

Mebuki Financial Group, Inc.

Financial Results for the Third Quarter of FY2020 (IR Presentation Material)



1 Financial Results for 3Q20

(1) Highlights	3
(2) Main Points of 3Q20 Financial Results	4~5
(3) Topics	
Status of Funding Support	6~7
Credit Related Costs	8
Securities / Strategic Shareholdings	9

2 Progress of the Second Medium-Term Business Plan

(1) Enhancement of IT Digitalization in Consulting Services	11~15
Asset Building and Succession / Solution Services	
(2) Structural Reform	16~18
Cost Reduction / Group Companies	

3 Forecast for FY2020, Shareholder Returns, SDGs Initiatives

(1) Forecast for FY2020	20
(2) Shareholder Returns, Capital Adequacy Ratio	21
(3) Results for 3Q20	22~24
(4) SDGs Initiatives	25
【Data】 Breakdown of Banking subsidiaries	26~30

*Unless otherwise mentioned, figures are based on banking subsidiaries
(non consolidated-basis)



1. Financial Results for the Third Quarter of FY 2020

Highlights

Results for 3Q20

	Results for 3Q20	Forecast for FY20	Progress
Consolidated net income ^(*1)	¥ 29.4bn (- ¥ 5.9 bn YoY)	¥ 33.0bn	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)

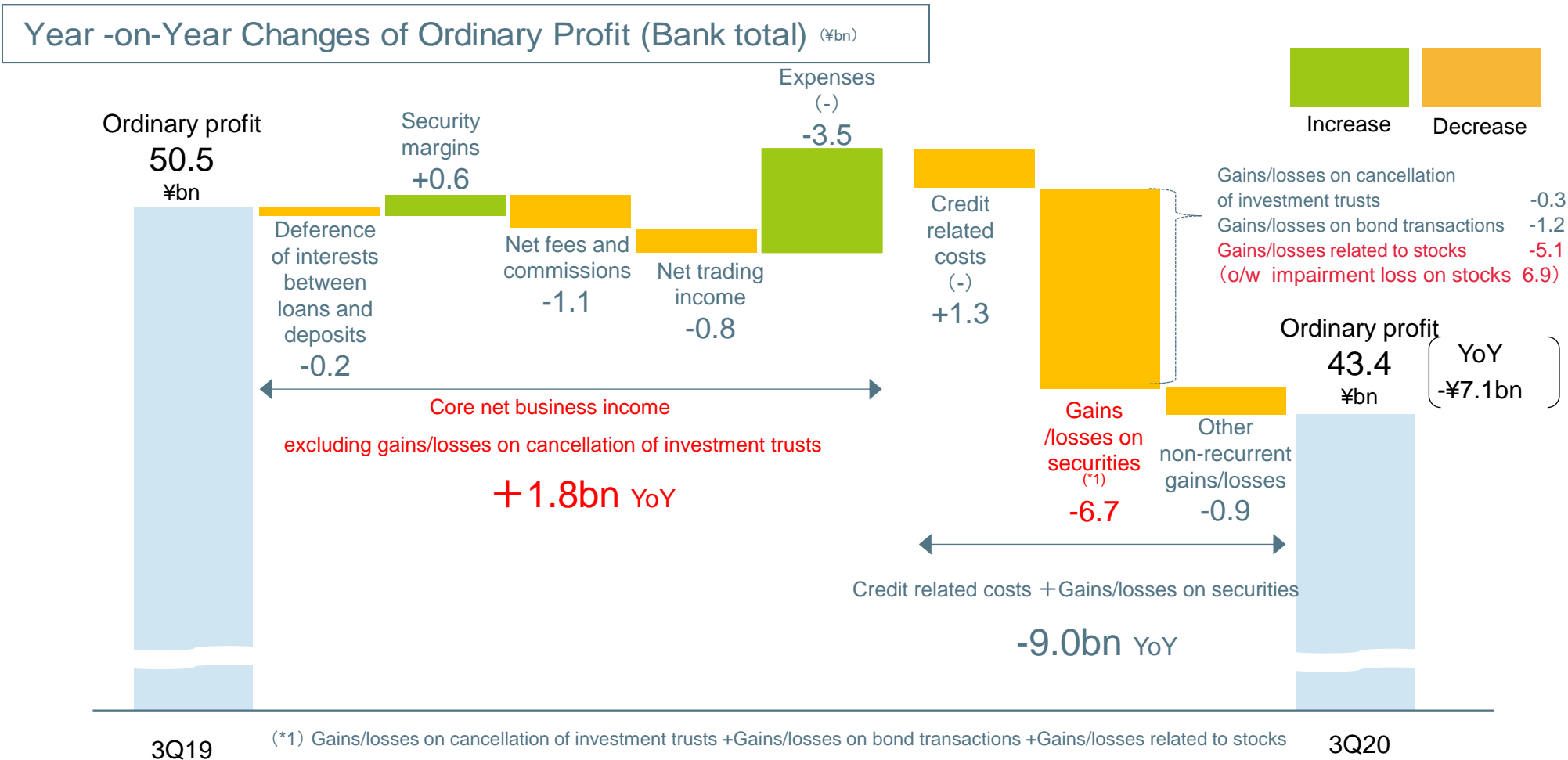
- The amount of net income of ¥32.8bn (J+A) includes dividends receivable of ¥4.1bn from Ashikaga's subsidiary (recognized on extraordinary income/losses). Since this is removed from consolidated FS, there is no effect on net income attributable to owners of the parent of FG.

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

(Reference) Change of Ordinary profit (Bank Total)

Although ordinary profit decreased ¥7.1bn YoY mainly due to decrease of impairment loss on strategic shareholdings (¥7.1bn, +¥6.9bn YoY), core net business income which indicate core business profitability increased ¥1.8bn YoY.



(1) Topics ~ Loans to corporate customers related to COVID-19 ~

Cumulative amount of loans provided to local corporate customers is ¥427.3bn.

Guaranteed loans ratio of the total loans was about 60% (about 70% to local corporate customers).

There is no major bias by industry.

Amount of Loans to Corporate Customers related to COVID-19 (Cumulative total until Dec. 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

Loans to Local Businesses by Industry / Top 5 Industries by increase

(¥bn)

Industry	As of end of Dec-20	Compared to end of Dec-19 (YoY)
【Top 5 Industries】		
① Electric, Gas, etc.	188.1	+44.3 (+30.8%)
② Manufacturing	698.7	+22.9 (+3.4%)
③ Services	679.5	+14.3 (+2.1%)
④ Construction	312.4	+13.6 (+4.6%)
⑤ Transport/Postal activities	187.5	+12.9 (+7.4%)
【Decreased (2 Industries)】		
② Wholesales/Retailing services	769.8	-11.4 (-1.5%)
① Real estate	1,239.4	-30.5 (-2.4%)

Change of terms and conditions of loans due to COVID-19

	As of end of June	As of end of September	As of end of December
Loans to Businesses (%*2)	925 companies / 2,659 applications (Approx. 1.6%)	1,307 companies / 4,099 applications (Approx. 2.2%)	1,665 companies / 5,838 applications (Approx. 2.9%)
Housing Loans (%*2)	293 customers / 329 applications (Approx. 0.1%)	433 customers / 477 applications (Approx. 0.2%)	523 customers / 601 applications (Approx. 0.2%)

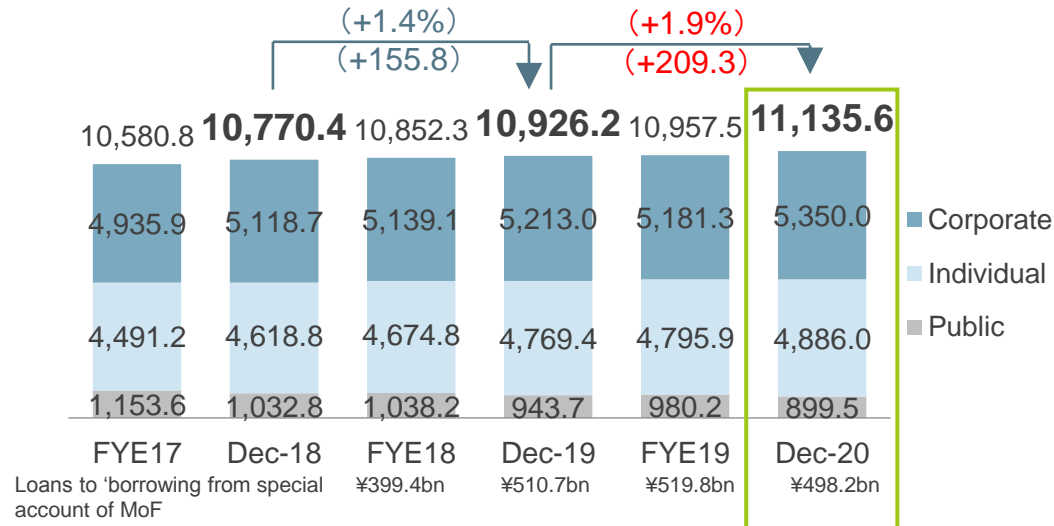
(*2) Percentage of all debtors

(1) Topics ~Status of Funding Support~

Amount of loans increased by ¥209.3 bn YoY (+1.9% annualized) due to increase of housing related loans, car loans and loans to local corporate customers.

Amount of housing and car loans provided increased due to strengthening applications via the internet taking into account the COVID-19 pandemic.

Loans Term-end balance



Year on Year Changes

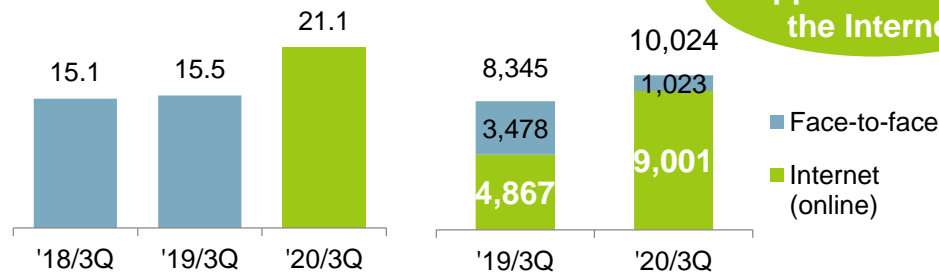
(¥bn)

	19-Dec		20-Dec	
Total	+155.8	(+1.4%)	+209.3	(+1.9%)
Corporate	+94.3	(+1.8%)	+136.9	(+2.6%)
Local	+48.5	(+1.5%)	+102.0	(+3.1%)
Tokyo	+45.7	(+2.3%)	+34.9	(+1.7%)
Individual	+150.6	(+3.2%)	+116.5	(+2.4%)
o/w Housing loans	+168.0	(+5.0%)	+153.9	(+4.3%)
o/w Car loans	+6.4	(+14.4%)	+9.4	(+18.7%)
Public	-89.1	(-8.6%)	-44.1	(-4.6%)

Car Loans Provided

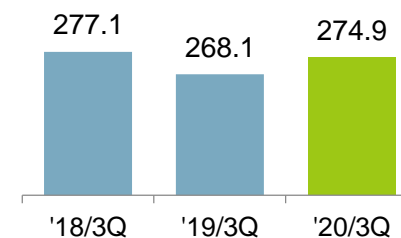
【Amount(¥bn)】

【Number】



Housing Loans Provided

【Amount(¥bn)】



- Housing starts decreased due to COVID-19.
- Loans provided increased due to collaboration with homebuilders.

(2)Topics ~Credit Related Costs~

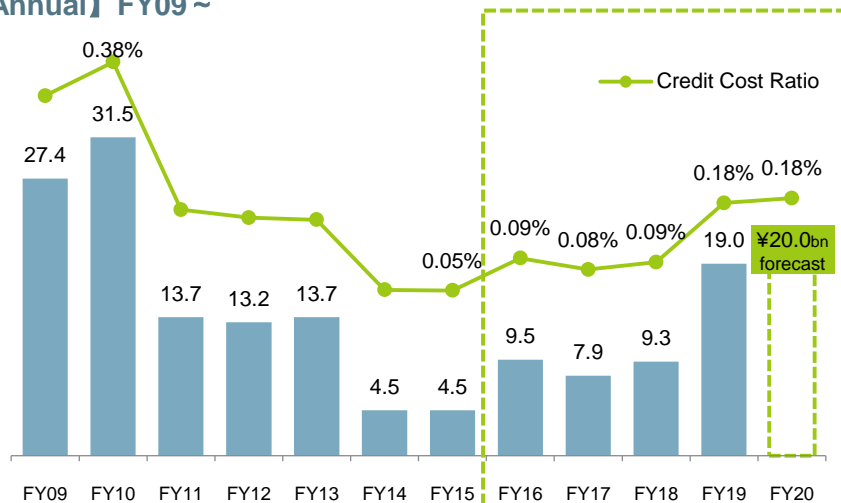
Considering impact of COVID-19, we estimate ¥20.0bn in FY20.

Although there are no major movements of bankruptcy, preventive transfer to specific allowance for loan losses increased within expectations with concerns over a prolonged COVID-19 impact.

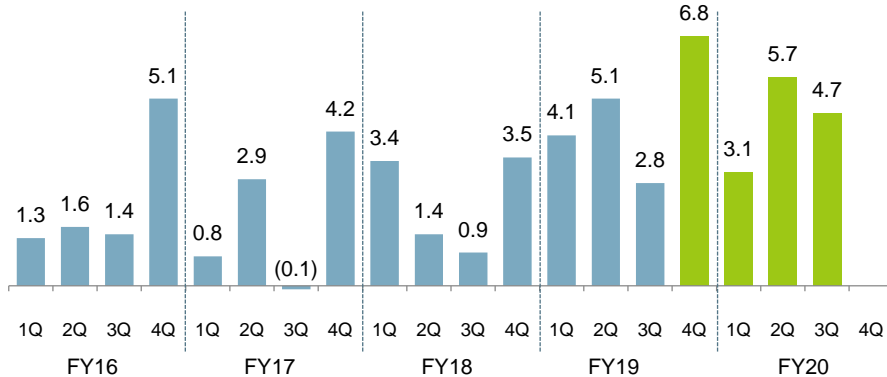
Change of Credit Related Costs (¥bn)

(¥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

Top 5 Industries by increase of specific allowance for loan losses (¥bn)

(¥bn)

Customers

624 customers • amount of increase ¥15.1bn

*Total of specific allowance and write off of loans.

Decrease of Customers 1,038 customers / ¥2.1bn

o/w ¥0.1 billion or more

36 customers • amount of increase ¥8.4bn

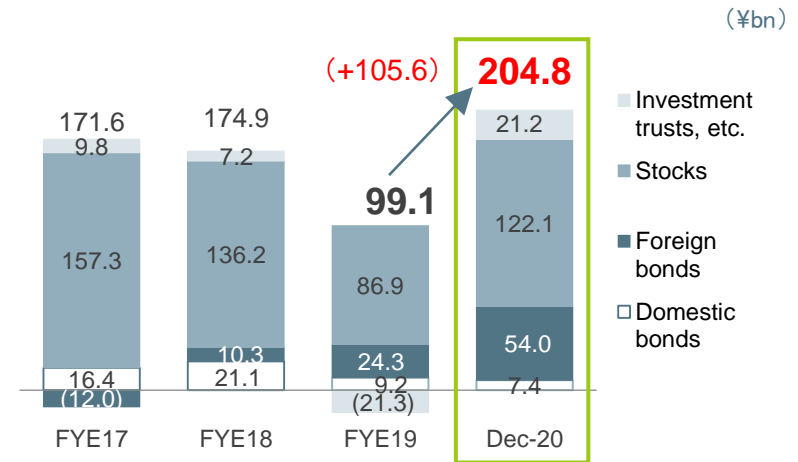
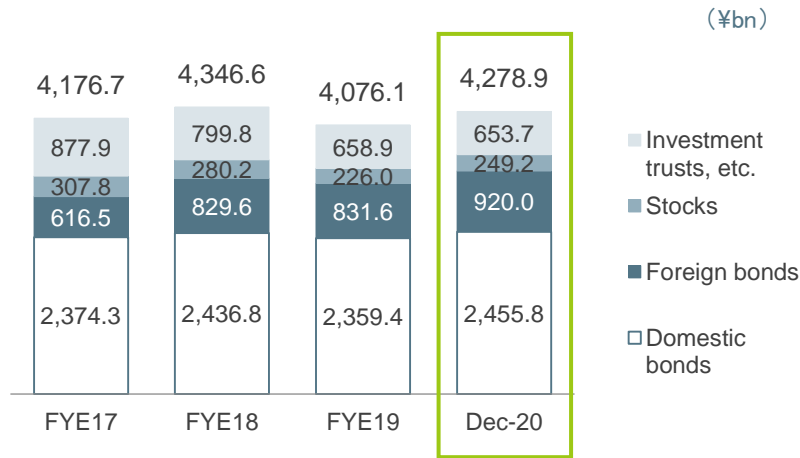
Industry	Customers	Amount of increase
① Manufacturing	132	4.7
② Wholesales/Retailing services	156	3.0
③ Construction	84	1.5
④ Real estate	56	1.5
⑤ Electric, Gas, etc.	3	1.3

(3) Topics ~ Securities / Strategic Shareholdings ~

Gains / losses on securities decreased -¥6.7bn YoY mainly due to impairment losses on stocks (¥7.1bn, +¥6.9bn YoY). On the other hand, unrealized valuation gains/losses on securities expanded to over ¥200.0bn from March, 2020. We promote to reduce strategic shareholdings. The balance decreased by ¥15.1bn YoY (-13.2%).

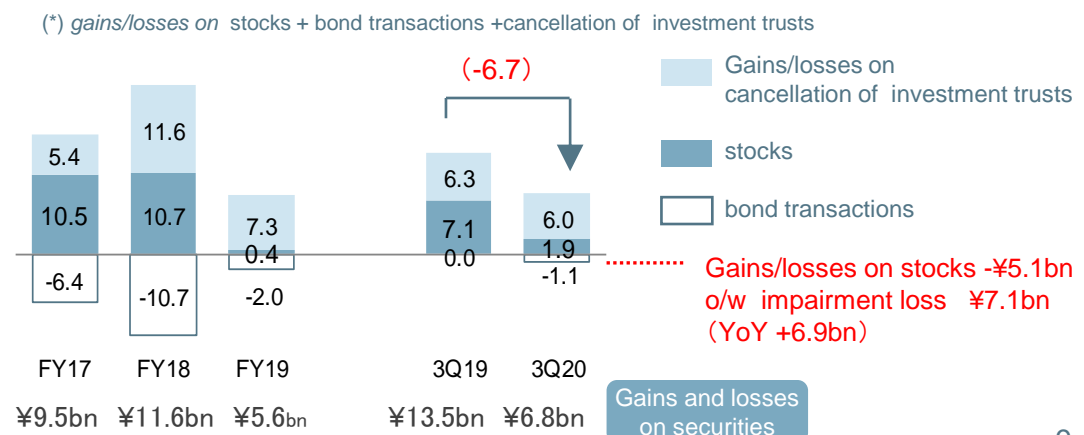
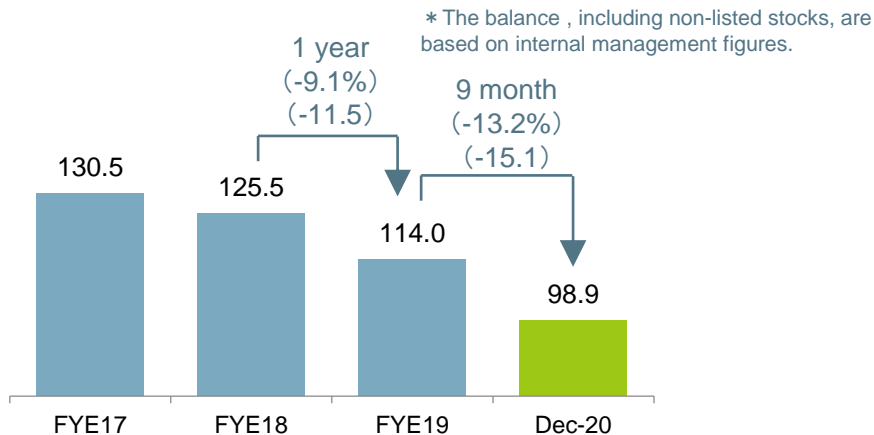
Balance(Carrying amount) (Mebuki FG)

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



Strategic Shareholdings (Balance*) (¥bn)

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



2. Progress of the Second Medium-Term Business Plan

(1) Enhancement of IT Digitilization in Consulting Services

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

(1)-1 Introduction of Banking App

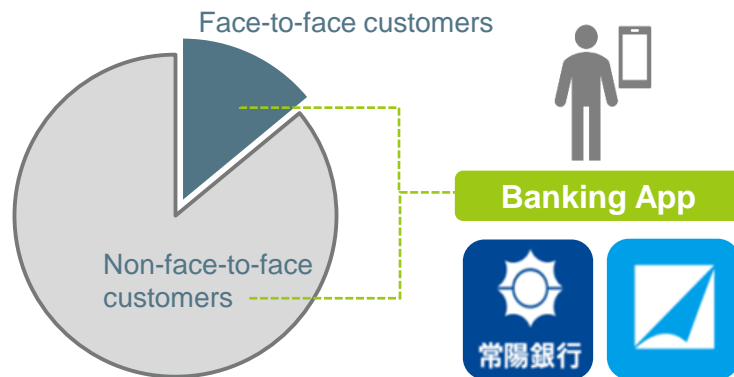
We will introduce a new banking app in March 2021.

We will build a main channel for individual customers and accelerate the efficiency of branch operations and cost reduction.

Aim of Introduction and Differences compared with Existing Services

Ensuring Contact Point with Customers

- Centering smartphones in the daily lives



From “Versatility” To “User Experience”

- “How stress-free can I make a transaction?” is important rather than “What kind of transaction can I make ?”

UX User Experience

Convenience and Security



Simple Procedures

- ☑ NO contract required like internet banking
- ☑ Available by downloading the app and registering an account

Most transactions are completed in 3 taps
⇒ No operational stress



Ensuring Security

- ☑ Terminal and Biometrics Authentication
- ☑ Developing other various security mechanisms



Easy Screen Operations

- ☑ API connection between app and banks accounting-related systems
(Developed over 100 APIs)

App operations are linked to banking systems
⇒ Omission of business procedures at the bank



Continuous Improvement

- ☑ Agile development system with Resona HD
- ☑ Quick response to changes in the external environment and customers' requests.

(1)-1 Introduction of Banking App

Main Services

Mar. 2021
release

Services initially introduced

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

May 2021
Function
addition

- Transfer by 1 tap (pre-register for regular transfers)
- Deposit with an amount goal (saving-type time deposit suitable for purposes such as a car purchase or travel)
- Tax payment (using Pay-easy)
- Foreign currency deposit (account open, deposit and withdrawal, balance inquiry)

July 2021
Function
addition

- Suspension and restarting of cash card
- Deposit and withdrawal report (usable as a household account book)
- Transfer reservation (7 business days in advance)

Sep. 2021
Function
addition

- Automatic withdrawal for public utilities charge
- Change of address and telephone number

Expected Effects by Introducing Banking App and Self-counter Terminal

Number of Users

1.6 million users

(Cumulative for 3 years after introduction)

○ About half of individual customers

⇒ **Main channel for individual customers**

Cost Reduction

4.2 billion yen

(Cumulative for 5 years after introduction)

○ Development and running cost of internet banking system

○ Personnel and system cost related to counter operations

⇒ **Expansion of IT·DX investment (shift in management resources)**

Realization of DX

- Two-way communication utilizing the characteristics of digital channels ⇒ Proposals for each customer segment
- Sophistication of marketing through apps ⇒ Timely proposals to our customers based on their app usage data
- Customers' free channel selection (face-to-face/non-face-to-face) ⇒ Realization of DX with a fusion between digital and real

(1) – 2 Enhancement of Consulting Services

In addition to reinforcing the organization for consulting services, we established investment companies to strengthen our proposal and support capabilities of the Group as a whole.

We will make efforts to respond to changing customers' needs as well as improve our profitability even during the COVID-19 pandemic.

Reinforcing the Organization for Consulting Services

Banking subsidiaries

- Two banks reinforced the sales system for consulting services.

Measures in FY20

Ashikaga Bank

Establishment of *the Business Support Office*

Joyo Bank

Establishment of *the Consulting Business Division* for corporate customers

Ashikaga Bank

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

Investment companies

Establishment of investment companies

- Two banks established investment companies and launched business succession specialized capital funds.
 - The Joyo Capital Partners Co., Ltd. (wholly-owned subsidiary of Joyo Bank, Jan. 2021)
 - Wing Capital Partners, Ltd. (wholly-owned subsidiary of Ashikaga Bank, Feb. 2021)

Launch of Capital funds

Business succession and venture business, etc.
3 capital funds/total amount ¥7.0bn

Expansion of Services and Tools

Incorporating External Knowledge (Partners)

- Regional revitalization/ Insurance (Sompo Japan Insurance Inc., Mitsui Sumitomo Insurance Co.Ltd.)
- Business matching/Website development support "Joyo Big Advance" (KOKOPELLI Inc.)
- Side job placement services (Mirai Works Inc., JOINS)
- Support for management of overseas subsidiaries (TKC Corp.)

Products and Services

- Principal exemption loans in the case of a large-scale earthquake
- Introduction of "family members' registration system" (Utilization of gerontology)
- Branch visit reservation service via the web

Business Support Seminar, etc.

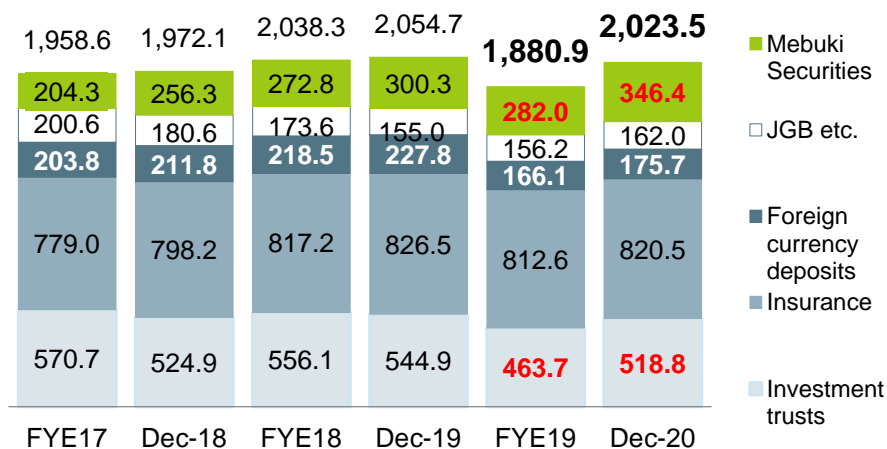
- Seminars on the web or with external organizations (Partners)
 - ✓ Digitalization support seminar (ITCA)
 - ✓ Web seminar from Singapore (Jetro Ibaraki, Ibaraki pref.)
 - ✓ Overseas market development seminar (Alibaba Japan)
 - ✓ Revision of long-term care compensation seminar (Yamada Consulting Group)
 - ✓ Digitalization for logistics companies seminar (Funai Soken Logistics, Azoop)

(1) -3 ~Fees and Comissions~

Customer Assets Balance

(Bank Total + Mebuki Securities)

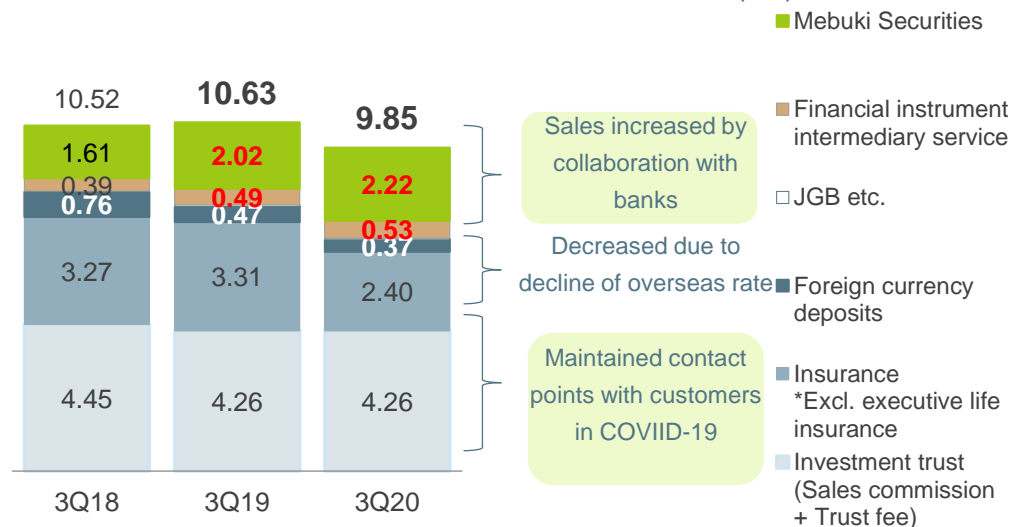
(¥bn)



Commissions

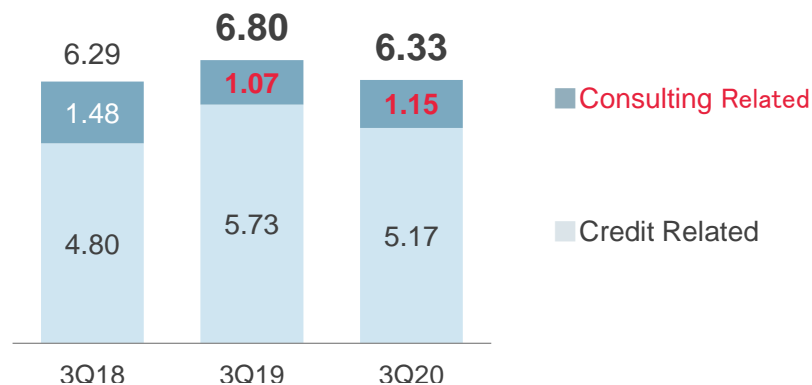
(Bank Total + Mebuki Securities)

(¥bn)



Fees from Corporate Customers (¥bn)

(Bank Total)



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. (It caused fees from loans with covenants to decrease.)

(2) Structural Reform

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 (we planned personnel reduction of 1,000 people within 3-year mid-term business plan). Progress has exceeded the plan. We expect to save 1,000 people (reduction of work volume) and achieve the plan within FY21

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 FY18)

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
(40% or more of domestic branches)

Staff Freed-up -500 people
(operations in branch offices)

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 (in June 2020)

Staff Freed-up - 50 people
(System Dept.)

- We will set up **the Business Management and Planning Department** in the Group (holding company). (in April 2021)
- We will unify the process and system in business concentration dept. Credit card issuance and telephone reception, etc. will be unified in the Group(holding company)

Staff Freed-up - 400 people
(Dept. of business management and planning/
Dept. of business concentration)

Group Companies

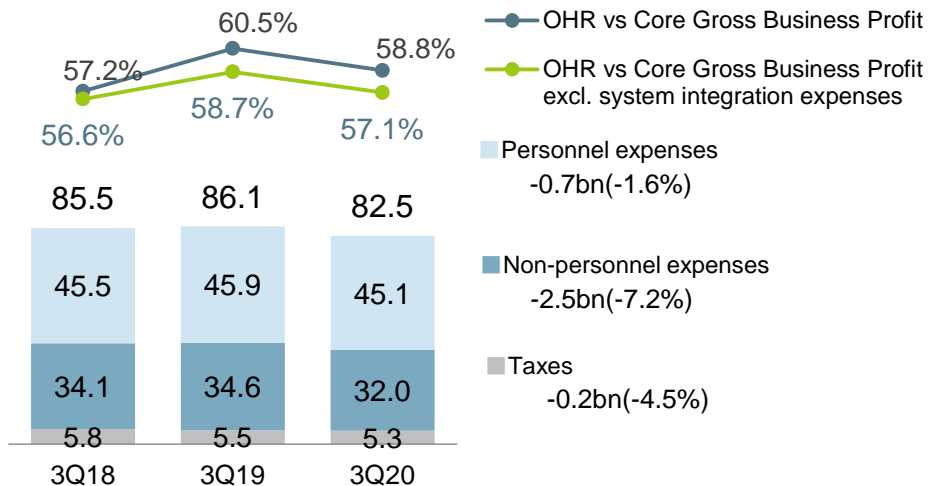
- Credit guarantee businesses and Credit card companies, which overlap in the Group, will be consolidated into a single organization respectively and converted to directly-owned subsidiaries.

Staff Freed-up - 40 people
(subsidiaries)

(2) — 1 Cost Reduction

Total expenses in 3Q20 decreased by ¥3.5bn (-4.0% annualized) due to the progress of structural reform. In FY20, we expect less than ¥112.0bn in total expenses (decrease by more than ¥3.0bn). We plan to achieve the mid-term business plan 1 year ahead of schedule.

Joyo Bank + Ashikaga Bank (¥bn)



Key Factors of YoY Changes

Total Expenses(Bank Total) YoY - ¥3.5bn

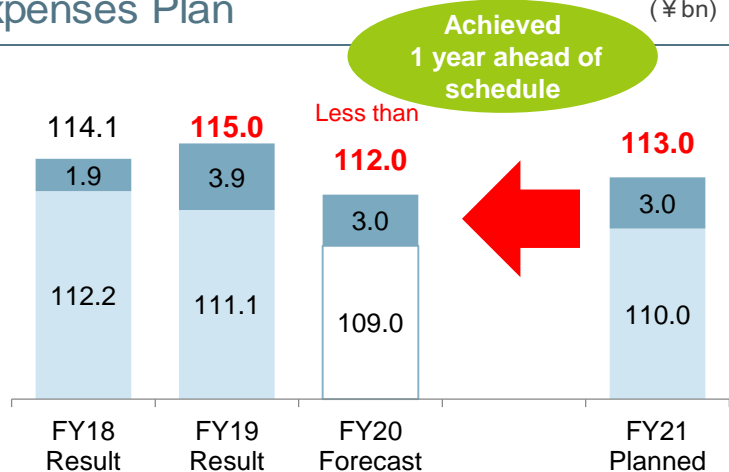
【Personnel expenses】 - ¥ 0.7bn

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

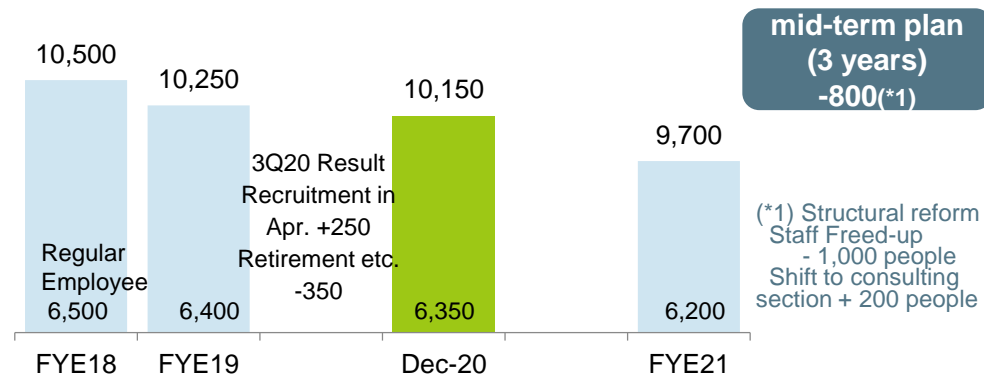
【Non-personnel expenses】 - ¥ 2.5bn

- 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)

Expenses Plan (¥ bn)



Control of Total Staff (people)

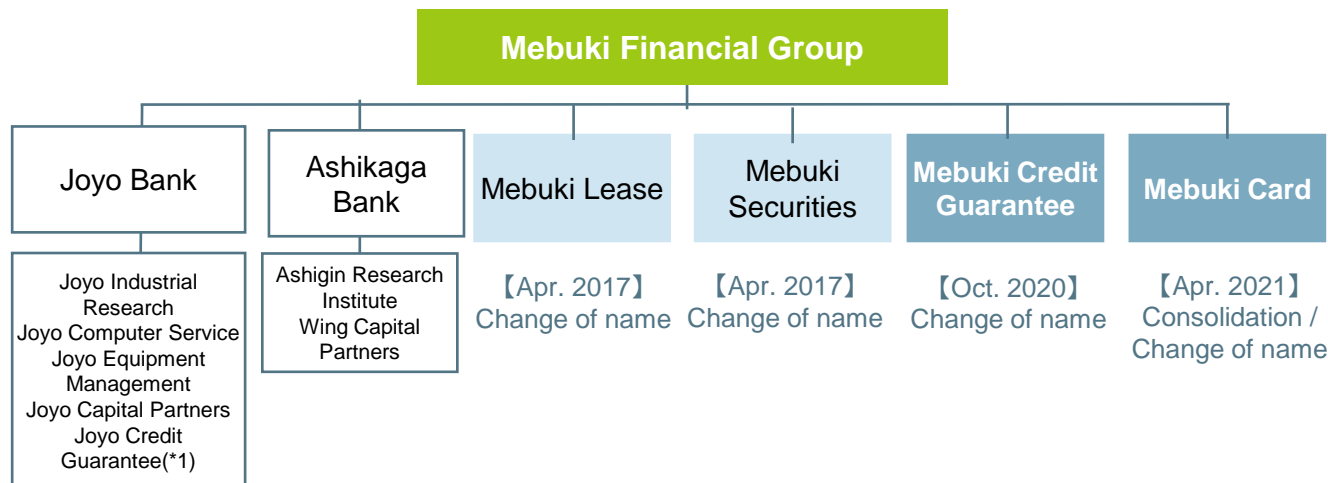


(2) – 2 Group Companies

We will reorganize overlapping subsidiaries within the Group and will be a four (4) company system that consists of Lease, Securities, Card, and Credit Guarantee companies as directly-owned subsidiaries, in addition to two banks.

We will increase profit contribution by the four subsidiaries, excluding two banks, as a comprehensive financial service group.

Organization of Group Companies (After April 2021)



Income Status (3Q20)

	3Q19	3Q20	YoY change
Mebuki Financial Group (Consolidated)	¥ 35.4bn	¥ 29.4bn	-¥5.9bn
Bank and Banking subsidiaries ^(*2)	¥ 36.0bn	¥ 28.9bn	-¥7.0bn
Mebuki Lease, Mebuki Securities, Mebuki Card ^(*3) , Mebuki Credit Guarantee ^(*4)	¥ 3.4bn profit contribution 9.6%	¥ 4.0bn profit contribution 13.6%	+¥0.6bn profit contribution +4.0p
FG(non-consolidated), consolidation adjustment	¥ -4.0bn	¥ -3.5bn	+¥0.5bn

(*1) Joyo Credit Guarantee handles existing housing loans and other loans provided by Joyo Bank only.

(*2) Bank Total excludes dividends from subsidiaries.

(*3) Mebuki Card = Joyo Credit + Ashigin Card

(*4) Mebuki Credit Guarantee includes Joyo Credit Guarantee.

3. Forecast for FY2020, Shareholder Returns, SDGs Initiatives, and 3Q20 Results

(1) 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.

(2) 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 is 11.29% (+0.34% compared to the end of March, 2020.)

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)

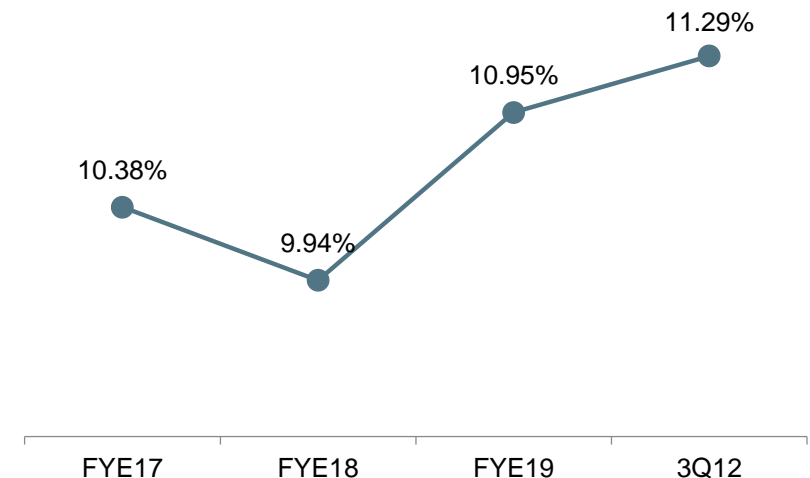
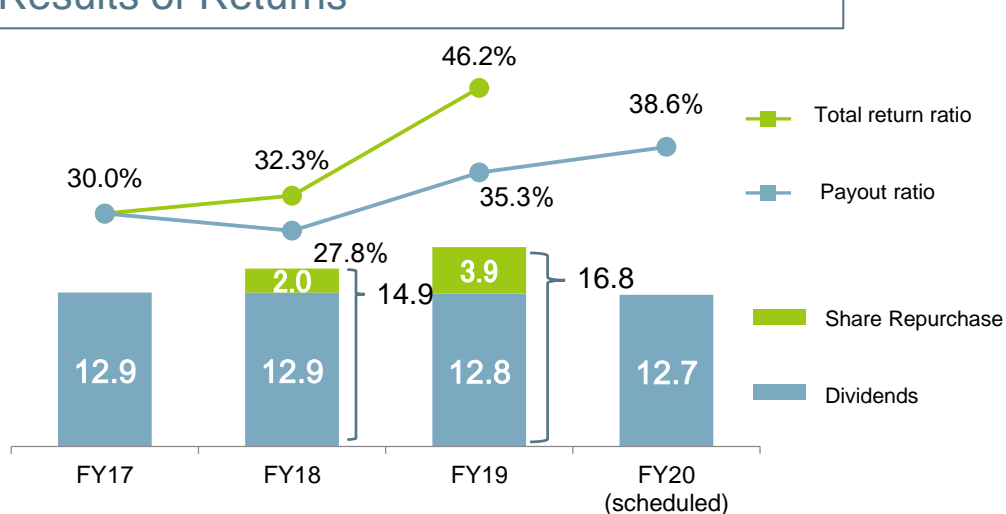
Shareholder Return Policy

- 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.

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

Capital Adequacy Ratio (FG consolidated)

Results of Returns



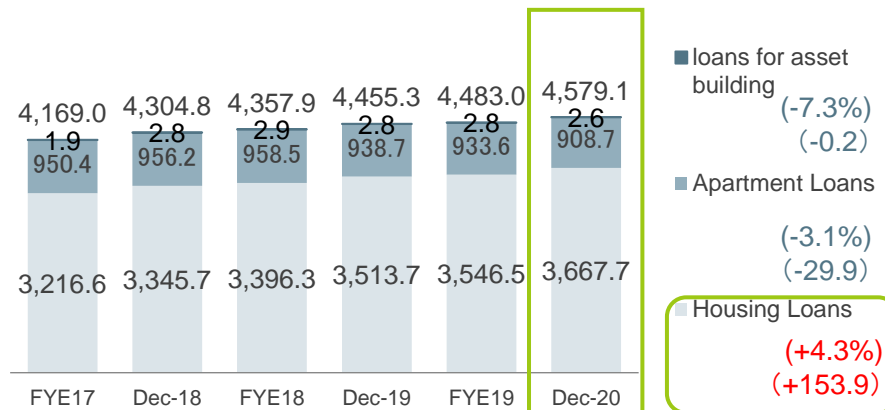
(3) Results for 3Q20 ~Loans to Individual and Corporate~

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.

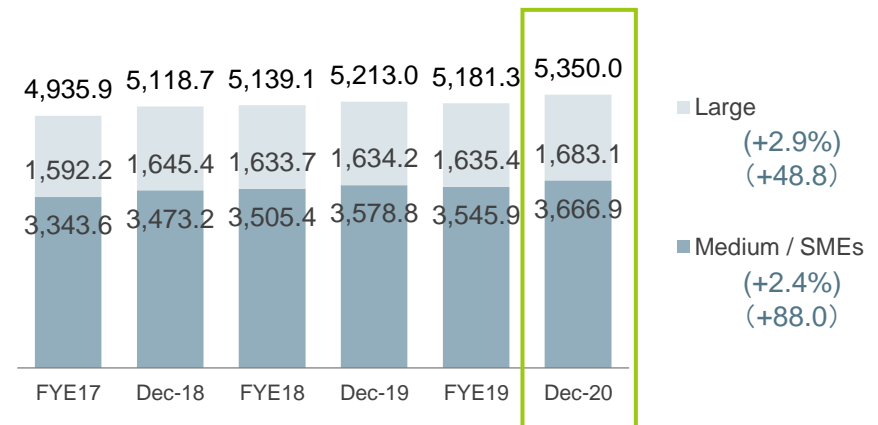
【Individual】Housing Related Loans

(¥ bn)



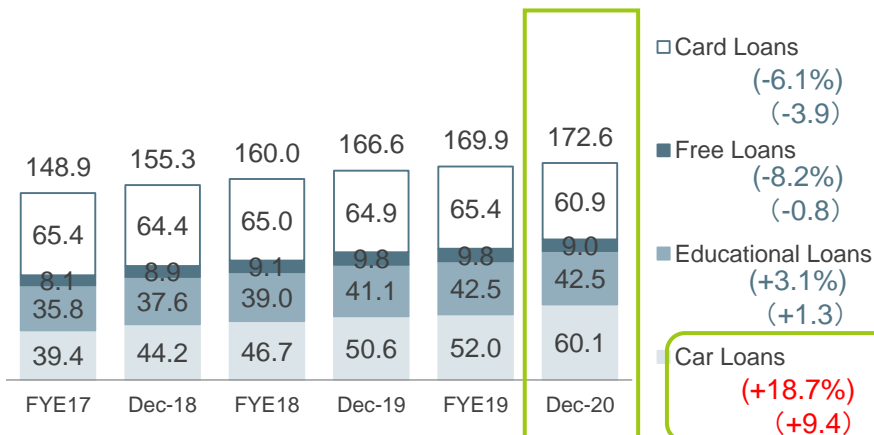
【Corporate】Term-end Balance by Company Size

(¥ bn)



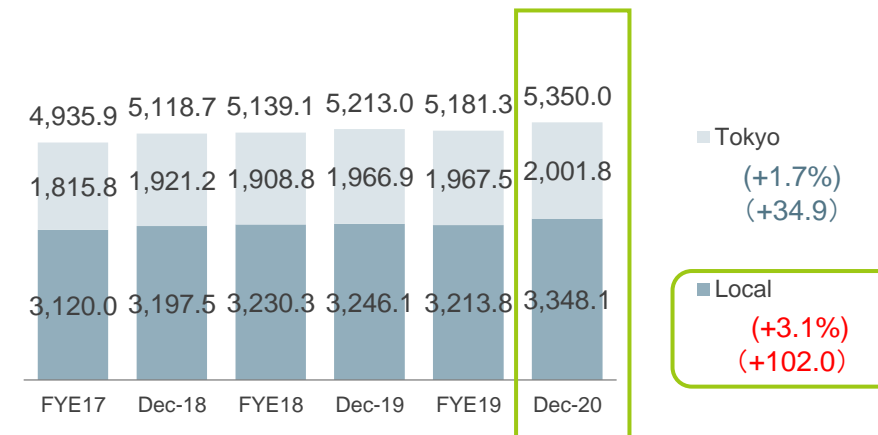
【Individual】Unsecured Loans

(¥ bn)



【Corporate】Term-end Balance by Area

(¥ bn)



(3) Results for 3Q20 ~Average Yield of Loans / Net Interest Income~

Average yield remains in a decreasing trend.

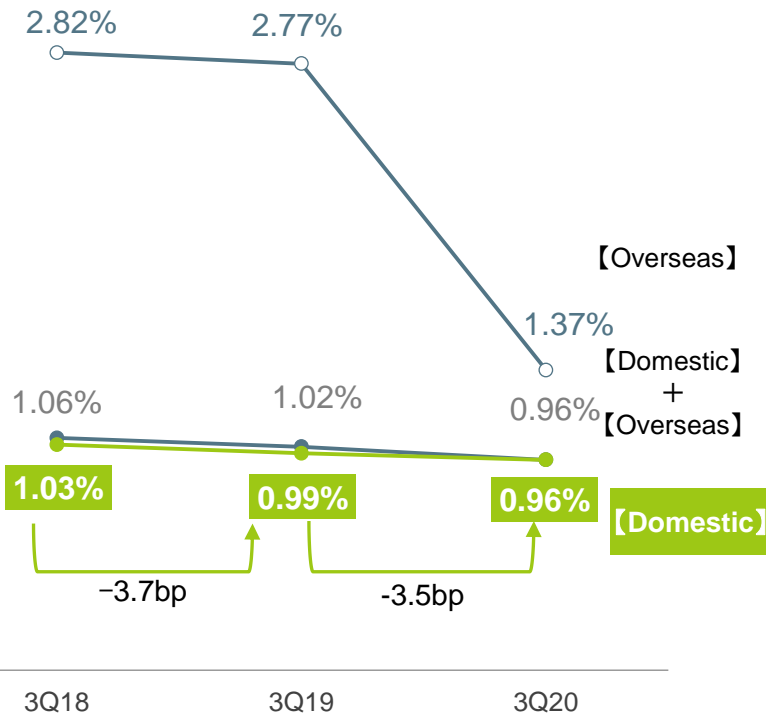
Although interest on loans and bills discounted decreased, difference of interests between loans and deposits slightly decreased YoY mainly due to decrease of interest on foreign currency deposits.

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

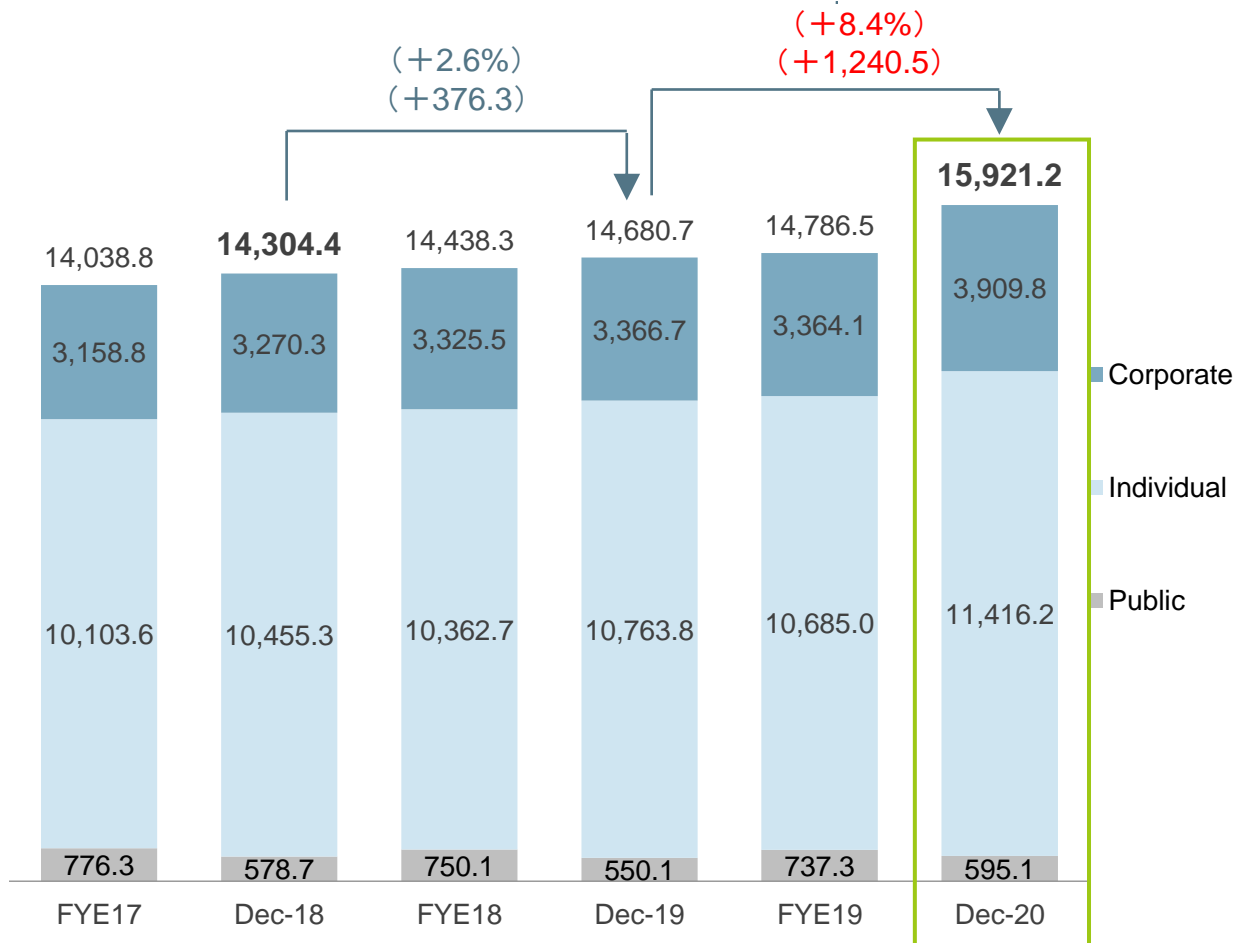
	Results	YoY Change					
		Factor	Domestic	Chg. in Factors	Overseas	Chg. in Factors	
Interest on loans and bills discounted		Avg Balance	+1.8	+1.6	(+216.3)	+0.2	(+18.1)
		Yield	-4.9	-2.9	(-3.5bp)	-2.0	(-139.8bp)
	80.7		-3.0	-1.3	-	-1.7	-
Interest on deposits (-)	1.3		-2.8	-0.1	-	-2.7	-
Difference of interests 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	-

(3) Results for 3Q20 ~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%

(4) SDGs Initiatives

We will work with all of our stakeholders, including customers, shareholders, employees and business partners, to create a more prosperous regional society and aim to keep growing together with our local communities. To achieve SDGs together with people in our local communities, we are engaged in promoting activities and providing support regarding SDGs efforts.

Announcement of *Partnership Construction Declaration*

- We announced *Partnership Construction Declaration* that aims to assist business continuity and fair trading for SMEs and to build a relationship of coexistence and co-prosperity so that big companies and SMEs can grow together.
- We support our business customers to adopt the Declaration for sustainable growth along with their subcontractors.



Development of New Businesses and Expansion of Economic Exchange

- We hold various business conferences related to agriculture, food, and manufacturing to assist in business matching, etc. among clients.
- We also promote these conferences in new forms such as an on-line (WEB) type from the conventional face-to-face type according to social situation.



Online Business Conference (image)

Handling of SDGs Private Placement Bonds

- In December 2020, we started to handle the investment trust product “*Global ESG Balance Fund*” which donates a portion of their profits to SDGs related businesses engaged in Ibaraki and Tochigi prefectures. It is donated through investment trust management companies, using “Furusato Nozei”, a corporate tax donation system.



Environment-related Financing and Environment-friendly Private Placement Bonds

- Joyo Bank is designated as a *financial institution for Regional ESG-related Loan Promotion Interest Subsidy Project in FY2020* by the Ministry of the Environment. Amount of loans provided ¥6.6 million (Joyo Bank)
- Ashikaga Bank handles *Environment-friendly Private Placement Bonds* for corporate customers approved by the Ministry of the Environment or other institutions designated by the Bank.



【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		(¥ b n)					
		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)		(¥ b n)					
		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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