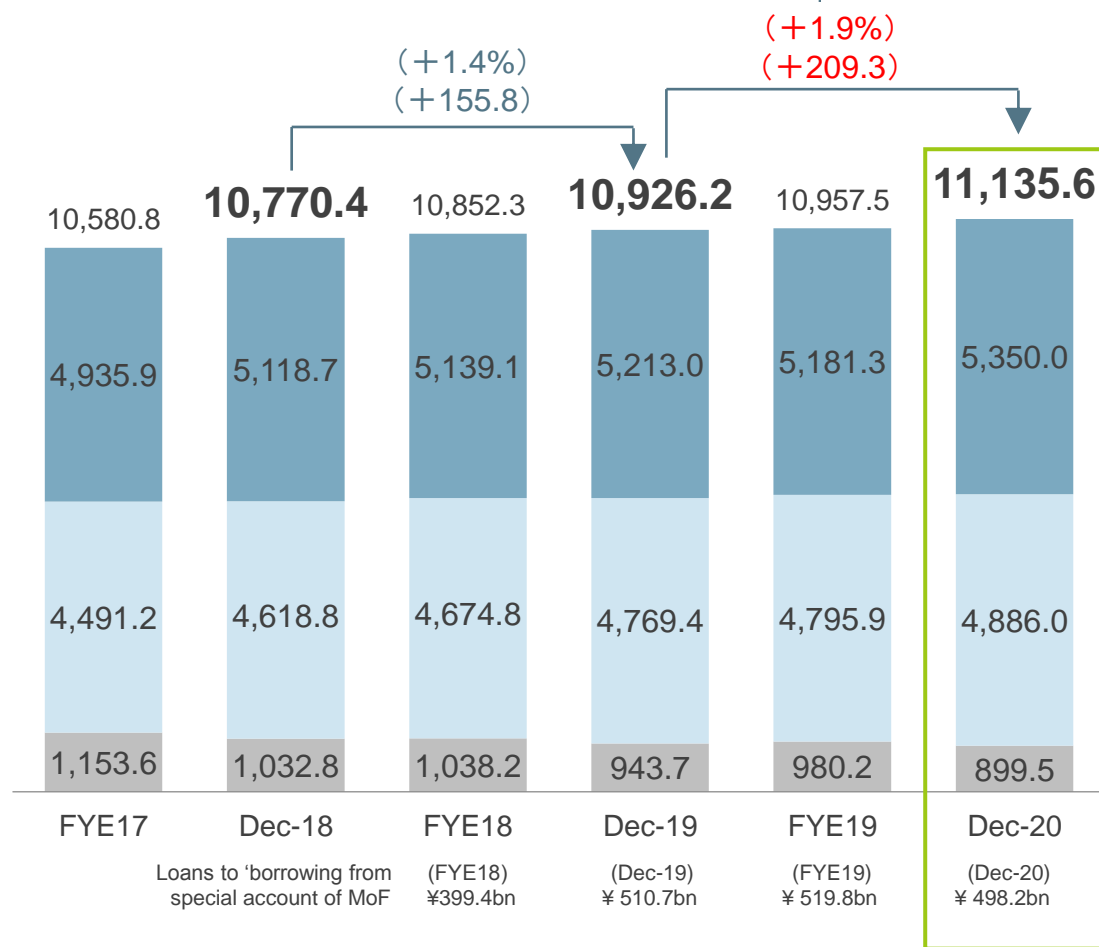
Loans (1) Term-end Balance

Amount of loans increased by ¥209.3 bn YoY (+1.9% annualized).

Increase ratio of loans increased compared to results of 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)

| | Dec-18 | Dec-19 | Dec-20 |
|-------------------|------------------|-----------------|-----------------|
| Total | +454.9 +4.4% | +155.8 +1.4% | +209.3 +1.9% |
| Corporate | +309.1 +6.4% | +94.3 +1.8% | +136.9 +2.6% |
| Individual | +345.9 +8.0% | +150.6 +3.2% | +116.5 +2.4% |
| Public | -200.1 -16.2% | -89.1 -8.6% | -44.1 -4.6% |

Loans (2) Individual and Corporate Loans

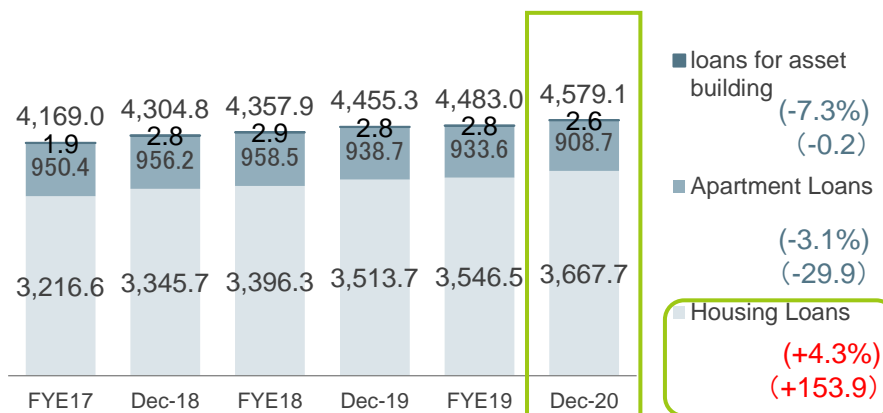
*Figures in parentheses are changes on a year on year basis

Loans to individual customers increased due to increase of housing related loans and car loans by ¥153.9bn and ¥9.4bn respectively.

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

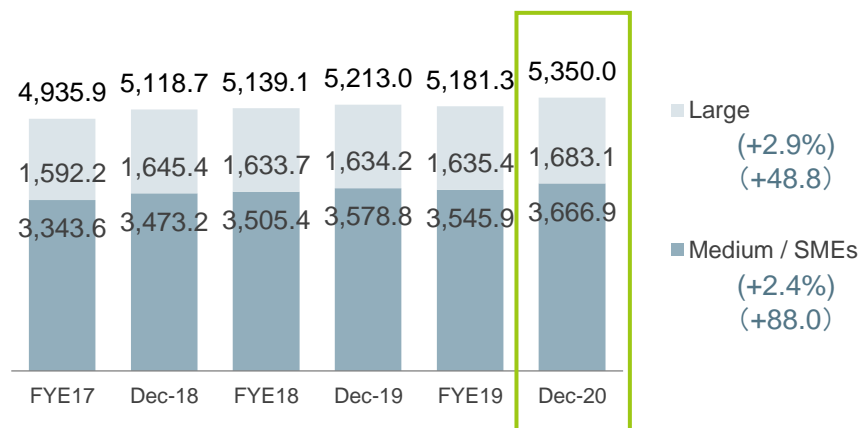
【Individual】Housing Related Loans

(¥bn)



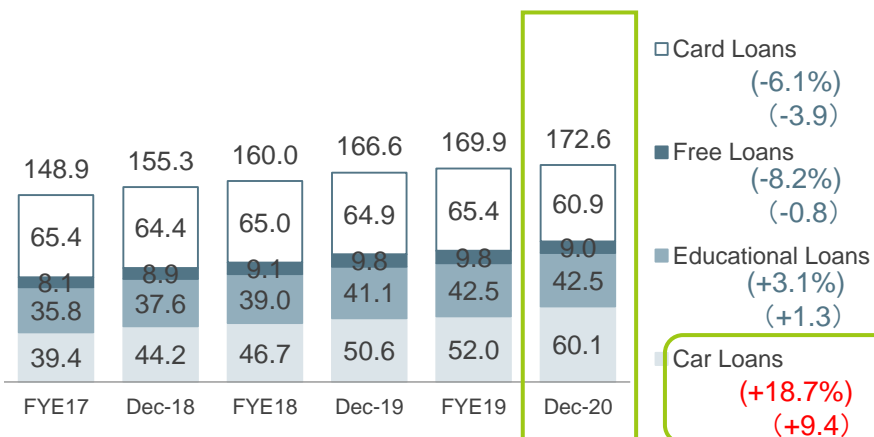
【Corporate】Term-end Balance by Company Size

(¥bn)



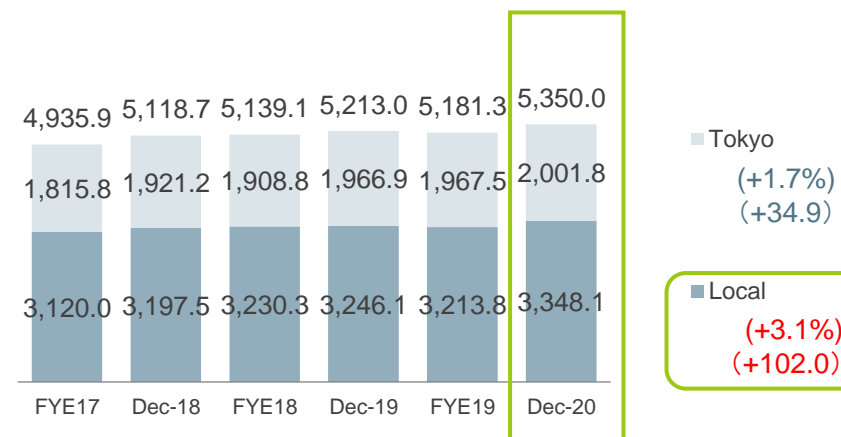
【Individual】Unsecured Loans

(¥bn)



【Corporate】Term-end Balance by Area

(¥bn)



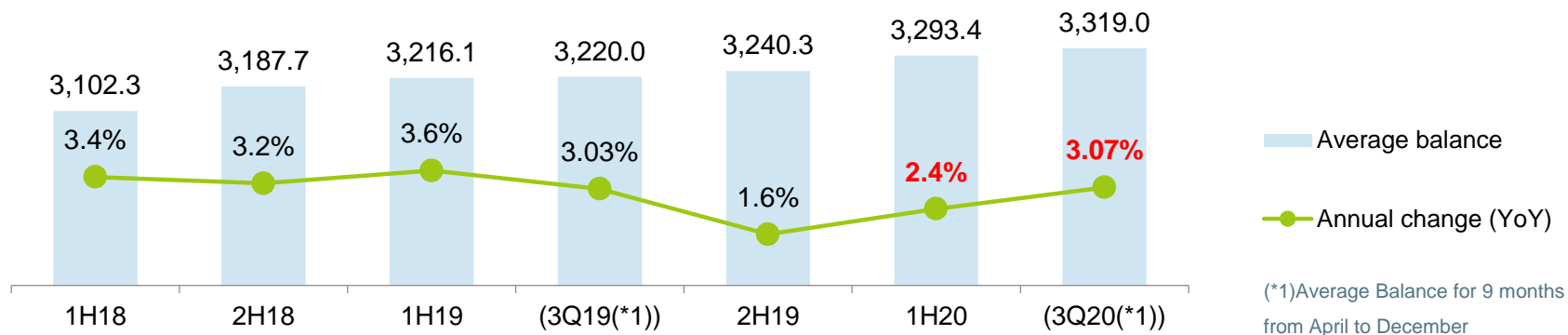
Loans (3) Loans to corporate customers related to COVID-19

Cumulative amount of loans provided to corporate customers related to COVID-19 is ¥427.3bn, of which ¥348.2bn to local corporate customers, accounting for about 80% of the total, contributed to increase of average balance of these loans and expansion of the degree of the rise.

Amount of Loans Provided Related to COVID-19 (Cumulative total until December 2020) (¥ bn)

| | Total | | | To local customers | | | In Tokyo | | |
|--------------------------|-------|------------------|----------------|--------------------|------------------|----------------|----------|------------------|----------------|
| | | Guaranteed loans | Original loans | | Guaranteed loans | Original loans | | Guaranteed loans | Original loans |
| Amount of loans provided | 427.3 | 247.4 | 179.9 | 348.2 | 242.5 | 105.6 | 79.1 | 4.8 | 74.3 |

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



Average Yield of Loans / Net Interest Income

Average yield remains in a decreasing trend.

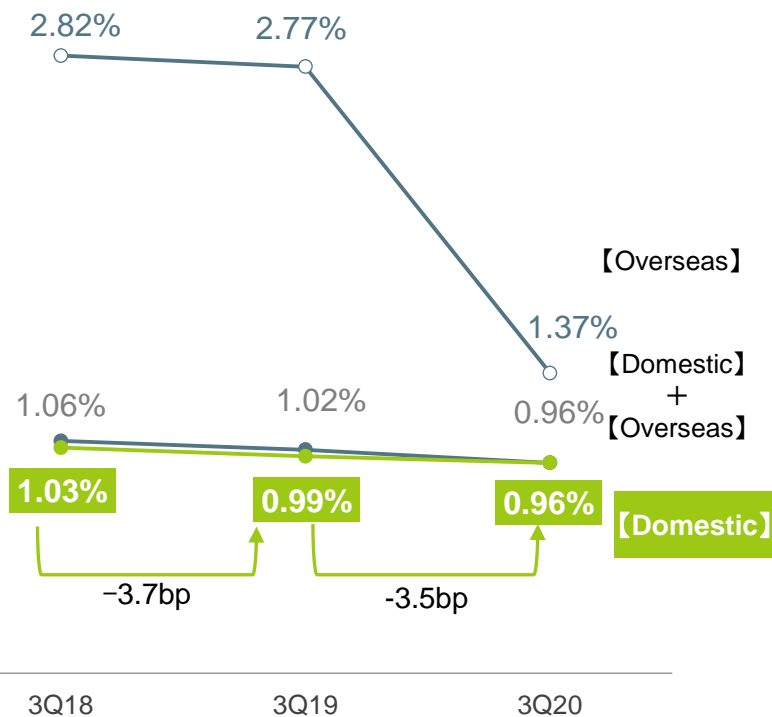
Although interest on loans and bills discounted decreased, difference of interests between loans and deposits slightly decreased YoY mainly due to decrease of interest on foreign currency deposits.

Net interest income, including securities' income, increased due to decrease of market borrowings.

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

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

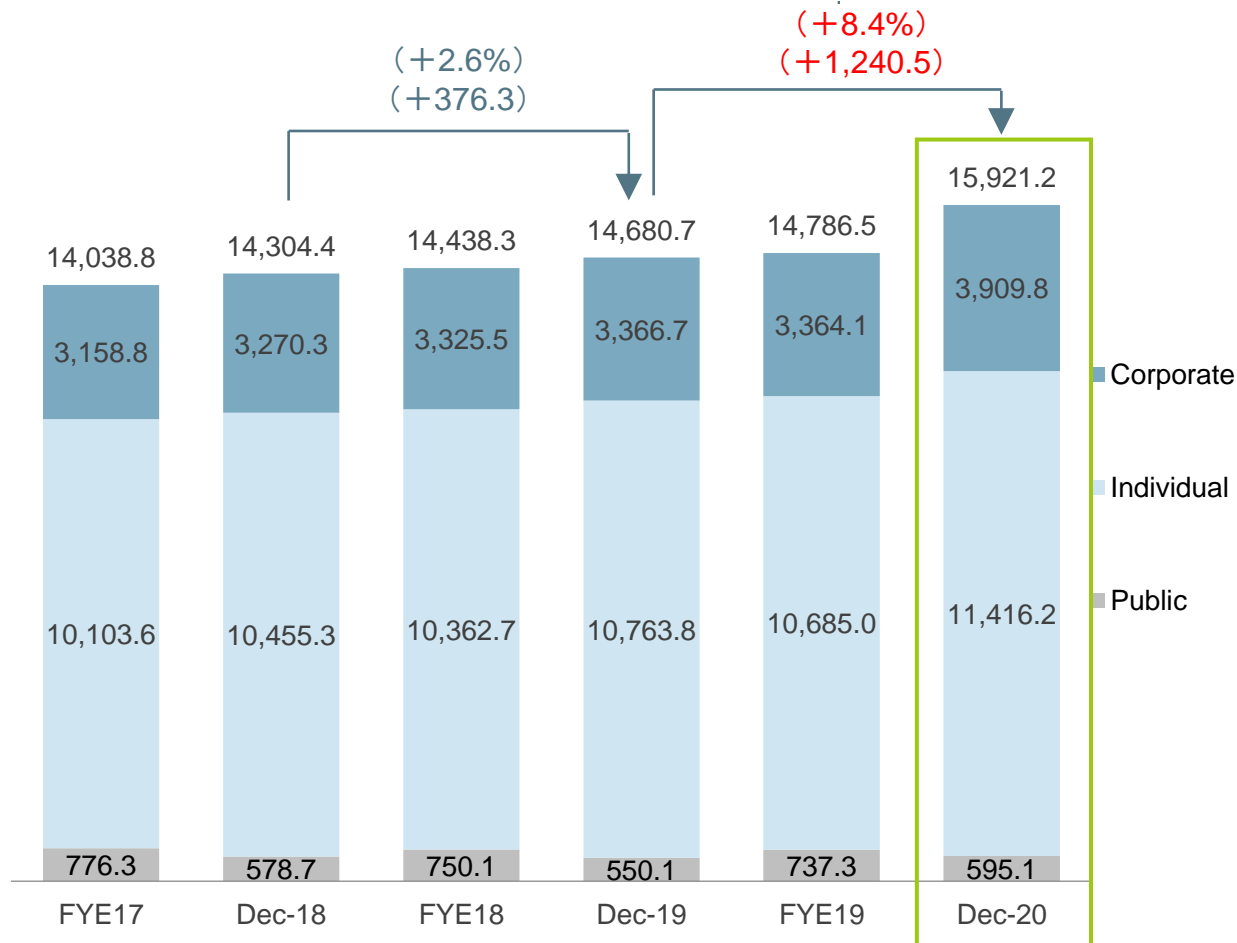
| | Results | YoY Change | | | | |
|---|--------------|-------------|-------------|-----------------|-------------|-----------------|
| | | Factor | Domestic | Chg. in Factors | Overseas | Chg. in Factors |
| Interest on loans and bills discounted | Avg Balance | +1.8 | +1.6 | (+216.3) | +0.2 | (+18.1) |
| | Yield | -4.9 | -2.9 | (-3.5bp) | -2.0 | (-139.8bp) |
| | 80.7 | -3.0 | -1.3 | — | -1.7 | — |
| Interest on deposits (-) | 1.3 | -2.8 | -0.1 | — | -2.7 | — |
| Difference of interests between loans and deposits ① | 79.3 | -0.2 | -1.1 | — | +0.9 | — |
| Interest and dividend on securities | Avg Balance | -0.4 | -0.8 | (-104.4) | +0.4 | (+31.2) |
| | Yield | -4.5 | -2.3 | (-9.7bp) | -2.1 | (-37.0bp) |
| | 38.7 | -4.9 | -3.2 | — | -1.7 | — |
| (o/w gains on cancellation of Investment Trusts) | 6.0 | -0.3 | -0.3 | — | +0.0 | — |
| (excluding gains on cancellation of Investment Trusts) | 32.6 | -4.6 | -2.9 | — | -1.7 | — |
| Market borrowings, etc. (-) | 1.7 | -5.2 | -0.5 | — | -4.7 | — |
| Securities' Income (excluding gains on cancellation of Investment Trusts) ② | 30.9 | +0.6 | -2.4 | — | +3.0 | — |
| Net Interest Income (excluding gains on cancellation of Investment Trusts) ①+② | 110.2 | +0.4 | -3.5 | — | +3.9 | — |

Deposits Term-end Balance

Amount of deposits increased by ¥1,240.5 bn YoY (+8.4% annualized).

Deposits from all customers increased due to needs of increasing funds on hand due to prolonged COVID-19 impact.

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



Year on Year Changes (¥bn)

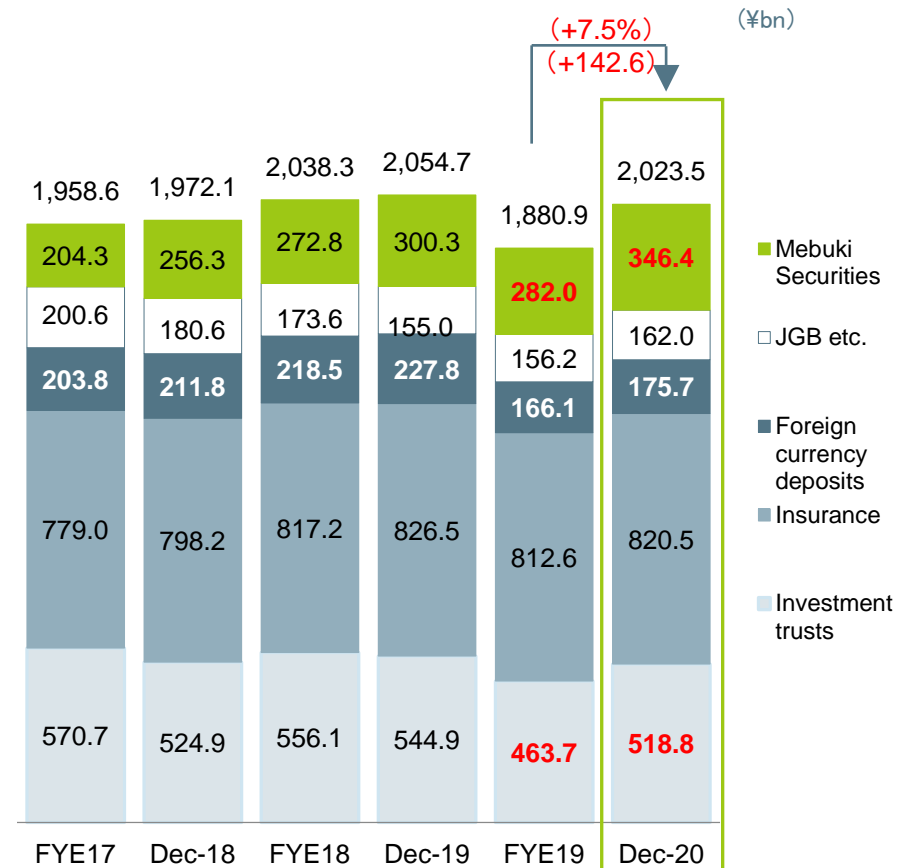
| | Dec-18 | Dec-19 | Dec-20 |
|-------------------|--------|--------|----------|
| Total | +365.1 | +376.3 | +1,240.5 |
| | +2.6% | +2.6% | +8.4% |
| Corporate | +92.7 | +96.3 | +543.0 |
| | +2.9% | +2.9% | +16.1% |
| Individual | +267.9 | +308.4 | +652.4 |
| | +2.6% | +2.9% | +6.0% |
| Public | +4.4 | -28.5 | +45.0 |
| | +0.7% | -4.9% | +8.1% |

Customer Assets under Custody

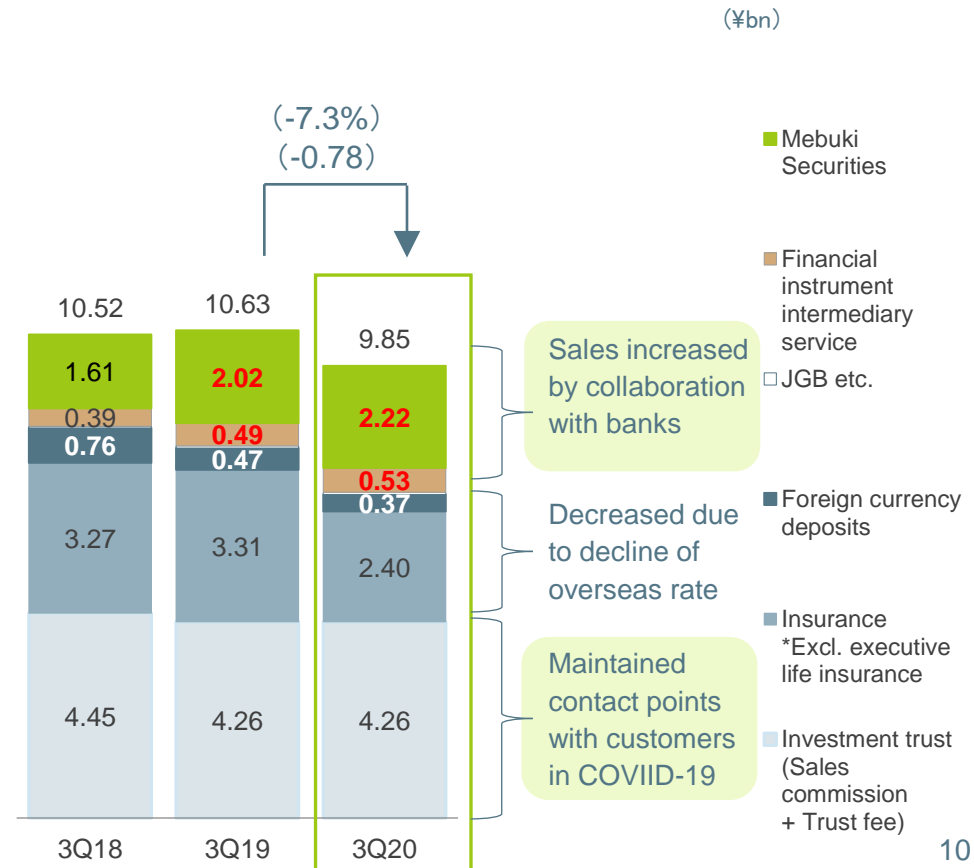
Amount of customer assets under custody increased, especially investment trusts and Mebuki Securities, by ¥142.6bn compared to Mar.31, 2020, mainly due to favorable market conditions.

Although total commissions, mainly life insurance and foreign currency deposits, decreased due to decline in overseas interest rates, commissions in Mebuki Securities and financial instruments intermediary service remain on the increase because of collaboration with subsidiary banks. We expanded contact points with our customers in COVID-19 through WEB consulting services or on-line seminars.

Balance (Bank Total + Mebuki Securities)



Commissions (Bank Total + Mebuki Securities)

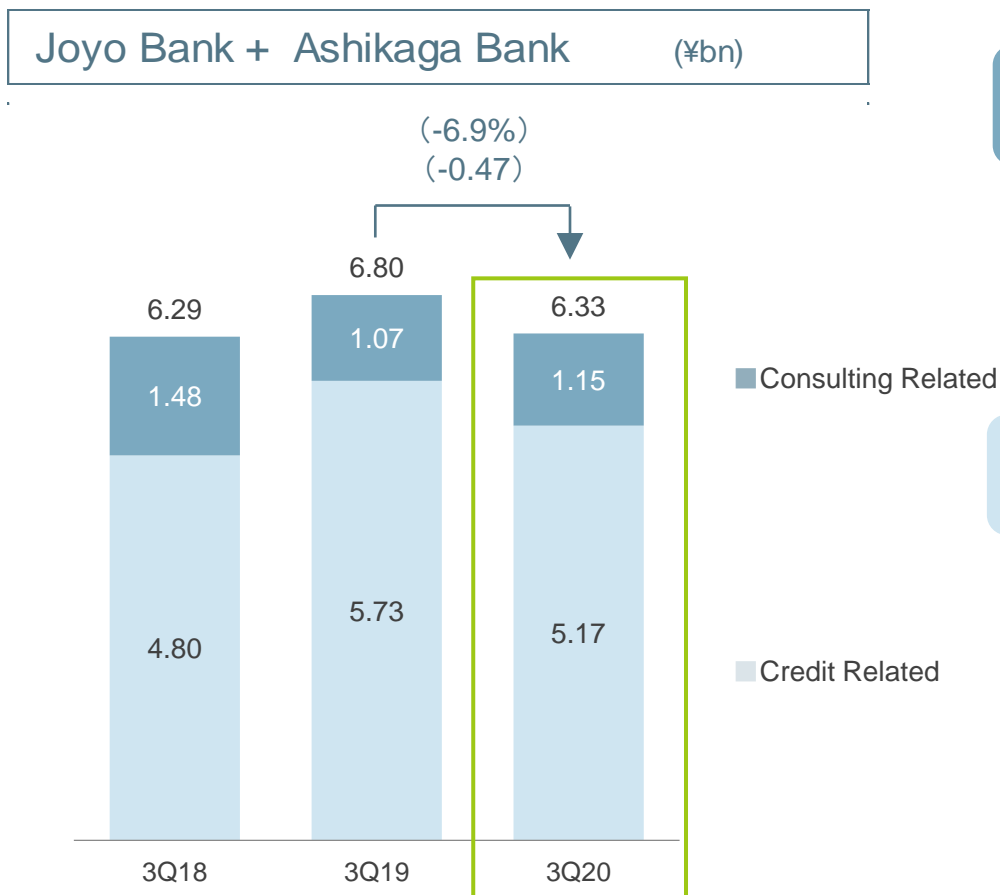


Fees from Corporate Customers

Fees from corporate customers decreased by ¥0.47bn (-6.9% annualized).

Although we made efforts to support customers' financial needs as a top priority causing total fees to decrease YoY, consulting related fees, such as business matching and M&A, turned to increase.

We continue to support customers' financial needs through BCP consulting services considering the prolongation of COVID-19.



Consulting Related

+¥0.08bn YoY (+7.4%)

【Business Matching, M&A, Trust, Executive Insurance, etc.】

- We took measures in a timely manner for customers' needs against COVID-19. Consulting related fees increased YoY, mainly due to business matching concerning the expansion of sales channels and suppliers.

Credit Related

-¥0.56bn YoY (-9.7%)

【Syndicated Loans, Private Offering Bonds, Derivatives, etc.】

- We made efforts to support customers' financing needs as a top priority, mainly through interest-free loans without collateral provided by governmental financing programs considering COVID-19. (It caused fees from loans with covenants to decrease.)
- We supported management improvement adjusting the balance of short-term and long-term borrowings including COVID-19-related original loans, and utilizing capital or subordinated loans.

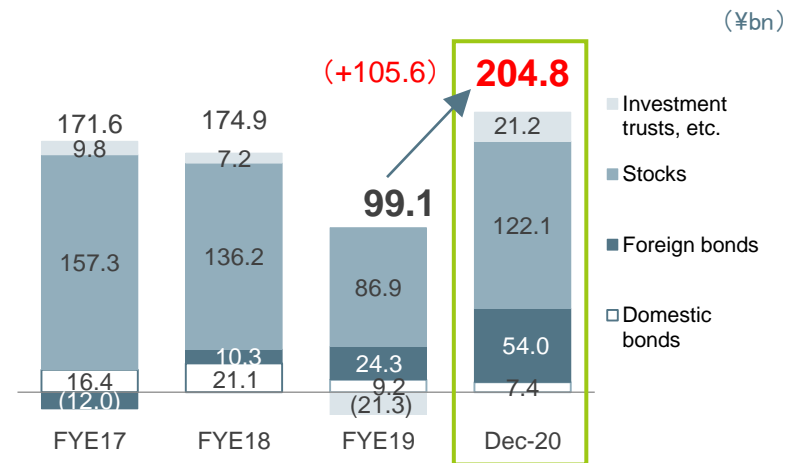
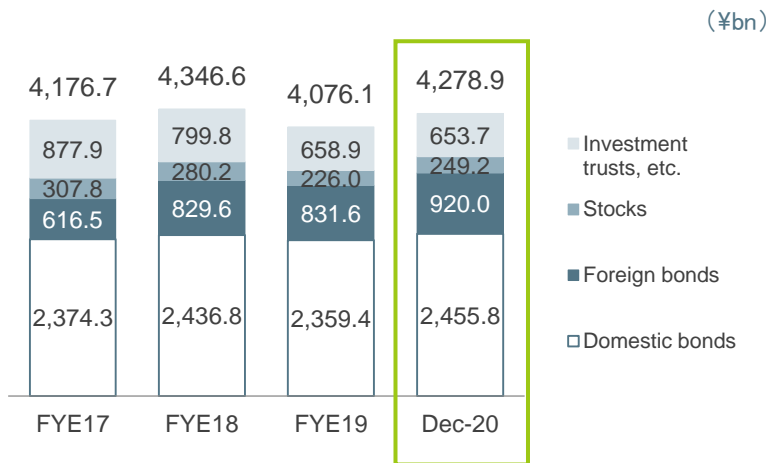
Securities / Strategic Shareholdings

Concerning asset management, we continue to take risks considering market condition. Unrealized valuation gains/losses on securities expanded to ¥204.8bn.

On the other hand, we promote to reduce strategic shareholdings. The balance decreased by ¥15.1bn YoY (-13.2%).

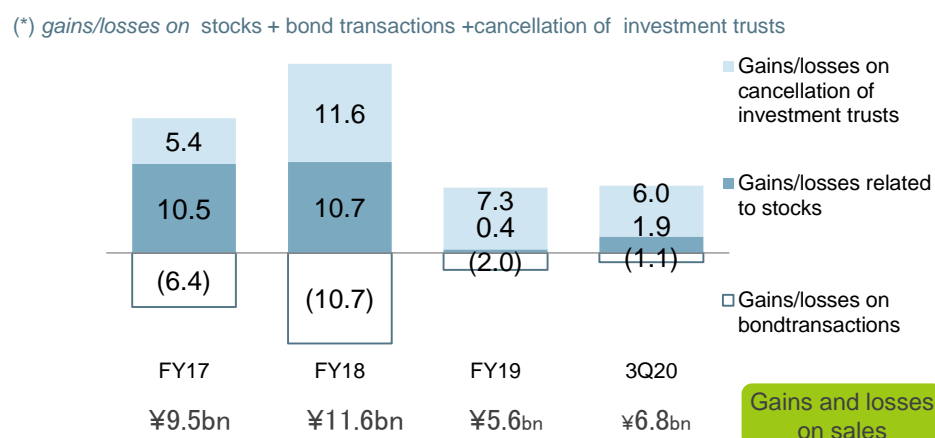
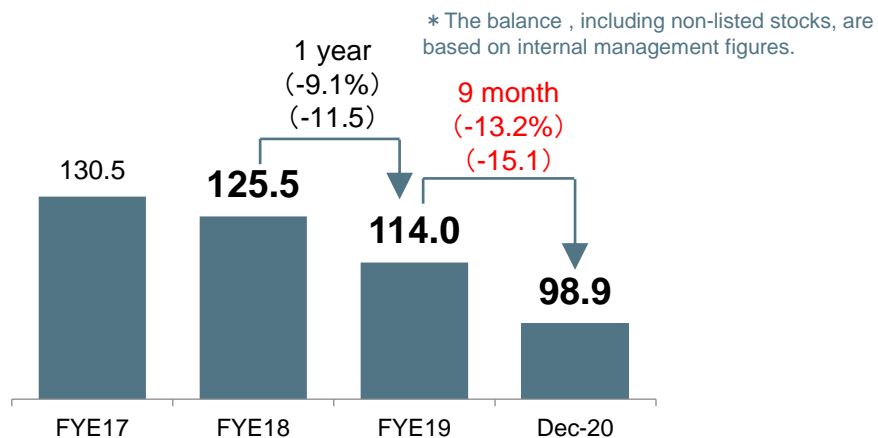
Balance(Carrying amount) (Mebuki FG)

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



Strategic Shareholdings (Balance*) (¥bn)

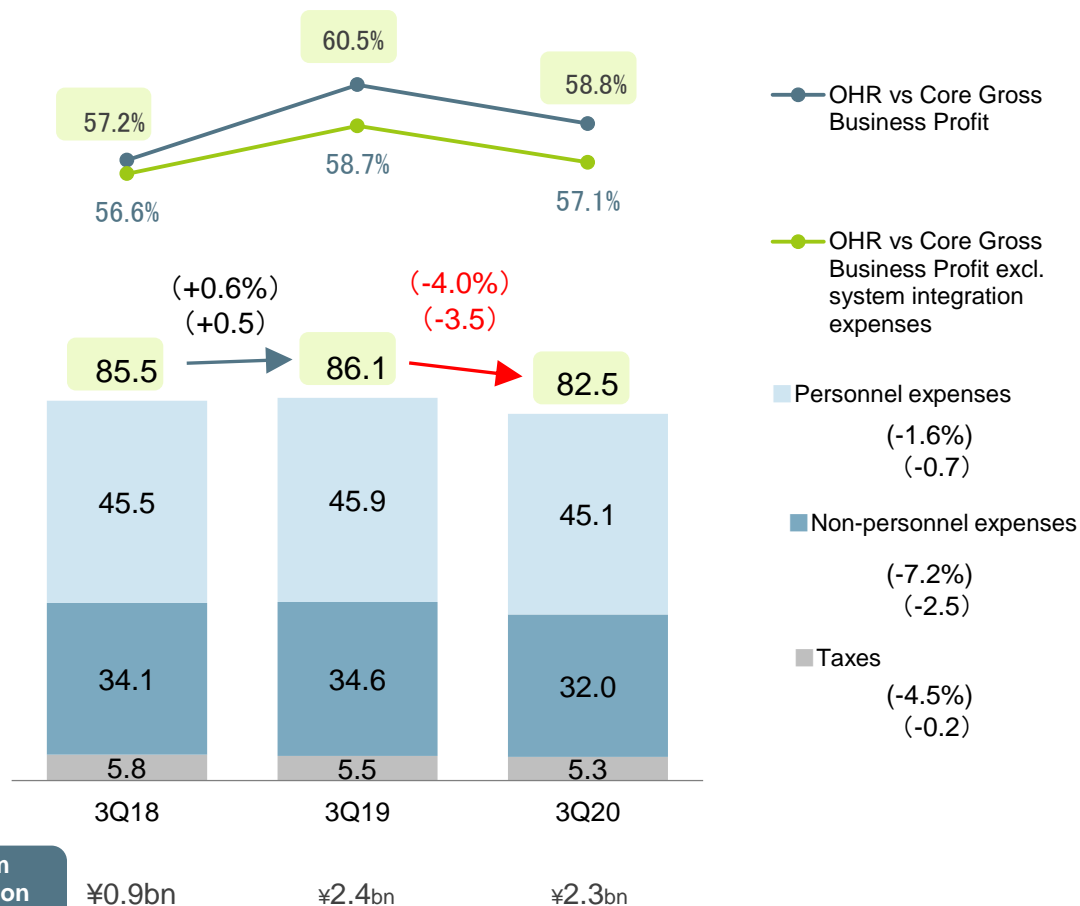
Gains and losses on securities (*) (¥bn)



Expenses / OHR

Total expenses decreased by ¥ 3.5bn (-4.0% annualized) due to the progress of structural reform under the Second Medium-Term Business Plan. OHR, an indicator of efficiency, fell below 60% again. Considering changes in our business environments including impact of COVID-19, we will improve efficiency by mainly reviewing our branch network and operations.

Joyo Bank + Ashikaga Bank (¥bn)



Key Factors of YoY Changes

Total Expenses(Bank Total) YoY - ¥3.5bn

【Personnel expenses】 - ¥ 0.7bn

- Salaries and allowances - ¥0.5 (decrease of total staff)
- Overtime pay - ¥0.2 (Promotion of work style reform)

【Non-personnel expenses】 - ¥ 2.5bn

- Depreciation/Rent expenses - ¥0.5bn (branch network review)
- Consignment expenses - ¥0.4bn (increase of in-house operations by business concentration sections and reorganization of subsidiaries)
- Traveling expenses - ¥ 0.1bn (promotion of on-line business trips and training)

Effect of Consolidation (Cost reduction related)

- Know-how sharing for branch management and cost reduction
- Supplies purchasing by group (volume discount benefit)
- Joint management in several business operation centers
- Joint issuance of cash cards

Credit Related Costs

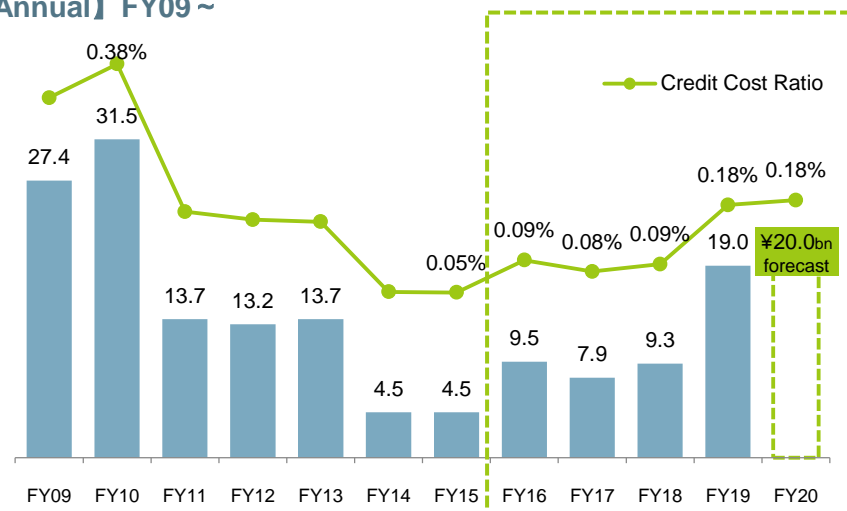
Considering impact of COVID-19, we estimate ¥20.0bn in FY20.

Although there are no major movements of bankruptcy, credit related costs, especially transfer to specific allowance for loan losses, increased due to reviewing borrowers' credit ratings considering spread of COVID-19.

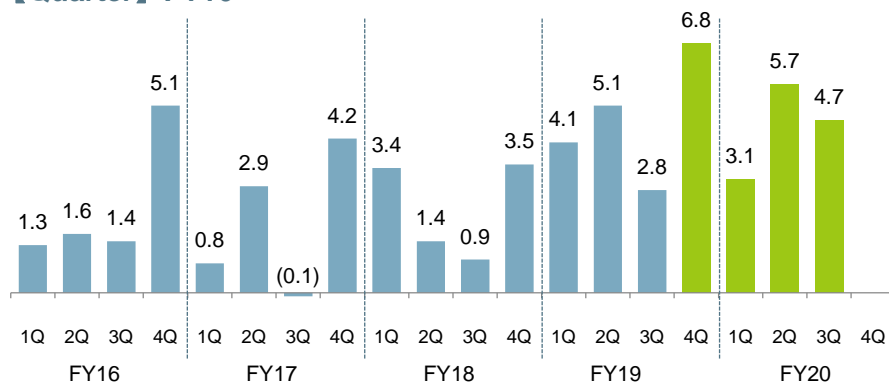
Change of Credit Related Costs (¥bn)

(¥bn)

【Annual】FY09~



【Quarter】FY16~



Breakdown on Credit Related Costs (¥bn)

(¥bn)

| | 3Q19 | 3Q20 | YoY |
|---|-------------|-------------|-------------|
| Credit Related Costs | 12.2 | 13.6 | +1.3 |
| Net transfer to general allowance for loan losses | 0.4 | 0.8 | +0.4 |
| Disposal of non-performing loans | 11.7 | 12.7 | +0.9 |
| Write off of loans | 6.2 | 1.8 | -4.3 |
| Transfer to specific allowance for loan losses | 5.6 | 11.1 | +5.4 |
| Transfer to provision for contingent losses | 0.2 | 0.2 | +0.0 |
| Recoveries of written-off claims | 1.2 | 1.3 | +0.0 |
| Other | 0.8 | 0.7 | -0.0 |

Change of terms and conditions of loans due to COVID-19 (Cumulative total until Dec.2020)

| | | | | | Cumulative Total | The ratio of total customers |
|----------------|-----------|-------|---------|---------|------------------|------------------------------|
| | | ~Jun. | Jul~Sep | Oct~Dec | | |
| Business loans | Customers | 925 | 382 | 358 | 1,665 | Around 2.9% |
| | Contracts | 2,659 | 1,440 | 1,739 | | |
| Housing loans | Customers | 293 | 140 | 90 | 523 | Around 0.2% |
| | Contracts | 329 | 148 | 124 | | |

Status of Non-performing Loans and Delinquent Loans

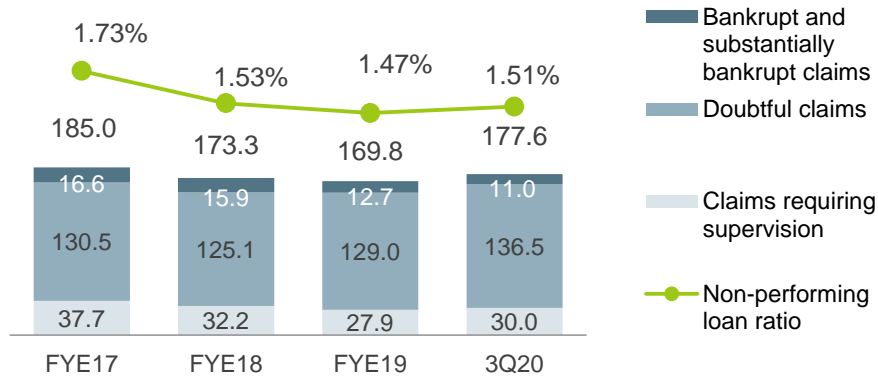
Number of bankruptcies has remained stable.

However, amount of non-performing loans based on financial revitalization law and ratio began to rise, due to reviewing borrowers' credit rating considering impact of COVID-19.

Non-performing Loans

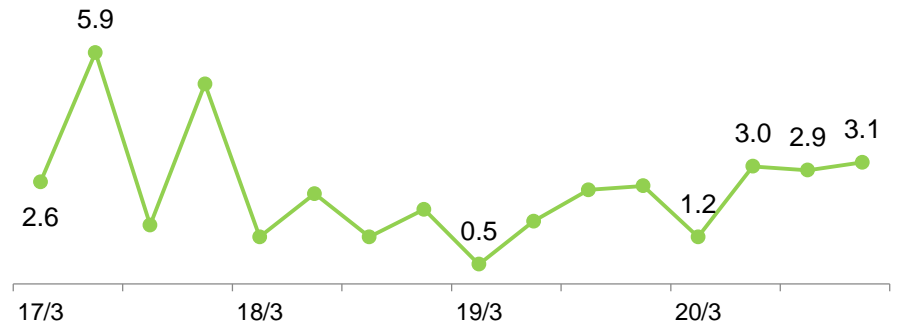
(¥bn)

(Financial Revitalization Law)



Status of Delinquent Loans to Businesses

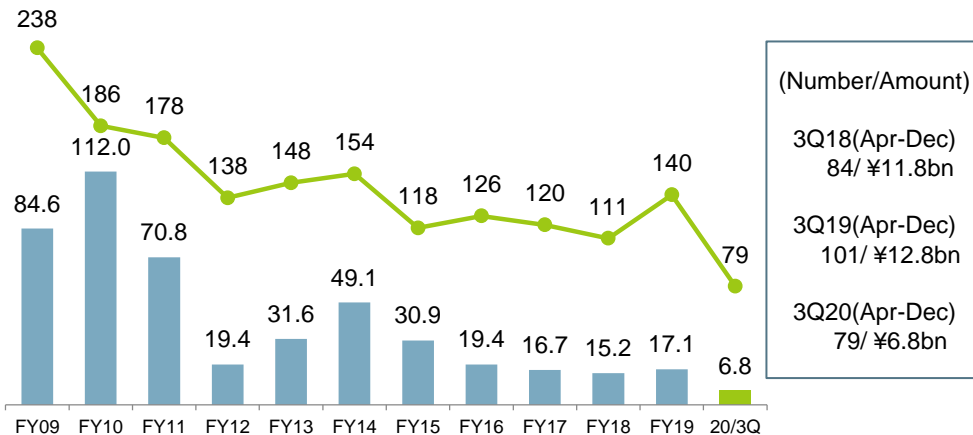
(¥bn)



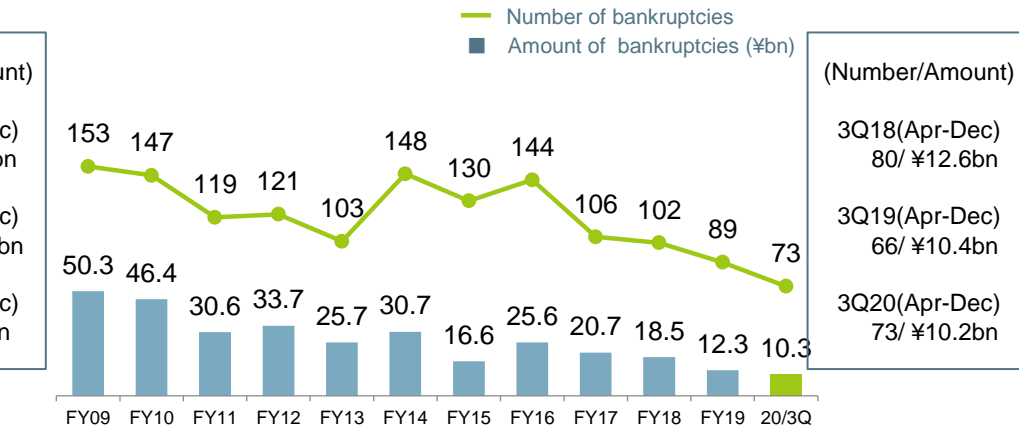
【Reference】Status of Bankruptcy

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

<Ibaraki>



<Tochigi(*1)>



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

Dividends, Shareholder Returns, Capital Adequacy Ratio

Annual dividends of ¥11.0 per share in FY20 is scheduled, of which ¥5.5 per share as interim dividends have been decided.

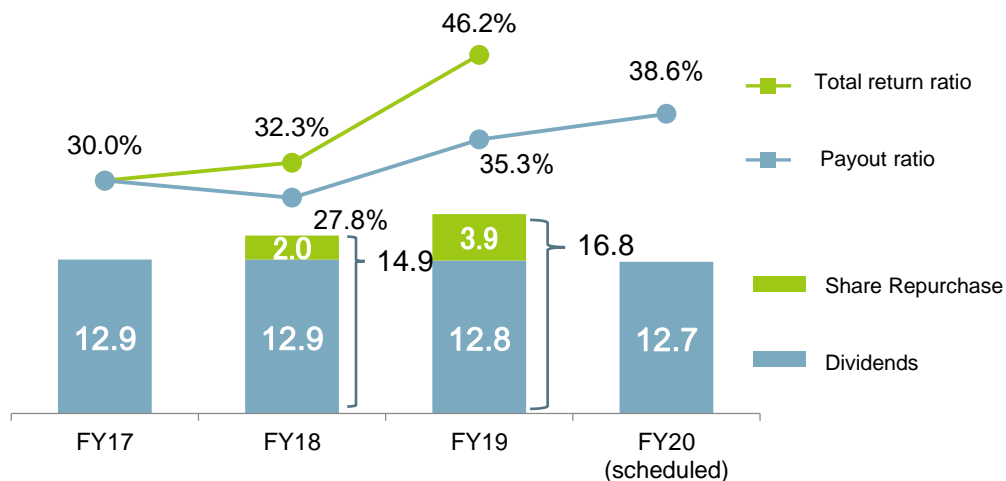
Capital Adequacy Ratio of Mebuki FG will be announced on February 10, 2021.

Dividends, Shareholder Returns

- Annual dividends of ¥11.0 per share in FY20 will be scheduled.

| | Annual Dividends | | |
|------|------------------------|---------|-----------------------|
| | | Interim | Year-end |
| FY17 | ¥11.0 | ¥5.5 | ¥5.5 |
| FY18 | ¥11.0 | ¥5.5 | ¥5.5 |
| FY19 | ¥11.0 | ¥5.5 | ¥5.5 |
| FY20 | ¥11.0 (scheduled) | ¥5.5 | ¥5.5 (scheduled) |

Results of Returns



Shareholder Return Policy

- 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.

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

Capital Adequacy Ratio

- Ashikaga Bank started to calculate each risk-weighted asset according to foundation internal rating-based approach (FIRB^(*)).

| | 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% |
| Dec-20 | To be announced on February 10, 2021. | | |

(*) FIRB, calculation procedures to measure risk-weighted assets related to capital adequacy ratio, is more advanced approach than Standard Approach using prescribed weight by FSA. Although FIRB can reflect the changes of credit risk more accurately, there is a need to establish rigorous internal control system and to be approved by FSA.

Forecast for FY2020

Mebuki FG

(consolidated)

(¥bn)

| | Forecast for FY2020 | 3Q20 Results | Progress |
|--|---------------------|--------------|----------|
| Ordinary Profit | 48.5 | 44.8 | 92.3% |
| Net Income (Attributable to owners of the parent) | 33.0 | 29.4 | 89.3% |

Total of Two Banking Subsidiaries

(¥bn)

| | Forecast for FY2020 | 3Q20 Results | Progress |
|------------------------|---------------------|--------------|----------|
| Ordinary Profit | 47.0 | 43.4 | 92.3% |
| Net Income | 33.5 | 32.8 | 98.1% |
| (Credit Related Costs) | 20.0 | 13.6 | 68.1% |

Subsidiary Banks

(Joyo)

(¥bn)

| | Forecast for FY2020 | 3Q20 Results | Progress |
|-----------------|---------------------|--------------|----------|
| Ordinary Profit | 30.5 | 27.6 | 90.6% |
| Net Income | 21.0 | 17.6 | 84.1% |

(Ashikaga)

(¥bn)

| | Forecast for FY2020 | 3Q20 Results | Progress |
|-----------------|---------------------|--------------|------------------------|
| Ordinary Profit | 16.5 | 15.7 | 95.6% |
| Net Income | 12.5 | 15.2 | 121.6% ^(*1) |

(*1) The amount of net income includes dividends receivable of ¥4.1 bn from Ashikaga's subsidiary (recognized on extraordinary income/losses). Since this is removed from consolidated FS, there is no effect on net income attributable to owners of the parent of FG.

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

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

Contents to be implemented

- Introduce **New Banking App for smartphone** [scheduled to start in March 2021]
- Implement **self-counter terminal** [scheduled to start after April 2021]

Reinforcing the Organization for Consulting Services

- Joyo Bank and Ashikaga Bank reinforced their sales systems.

Joyo Bank (June 2020)

Establishment of **Consulting Business Division**

Ashikaga Bank (Oct. 2020)

Establishment of **Block Retail Business Division (new branch style)**
Private Banking Office (in head office)

- Establishment of two investment companies and launch of business succession specialized capital funds. We will make effort to support venture companies and to finance our customers aiming for business succession and revitalization.

The Joyo Capital Partners Co., Ltd. (wholly-owned-subsidiary of Joyo Bank)

Wing Capital Partners, Ltd. (wholly-owned-subsidiary of Ashikaga Bank)

Initiatives for IT and Digitalization

Continually Convert regular operations to RPA

April Digitize document transfer between head office and branches

June Strategic Business Alliance with Resona Holdings, Inc.

July Introduce website tools for Asset Management

Sep. Introduce medical insurance products available online (WEB)

Oct. Expand alliance with providers of tax payment via smartphone

March 2021 **Introduce new banking app for smartphones**

After Apr.2021 **Introduce self-counter terminal (Counter business reengineering)**
Introduce digital loan agreements

Accelerate and Expand Digitalization

Enhance Consulting Function
(Expansion of business domains and Improvement in quality)

Improve Customer Convenience

Progress of the Second Medium-Term Business Plan

We will review our branch network, reorganize and consolidate head office and group companies, and aim for an efficient organizational structure for the entire Group.
Progress has exceeded the plan.

Branch Network Review

Plan

- We will optimize branch network by enhancing efficiency (consolidation and function review (*1)) about 20% of current branches(*2) within 3 years of mid-term business plan.

70 locations
(about 20% of domestic branches)

(*1) Reviewing branch style with small number of staff and others
(*2) 337 domestic branches (two banks' total, as of end of FY2018)

Number of locations to be reviewed in 3 years
(of which, cumulative results as of end of Dec. 2020)

Consolidation 51 locations (21 locations)

Function Review (*1) 104 locations (64 locations)

155 locations or more
(about 40% of domestic branches)

We will review our branch network with the expansion of non-face-to-face channels, including the introduction of banking apps, and maintain and expand contact points with our customers.

Reorganization of Head Office and Group Companies

Head Office

- We set up *the System Management Department* in the Group (holding company), responsible for system planning and management functions overlapping with those of two subsidiary banks.

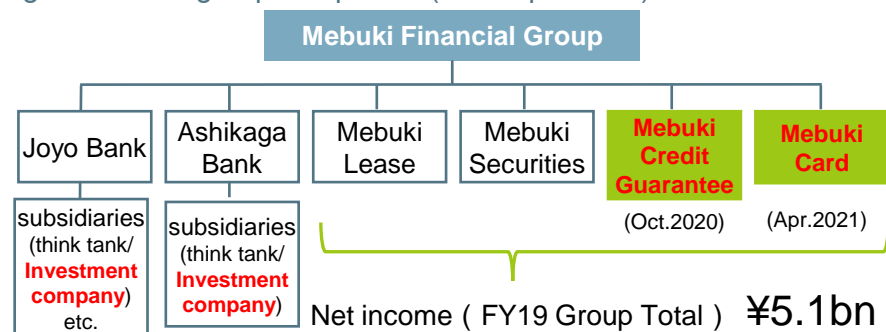
Expected Effects: Staff Freed-up - 50 people

Group Companies

- Credit guarantee businesses and Credit card companies, which overlap in the Group, will be consolidated into a single organization respectively and converted to directly-owned subsidiaries.
- We established two investment companies to support venture companies and finance customers aiming for business succession and revitalization. (see P18)

Expected Effects: Staff Freed-up - 40 people

【Organization of group companies (After April 2021)】



Net income (FY19 Group Total) **¥5.1bn**
(equivalent to 14% of FG consolidated net income)

【Financial Data for 3Q20】

【Data】 Breakdown of Banking subsidiaries

(1) P/L for 3Q20

(￥ b n)

| | J+A | YoY | Joyo | YoY | Ashikaga | YoY |
|--|-------|------|------|------|----------|------|
| Gross business profit | 139.1 | -3.2 | 80.7 | -4.2 | 58.3 | +1.0 |
| (Core Gross business profit) | 140.3 | -1.9 | 81.2 | -2.6 | 59.1 | +0.6 |
| Net interest income | 116.3 | +0.0 | 67.5 | -1.3 | 48.8 | +1.4 |
| o/w Gains/losses on Cancellation of Private Offering Investment Trusts | 6.0 | -0.3 | 4.6 | +0.3 | 1.4 | -0.6 |
| Net fees and commissions | 22.7 | -1.1 | 12.8 | -0.5 | 9.9 | -0.6 |
| Net other business income and Net trading income | 0.0 | -2.1 | 0.4 | -2.3 | -0.3 | +0.2 |
| (o/w gains/losses on bond transactions) | -1.1 | -1.2 | -0.4 | -1.6 | -0.7 | +0.3 |
| Expenses | 82.5 | -3.5 | 46.5 | -1.9 | 36.0 | -1.6 |
| o/w Personnel expenses | 45.1 | -0.7 | 25.0 | -0.2 | 20.0 | -0.5 |
| o/w Non-personnel expenses | 32.0 | -2.5 | 18.4 | -1.5 | 13.6 | -0.9 |
| Net business income (before general allowance for loan losses) | 56.6 | +0.3 | 34.2 | -2.3 | 22.3 | +2.6 |
| Core net business income | 57.7 | +1.5 | 34.7 | -0.7 | 23.0 | +2.2 |
| Core net Business Income (exclu. Gains/losses on Cancellation of Investment Trusts) | 51.7 | +1.8 | 30.0 | -1.1 | 21.6 | +2.9 |
| Net transfer to general allowance for loan losses (a) | 0.8 | +0.4 | 0.5 | +0.0 | 0.3 | +0.3 |
| Net business income | 55.7 | -0.0 | 33.7 | -2.4 | 21.9 | +2.3 |
| Net non-recurrent gains/losses | -12.3 | -7.1 | -6.0 | -3.7 | -6.2 | -3.4 |
| o/w Disposal of non-performing loans (b) | 12.7 | +0.9 | 6.7 | +0.5 | 5.9 | +0.4 |
| o/w Gains/losses related to stocks, etc | 1.9 | -5.1 | 2.2 | -2.2 | -0.3 | -2.9 |
| Ordinary profit | 43.4 | -7.1 | 27.6 | -6.1 | 15.7 | -1.0 |
| Extraordinary income/losses | 3.3 | +3.6 | -0.7 | -0.5 | 4.1 | +4.1 |
| Net income | 32.8 | -2.9 | 17.6 | -6.2 | 15.2 | +3.2 |
| Credit related costs (a)+(b) | 13.6 | +1.3 | 7.3 | +0.5 | 6.2 | +0.8 |

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

| | FY17 | FY18 | FY19 | 3Q20 | YoY | 3Q19 | |
|----------|-----------|-------|-------|-------|-------|--------|-------|
| J+A | Domestics | 1.07% | 1.03% | 0.99% | 0.96% | -0.03% | 0.99% |
| | Overseas | 1.99% | 2.92% | 2.67% | 1.37% | -1.40% | 2.77% |
| | Total | 1.08% | 1.06% | 1.02% | 0.96% | -0.05% | 1.02% |
| Joyo | Domestics | 1.02% | 1.00% | 0.97% | 0.93% | -0.03% | 0.97% |
| | Overseas | 2.01% | 2.95% | 2.69% | 1.38% | -1.41% | 2.80% |
| | Total | 1.04% | 1.04% | 1.01% | 0.94% | -0.07% | 1.01% |
| Ashikaga | Domestics | 1.13% | 1.07% | 1.02% | 0.99% | -0.03% | 1.03% |
| | Overseas | 1.82% | 2.67% | 2.48% | 1.24% | -1.33% | 2.57% |
| | Total | 1.13% | 1.08% | 1.03% | 0.99% | -0.04% | 1.03% |

【Data】 Breakdown of Banking subsidiaries

| (3) Loans Term-end Balance | | (¥ b n) | | | | | |
|------------------------------|------------|-----------|----------|----------|----------|---------|----------|
| | | FYE17 | FYE18 | FYE19 | Dec-20 | YoY | Dec-19 |
| J+A | Individual | 4,491.2 | 4,674.8 | 4,795.9 | 4,886.0 | +116.5 | 4,769.4 |
| | Corporate | 4,935.9 | 5,139.1 | 5,181.3 | 5,350.0 | +136.9 | 5,213.0 |
| | Public | 1,153.6 | 1,038.2 | 980.2 | 899.5 | -44.1 | 943.7 |
| | Total | 10,580.8 | 10,852.3 | 10,957.5 | 11,135.6 | +209.3 | 10,926.2 |
| Joyo | Individual | 2,490.8 | 2,570.2 | 2,624.6 | 2,669.8 | +59.8 | 2,609.9 |
| | Corporate | 2,853.9 | 2,974.3 | 3,002.6 | 3,102.0 | +82.4 | 3,019.6 |
| | Public | 718.6 | 650.7 | 612.8 | 589.4 | -37.2 | 626.7 |
| Total | 6,063.5 | 6,195.3 | 6,240.1 | 6,361.4 | +105.0 | 6,256.3 | |
| Ashikaga | Individual | 2,000.3 | 2,104.6 | 2,171.3 | 2,216.1 | +56.6 | 2,159.4 |
| | Corporate | 2,081.9 | 2,164.8 | 2,178.6 | 2,247.9 | +54.5 | 2,193.4 |
| | Public | 434.9 | 387.5 | 367.4 | 310.0 | -6.9 | 316.9 |
| | Total | 4,517.2 | 4,657.0 | 4,717.3 | 4,774.2 | +104.2 | 4,669.9 |

*Excluding borrowing from special account of MoF

| Foreign Currency Denominated Loans | | (¥ b n) | | | | | |
|------------------------------------|--|-----------|-------|-------|--------|------|--------|
| | | FYE17 | FYE18 | FYE19 | Dec-20 | YoY | Dec-19 |
| J+A | | 129.2 | 145.8 | 164.2 | 154.4 | -5.2 | 159.7 |
| Joyo | | 114.0 | 126.8 | 146.8 | 141.0 | -3.6 | 144.6 |
| Ashikaga | | 15.2 | 19.0 | 17.3 | 13.4 | -1.7 | 15.1 |

| (4) Loans Individual Housing Related Loans Term-end Balance | | (¥ b n) | | | | | |
|---|----------------------|-----------|---------|---------|---------|---------|---------|
| | | FYE17 | FYE18 | FYE19 | Dec-20 | YoY | Dec-19 |
| J+A | Housing Loans | 3,216.6 | 3,396.3 | 3,546.5 | 3,667.7 | +153.9 | 3,513.7 |
| | Apartment Loans | 950.4 | 958.5 | 933.6 | 908.7 | -29.9 | 938.7 |
| | Asset building loans | 1.9 | 2.9 | 2.8 | 2.6 | -0.2 | 2.8 |
| | Total | 4,169.0 | 4,357.9 | 4,483.0 | 4,579.1 | +123.8 | 4,455.3 |
| Joyo | Housing Loans | 1,560.5 | 1,640.6 | 1,719.5 | 1,786.9 | +87.2 | 1,699.6 |
| | Apartment Loans | 763.5 | 769.1 | 748.6 | 728.9 | -24.3 | 753.3 |
| | Asset building loans | 1.9 | 2.9 | 2.8 | 2.6 | -0.2 | 2.8 |
| Total | 2,326.0 | 2,412.7 | 2,471.1 | 2,518.6 | +62.7 | 2,455.9 | |
| Ashikaga | Housing Loans | 1,656.0 | 1,755.7 | 1,826.9 | 1,880.7 | +66.6 | 1,814.0 |
| | Apartment Loans | 186.8 | 189.3 | 185.0 | 179.7 | -5.5 | 185.3 |
| | Asset building loans | - | - | - | - | - | - |
| | Total | 1,842.9 | 1,945.1 | 2,011.9 | 2,060.5 | +61.1 | 1,999.4 |

| (5) Unsecured Loans Term-end Balance | | (¥ b n) | | | | | |
|--|-------------------|-----------|-------|-------|--------|------|--------|
| | | FYE17 | FYE18 | FYE19 | Dec-20 | YoY | Dec-19 |
| J+A | Car Loans | 39.4 | 46.7 | 52.0 | 60.1 | +9.4 | 50.6 |
| | Educational Loans | 35.8 | 39.0 | 42.5 | 42.5 | +1.3 | 41.1 |
| | Free Loans | 8.1 | 9.1 | 9.8 | 9.0 | -0.8 | 9.8 |
| | Card Loans | 65.4 | 65.0 | 65.4 | 60.9 | -3.9 | 64.9 |
| | Total | 148.9 | 160.0 | 169.9 | 172.6 | +6.0 | 166.6 |
| Joyo | Car Loans | 27.4 | 32.2 | 35.2 | 42.9 | +8.4 | 34.4 |
| | Educational Loans | 30.0 | 31.9 | 34.0 | 33.6 | +0.5 | 33.1 |
| | Free Loans | 0.8 | 2.2 | 3.5 | 3.5 | +0.0 | 3.4 |
| | Card Loans | 27.7 | 26.5 | 26.0 | 23.5 | -2.0 | 25.6 |
| Total | 86.0 | 93.0 | 98.8 | 103.7 | +7.0 | 96.7 | |
| Ashikaga | Car Loans | 12.0 | 14.5 | 16.8 | 17.2 | +1.0 | 16.1 |
| | Educational Loans | 5.7 | 7.0 | 8.5 | 8.8 | +0.7 | 8.0 |
| | Free Loans | 7.3 | 6.8 | 6.2 | 5.5 | -0.9 | 6.4 |
| | Card Loans | 37.7 | 38.4 | 39.4 | 37.4 | -1.9 | 39.3 |
| | Total | 62.8 | 66.9 | 71.0 | 68.9 | -0.9 | 69.9 |

| (6) Loans Corporate Term-end Balance by Company Size | | (¥ b n) | | | | | |
|--|-------------|-----------|---------|---------|---------|--------|---------|
| | | FYE17 | FYE18 | FYE19 | Dec-20 | YoY | Dec-19 |
| J+A | Large | 1,592.2 | 1,633.7 | 1,635.4 | 1,683.1 | +48.8 | 1,634.2 |
| | Medium/SMEs | 3,343.6 | 3,505.4 | 3,545.9 | 3,666.9 | +88.0 | 3,578.8 |
| | Total | 4,935.9 | 5,139.1 | 5,181.3 | 5,350.0 | +136.9 | 5,213.0 |
| Joyo | Large | 1,141.9 | 1,159.1 | 1,165.1 | 1,222.1 | +61.2 | 1,160.9 |
| | Medium/SMEs | 1,712.0 | 1,815.1 | 1,837.4 | 1,879.8 | +21.2 | 1,858.6 |
| | Total | 2,853.9 | 2,974.3 | 3,002.6 | 3,102.0 | +82.4 | 3,019.6 |
| Ashikaga | Large | 450.3 | 474.5 | 470.2 | 460.9 | -12.3 | 473.2 |
| | Medium/SMEs | 1,631.6 | 1,690.2 | 1,708.4 | 1,787.0 | +66.8 | 1,720.2 |
| | Total | 2,081.9 | 2,164.8 | 2,178.6 | 2,247.9 | +54.5 | 2,193.4 |

| (7) Loans Corporate Term-end Balance by Area | | (¥ b n) | | | | | |
|--|-------|-----------|---------|---------|---------|--------|---------|
| | | FYE17 | FYE18 | FYE19 | Dec-20 | YoY | Dec-19 |
| J+A | Tokyo | 1,815.8 | 1,908.8 | 1,967.5 | 2,001.8 | +34.9 | 1,966.9 |
| | Local | 3,120.0 | 3,230.3 | 3,213.8 | 3,348.1 | +102.0 | 3,246.1 |
| | Total | 4,935.9 | 5,139.1 | 5,181.3 | 5,350.0 | +136.9 | 5,213.0 |
| Joyo | Tokyo | 1,333.8 | 1,378.3 | 1,422.6 | 1,479.1 | +48.9 | 1,430.1 |
| | Local | 1,520.1 | 1,596.0 | 1,579.9 | 1,622.9 | +33.5 | 1,589.4 |
| | Total | 2,853.9 | 2,974.3 | 3,002.6 | 3,102.0 | +82.4 | 3,019.6 |
| Ashikaga | Tokyo | 482.0 | 530.5 | 544.8 | 522.7 | -14.0 | 536.7 |
| | Local | 1,599.9 | 1,634.2 | 1,633.8 | 1,725.2 | +68.5 | 1,656.6 |
| | Total | 2,081.9 | 2,164.8 | 2,178.6 | 2,247.9 | +54.5 | 2,193.4 |

【Data】 Breakdown of Banking subsidiaries

(8) Deposits Term-end Balance (¥ b n)

| | | FYE17 | FYE18 | FYE19 | Dec-20 | YoY | Dec-19 |
|----------|------------|----------|----------|----------|----------|----------|----------|
| J+A | Individual | 10,103.6 | 10,362.7 | 10,685.0 | 11,416.2 | +652.4 | 10,763.8 |
| | Corporate | 3,158.8 | 3,325.5 | 3,364.1 | 3,909.8 | +543.0 | 3,366.7 |
| | Public | 776.3 | 750.1 | 737.3 | 595.1 | +45.0 | 550.1 |
| | Total | 14,038.8 | 14,438.3 | 14,786.5 | 15,921.2 | +1,240.5 | 14,680.7 |
| Joyo | Individual | 6,280.6 | 6,440.1 | 6,633.6 | 7,068.0 | +379.5 | 6,688.4 |
| | Corporate | 1,760.2 | 1,835.4 | 1,880.3 | 2,111.5 | +237.8 | 1,873.6 |
| | Public | 468.1 | 453.6 | 459.2 | 368.7 | +26.4 | 342.3 |
| | Total | 8,509.0 | 8,729.1 | 8,973.1 | 9,548.2 | +643.8 | 8,904.3 |
| Ashikaga | Individual | 3,823.0 | 3,922.5 | 4,051.4 | 4,348.2 | +272.8 | 4,075.4 |
| | Corporate | 1,398.5 | 1,490.1 | 1,483.8 | 1,798.2 | +305.1 | 1,493.1 |
| | Public | 308.1 | 296.5 | 278.1 | 226.4 | +18.6 | 207.8 |
| | Total | 5,529.8 | 5,709.2 | 5,813.4 | 6,372.9 | +596.6 | 5,776.3 |

Foreign Currency Deposit (¥ b n)

| | | FYE17 | FYE18 | FYE19 | Dec-20 | YoY | Dec-19 |
|----------|--|-------|-------|-------|--------|-------|--------|
| J+A | | 275.2 | 306.0 | 219.7 | 214.0 | -54.6 | 268.6 |
| Joyo | | 199.1 | 222.6 | 176.4 | 185.1 | -20.8 | 206.0 |
| Ashikaga | | 76.0 | 83.3 | 43.2 | 28.8 | -33.7 | 62.5 |

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

| | | FYE17 | FYE18 | FYE19 | Dec-20 | YoY | Dec-19 |
|-------------|---------------------------|---------|---------|---------|---------|-------|---------|
| Group total | Investment trusts | 570.7 | 556.1 | 463.7 | 518.8 | -26.1 | 544.9 |
| | Insurance | 779.0 | 817.2 | 812.6 | 820.5 | -6.0 | 826.5 |
| | Foreign currency deposits | 203.8 | 218.5 | 166.1 | 175.7 | -52.0 | 227.8 |
| | JGB etc. | 200.6 | 173.6 | 156.2 | 162.0 | +7.0 | 155.0 |
| | Mebuki Securities | 204.3 | 272.8 | 282.0 | 346.4 | +46.0 | 300.3 |
| | Total | 1,958.6 | 2,038.3 | 1,880.9 | 2,023.5 | -31.1 | 2,054.7 |
| Joyo | Investment trusts | 257.9 | 263.3 | 214.7 | 233.9 | -17.9 | 251.8 |
| | Insurance | 450.6 | 465.6 | 471.9 | 480.4 | +3.5 | 476.9 |
| | Foreign currency deposits | 127.7 | 135.5 | 122.9 | 146.9 | -2.1 | 149.1 |
| | JGB etc. | 138.0 | 118.5 | 104.1 | 107.5 | +2.0 | 105.4 |
| Total | 974.4 | 983.1 | 913.8 | 968.8 | -14.5 | 983.3 | |
| Ashikaga | Investment trusts | 312.7 | 292.8 | 249.0 | 284.8 | -8.1 | 293.0 |
| | Insurance | 328.4 | 351.5 | 340.6 | 340.0 | -9.5 | 349.6 |
| | Foreign currency deposits | 76.0 | 82.9 | 43.2 | 28.8 | -49.8 | 78.6 |
| | JGB etc. | 62.6 | 55.0 | 52.1 | 54.5 | +4.9 | 49.5 |
| Total | 779.8 | 782.4 | 685.0 | 708.3 | -62.6 | 770.9 | |

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

| | | FY17 | FY18 | FY19 | 3Q20 | YoY | 3Q19 |
|-------------|---|-------|-------|------|-------|-------|------|
| Group Total | Investment trusts(*1) | 7.36 | 5.69 | 5.91 | 4.26 | +0.00 | 4.26 |
| | Insurance(*2) | 2.67 | 4.67 | 4.26 | 2.40 | -0.91 | 3.31 |
| | Foreign currency deposits | 0.86 | 0.98 | 0.68 | 0.37 | -0.10 | 0.47 |
| | JGB etc. | 0.04 | 0.04 | 0.08 | 0.05 | -0.00 | 0.05 |
| | Financial instrument intermediary service | 0.82 | 0.49 | 0.72 | 0.53 | +0.04 | 0.49 |
| | Mebuki Securities | 3.05 | 1.94 | 2.98 | 2.22 | +0.20 | 2.02 |
| Total | 14.82 | 13.84 | 14.66 | 9.85 | -0.78 | 10.63 | |
| Joyo | Investment trusts(*1) | 3.34 | 2.63 | 2.83 | 2.03 | -0.01 | 2.04 |
| | Insurance(*2) | 1.24 | 2.12 | 2.61 | 1.61 | -0.43 | 2.04 |
| | Foreign currency deposits | 0.49 | 0.70 | 0.50 | 0.26 | -0.07 | 0.34 |
| | JGB etc. | 0.03 | 0.03 | 0.05 | 0.04 | +0.00 | 0.04 |
| | Financial instrument intermediary service | 0.51 | 0.27 | 0.43 | 0.29 | +0.01 | 0.27 |
| | Total | 5.63 | 5.77 | 6.44 | 4.25 | -0.50 | 4.75 |
| Ashikaga | Investment trusts(*1) | 4.01 | 3.06 | 3.08 | 2.23 | +0.01 | 2.21 |
| | Insurance(*2) | 1.42 | 2.55 | 1.64 | 0.79 | -0.47 | 1.26 |
| | Foreign currency deposits | 0.36 | 0.28 | 0.18 | 0.10 | -0.02 | 0.13 |
| | JGB etc. | 0.00 | 0.00 | 0.02 | 0.01 | -0.00 | 0.01 |
| | Financial instrument intermediary service | 0.31 | 0.22 | 0.29 | 0.24 | +0.02 | 0.21 |
| | Total | 6.13 | 6.12 | 5.22 | 3.37 | -0.47 | 3.85 |

* 1 : Sales commission+ Trust fee

* 2 : Excl. executive life insurance

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

| | | FY17 | FY18 | FY19 | 3Q20 | YoY | 3Q19 |
|----------|--------------------|------|------|------|------|-------|------|
| J+A | Credit Related | 6.24 | 7.57 | 8.20 | 5.17 | -0.55 | 5.73 |
| | Consulting Related | 1.83 | 2.02 | 1.44 | 1.15 | +0.08 | 1.07 |
| | total | 8.08 | 9.59 | 9.65 | 6.33 | -0.47 | 6.80 |
| Joyo | Credit Related | 3.39 | 4.14 | 4.24 | 2.80 | -0.04 | 2.84 |
| | Consulting Related | 1.06 | 1.14 | 0.80 | 0.74 | +0.14 | 0.59 |
| | total | 4.45 | 5.28 | 5.05 | 3.54 | +0.10 | 3.43 |
| Ashikaga | Credit Related | 2.84 | 3.42 | 3.95 | 2.37 | -0.51 | 2.88 |
| | Consulting Related | 0.77 | 0.88 | 0.64 | 0.41 | -0.06 | 0.47 |
| | total | 3.61 | 4.30 | 4.60 | 2.78 | -0.57 | 3.36 |

【Data】 Breakdown of Banking subsidiaries

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

| | | FYE17 | FYE18 | FYE19 | Dec-20 | YoY |
|--------------------------------|-------------------------|---------|---------|---------|---------|--------|
| Mebuki FG (Consolidated) | Domestic bonds | 2,374.3 | 2,436.8 | 2,359.4 | 2,455.8 | +96.3 |
| | Foreign bonds | 616.5 | 829.6 | 831.6 | 920.0 | +88.3 |
| | Stocks | 307.8 | 280.2 | 226.0 | 249.2 | +23.2 |
| | Investment trusts, etc. | 877.9 | 799.8 | 658.9 | 653.7 | -5.1 |
| | Total | 4,176.7 | 4,346.6 | 4,076.1 | 4,278.9 | +202.7 |
| Joyo | Domestic bonds | 1,725.4 | 1,812.4 | 1,746.7 | 1,807.0 | +60.3 |
| | Foreign bonds | 393.7 | 513.2 | 505.3 | 576.4 | +71.0 |
| | Stocks | 263.2 | 243.4 | 197.2 | 217.3 | +20.1 |
| | Investment trusts, etc. | 420.1 | 456.7 | 388.1 | 364.3 | -23.7 |
| | Total | 2,802.5 | 3,025.9 | 2,837.4 | 2,965.1 | +127.7 |
| Ashikaga | Domestic bonds | 634.3 | 610.9 | 600.3 | 639.0 | +38.7 |
| | Foreign bonds | 222.7 | 316.3 | 326.3 | 343.6 | +17.3 |
| | Stocks | 80.3 | 72.4 | 64.2 | 38.4 | -25.8 |
| | Investment trusts, etc. | 453.5 | 338.7 | 266.7 | 285.2 | +18.5 |
| | Total | 1,391.0 | 1,338.4 | 1,257.5 | 1,306.4 | +48.8 |

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

| | | FYE17 | FYE18 | FYE19 | Dec-20 | YoY |
|--------------------------------|-------------------------|-------|-------|-------|--------|--------|
| Mebuki FG (Consolidated) | Stocks | 157.3 | 136.2 | 86.9 | 122.1 | +35.2 |
| | Domestic bonds | 16.4 | 21.1 | 9.2 | 7.4 | -1.7 |
| | Investment trusts, etc. | 9.8 | 7.2 | -21.3 | 21.2 | +42.5 |
| | Foreign bonds | -12.0 | 10.3 | 24.3 | 54.0 | +29.6 |
| | Total | 171.6 | 174.9 | 99.1 | 204.8 | +105.6 |
| Joyo | Stocks | 144.8 | 128.0 | 85.1 | 115.3 | +30.1 |
| | Domestic bonds | 17.9 | 19.3 | 9.0 | 6.9 | -2.0 |
| | Investment trusts, etc. | 17.0 | 12.6 | -8.3 | 17.0 | +25.3 |
| | Foreign bonds | -3.4 | 10.4 | 12.8 | 25.3 | +12.5 |
| | Total | 176.3 | 170.5 | 98.7 | 164.7 | +65.9 |
| Ashikaga | Stocks | 34.4 | 28.4 | 20.8 | 25.3 | +4.4 |
| | Domestic bonds | 17.3 | 15.7 | 11.5 | 10.1 | -1.4 |
| | Investment trusts, etc. | -5.2 | -2.3 | -10.6 | 5.7 | +16.3 |
| | Foreign bonds | -5.3 | 2.8 | 13.8 | 30.4 | +16.6 |
| | Total | 41.0 | 44.6 | 35.6 | 71.6 | +36.0 |

(14) Strategic shareholdings (Balance) (¥ b n)

| | | FYE17 | FYE18 | FYE19 | Dec-20 | YoY |
|----------|---------|-------|-------|-------|--------|-------|
| J+A | Balance | 130.5 | 125.5 | 114.0 | 98.9 | -15.1 |
| Joyo | Balance | 113.7 | 110.7 | 99.7 | 86.1 | -13.6 |
| Ashikaga | Balance | 16.8 | 14.8 | 14.3 | 12.8 | -1.5 |

(15) Gains/Losses on Securities (¥ b n)

| | | FY17 | FY18 | FY19 | 3Q20 | YoY | 3Q19 |
|----------|-------------------------|------|-------|------|------|------|------|
| J+A | Bonds | -6.4 | -10.7 | -2.0 | -1.1 | -1.2 | 0.0 |
| | Stocks | 10.5 | 10.7 | 0.4 | 1.9 | -5.1 | 7.1 |
| | Investment trusts, etc. | 5.4 | 11.6 | 7.3 | 6.0 | -0.3 | 6.3 |
| | Total | 9.5 | 11.6 | 5.6 | 6.8 | -6.7 | 13.5 |
| Joyo | Bonds | -3.8 | -7.3 | -0.9 | -0.4 | -1.6 | 1.1 |
| | Stocks | 9.4 | 12.4 | 0.6 | 2.2 | -2.2 | 4.5 |
| | Investment trusts, etc. | 1.0 | 1.6 | 5.2 | 4.6 | +0.3 | 4.2 |
| | Total | 6.6 | 6.7 | 4.8 | 6.5 | -3.4 | 10.0 |
| Ashikaga | Bonds | -2.5 | -3.3 | -1.1 | -0.7 | +0.3 | -1.1 |
| | Stocks | 1.0 | -1.7 | -0.1 | -0.3 | -2.9 | 2.5 |
| | Investment trusts, etc. | 4.4 | 9.9 | 2.0 | 1.4 | -0.6 | 2.0 |
| | Total | 2.8 | 4.8 | 0.8 | 0.3 | -3.2 | 3.5 |

【Data】 Breakdown of Banking subsidiaries

| (16) Expenses | | (¥ b n) | | | | | |
|---------------|---------------|-----------|-------|-------|------|------|------|
| | | FY17 | FY18 | FY19 | 3Q20 | YoY | 3Q19 |
| J+A | Personnel | 59.7 | 60.6 | 61.2 | 45.1 | -0.7 | 45.9 |
| | Non-Personnel | 46.6 | 46.1 | 46.7 | 32.0 | -2.5 | 34.6 |
| | Taxes | 7.1 | 7.3 | 7.0 | 5.3 | -0.2 | 5.5 |
| | Total | 113.5 | 114.1 | 115.0 | 82.5 | -3.5 | 86.1 |
| Joyo | Personnel | 33.6 | 33.8 | 33.5 | 25.0 | -0.2 | 25.3 |
| | Non-Personnel | 28.7 | 27.7 | 26.8 | 18.4 | -1.5 | 20.0 |
| | Taxes | 3.9 | 3.8 | 3.8 | 2.9 | -0.1 | 3.1 |
| Total | 66.3 | 65.3 | 64.2 | 46.5 | -1.9 | 48.4 | |
| Ashikaga | Personnel | 26.1 | 26.8 | 27.6 | 20.0 | -0.5 | 20.6 |
| | Non-Personnel | 17.8 | 18.4 | 19.9 | 13.6 | -0.9 | 14.5 |
| | Taxes | 3.2 | 3.5 | 3.1 | 2.3 | -0.1 | 2.4 |
| | Total | 47.2 | 48.8 | 50.7 | 36.0 | -1.6 | 37.7 |

| (17) Credit related cost | | (¥ bn) | | | | | |
|----------------------------|--|----------|------|------|------|------|------|
| | | FY17 | FY18 | FY19 | 3Q20 | YoY | 3Q19 |
| J+A | | 7.9 | 9.3 | 19.0 | 13.6 | +1.3 | 12.2 |
| Joyo | | 4.9 | 4.2 | 10.1 | 7.3 | +0.5 | 6.7 |
| Ashikaga | | 3.0 | 5.0 | 8.8 | 6.2 | +0.8 | 5.4 |

| (18) Disclosed Claims under the Financial Revitalization Law | | (¥ b n) | | | | |
|--|-----------------------------|-----------|-------|-------|--------|------|
| | | FYE17 | FYE18 | FYE19 | Dec-20 | YoY |
| Mebuki | Bankrupt claims | 16.6 | 15.9 | 12.7 | 11.0 | -1.7 |
| FG | Doubtful claims | 130.5 | 125.1 | 129.0 | 136.5 | +7.4 |
| (Consolidated) | Requiring monitoring claims | 37.7 | 32.2 | 27.9 | 30.0 | +2.0 |
| | Total | 185.0 | 173.3 | 169.8 | 177.6 | +7.8 |
| Joyo | Bankrupt claims | 6.7 | 6.1 | 5.7 | 5.1 | -0.5 |
| | Doubtful claims | 65.3 | 66.4 | 69.9 | 74.9 | +4.9 |
| | Requiring monitoring claims | 19.8 | 17.5 | 12.5 | 12.9 | +0.3 |
| Total | | 91.9 | 90.2 | 88.2 | 93.0 | +4.7 |
| Ashikaga | Bankrupt claims | 8.8 | 8.7 | 5.8 | 4.8 | -0.9 |
| | Doubtful claims | 65.0 | 58.5 | 59.0 | 61.5 | +2.5 |
| | Requiring monitoring claims | 17.9 | 14.7 | 15.4 | 17.1 | +1.6 |
| Total | | 91.8 | 81.9 | 80.2 | 83.5 | +3.2 |

| (19) Non-accrual delinquent loans (to Business) (1 month or more) | | (¥ bn) | | | | | |
|---|--|----------|-------|-------|--------|------|--------|
| | | FYE17 | FYE18 | FYE19 | Dec-20 | YoY | Dec-19 |
| J+A | | 1.1 | 0.5 | 1.2 | 3.1 | +0.7 | 2.4 |
| Joyo | | 1.0 | 0.3 | 0.3 | 0.5 | -0.5 | 1.0 |
| Ashikaga | | 0.1 | 0.2 | 0.9 | 2.6 | +1.2 | 1.4 |

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