

Financial Results for the First Quarter of FY2020

August-20

Financial Results for 1Q20

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



Financial Results for 1Q20 / Topics

Highlights

Results for 1Q20

- Consolidated gross profit decreased YoY mainly due to decrease of interest and dividends on securities because of redemptions of government bonds and decrease of fees from customers due to refraining from visiting customers considering impact of COVID-19 .
- However, consolidated net income^(*) increased YoY due to cost reductions, improvement of credit related costs, and realization of gains and losses on securities considering recovery of stock prices.

(*) Attributable to owners of the parent

➤ Consolidated Income^(*) : ¥13.0bn
(+¥1.4bn YoY / 39.6% progress toward the full-year forecast)

Forecast for FY20

- Since the progress toward full-year forecast is 39.6% at the end of 1Q20, forecast for FY20 remains unchanged from that announced on May 13, 2020

➤ Consolidated Income^(*) ¥33.0bn

Shareholder Returns for FY20

➤ Annual Dividends(scheduled) : ¥11.0 per share (at the same level of FY19)

➤ Return Policy : Total Return Ratio is targeted over 30%
We will continue to consider the dividend level.

Main Points of 1Q20 Financial Results

Mebuki FG (Consolidated)

	1Q20	YoY Chg	Progress
Gross business profit	45.8	-4.1	-
Net interest income	35.6	-2.7	-
Net fees and commissions	9.6	-0.6	-
Net trading income	0.5	-0.0	-
Net other business income	-0.0	-0.7	-
Expenses	29.5	-0.7	-
Credit related cost	3.4	-1.1	-
Gains/losses related to stocks	5.8	+4.8	-
Ordinary profit	19.2	2.8	39.7%
Extraordinary income/losses	-0.5	-0.5	-
Net income	13.0	1.4	39.6%

【 Consolidation adjustment 】 (2)-(1) -4.0bn

Dividends receivable from Ashikaga Credit Guarantee, Co., (-2.9bn)

Adjustments related to securities, etc (-0.7bn)

【Reference】 Joyo and Ashikaga “J +A”(Non-consolidated)

- Net income includes dividends of ¥2.9bn from Ashikaga's affiliated companies. Since this is removed from consolidated FS, there is no effect on the YoY change of net income of FG consolidated.

Joyo and Ashikaga "J +A"(Non-consolidated)

	1Q20	YoY Chg	Progress
Gross business profit	44.6	-4.9	-
(Core gross business profit)	44.6	-4.4	-
Net interest income	36.5	-3.4	-
(o/w gains/losses on cancellation of private offering investment trusts)	0.1	-2.3	-
Net fees and commissions	7.8	-0.7	-
Net other business income	0.2	-0.6	-
(o/w gains/losses on bond transactions)	0.0	-0.4	-
Expenses	28.2	-1.0	-
Net business income	16.4	-3.8	-
(before general allowance for loan losses)	16.4	-3.4	-
Core net business income	16.4	-3.4	-
(excl. gains/losses on cancellation of private offering investment trusts)	16.2	-1.0	-
Net transfer to general allowance for loan losses (a)	1.0	+1.7	-
Net business income	15.3	-5.6	-
Net non-recurrent gains/losses	3.6	+6.8	-
o/w Disposal of non-performing loans (b)	2.0	-2.7	-
o/w Gains/losses related to stocks, etc.	5.9	+4.3	-
Ordinary profit	18.9	+1.3	40.3%
Extraordinary income/losses	2.3	+2.3	-
Net income (J + A)	15.9	+3.2	47.4%
Net income (Group total)	17.1	+3.4	-
Credit related cost (J + A)	3.1	-1.0	(15.7%)

Topics ① ~ Status of Funding Support ~

※ Results for July 2020 are preliminary figures based on internal management

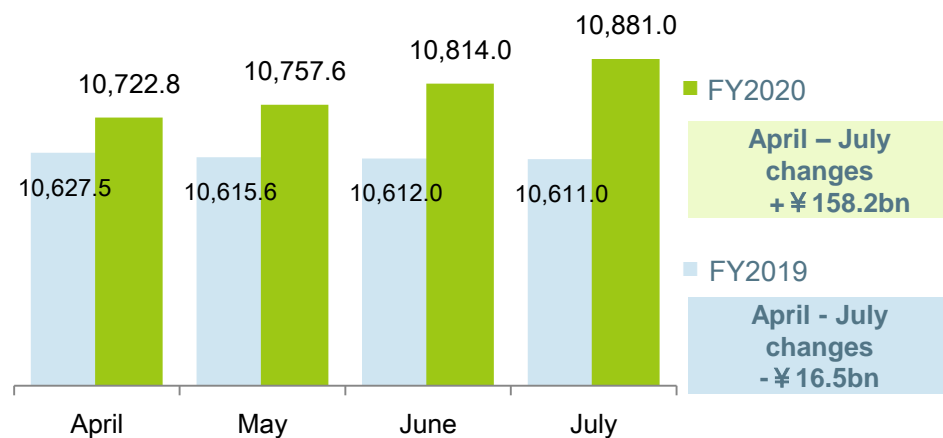
We focused our efforts on COVID-19 related financing, mainly to businesses.

Average balance of yen-denominated loans continued to increase. (It decreased from April to July of the previous year.)

Amount of housing loans provided is on a recovery trend, too.

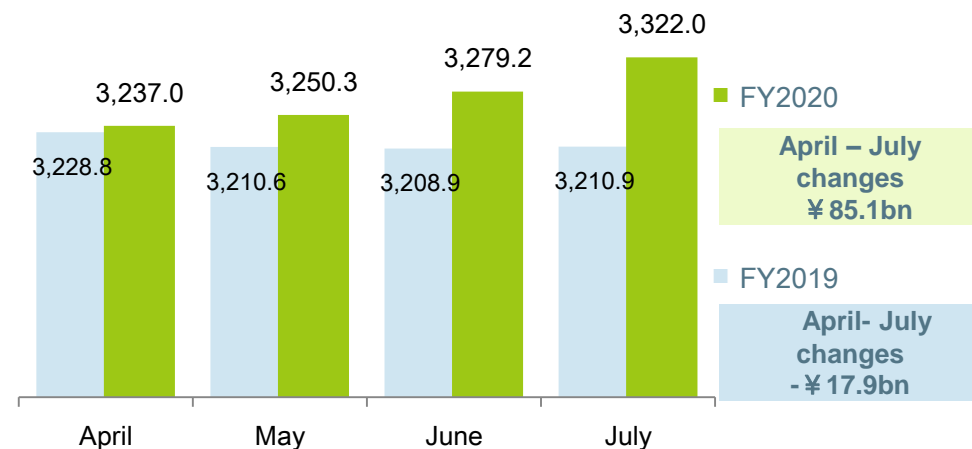
Yen-denominated Loans

(monthly average balance/ ¥ bn)



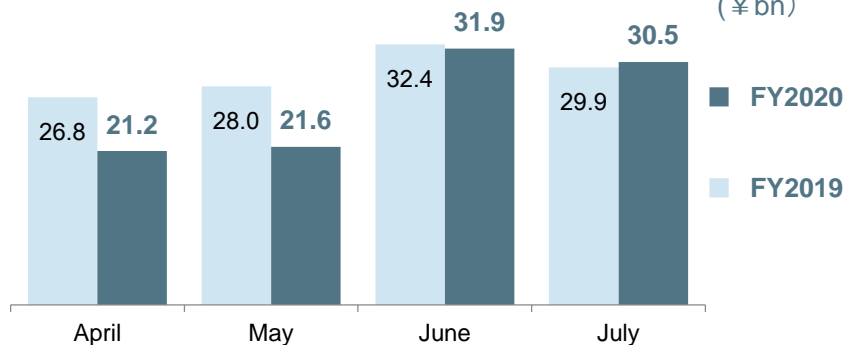
Loans to Local Corporate Customers

(monthly average balance/ ¥ bn)



Housing Loans Provided by Month

(¥ bn)



COVID-19 Related Loans Provided

【To business corporations / Cumulative total (until July 2020)】 (¥ bn)

Total	Original Loans		o/w To Local Customers	Guaranteed Loans	
	Original Loans	Guaranteed Loans		Original Loans	Guaranteed Loans
302.1	145.8	156.2	233.7	79.0	154.7

Topics ② ~ Impact of COVID-19 on Customers ~

※ Results for July 2020 are preliminary figures based on internal management

Currently, the number of applications for change of loan conditions, as well as credit related costs, are stable. However, there is concern that the impact of COVID-19 will be prolonged, and we continue to strengthen support for our customers.

Status of Changes in Loan Conditions

【Number of borrowers who applied / Amount of loans applied】

(Cumulative total until July 2020)

	1Q20	July	Cumulative total	Percentage to total borrowers
Loans to Businesses (Amount)	925 companies (¥57.1bn)	149 companies (¥10.3bn)	1,074 companies (¥67.5bn)	Approx. 1.6%
Housing Loans (Amount)	293 borrowers (¥51.0bn)	59 borrowers (¥0.9bn)	352 borrowers (¥61.0bn)	Approx. 0.1%

Credit Related Costs (¥ bn)

	1Q20	July	Cumulative total
Credit Related Costs (FY20 forecast ¥20.0bn)	3.1	0.5	3.6

Support and Response to Financing Needs

Hearings with businesses

- Since the outbreak of COVID-19, we have conducted hearings with businesses about the impact on sales and business performance

【Percentage of respondents who were impacted】

March 2020 29.1% → June 2020 60.0%

- In addition to the impact on business performance, we have researched the need for cash flow and business support, and strengthened solution proposals based on feasibility evaluation.

【Growing needs in the COVID-19 pandemic】

Expansion and restructuring of sales channel /suppliers

Human resources introduction

Digitization

Corporate insurance

Response to financing needs

- Continuation of support by loans guaranteed by Credit Guarantee Corporations (interest-free and unsecured)
- Expansion of investment targets of "Disaster Recovery Support Fund"(*1) and Utilization

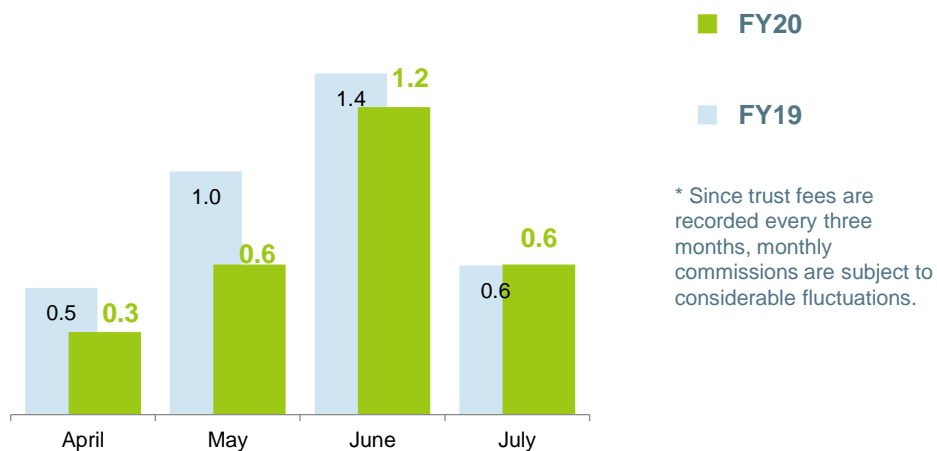
(*1)The business revitalization fund established by Regional Economy Vitalization Corporation of Japan (REVIC) in January 2020, and also funded by Jojo Bank and Ashikaga Bank.

Topics ③ ~Fees and Comissions~

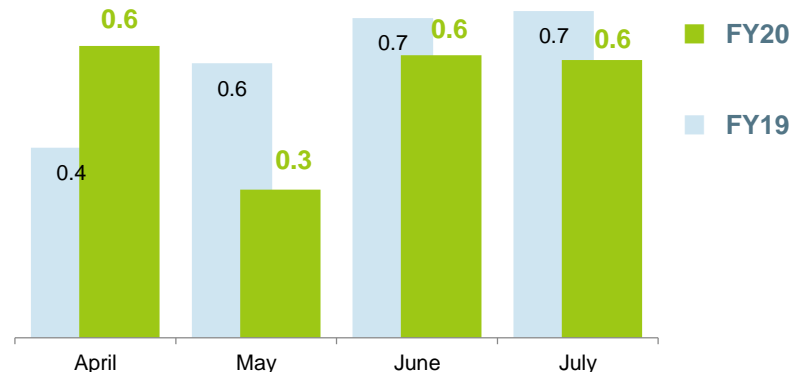
Though commissions of assets under custody and fees from corporate customers fell due to COVID-19, they are recovering from June.

Considering the impacts of COVID-19, we strengthen to meet asset building and business consulting needs.

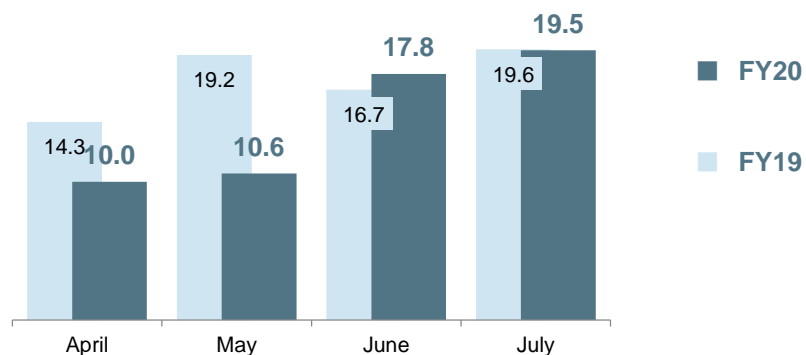
Comissions (¥bn)



Fees from Corporate Customers (¥bn)



Sales of Investment Trusts and Insurance (¥bn)



Meeting customers' asset building and business consulting needs

Changes in customers' needs due to COVID-19

- Meeting needs for insurance based on appeal coverage details
- Support for cashless payments and digitalization
- Support for risk and BCP management

Ensure contact with customers/ Expand products

- Online seminar
- Remote sales (Online sales tools · Web meeting tools, etc.)
- Expand web specialized products/ Introduce online campaigns leading customers to make transactions

Topics ④ ~ Channel Network Optimization ~

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

As of end of June 2020, we expect to free-up 440 staff and exceed ¥1.3 bn in cost reductions by enhancing the efficiency of branch network by 143 locations (including the streamlining of 50 real branches).

(*) 337 domestic branches
(two banks' total, as of end of FY2018, including in-store branches and specialized money transfer branch, etc.)

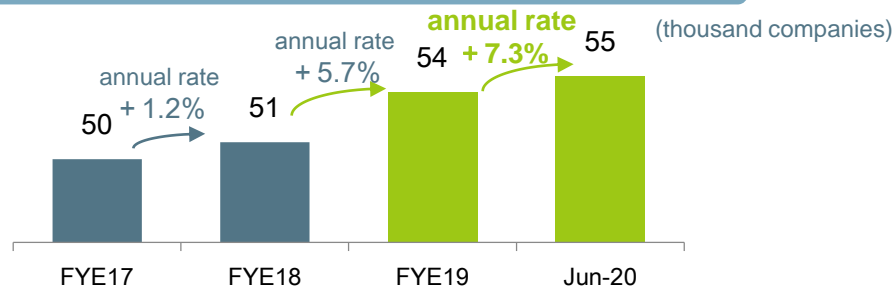
Branch Network Review



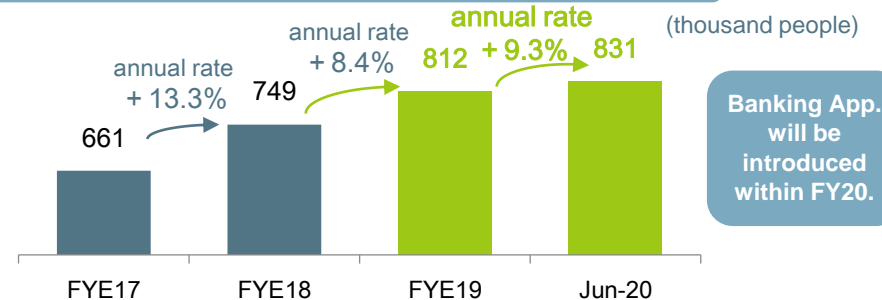
(*2) Reviewing branch style of small number of people and others (*3) Annual cost in FY2021, compared with FY2018

Expansion of Non-face-to-face Channel

Number of corporate internet banking contracts



Number of individual internet banking contracts

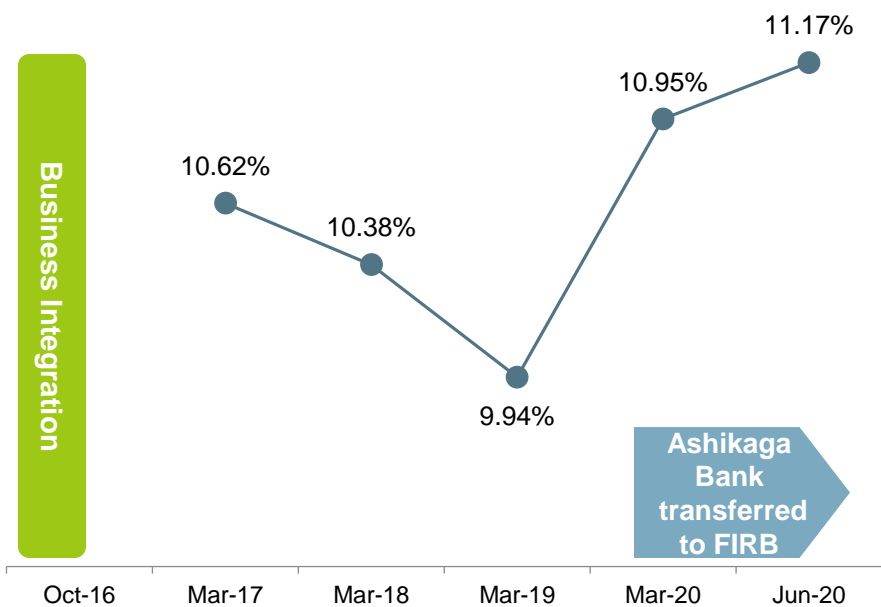


Banking App.
will be
introduced
within FY20.

Topics ⑤ ~Capital Adequacy Ratio / Dividends, Shareholder Returns~

Consolidated Capital Adequacy Ratio as of June 2020 increased 0.22% to 11.17% comparing to March 2020 due to capital generation and risk-weighted asset control of securities.

Capital Adequacy Ratio



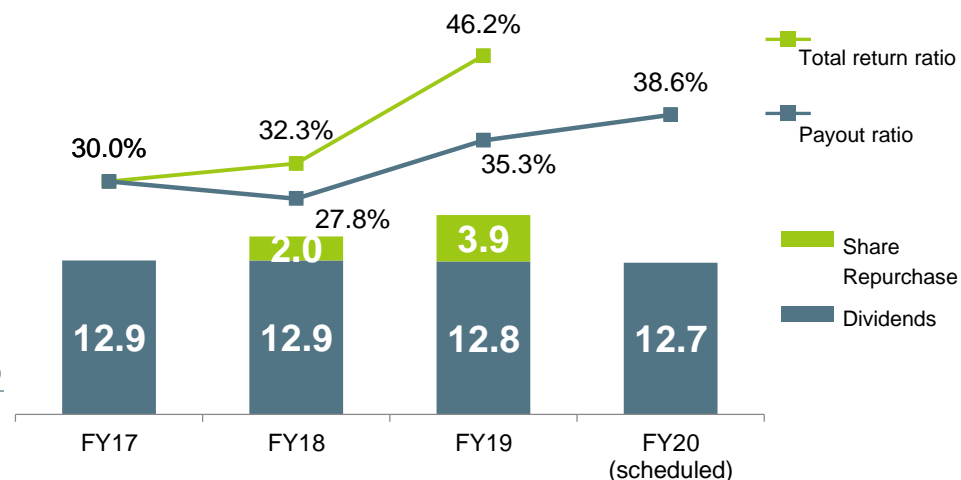
Dividends, Shareholder Returns

Capital 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

Results of Dividends and Shareholder Returns (¥bn)



	Oct-16	Mar-17	Mar-18	Mar-19	Mar-20	Jun-20
Capital	789.0	802.7	791.5	780.9	792.1	792.1 ¥bn
Risk-weighted Assets	7422.8	7730.1	7955.7	7127.8	7088.3	7088.3 ¥bn

(o/w subordinated loans ¥30.0bn) (*)

(*) Day of first call 2021/3/26 (Due on 2026/3/27)

Financial Results for 1Q20 (Released on August,6 2020)

Loans (1) Term-end Balance

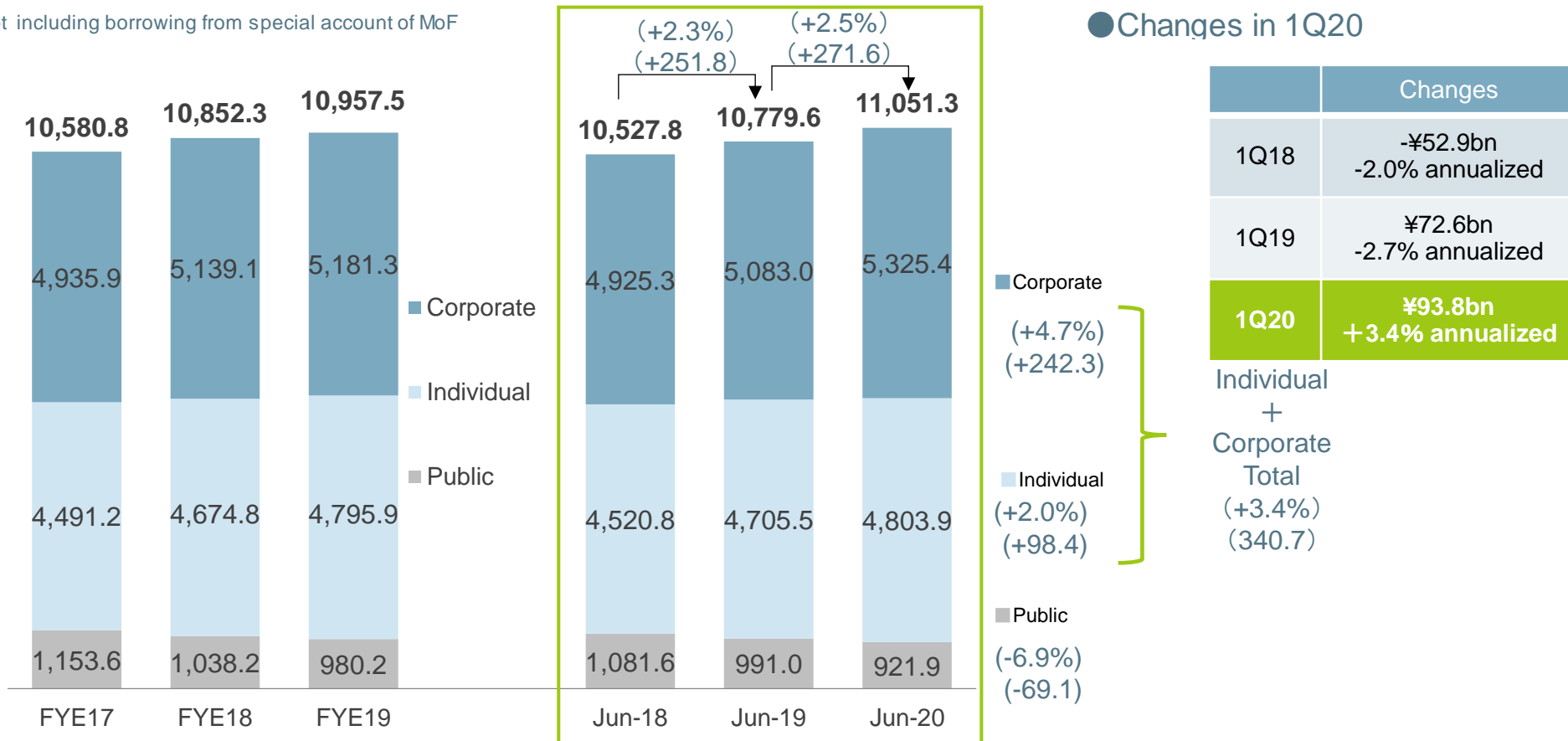
Amount of loans increased by ¥271.6 bn YoY (+2.5% annualized), especially increasing during 1Q20 by ¥93.8 bn (+3.4%). Normally the amount decreases in 1st quarter.

Loans to corporate customers increased due to demand for funds caused by impact of COVID-19.

*Reference P6,7,20, for detailed information about loans.

Joyo Bank + Ashikaga Bank

(*)Not including borrowing from special account of MoF



Loans to 'borrowing from special account of MoF (FYE19) ¥399.4bn (FYE20) ¥ 519.8bn

(Jun-19) ¥596.0bn (Jun-20) ¥ 500.2bn

Loans (2) Individual and Corporate

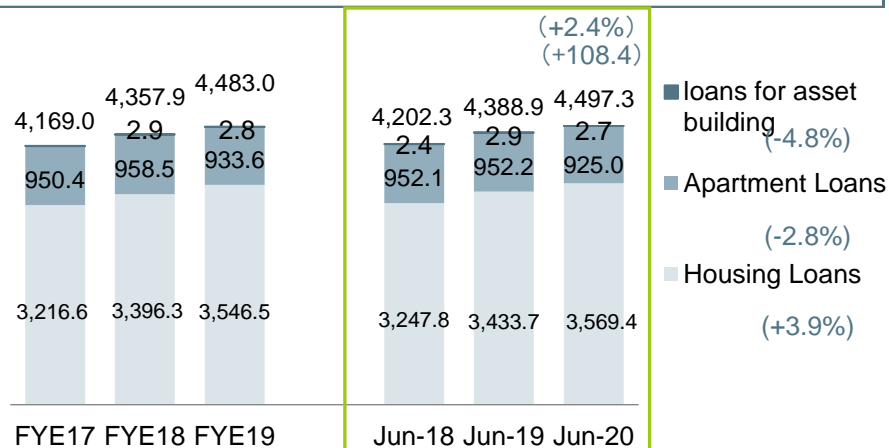
Individual

Housing related to loans and unsecured loans increased by 3.9% and 3.1% annualized respectively.

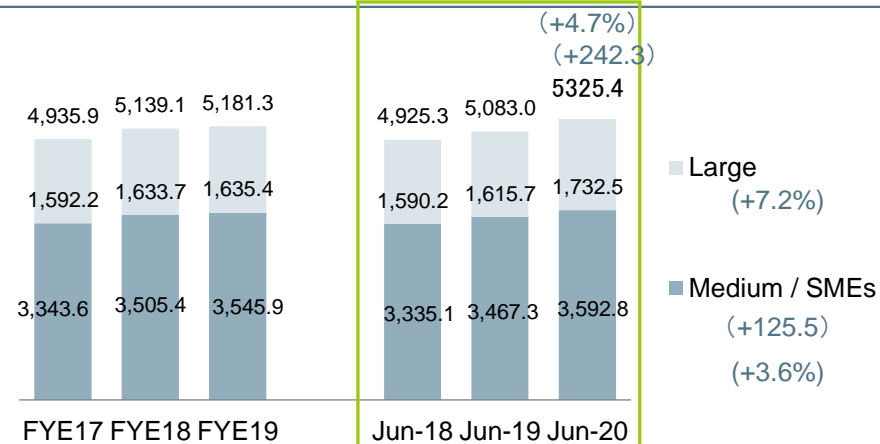
Corporate

Loans related to COVID-19 increased.

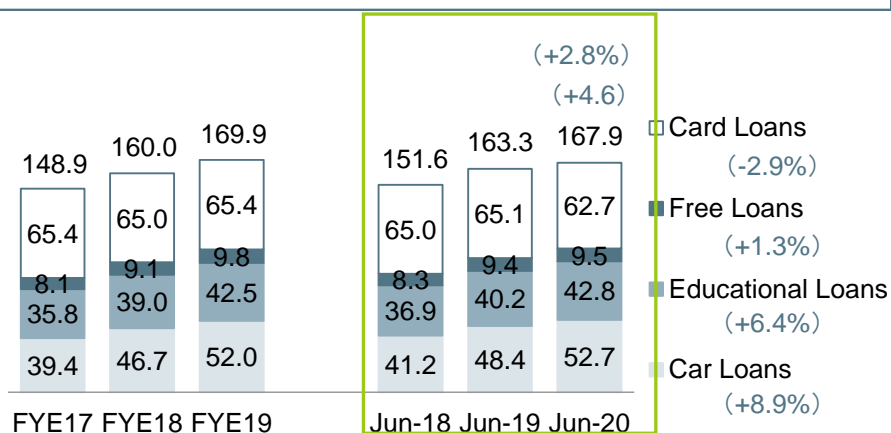
Housing Related Loans (¥bn)



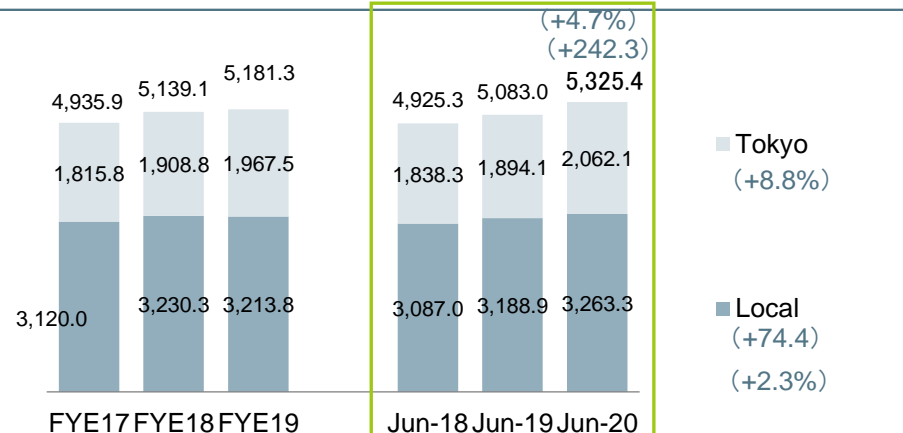
Term-end Balance by Company Size (¥bn)



Unsecured Loans (¥bn)



Term-end Balance by Area (¥bn)



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

Cumulative amount of loans provided is ¥243.1 bn, of which ¥177.6 bn to local corporate customers.

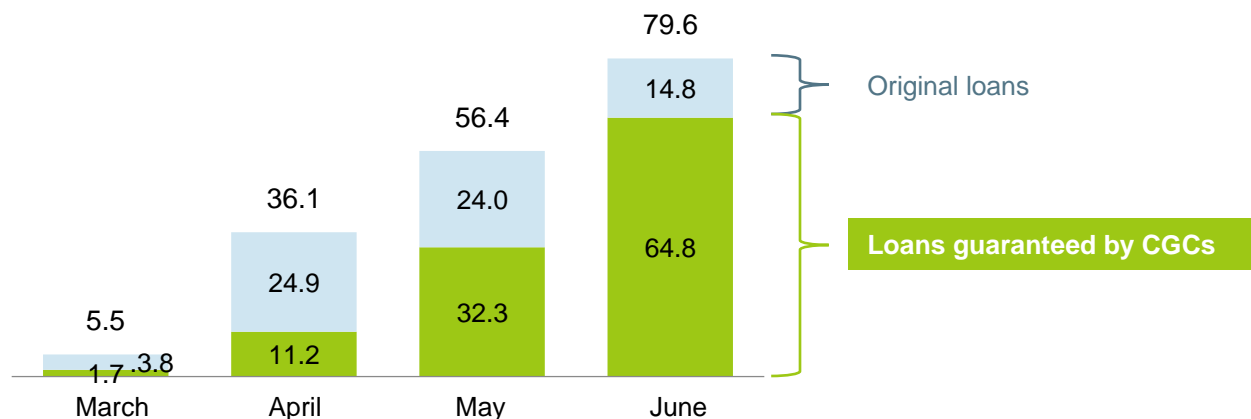
New loans increased due to a increase in loans guaranteed by CGCs (*1) .

(*1) Credit Guarantee Corporations

Amount of loans provided related to COVID-19 (Cumulative total until June 2020) (number / ¥ bn)

	Total			To local customers			In Tokyo		
	Original loans	Guaranteed loans		Original loans	Guaranteed loans		Original loans	Guaranteed loans	
Number of loans provided	795	5,011	5,806	712	4,987	5,699	83	24	107
Amount of loans provided	128.6	114.5	243.1	64.2	113.3	177.6	64.3	1.2	65.5

Amount of loans provided to local customers by month (¥ bn)



Average Yield of Loans / Net Interest Income

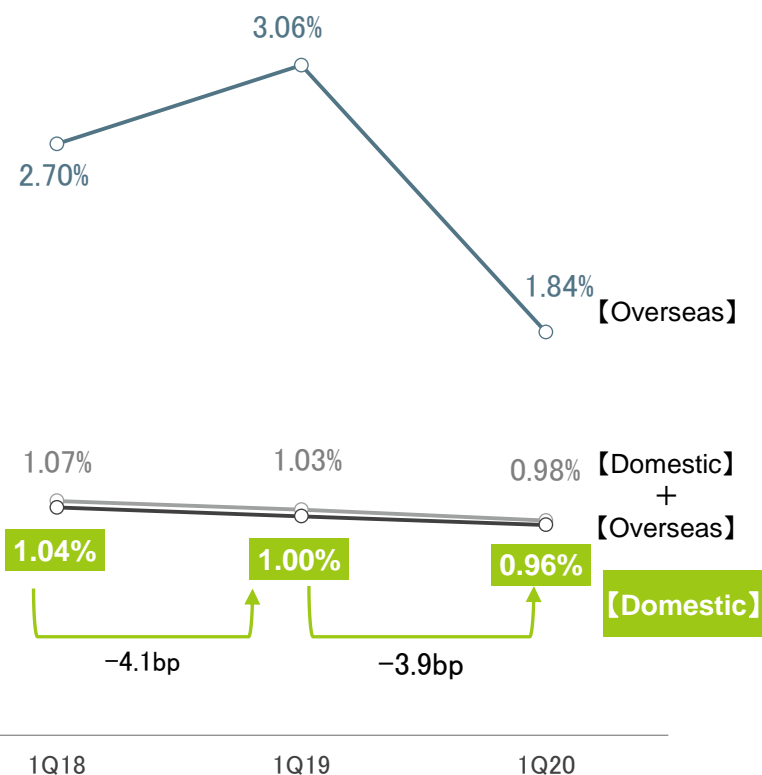
While the average yield remains in a decreasing trend, the decrease of domestic loans reduced to 3.9bp compared to 4.1bp during the previous period. Difference of interests between loans and deposits decreased by ¥0.1bn YoY mainly due to decrease of interest on foreign currency deposits.

Interest income including securities' income, 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

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

Factor	Results	YoY Chg	Domestic		Overseas		
			Chg. in Factors	Chg. in Factors			
Interest on loans and bills discounted(*)	Avg	—	+0.5	+0.3	(+146.4)	+0.2	(+32.8)
	Yield	—	-1.6	-1.0	(-3.9bp)	-0.5	(-122.6bp)
	subtotal	26.8	-1.0	-0.6	—	-0.3	—
Interest on deposits (-)	0.6	-0.9	-0.0	—	-0.9	—	
Difference of interests between loans and deposits		26.2	-0.1	-0.6	—	+0.5	—
Interest and dividend on securities (including gains on cancellation of Private Offering Investment Trusts)	Avg	—	-0.2	-0.3	(-128.1)	+0.0	(+13.2)
	Yield	—	-4.0	-3.3	(-41.3bp)	-0.7	(-37.2bp)
	subtotal	11.5	-4.3	-3.6	—	-0.6	—
(excluding gains on cancellation of Private Offering Investment Trusts)		11.3	-1.9	-1.3	—	-0.6	—
Market investments and borrowings (-)	1.3	-1.0	+0.1	—	-1.1	—	
Total		36.5	-3.4	-4.4	—	+0.9	—
(excluding gains on cancellation of Private Offering Investment Trusts)		36.3	-1.0	-2.0	—	+0.9	—

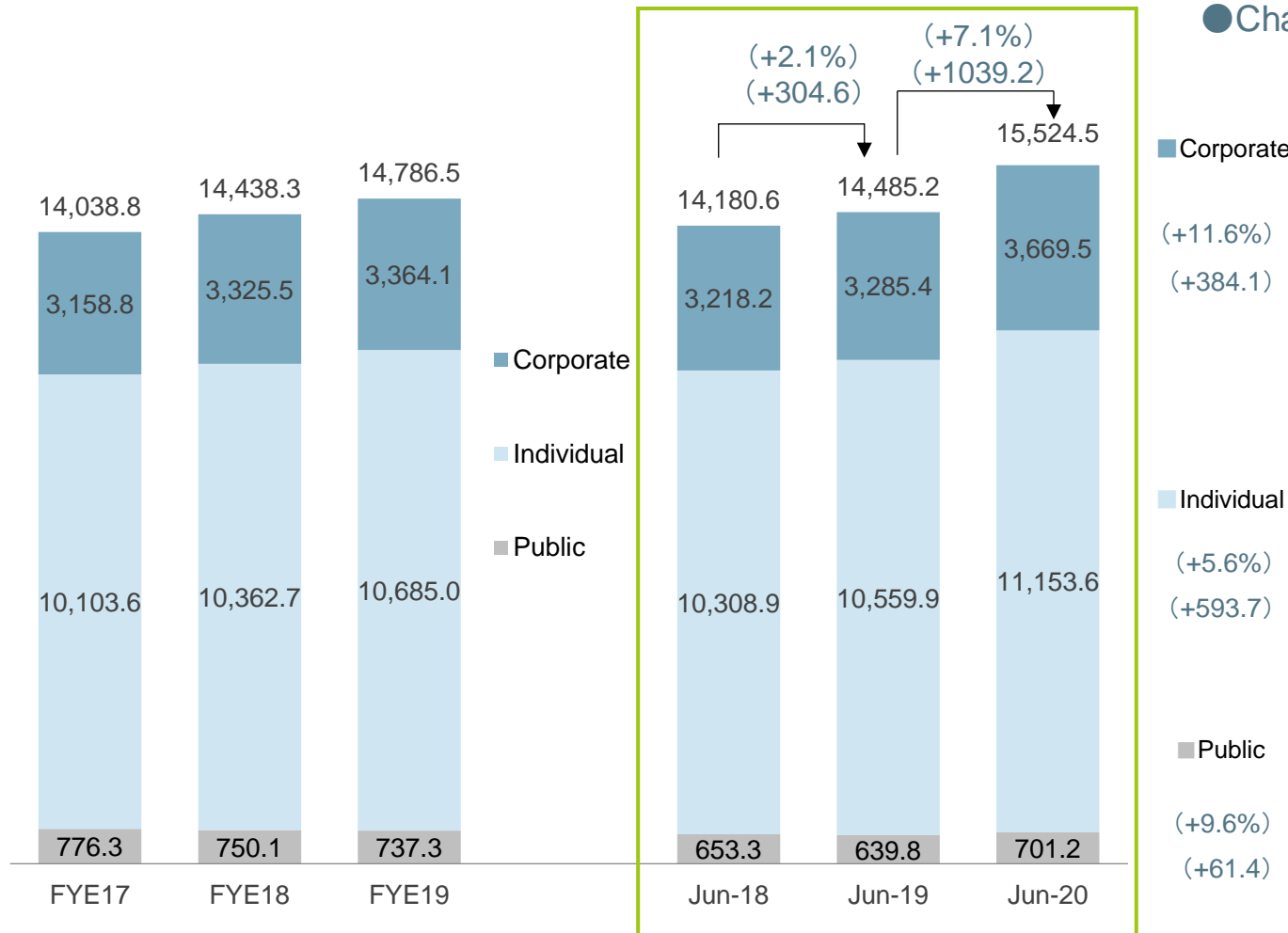
Deposits Term-end Balance

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

Amount of deposits increased by ¥1,039.2 bn YoY (+7.1% annualized).

Deposits from all customers increased due to business increasing funds on hand and individuals receiving special cash payments regarding COVID-19.

Joyo Bank + Ashikaga Bank (¥ bn)



Changes in 1Q20

	Changes
1Q18	+¥141.7bn +4.0% annualized
1Q19	+¥46.8bn -1.3% annualized
1Q20	+¥737.9bn +20.0% annualized

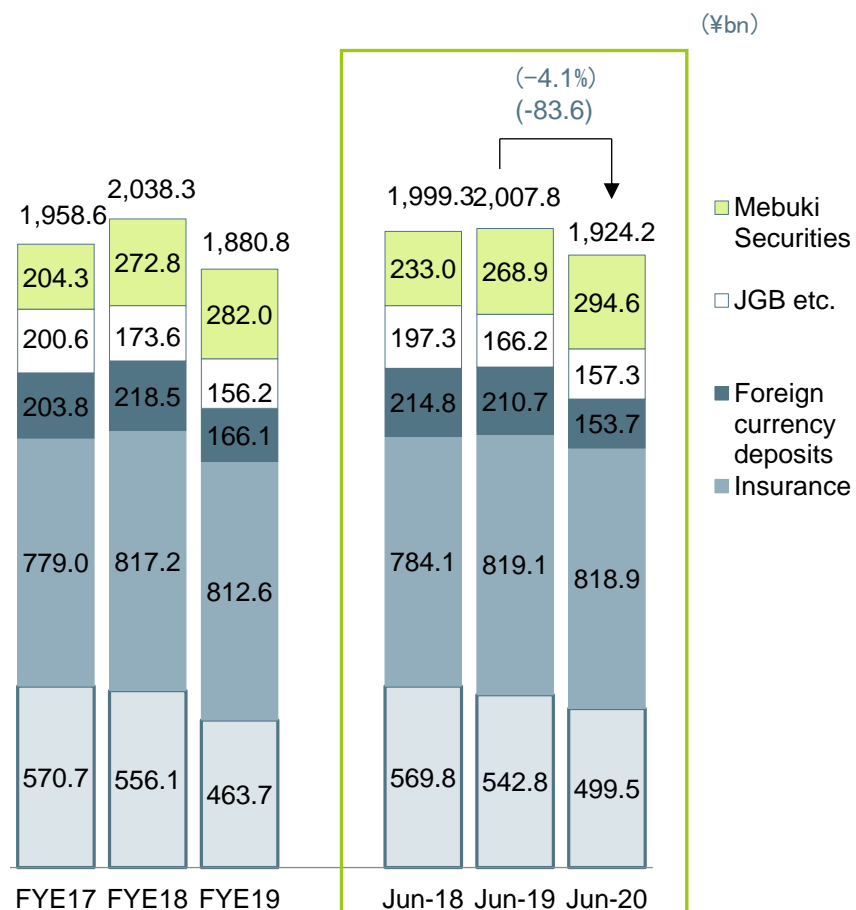
Customer Assets under Custody

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

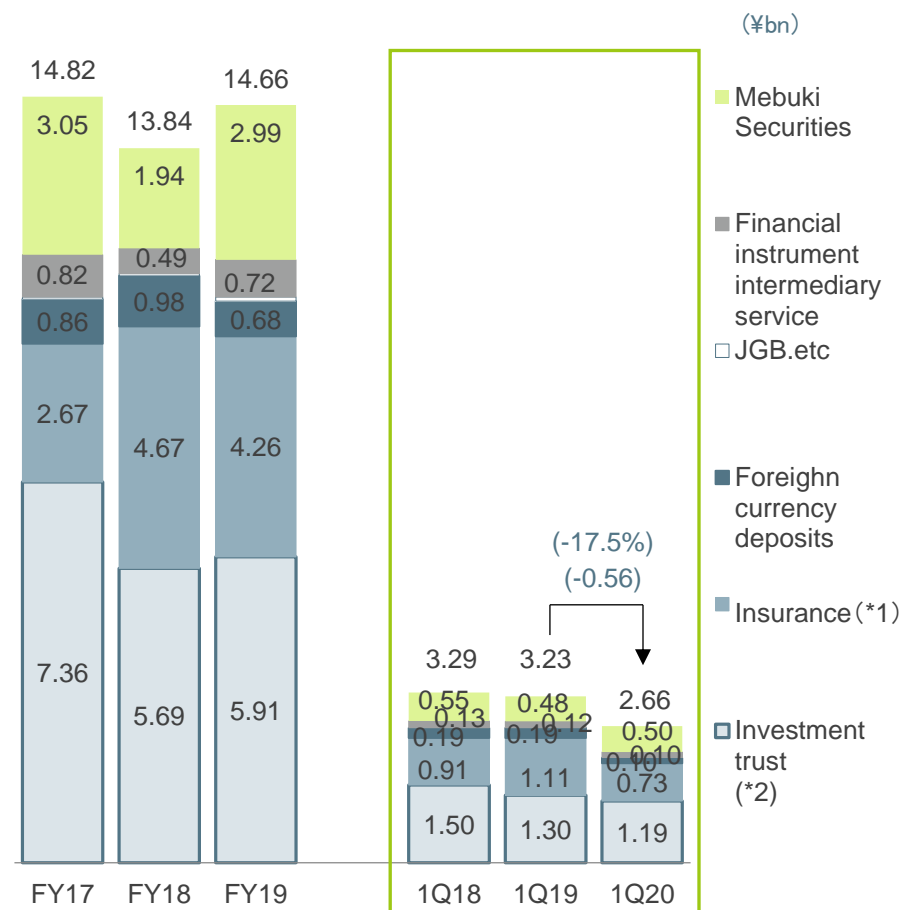
Though amount of customer assets under custody decreased by ¥83.6 bn YoY (-4.1%), the balance increased by ¥43.4bn compared to Mar.31,2020 due to stock price recovery from March.

Amounts of Mebuki Securities remains on the increase because of collaboration with subsidiary banks (+¥25.7bn YoY, 9.5% annualized).

Balance (Bank Total + Mebuki Securities)



Commissions (Bank Total + Mebuki Securities)



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

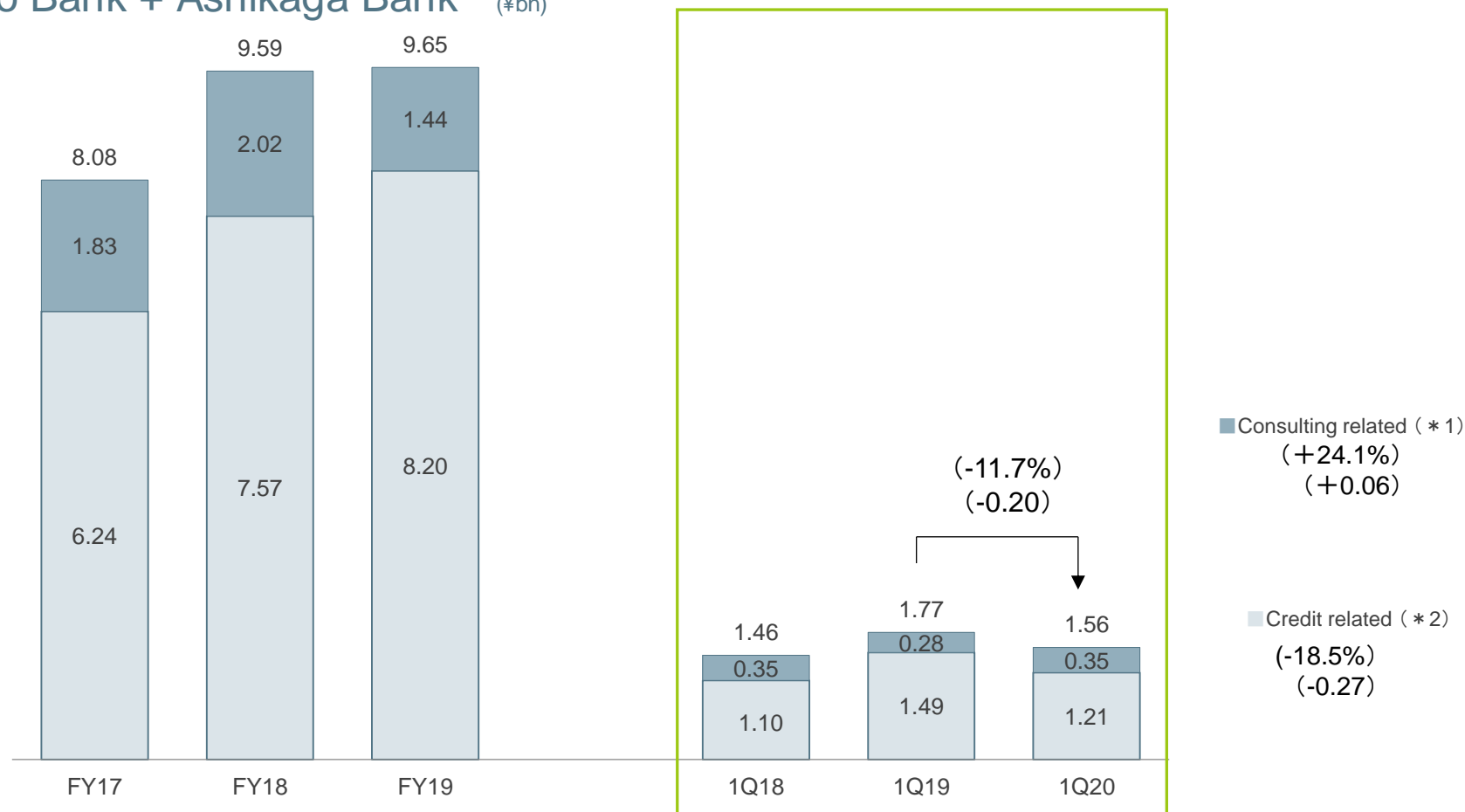
Fees from Corporate Customers (Consulting related and Credit related)

Fees from corporate customers decreased by ¥0.20bn YoY (-11.7%).

Since we made efforts to support customers' financial needs as a top priority and refrained from visiting customers, fees decreased YoY.

We continue to support customers' financial needs and focus on BCP consulting related to COVID-19.

Joyo Bank + Ashikaga Bank (¥bn)



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

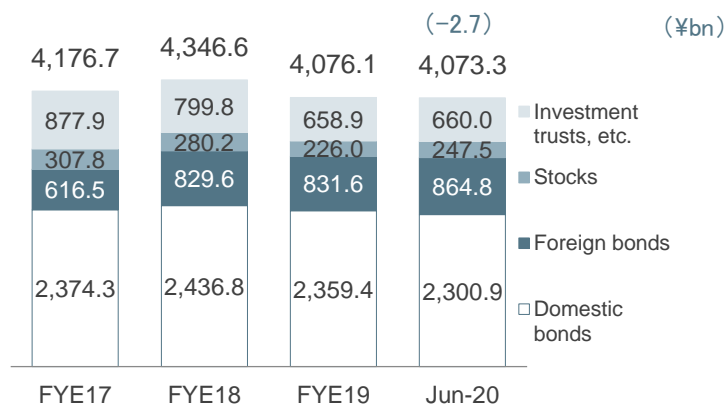
(*2) Credit related fees: syndicate loans, private offering bonds, derivatives

Securities / Strategic Shareholdings

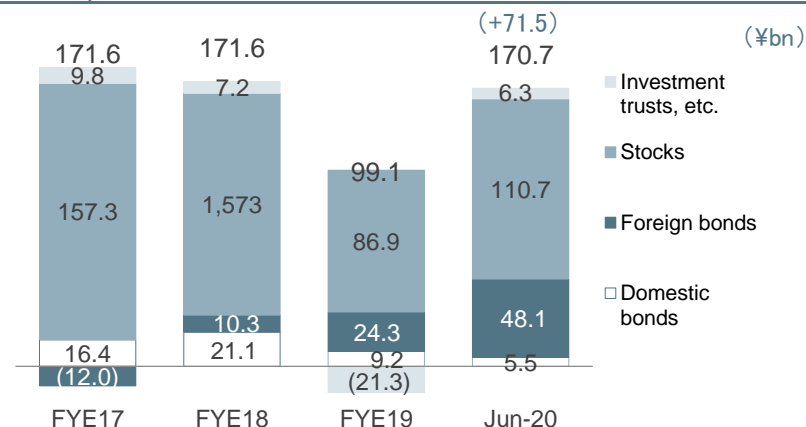
Unrealized valuation gains/losses on securities as of Jun, 2020 is ¥170.7 bn YoY (+¥71.5bn compared to Mar, 2020).

We accelerated sales of strategic shareholdings to reduce balance and replaced ETF portfolio considering recovery of stock prices. Gains and losses on securities^(*) of ¥6.1bn was realized. (*) gains/losses on stocks + bond transactions + cancellation of private offering investment trusts

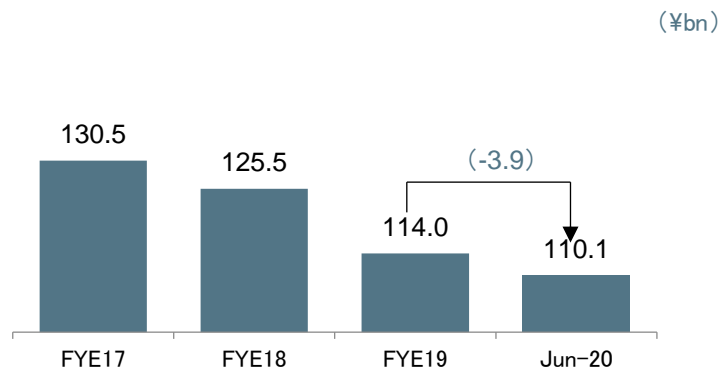
Balance(Carrying amount) (Mebuki FG)



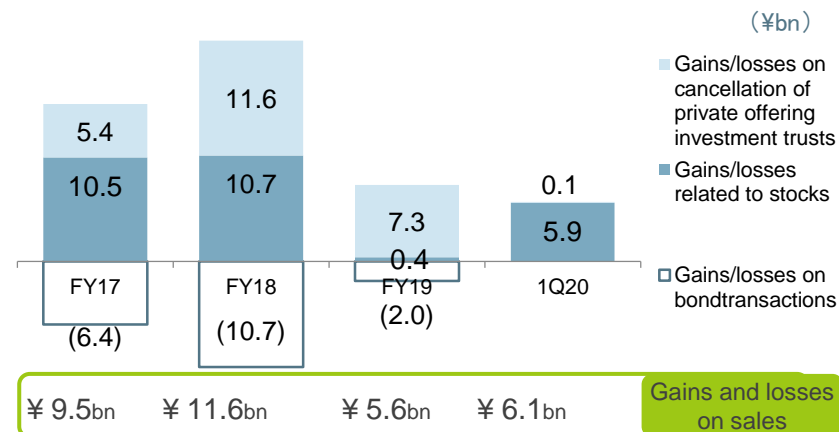
Unrealized valuation gains/losses on available for sales securities (Mebuki FG)



Strategic Shareholdings (Balance/Sales)



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

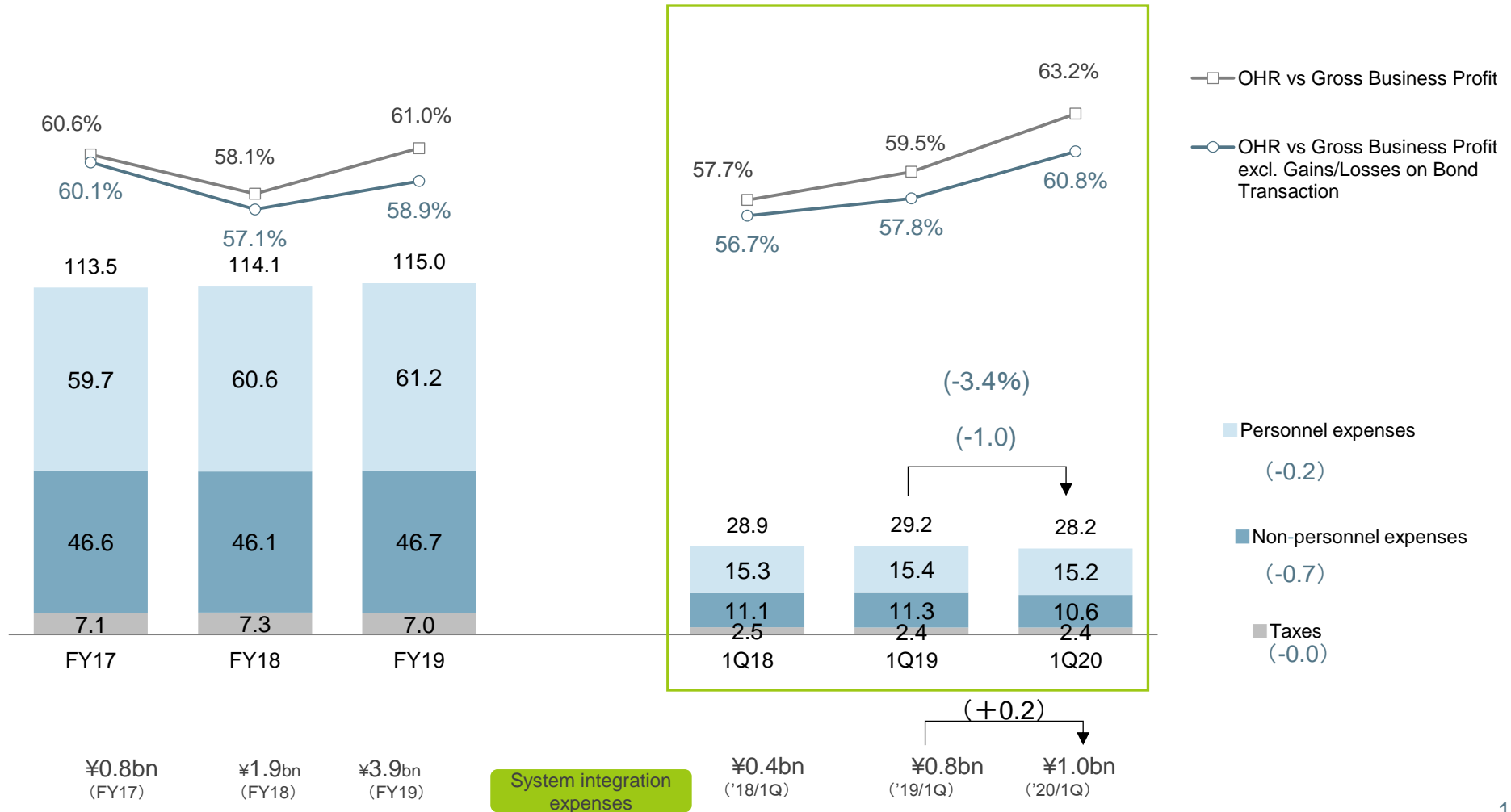


Expenses / OHR

Total expenses decreased by ¥1.0 bn YoY due to progress of the Second Medium-Term Business Plan (-3.4% YoY).

Considering the change of operations due to COVID-19, we will promote to improve efficiency.

Joyo Bank + Ashikaga Bank (¥bn)



Credit Related Costs

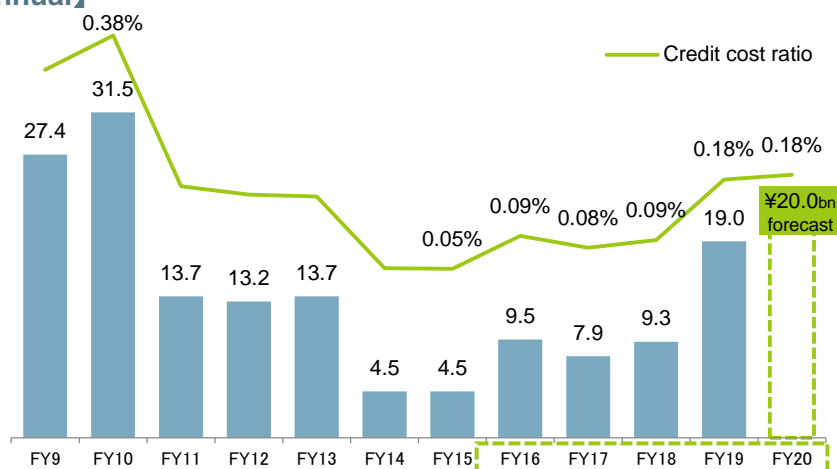
*Figures in parentheses are changes on a year on year basis

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

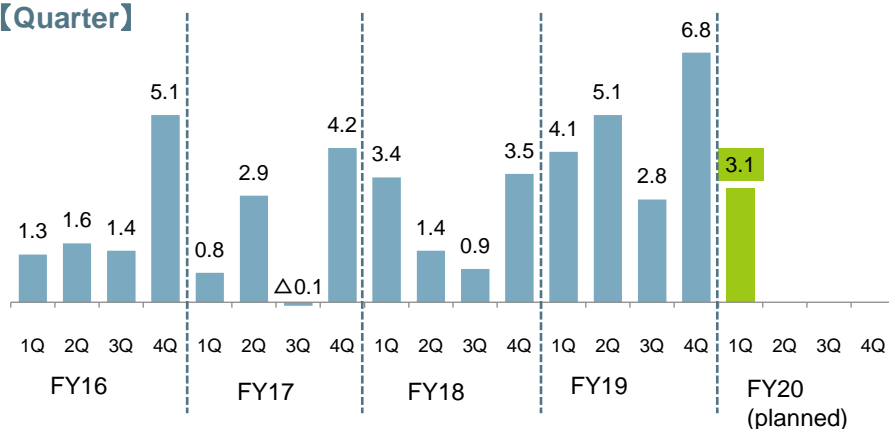
Credit related costs decreased by ¥1.0bn mainly due to decrease of transfer to specific allowance for loan losses. The amount remains stable.

Change of Credit Related Costs (¥bn)

【Annual】



【Quarter】



Breakdown of Credit Related Costs (¥bn)

	1Q19	1Q20	YoY
Credit Related Costs	4.1	3.1	-1.0
Net transfer to general allowance for loan losses	-0.6	1.0	+1.7
Disposal of non-performing loans	4.8	2.0	-2.7
Write off of loans	1.1	0.9	-0.1
Transfer to specific allowance for loan losses	3.7	1.4	-2.3
Transfer to provision for contingent losses	0.1	-0.2	-0.4
Recoveries of written-off claims	0.5	0.3	-0.1
Other	0.3	0.3	+0.0

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

	Application of Customers/ Contracts	The ratio of total customers
Business loans	925/2,659 numbers	around 1.6%
Housing loans	293/329 numbers	around 0.1%

Status of Non-performing Loans and Delinquent Loans

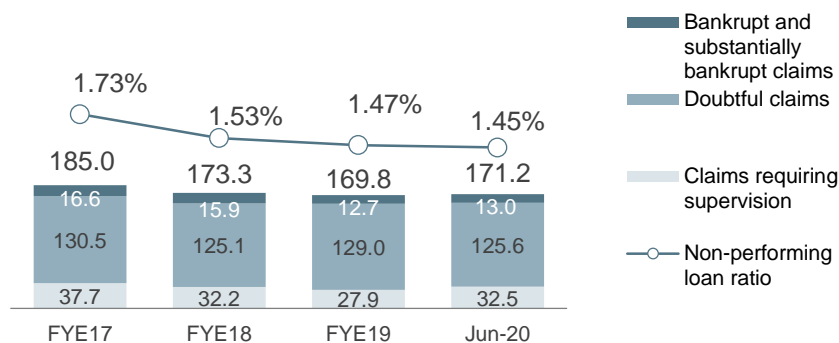
Amount of non-performing loans based on financial revitalization law and ratio has remained flat.

Since number of delinquent loans began to rise in Mar. 2019, impact of COVID-19 needs to be monitored.

Non-performing Loans

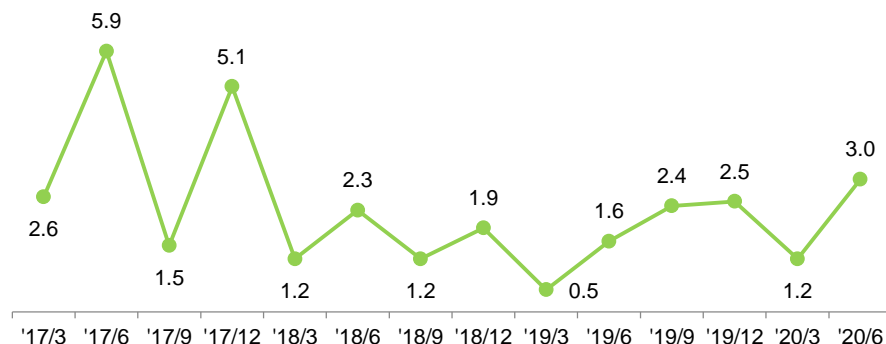
(Financial Revitalization Law)

(¥bn)



Status of Delinquent Loans to Businesses

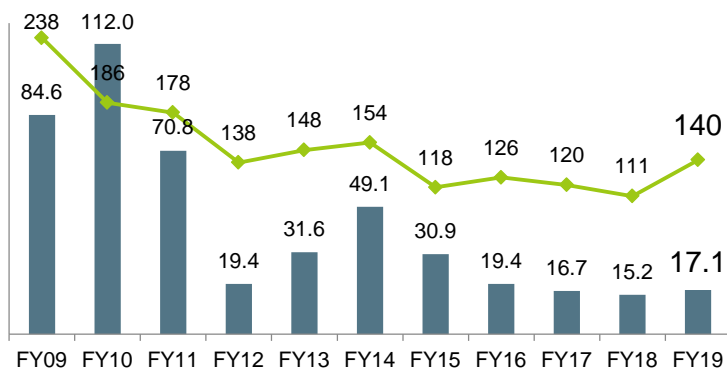
(¥bn)



【Reference】Status of Bankruptcy

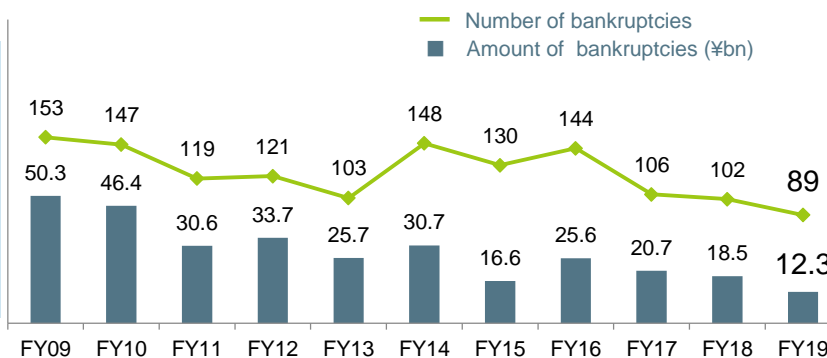
Number of bankruptcies (Total liabilities amounting to 10 million yen or more) ~by Tokyo Chamber of Commerce

<Ibaraki>



(Number/Amount)
Apr-Jun 2018
24 / ¥2.5bn
Apr-Jun 2019
29 / ¥2.2bn
Apr-Jun 2020
22 / ¥2.5bn

<Tochigi(*1)>



(Number/Amount)
Apr-Jun 2018
31 / ¥3.8bn
Apr-Jun 2019
20 / ¥2.9bn
Apr-Jun 2020
20 / ¥2.1bn

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

Progress of the Second Medium-Term Business Plan

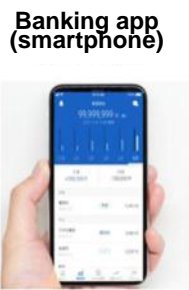
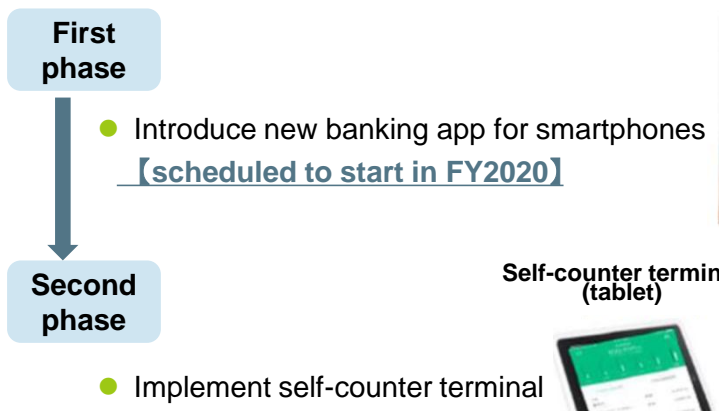
Progress of Digitalization

- 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



Enhancement of Consulting Services

- In June 2020, Joyo Bank newly established the Consulting Business Division that integrated consulting business functions. (Ashikaga Bank has already established Solution Business Division similarly.)
- We will strengthen consulting services and sales supported by head office staff and improve organizational knowledge.

Expected Effect

Appropriate response to sophisticated problem-solving needs of customers
 Provision of added value for sustainable customer growth

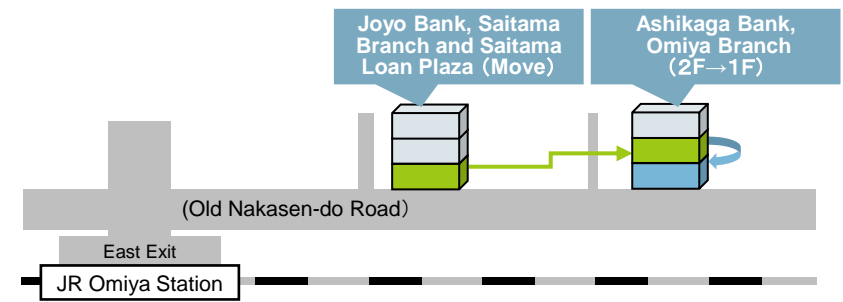
Channel Network Optimization

- In October 2020, Joyo Bank and Ashikaga Bank will **start first joint use of a branch office** in Saitama City, Saitama Prefecture. (Saitama Branch and Loan Plaza of Joyo Bank will move into the second floor of the same building with Omiya Branch of Ashikaga Bank.)

Expected Effect

Operating cost reduction
 Improvement of customer services using combined knowledge of two banks

(Figure) Relocation of Saitama Branch of Joyo Bank



Progress of the Second Medium-Term Business Plan

Structural Reform (Enhancing organizational efficiency)

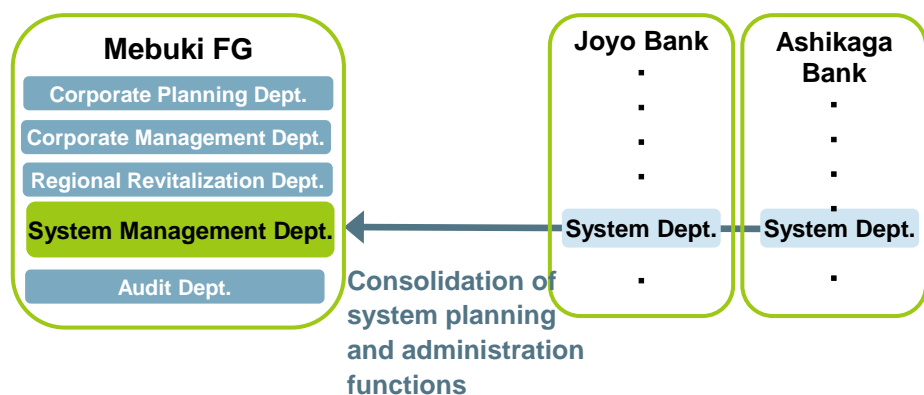
Reorganization of system departments

- In July 2020, we newly established the “System Management Department” in the FG (holding company).
- The System Management Department is in charge of planning and management concerning system development within the group, while the system departments of two subsidiary banks are in charge of each bank’s system development and operation.

Expected Effect

Optimal allocation of management resources
(system-related personnel reduction
-50 people from the current level)
Strengthening IT governance

(Figure1) Organization of the FG (as of June 2020)



- Total staff of system related departments
 - Until June 2020 200 people
 - From June 2020 Shift to 150 people

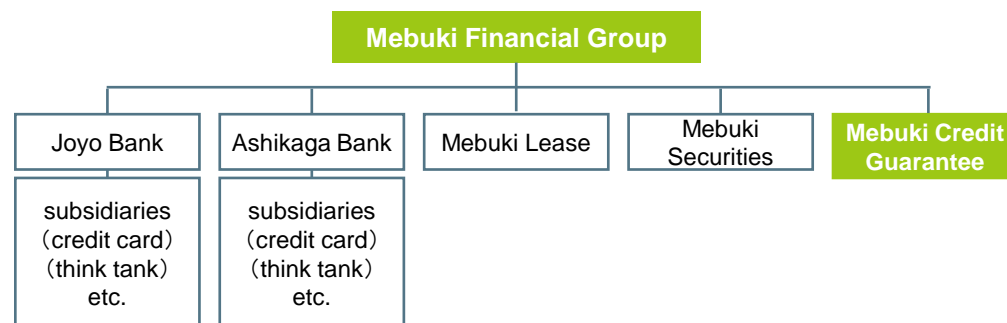
Reorganization of credit guarantee subsidiaries

- In October 2020, Ashikaga Credit Guarantee, a wholly-owned subsidiary of Ashikaga Bank, will become a directly- and wholly-owned subsidiary of Mebuki FG. At the same time, the trade name will be changed to Mebuki Credit Guarantee.
- We will unify guarantee businesses for new loans handled by Joyo Bank and Ashikaga Bank into Mebuki Credit Guarantee.

Expected Effect

Optimal allocation of management resources
Providing higher quality comprehensive financial services

(Figure 2) Organization of group companies (After October 2020)



- Income status of subsidiaries (FY2019) (¥ bn, non-consolidated)

	Ordinary Income	Net Income
Mebuki Lease	31.2	0.7
Mebuki Securities	3.7	1.1
【Reference】		
Total of two credit guarantee companies	7.6	3.0

【Reference】Financial Data for 1Q20

【Data】 Breakdown of Banking subsidiaries

(1) P/L for 1Q20

	(¥ b n)						
	J+A	YoY	Joyo	YoY	Ashikaga	YoY	
Gross business profit	44.6	-4.9	25.9	-5.0	18.7	+0.1	
(Net Gross business profit)	44.6	-4.4	25.9	-3.7	18.7	-0.7	
Net interest income	36.5	-3.4	20.9	-3.0	15.5	-0.4	
o/w Gains/losses on Cancellation of Private Offering Investment Trusts	0.1	-2.3	0.0	-1.4	0.1	-0.9	
Net fees and commissions	7.8	-0.7	4.7	-0.5	3.0	-0.1	
Net other business income and Net trading income	0.2	-0.6	0.1	-1.4	0.0	+0.8	
(o/w gains/losses on bond transactions)	0.0	-0.4	0.0	-1.3	0.0	+0.9	
Expenses	28.2	-1.0	15.8	-0.6	12.3	-0.3	
o/w Personnel expenses	15.2	-0.2	8.4	+0.0	6.7	-0.1	
o/w Non-personnel expenses	10.6	-0.7	6.0	-0.5	4.5	-0.2	
Net business income (before general allowance for loan losses)	16.4	-3.8	10.0	-4.4	6.3	+0.5	
Core net business income	16.4	-3.4	10.0	-3.0	6.3	-0.4	
Core net Business Income	16.2	-1.0	10.0	-1.5	6.1	+0.5	
(exclu. Gains/losses on Cancellation of Private Offering Investment)							
Net transfer to general allowance for loan losses (a)	1.0	+1.7	0.5	+0.8	0.5	+0.8	
Net business income	15.3	-5.6	9.5	-5.3	5.7	-0.3	
Net non-recurrent gains/losses	3.6	+6.8	2.5	+3.6	1.0	+3.1	
o/w Disposal of non-performing loans (b)	2.0	-2.7	1.8	-0.6	0.2	-2.0	
o/w Gains/losses related to stocks, etc	5.9	+4.3	4.6	+3.1	1.3	+1.2	
Ordinary profit	18.9	+1.3	12.1	-1.6	6.8	+2.9	
Extraordinary income/losses	2.3	+2.3	-0.5	-0.5	2.9	+2.9	
Net income	15.9	+3.2	8.2	-1.5	7.6	+4.8	
Credit related costs (a)+(b)	3.1	-1.0	2.3	+0.1	0.7	-1.2	

(2) Average Yield on and Deposits(Domestic and International)

	F Y 17	F Y 18	F Y 19	1Q20	YoY	1Q19
J+A						
Average yield on loans	1.07%	1.03%	0.99%	0.96%	-0.03%	1.00%
Yield spread between loans and deposits	1.99%	2.92%	2.67%	1.84%	-1.22%	3.06%
Average yield on deposits	1.08%	1.06%	1.02%	0.98%	-0.05%	1.03%
Joyo						
Average yield on loans	1.02%	1.00%	0.97%	0.94%	-0.03%	0.98%
Yield spread between loans and deposits	2.01%	2.95%	2.69%	1.86%	-1.25%	3.11%
Average yield on deposits	1.04%	1.04%	1.01%	0.97%	-0.06%	1.03%
Ashikaga						
Average yield on loans	1.13%	1.07%	1.02%	0.99%	-0.03%	1.03%
Yield spread between loans and deposits	1.82%	2.67%	2.48%	1.70%	-1.09%	2.79%
Average yield on deposits	1.13%	1.08%	1.03%	1.00%	-0.04%	1.04%

【Data】 Breakdown of Banking subsidiaries

(3) Loans Term-end Balance (¥ b n)

		FYE17	FYE18	FYE19	Jun-20	YoY	Jun-19
J+A	Individual	4,491.2	4,674.8	4,795.9	4,803.9	+98.4	4,705.5
	Corporate	4,935.9	5,139.1	5,181.3	5,325.4	+242.3	5,083.0
	Public	1,153.6	1,038.2	980.2	921.9	-69.1	991.0
	Total	10,580.8	10,852.3	10,957.5	11,051.3	+271.6	10,779.6
Joyo	Individual	2,490.8	2,570.2	2,624.6	2,628.7	+46.3	2,582.3
	Corporate	2,853.9	2,974.3	3,002.6	3,098.6	+157.0	2,941.5
	Public	718.6	650.7	612.8	615.1	-39.4	654.5
Total	6,063.5	6,195.3	6,240.1	6,342.4	+164.0	6,178.4	
Ashikaga	Individual	2,000.3	2,104.6	2,171.3	2,175.2	+52.0	2,123.2
	Corporate	2,081.9	2,164.8	2,178.6	2,226.7	+85.2	2,141.5
	Public	434.9	387.5	367.4	306.7	-29.7	336.5
	Total	4,517.2	4,657.0	4,717.3	4,708.8	+107.6	4,601.2
Foreign Currency Denominated Loans (¥ b n)							
		FYE17	FYE18	FYE19	Jun-20	YoY	Jun-19
J+A		129.2	145.8	164.2	165.2	+21.4	143.8
Joyo		114.0	126.8	146.8	148.0	+22.6	125.3
Ashikaga		15.2	19.0	17.3	17.2	-1.2	18.4

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

		FYE17	FYE18	FYE19	Jun-20	YoY	Jun-19
J+A	Housing Loans	3,216.6	3,396.3	3,546.5	3,569.4	+135.6	3,433.7
	Apartment Loans	950.4	958.5	933.6	925.0	-27.1	952.2
	Asset building loans	1.9	2.9	2.8	2.7	-0.1	2.9
	Total	4,169.0	4,357.9	4,483.0	4,497.3	+108.4	4,388.9
Joyo	Housing Loans	1,560.5	1,640.6	1,719.5	1,734.8	+75.6	1,659.1
	Apartment Loans	763.5	769.1	748.6	742.2	-22.2	764.4
	Asset building loans	1.9	2.9	2.8	2.7	-0.1	2.9
Total	2,326.0	2,412.7	2,471.1	2,479.9	+53.3	2,426.5	
Ashikaga	Housing Loans	1,656.0	1,755.7	1,826.9	1,834.6	+60.0	1,774.6
	Apartment Loans	186.8	189.3	185.0	182.8	-4.9	187.7
	Asset building loans	-	-	-	-	-	-
	Total	1,842.9	1,945.1	2,011.9	2,017.4	+55.0	1,962.3

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

		FYE17	FYE18	FYE19	20-Jun	YoY	Jun-19
J+A	Car Loans	39.4	46.7	52.0	52.7	+4.3	48.4
	Educational Loans	35.8	39.0	42.5	42.8	+2.5	40.2
	Free Loans	8.1	9.1	9.8	9.5	+0.1	9.4
	Total	148.9	160.0	169.9	167.9	+4.6	163.3
Joyo	Car Loans	27.4	32.2	35.2	35.9	+2.7	33.1
	Educational Loans	30.0	31.9	34.0	34.0	+1.4	32.6
	Free Loans	0.8	2.2	3.5	3.6	+0.8	2.7
	Total	86.0	93.0	98.8	98.1	+3.3	94.7
Ashikaga	Car Loans	12.0	14.5	16.8	16.8	+1.5	15.2
	Educational Loans	5.7	7.0	8.5	8.7	+1.1	7.5
	Free Loans	7.3	6.8	6.2	5.9	-0.7	6.7
	Total	62.8	66.9	71.0	69.8	+1.2	68.5

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

		FYE17	FYE18	FYE19	20-Jun	YoY	Jun-19
J+A	Large	1,592.2	1,633.7	1,635.4	1,732.5	+116.7	1,615.7
	Medium/SMEs	3,343.6	3,505.4	3,545.9	3,592.8	+125.5	3,243.8
	Total	4,935.9	5,139.1	5,181.3	5,325.4	+242.3	5,083.0
Joyo	Large	1,141.9	1,159.1	1,165.1	1,242.8	+91.6	1,151.2
	Medium/SMEs	1,712.0	1,815.1	1,837.4	1,855.7	+65.4	1,790.3
Total	2,853.9	2,974.3	3,002.6	3,098.6	+157.0	2,941.5	
Ashikaga	Large	450.3	474.5	470.2	489.6	+25.1	464.4
	Medium/SMEs	1,631.6	1,690.2	1,708.4	1,737.1	+60.0	1,677.0
Total	2,081.9	2,164.8	2,178.6	2,226.7	+85.2	2,141.5	

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

		FYE17	FYE18	FYE19	20-Jun	YoY	Jun-19
J+A	Tokyo	1,815.8	1,908.8	1,967.5	2,062.1	+167.9	1,894.1
	Local	3,120.0	3,230.3	3,213.8	3,263.3	+74.4	3,188.9
	Total	4,935.9	5,139.1	5,181.3	5,325.4	+242.3	5,083.0
Joyo	Tokyo	1,333.8	1,378.3	1,422.6	1,501.0	+128.0	1,373.0
	Local	1,520.1	1,596.0	1,579.9	1,597.6	+29.0	1,568.5
	Total	2,853.9	2,974.3	3,002.6	3,098.6	+157.0	2,941.5
Ashikaga	Tokyo	482.0	530.5	544.8	561.0	+39.9	521.1
	Local	1,599.9	1,634.2	1,633.8	1,665.7	+45.3	1,620.3
	Total	2,081.9	2,164.8	2,178.6	2,226.7	+85.2	2,141.5

【Data】 Breakdown of Banking subsidiaries

(8) Deposits Term-end Balance (¥ b n)

		FYE17	FYE18	FYE19	20-Jun	YoY	19-Jun
J+A	Individual	10,103.6	10,362.7	10,685.0	11,153.6	+593.7	10,559.9
	Corporate	3,158.8	3,325.5	3,364.1	3,669.5	+384.1	3,285.4
	Public	776.3	750.1	737.3	701.2	+61.4	639.8
	Total	14,038.8	14,438.3	14,786.5	15,524.5	+1,039.2	14,485.2
Joyo	Individual	6,280.6	6,440.1	6,633.6	6,924.4	+357.4	6,567.0
	Corporate	1,760.2	1,835.4	1,880.3	2,045.2	+216.5	1,828.7
	Public	468.1	453.6	459.2	430.9	+52.6	378.2
	Total	8,509.0	8,729.1	8,973.1	9,400.7	+626.6	8,774.0
Ashikaga	Individual	3,823.0	3,922.5	4,051.4	4,229.1	+236.2	3,992.9
	Corporate	1,398.5	1,490.1	1,483.8	1,624.2	+167.5	1,456.7
	Public	308.1	296.5	278.1	270.3	+8.7	261.5
	Total	5,529.8	5,709.2	5,813.4	6,123.8	+412.6	5,711.2

Foreign Currency Deposit (¥ b n)

		FYE17	FYE18	FYE19	20-Jun	YoY	19-Jun
J+A		275.2	306.0	219.7	191.3	-58.3	249.6
Joyo		199.1	222.6	176.4	166.5	-26.6	193.1
Ashikaga		76.0	83.3	43.2	24.8	-31.7	56.5

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

		FYE17	FYE18	FYE19	20-Jun	YoY	19-Jun
Group total	Investment trusts	570.7	556.1	463.7	499.5	-43.2	542.8
	Insurance	779.0	817.2	812.6	818.9	-0.2	819.1
	Foreign currency deposits	203.8	218.5	166.1	153.7	-56.9	210.7
	JGB etc.	200.6	173.6	156.2	157.3	-8.8	166.2
	Mebuki Securities	204.3	272.8	282.0	294.6	+25.6	268.9
	Total	1,958.6	2,038.3	1,880.9	1,924.2	-83.6	2,007.8
Joyo	Investment trusts	257.9	263.3	214.7	228.4	-23.6	252.0
	Insurance	450.6	465.6	471.9	476.3	+7.0	469.3
	Foreign currency deposits	127.7	135.5	122.9	128.9	-9.8	138.7
	JGB etc.	138.0	118.5	104.1	104.9	-10.1	115.1
Total	974.4	983.1	913.8	938.5	-36.6	975.2	
Ashikaga	Investment trusts	312.7	292.8	249.0	271.1	-19.6	290.7
	Insurance	328.4	351.5	340.6	342.6	-7.2	349.8
	Foreign currency deposits	76.0	82.9	43.2	24.8	-47.1	71.9
	JGB etc.	62.6	55.0	52.1	52.4	+1.3	51.0
	Total	779.8	782.4	685.0	691.0	-72.6	763.6

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

		FY17	FY18	FY19	1Q20	YoY	1Q19
Group Total	Investment trusts(*1)	7.36	5.69	5.91	1.19	-0.10	1.30
	Insurance(*2)	2.67	4.67	4.26	0.73	-0.37	1.11
	Foreign currency deposits	0.86	0.98	0.68	0.10	-0.08	0.19
	JGB etc.	0.04	0.04	0.08	0.02	+0.00	0.01
	Total	14.82	13.84	14.66	2.66	-0.56	3.23
Joyo	Investment trusts(*1)	3.34	2.63	2.83	0.54	-0.08	0.63
	Insurance(*2)	1.24	2.12	2.61	0.46	-0.18	0.65
	Foreign currency deposits	0.49	0.70	0.50	0.08	-0.06	0.14
	JGB etc.	0.03	0.03	0.05	0.01	+0.00	0.01
	Total	5.63	5.77	6.44	1.16	-0.34	1.50
Ashikaga	Investment trusts(*1)	4.01	3.06	3.08	0.65	-0.02	0.67
	Insurance(*2)	1.42	2.55	1.64	0.27	-0.19	0.46
	Foreign currency deposits	0.36	0.28	0.18	0.02	-0.02	0.04
	JGB etc.	0.00	0.00	0.02	0.00	+0.00	0.00
	Total	6.13	6.12	5.22	0.99	-0.24	1.24

* 1 : Sales commission+ Trust fee

* 2 : Excl. executive life insurance

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

		F Y 17	F Y 18	FY19	1Q20	YoY	1Q19
J+A	Credit Related	6.24	7.57	8.20	1.21	-0.27	1.49
	Consulting Related	1.83	2.02	1.44	0.35	+0.06	0.28
	total	8.08	9.59	9.65	1.56	-0.20	1.77
Joyo	Credit Related	3.39	4.14	4.24	0.64	-0.04	0.69
	Consulting Related	1.06	1.14	0.80	0.23	+0.05	0.17
	total	4.45	5.28	5.05	0.88	+0.01	0.86
Ashikaga	Credit Related	2.84	3.42	3.95	0.56	-0.23	0.80
	Consulting Related	0.77	0.88	0.64	0.11	+0.01	0.10
	total	3.61	4.30	4.60	0.68	-0.22	0.91

【Data】 Breakdown of Banking subsidiaries

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

		FYE17	FYE18	FYE19	20-Jun	YoY
Mebuki FG (Consolidated)	Domestic bonds	2,374.3	2,436.8	2,359.4	2,300.9	-58.5
	Foreign bonds	616.5	829.6	831.6	864.8	+33.1
	Stocks	307.8	280.2	226.0	247.5	+21.4
	Investment trusts, etc.	877.9	799.8	658.9	660.0	+1.1
	Total	4,176.7	4,346.6	4,076.1	4,073.3	-2.7
Joyo	Domestic bonds	1,725.4	1,812.4	1,746.7	1,663.1	-83.5
	Foreign bonds	393.7	513.2	505.3	520.4	+15.1
	Stocks	263.2	243.4	197.2	214.8	+17.6
	Investment trusts, etc.	420.1	456.7	388.1	372.7	-15.3
	Total	2,802.5	3,025.9	2,837.4	2,771.2	-66.2
Ashikaga	Domestic bonds	634.3	610.9	600.3	627.6	+27.3
	Foreign bonds	222.7	316.3	326.3	344.3	+18.0
	Stocks	80.3	72.4	64.2	51.0	-13.2
	Investment trusts, etc.	453.5	338.7	266.7	283.2	+16.4
	Total	1,391.0	1,338.4	1,257.5	1,306.2	+48.6

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

		FYE17	FYE18	FYE19	20-Jun	YoY
Mebuki FG (Consolidated)	Stocks	157.3	136.2	86.9	110.7	+23.8
	Domestic bonds	16.4	21.1	9.2	5.5	-3.7
	Investment trusts, etc.	9.8	7.2	-21.3	6.3	+27.6
	Foreign bonds	-12.0	10.3	24.3	48.1	+23.7
	Total	171.6	174.9	99.1	170.7	+71.5
Joyo	Stocks	144.8	128.0	85.1	104.9	+19.7
	Domestic bonds	17.9	19.3	9.0	5.6	-3.3
	Investment trusts, etc.	17.0	12.6	-8.3	8.2	+16.5
	Foreign bonds	-3.4	10.4	12.8	21.5	+8.6
	Total	176.3	170.5	98.7	140.3	+41.5
Ashikaga	Stocks	34.4	28.4	20.8	24.7	+3.8
	Domestic bonds	17.3	15.7	11.5	10.6	-0.9
	Investment trusts, etc.	-5.2	-2.3	-10.6	0.2	+10.9
	Foreign bonds	-5.3	2.8	13.8	28.7	+14.9
	Total	41.0	44.6	35.6	64.4	+28.7

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

		FYE17	FYE18	FYE19	20-Jun	YoY
J+A	Balance	130.5	125.5	114.0	110.1	-3.9
Joyo	Balance	113.7	110.7	98.9	95.9	-3.0
Ashikaga	Balance	16.8	14.8	14.3	14.2	-0.1

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

		FY17	FY18	FY19	1Q20	YoY	1Q19
J+A	Stocks	-6.4	-10.7	-2.0	0.0	-0.4	0.4
	Domestic bonds	10.5	10.7	0.4	5.9	+4.3	1.6
	Investment trusts, etc.	5.4	11.6	7.3	0.1	-2.3	2.5
	Total	9.5	11.6	5.6	6.1	+1.5	4.6
Joyo	Stocks	-3.8	-7.3	-0.9	0.0	-1.3	1.3
	Domestic bonds	9.4	12.4	0.6	4.6	+3.1	1.4
	Investment trusts, etc.	1.0	1.6	5.2	0.0	-1.4	1.4
	Total	6.6	6.7	4.8	4.6	+0.3	4.3
Ashikaga	Stocks	-2.5	-3.3	-1.1	0.0	+0.9	-0.9
	Domestic bonds	1.0	-1.7	-0.1	1.3	+1.2	0.1
	Investment trusts, etc.	4.4	9.9	2.0	0.1	-0.9	1.1
	Total	2.8	4.8	0.8	1.5	+1.2	0.3

【Data】 Breakdown of Banking subsidiaries

		F Y 17	F Y 18	FY19	1Q20	YoY	1Q19
J+A	Personnel	59.7	60.6	61.2	15.2	-0.2	15.4
	Non-Personnel	46.6	46.1	46.7	10.6	-0.8	11.3
	Taxes	7.1	7.3	7.0	2.4	-0.0	2.4
	Total	113.5	114.1	115.0	28.2	-1.0	29.2
Joyo	Personnel	33.6	33.8	33.5	8.4	-0.1	8.5
	Non-Personnel	28.7	27.7	26.8	6.0	-0.5	6.6
	Taxes	3.9	3.8	3.8	1.3	-0.0	1.3
	Total	66.3	65.3	64.2	15.8	-0.7	16.5
Ashikaga	Personnel	26.1	26.8	27.6	6.7	-0.1	6.9
	Non-Personnel	17.8	18.4	19.9	4.5	-0.2	4.7
	Taxes	3.2	3.5	3.1	1.0	+0.0	1.0
	Total	47.2	48.8	50.7	12.3	-0.3	12.7

		FYE17	FYE18	FYE19	1Q20	YoY	1Q19
J+A		7.9	9.3	19.0	3.1	-1.0	4.1
Joyo		4.9	4.2	10.1	2.3	+0.1	2.1
Ashikaga		3.0	5.0	8.8	0.7	-1.2	1.9

		FYE17	FYE18	FYE19	Jun-20	YoY
Mebuki	Bankrupt claims	16.6	15.9	12.7	13.0	+0.2
	FG Doubtful claims	130.5	125.1	129.0	125.6	-3.4
	(Consolidated) Requiring monitoring claims	37.7	32.2	27.9	32.5	+4.5
	Total	185.0	173.3	169.8	171.2	+1.4
Joyo	Bankrupt claims	6.7	6.1	5.7	5.8	+0.0
	Doubtful claims	65.3	66.4	69.9	70.4	+0.4
	Requiring monitoring claims	19.8	17.5	12.5	14.6	+2.0
	Total	91.9	90.2	88.2	90.8	+2.6
Ashikaga	Bankrupt claims	8.8	8.7	5.8	6.0	+0.2
	Doubtful claims	65.0	58.5	59.0	55.1	-3.9
	Requiring monitoring claims	17.9	14.7	15.4	17.9	+2.5
	Total	91.8	81.9	80.2	79.1	-1.1

		FYE17	FYE18	FYE19	Jun-20	YoY	Jun-19
J+A		1.1	0.5	1.2	3.0	+1.3	1.6
Joyo		1.0	0.3	0.3	1.0	-0.1	1.1
Ashikaga		0.1	0.2	0.9	1.9	+1.4	0.5

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