# The Yamanashi Chuo Bank, Ltd. The 21st Analyst Meeting

**Supplementary Materials** 

December 6, 2011 (Tue)

# Supplementary Materials

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# Yamanashi Chuo Bank

# **Fiscal 2011 First Half Results (1)**

## ① 山梨中央銀行

(¥ billion; %)

|                 |   | FY2009     | FY2010     | FY2011     | YoY comparis | son (FY10 1H) | YoY comparis                          | son (FY11 1H)                                    |
|-----------------|---|------------|------------|------------|--------------|---------------|---------------------------------------|--|
|                 |   | (1st half) | (1st half) | (1st half) | Amount       | Percentage    | Amount                                | Percentage                                       |
|                 | Fund operations   | 2,549.2    | 2,628.4    | 2,704.9    | 79.1         | 3.10          | 76.4                                  | 2.91   |
|                 | Loans   | 1,490.7    | 1,478.5    | 1,481.5    | (12.2)       | (0.82)        | 2.9                                   | 0.20   |
| ₹               | Securities  | 943.2      | 1,054.1    | 1,126.0    | 110.9        | 11.75         | 71.8                                  | 6.81   |
| Average         | Call loans  | 93.3       | 77.8       | 60.0       | (15.5)       | (16.63)       | (17.7)                                | (22.83)  |
| ge              | Due from banks (interest-bearing)                             | 13.5       | 7.7        | 27.1       | (5.8)        | (43.05)       | 19.4                                  | 250.98   |
| ba              | Fund procurement  | 2,449.1    | 2,518.7    | 2,597.1    | 69.6         | 2.84          | 78.4                                  | 3.11   |
| balance         | Deposits  | 2,433.5    | 2,498.2    | 2,585.5    | 64.6         | 2.65          | 87.3                                  | 3.49   |
| မြ              | Call money  | 9.3        | 0.1        | 1.5        | (9.2)        | (98.63)       | 1.4                                   | 1,137.50   |
|                 | (Reference) Money held in trust                               | _          | -          | -          | -            | _             | -                                     | _  |
|                 | Fund operations   | 1.60       | 1.49       | 1.36       | (0.11)       | /             | (0.13)                                | /  |
|                 | Loans   | 1.91       | 1.77       | 1.63       | ` ′          | /             | (0.13)                                | /  |
|                 | Securities  | 1.27       | 1.20       | 1.11       | (0.14)       | /             | (0.14)                                | /  |
|                 | Call loans  | 0.18       | 0.17       | 0.14       | ·            | /             | (0.03)                                |  |
| ≾               | Due from banks  | 0.10       | 0.09       | 0.09       | (0.01)       | /             | 0.00                                  | /  |
| Yields          | Fund procurement  | 0.17       | 0.10       | 0.06       |              |               | (0.04)                                |  |
| _               | Deposits  | 0.17       | 0.10       | 0.06       | ` ′          | /             | (0.04)                                | /  |
| l Ite           | Call money  | 0.88       | 0.35       | 0.29       | (0.53)       | /             | (0.06)                                | /  |
| Interest margin | Borrowings  | 0.09       | 0.10       | 0.09       | ` ′          |               | (0.01)                                | /  |
| Ιπ              | OHR   | 1.17       | 1.14       | 1.17       | (0.03)       |               | 0.03                                  |  |
| narc            | Fund procurement cost   | 1.34       | 1.24       | 1.23       | (0.10)       | /             | (0.01)                                | /  |
| g.              | Loan / deposit interest margin                                | 1.74       | 1.67       | 1.57       | (0.07)       |               | (0.10)                                |  |
|                 | Fund operation / procurement                                  |            |            |            | , , ,        | /             | , , , , , , , , , , , , , , , , , , , | /  |
|                 | interest margin   | 1.43       | 1.39       | 1.30       | (0.04)       | -             | (0.09)                                | <del>                                     </del> |
|                 | Gross interest margin on loans Gross interest margin on funds | 0.57       | 0.52       | 0.40       | (0.05)       | /             | (0.12)                                | /  |
|                 | under management  | 0.26       | 0.25       | 0.13       | (0.01)       |               | (0.12)                                | /  |

## ① 山梨中央銀行

(¥ billion; %)

|         |  | FY2009     | FY2010     | FY2011     | YoY comparis | son (FY10 1H) | YoY compari | son (FY11 1H) |
|---------|--|------------|------------|------------|--------------|---------------|-------------|---------------|
|         |  | (1st half) | (1st half) | (1st half) | Amount       | Percentage    | Amount      | Percentage    |
|         | Interest income                        | 18.2       | 18.2       | 17.6       | 0.0          | 0.00          | (0.6)       | (3.45)        |
|         | Loans                                  | 14.3       | 13.1       | 12.1       | (1.1)        | (8.32)        | (0.9)       | (7.51)        |
|         | Securities                             | 6.0        | 6.3        | 6.3        | 0.3          | 5.88          | (0.0)       | (1.22)        |
|         | Call loans                             | 0.0        | 0.0        | 0.0        | (0.0)        | (24.13)       | (0.0)       | (34.84)       |
|         | Due from banks                         | 0.0        | 0.0        | 0.0        | (0.0)        | (42.85)       | 0.0         | 251.44        |
|         | Fees and commissions                   | 2.2        | 2.3        | 2.1        | 0.0          | 3.26          | (0.1)       | (5.80)        |
|         | Other operating income (losses)        | (0.3)      | 1.1        | 0.4        | 1.5          | 424.44        | (0.7)       | (64.21)       |
| l       | JGBs and other bond transactions       | (0.4)      | 1.0        | 0.3        | 1.5          | 359.71        | (0.7)       | (68.61)       |
| Profits | General provision to loan loss reserve | (8.0)      | -          | -          | 0.8          | -             | -           | -             |
| its a   | Expenses                               | 14.3       | 14.3       | 15.2       | 0.0          | 0.30          | 0.8         | 5.75          |
| and     | Banking profit                         | 6.6        | 7.3        | 5.0        | 0.7          | 10.66         | (2.3)       | (31.77)       |
| los     | Modified banking profit                | 5.8        | 7.3        | 5.0        | 1.5          | 26.57         | (2.3)       | (31.77)       |
| losses  | Net business profit on core operations | 6.2        | 6.2        | 4.6        | 0.0          | 0.48          | (1.5)       | (25.33)       |
|         | Non-operating income (losses)          | (4.3)      | (1.1)      | 0.5        | 3.1          | 72.09         | 1.6         | 145.36        |
|         | Equity share and similar transactions  | (0.5)      | (0.9)      | (1.0)      | (0.4)        | (77.77)       | (0.0)       | (7.63)        |
|         | NPL disposal amount                    | 4.0        | 0.0        | 0.0        | (4.0)        | (97.78)       | (0.0)       | (26.37)       |
|         | Money held in trust                    | ı          | -          | -          | -            | -             | -           | _             |
|         | Ordinary profits                       | 2.3        | 6.2        | 5.5        | 3.8          | 166.25        | (0.6)       | (10.95)       |
|         | Extraordinary income (losses)          | (0.0)      | 1.4        | (0.0)      | 1.5          | 2,014.10      | (1.4)       | (100.09)      |
|         | Income taxes - basic                   | 0.8        | 0.9        | 1.8        | 0.1          | 18.00         | 0.9         | 99.57         |
|         | Income taxes - deferred                | 0.3        | 1.4        | 0.4        | 1.0          | 322.05        | (0.9)       | (67.45)       |
|         | Net income                             | 1.1        | 5.3        | 3.1        | 4.2          | 376.04        | (2.1)       | (40.19)       |

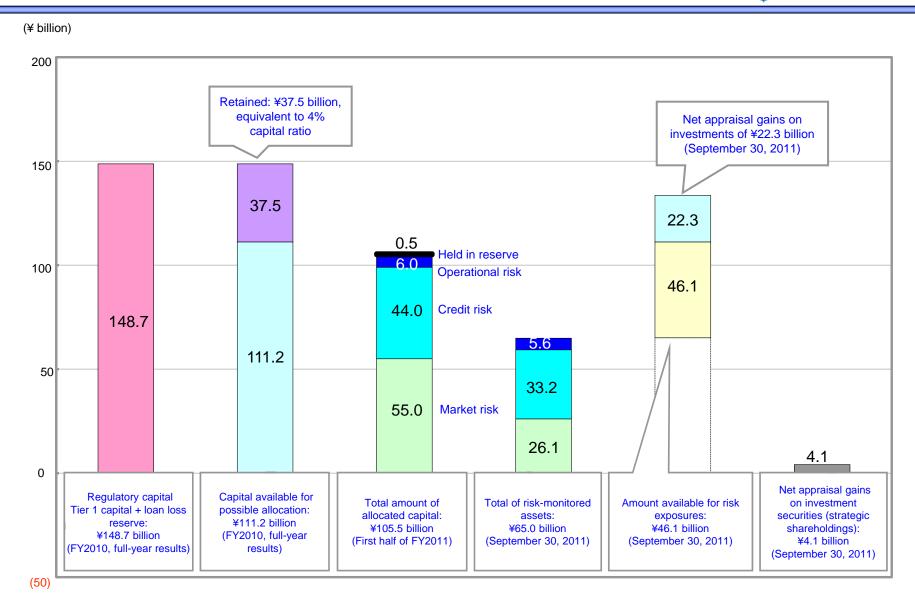
(%; ¥ billion)

|    |                    |  | FY2008  | FY2009<br>(1st half) | FY2009 | FY2010<br>(1st half) | FY2010 | FY2011<br>(1st half) |
|----|--------------------|--|---------|----------------------|--------|----------------------|--------|----------------------|
| To | otal capita        | ıl ratio (domestic standards)                              | 14.23   | 14.47                | 15.14  | 15.98                | 15.90  | 16.19                |
| Ti | er 1 ratio         |  | 13.64   | 13.94                | 14.54  | 15.50                | 15.35  | 15.83                |
| R  | Regulatory capital |  | 146.8   | 146.5                | 148.1  | 151.0                | 148.7  | 149.6                |
|    | Tier 1             |  | 140.7   | 141.2                | 142.3  | 146.4                | 143.6  | 146.2                |
|    |                    | Unrealized gain on land revaluation (45%)                  | -       | -                    | 1      | -                    | -      | -                    |
|    | Tier 2             | Unrealized gain on available-<br>for-sale securities (45%) | -       | -                    | 1      | -                    | ı      | -                    |
|    | TICI Z             | Loan loss reserve  | 6.1     | 5.2                  | 5.8    | 4.5                  | 5.0    | 3.3                  |
|    |                    | Subordinated debt  | 1       | 1                    | ı      | -                    | ı      | -                    |
|    | Deduc              | tions  | -       | 1                    | 1      | •                    | 1      | •                    |
| Ri | sk-weighte         | ed assets  | 1,031.2 | 1,012.7              | 978.2  | 944.8                | 935.3  | 923.6                |
|    | On-bala            | ance items   | 931.0   | 914.3                | 892.9  | 860.9                | 852.0  | 841.5                |
|    | Off-bala           | ance items   | 15.1    | 13.8                 | 13.8   | 13.0                 | 13.0   | 12.3                 |
|    | Operati            | onal risks / 0.08  | 85.0    | 84.5                 | 71.4   | 70.8                 | 70.2   | 69.7                 |

(Reference) Interest rate risk on the banking account (September 30, 2011)

| Interest rate shock | 99th percentile |
|---------------------|-----------------|
| Risk amount         | ¥10.5 billion   |
| Tier I + Tier II    | ¥149.6 billion  |
| Outlier ratio       | 7.0%            |

<sup>\*</sup> From June 2009, core deposits are calculated with an in-house model.



|      |   | FY2004 | FY2005 | FY2006 | FY2007 | FY2008 | FY2009 | FY2010 | FY2011<br>(1st half) | Comparison with FY2004 |
|------|---|--------|--------|--------|--------|--------|--------|--------|----------------------|------------------------|
| Reg  | gular employees   | 1,764  | 1,688  | 1,612  | 1,564  | 1,605  | 1,659  | 1,705  | 1,735                | (29)                   |
| Fixe | ed-term contract workers                                | 431    | 496    | 581    | 716    | 760    | 789    | 776    | 762                  | 331                    |
| Bra  | nches (including sub-branches)                          | 93     | 91     | 91     | 91     | 92     | 91     | 91     | *<br>91              | (2)                    |
|      | Ordinary type   | 48     | 49     | 45     | 42     | 43     | 42     | 42     | 42                   | (6)                    |
|      | Covering wide area; full-range services                 | 27     | 21     | 21     | 23     | 22     | 22     | 22     | 22                   | (5)                    |
|      | Covering wide area; specialized in retailing            | 15     | 17     | 24     | 25     | 26     | 26     | 26     | *<br>26              | 11                     |
|      | Covering wide area; specialized in loans to individuals | 3      | 4      | 1      | 1      | 1      | 1      | 1      | 1                    | (2)                    |
| Corp | poarate Sales Office                                    | 0      | 0      | 0      | 0      | 0      | 0      | 1      | 2                    | 2                      |
| Loa  | n centers   | 3      | 3      | 3      | 4      | 5      | 5      | 5      | 5                    | 2                      |
| Off- | branch ATMs   | 135    | 138    | 131    | 132    | 134    | 132    | 130    | 131                  | (4)                    |

<sup>\*</sup>Of which two (Chuo Ichiba Branch and Nishi Branch) have moved and become "branches within branches"

(¥ billion; %; P)

|   | March 3 | 31, 2011       | Septembe | r 30, 2011     | YoY c   | hange          |
|---|---------|----------------|----------|----------------|---------|----------------|
|   | Balance | Ratio to total | Balance  | Ratio to total | Balance | Ratio to total |
| Manufacturing                             | 157.7   | 10.3%          | 156.2    | 10.8%          | (1.5)   | 0.4P           |
| Agriculture, forestry                     | 1.4     | 0.2%           | 1.4      | 0.1%           | (0.0)   | (0.1)P         |
| Fishery                                   | 0.0     | 0.0%           | 0.0      | 0.0%           | 0.0     | 0.0P           |
| Mining, quarrying and gravel digging      | 2.3     | 0.2%           | 2.2      | 0.2%           | (0.1)   | (0.0)P         |
| Construction                              | 45.4    | 3.0%           | 41.3     | 2.9%           | (4.1)   | (0.1)P         |
| Utilities, heat provision                 | 33.5    | 2.2%           | 32.2     | 2.2%           | (1.3)   | 0.0P           |
| Telecommunications                        | 19.9    | 1.3%           | 18.3     | 1.3%           | (1.6)   | (0.0)P         |
| Transportation, postal services           | 72.6    | 4.8%           | 75.2     | 5.2%           | 2.6     | 0.4P           |
| Wholesaling, retailing                    | 127.1   | 8.3%           | 126.7    | 8.7%           | (0.4)   | 0.4P           |
| Financing, insurance                      | 47.5    | 3.1%           | 49.6     | 3.4%           | 2.0     | 0.3P           |
| Real estate, equipment rental and leasing | 198.9   | 13.0%          | 188.8    | 13.0%          | (10.1)  | (0.0)P         |
| Miscellaneous services                    | 163.5   | 10.7%          | 165.1    | 11.4%          | 1.5     | 0.7P           |
| National and local governments            | 278.4   | 18.2%          | 219.0    | 15.1%          | (59.4)  | (3.1)P         |
| Individuals and others                    | 377.1   | 24.7%          | 373.1    | 25.7%          | (4.0)   | 1.0P           |
| Total lending                             | 1,526.0 | 100.0%         | 1,449.6  | 100.0%         | (76.4)  | _              |

#### **Loan Balance by Customer's Business Scale**

(¥ billion; %)

|                | National and local government |                      | Large companies |                      | Second-tier<br>companies |                      | SMEs   |                      | Other individuals |                      | Total   |                      |
|----------------|-------------------------------|----------------------|-----------------|----------------------|--------------------------|----------------------|--------|----------------------|-------------------|----------------------|---------|----------------------|
|                | FY2010                        | FY2011<br>(1st half) | FY2010          | FY2011<br>(1st half) | FY2010                   | FY2011<br>(1st half) | FY2010 | FY2011<br>(1st half) | FY2010            | FY2011<br>(1st half) | FY2010  | FY2011<br>(1st half) |
| Overall        | 278.4                         | 219.0                | 339.5           | 349.1                | 36.6                     | 37.0                 | 494.2  | 471.2                | 377.1             | 373.1                | 1,526.0 | 1,449.6              |
|                | 18.2%                         | 15.1%                | 22.2%           | 24.1%                | 2.4%                     | 2.6%                 | 32.4%  | 32.5%                | 24.7%             | 25.7%                | 100.0%  | 100.0%               |
| Yamanashi      | 192.3                         | 183.2                | 32.5            | 31.1                 | 17.2                     | 17.7                 | 362.4  | 335.8                | 297.2             | 294.5                | 901.9   | 862.6                |
| Prefecture     | 21.3%                         | 21.2%                | 3.6%            | 3.6%                 | 1.9%                     | 2.1%                 | 40.2%  | 38.9%                | 33.0%             | 34.1%                | 100.0%  | 100.0%               |
| Western        | 1.8                           | 1.6                  | 11.3            | 9.4                  | 4.6                      | 4.4                  | 61.3   | 64.9                 | 78.2              | 77.0                 | 157.5   | 157.5                |
| Tokyo Bloc     | 1.2%                          | 1.0%                 | 7.2%            | 6.0%                 | 2.9%                     | 2.8%                 | 38.9%  | 41.2%                | 49.7%             | 48.9%                | 100.0%  | 100.0%               |
| Eastern        | 4.2                           | 4.2                  | 252.4           | 262.3                | 14.7                     | 14.8                 | 64.1   | 62.3                 | 1.6               | 1.5                  | 337.1   | 345.2                |
| Tokyo Bloc     | 1.2%                          | 1.2%                 | 74.9%           | 76.0%                | 4.4%                     | 4.3%                 | 19.0%  | 18.0%                | 0.5%              | 0.4%                 | 100.0%  | 100.0%               |
| Headquarters   | 80.0                          | 30.0                 | 43.1            | 46.1                 | -                        | -                    | 6.3    | 8.1                  | 0.0               | 0.0                  | 129.5   | 84.2                 |
| 1 loadquartors | 61.8%                         | 35.6%                | 33.3%           | 54.8%                | -                        | -                    | 4.9%   | 9.6%                 | 0.0%              | 0.0%                 | 100.0%  | 100.0%               |

# Number of Designated Financial Institution Contracts with Local Governments (September 30, 2011)

|  | Prefecture | City | Town / Village | Total |
|--|------------|------|----------------|-------|
| Total number of local governments in<br>Yamanashi Prefecture | 1          | 13   | 14             | 28    |
| Number of government bodies by which the Bank is designated  | 1          | 13   | 10             | 24    |

## **Risk-Monitored Loans under the Banking Law**

The Bank has never implemented partial charge-offs.

(¥ billion)

|       |   | March 31, 2011 | September 30, 2011 | Comparison with previous term-end | September 30, 2011<br>(consolidated basis) |
|-------|---|----------------|--------------------|-----------------------------------|--|
|       | Loans to customers in bankruptcy  | 4.2            | 3.9                | (0.3)                             | 4.1  |
|       | Past due loans  | 47.0           | 47.4               | 0.4                               | 48.7                                       |
|       | Accruing loans contractually past due three months or more              | -              | 0.0                | 0.0                               | 0.0  |
|       | Restructured loans  | 2.3            | 2.8                | 0.5                               | 2.8  |
| Total | risk-monitored loans (A)  | 53.6           | 54.2               | 0.6                               | 55.7                                       |
|       | As a percentage of total loans  | 3.51%          | 3.74%              | 0.23P                             | 3.87%                                      |
|       | ons covered by collateral and<br>antees (B) (including specific<br>ves) | 51.2           | 51.4               | 0.2                               | 52.9                                       |
| Cove  | rage ratio B / A  | 95.57%         | 94.80%             | (0 .77)P                          | 94.88%                                     |
|       | erve for possible loan losses<br>especific) (C)                         | 5.0            | 3.3                | (1.7)                             | 7.1  |
|       | rage ratio (B + C) / A<br>Iding loan loss reserves)                     | 105.01%        | 101.00%            | (4.01)P                           | 107.78%                                    |

<sup>\*</sup> The following figures in the yellow column represent risk-monitored loan amounts (non-consolidated basis) on the assumption of implementation of partial charge-offs. (¥ billion)

|       |  | September 30, 2011 Prior to partial charge-offs (1) | September 30, 2011 After partial charge-offs (2) | Decrease<br>(2) - (1) |
|-------|--|---|--|-----------------------|
|       | Loans to customers in bankruptcy                           | 3.9   | 1.8  | (2.1)                 |
|       | Past due Ioans   | 47.4  | 45.0   | (2.4)                 |
|       | Accruing loans contractually past due three months or more | 0.0   | 0.0  | 0.0                   |
|       | Restructured loans   | 2.8   | 2.8  | 0.0                   |
| Total | risk-monitored loans                                       | 54.2  | 49.8   | (4.4)                 |
|       | As a percentage of total loans                             | 3.74%   | 3.47%  | (0.27)P               |

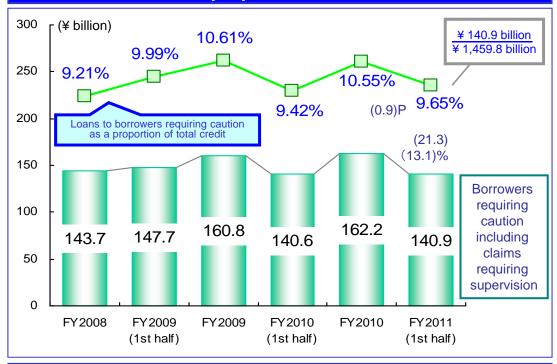
(¥ billion)

|  |                          |         |                    |                         |                       |                      |                         | (+ billion)         | 1  |
|--|--------------------------|---------|--------------------|-------------------------|-----------------------|----------------------|-------------------------|---------------------|--|
|  | Total claim b            |         |                    | ,                       | Septembe              | r 30, 2011           |                         |                     |  |
| From March 31, 2011<br>to September 30, 2011 |                          |         | Normal<br>borrower | Other requiring caution | Requiring supervision | Potentially bankrupt | Effectively<br>Bankrupt | Legally<br>bankrupt | Deterioration<br>to potentially<br>bankrupt or |
|  | Amount of newly occurred | _       | 7.4                | 0.2                     | _                     | 0.0                  | -                       | -                   | worse  |
|  | Normal<br>borrower       | 1,320.7 | 1,250.4            | 11.3                    | 0.2                   | 1.1                  | 0.3                     | 0.0                 | 0.11%  |
| Z  | Other requiring caution  | 158.8   | 7.0                | 124.1                   | 0.4                   | 2.8                  | 0.1                     | 0.0                 | 1.91%  |
| March 3                                      | Requiring supervision    | 3.1     | 0.0                | 0.1                     | 2.8                   | 0.0                  | -                       | -                   | 0.06%  |
| 31, 20                                       | Potentially bankrupt     | 37.0    | 0.0                | 1.1                     | 0.1                   | 33.5                 | 0.8                     | 0.0                 |  |
| 2011   | Effectively<br>Bankrupt  | 10.3    | _                  |                         | _                     | 0.2                  | 8.5                     | 0.1                 | Improve  |
|  | Legally<br>bankrupt      | 4.2     |                    | -                       | _                     | 0.1                  | _                       | 3.7                 |  |
|  | Total                    | 1,534.4 | 1,264.9            | 137.0                   | 3.7                   | 37.8                 | 9.8                     | 3.9                 | Deteriora                                      |

<sup>\*</sup> Including loans, customers' liabilities for acceptances and guarantees, foreign exchanges, suspense payments and accrued interest.

Loans to national and local governments and claims outside scope of asset under self-assessment are included in "Normal" borrowers.

# Balance of loans to borrowers requiring caution and as a proportion of total credit



#### **Measures for financial facilitation**

|                        | Applio       | action | (Number of loans, Amounts (¥ billion)) |                     |             |          |  |  |  |
|------------------------|--------------|--------|--|---------------------|-------------|----------|--|--|--|
| Туре                   | Аррііс       | Zation | Appr                                   | oved                | Turned down |          |  |  |  |
|                        | Applications | Amount | Applications                           | Applications Amount |             | s Amount |  |  |  |
| SME customers          | 5,195        | 141.0  | 4,717                                  | 132.2               | 74          | 1.8      |  |  |  |
| Housing-loan customers | 892          | 13.7   | 566                                    | 8.5                 | 93          | 1.4      |  |  |  |

# \* Base date: September 30, 2011

# Measures to support managements at corporate borrowers

#### **Basic stance**

Our basic stance is unchanged: We have proactively worked to facilitate funding and support management improvement at customer companies in our region.

#### Measures taken

To enhance our management improvement efforts we expanded support services for management improvement and funding facilitation for corporate borrowers.

Supporting a wider range of borrowers

|     | Category             | Total |
|-----|----------------------|-------|
| Ma  | nagement improvement | 74    |
|     | Headquarters         | 43    |
|     | Branch managements   | 31    |
| Fur | nding facilitation   | 126   |
|     | Total                | 200   |

# **Prior to Mark-to-Market Adjustment**

(¥ billion; %; P)

|  | FY2     | 008            | FY2009 (1st half) |                | FY2009  |                | FY2010 (1st half) |                | FY2010  |                | FY2011 (1st half) |                | YoY increase<br>(decrease) |                   |
|--|---------|----------------|-------------------|----------------|---------|----------------|-------------------|----------------|---------|----------------|-------------------|----------------|----------------------------|-------------------|
|  | Balance | Ratio to total | Balance           | Ratio to total | Balance | Ratio to total | Balance           | Ratio to total | Balance | Ratio to total | Balance           | Ratio to total | Balance                    | Rátio to<br>total |
| JGBs                                   | 343.9   | 38.8           | 360.8             | 37.7           | 468.9   | 46.0           | 544.6             | 50.6           | 558.3   | 52.1           | 694.4             | 57.8           | 149.8                      | 7.1               |
| Municipal<br>bonds                     | 160.2   | 18.1           | 187.3             | 19.6           | 168.2   | 16.5           | 169.7             | 15.8           | 169.5   | 15.8           | 179.5             | 14.9           | 9.8                        | (0.8)             |
| Gov ernment guaranteed bonds           | 167.6   | 18.9           | 205.4             | 21.5           | 183.3   | 18.0           | 176.1             | 16.4           | 174.3   | 16.3           | 174.1             | 14.5           | (2.0)                      | (1.9)             |
| Bond issued by semi-gov ernment bodies | 5.4     | 0.6            | 3.3               | 0.3            | 3.0     | 0.3            | 2.7               | 0.3            | 2.5     | 0.2            | 1.5               | 0.1            | (1.2)                      | (0.1)             |
| Financial debentures                   | 20.9    | 2.4            | 19.1              | 2.0            | 13.9    | 1.4            | 11.5              | 1.1            | -       | 1              | ı                 | ı              | (11.5)                     | (11.0)            |
| Corporate bonds                        | 92.0    | 10.4           | 97.7              | 10.2           | 101.3   | 9.9            | 96.3              | 9.0            | 94.9    | 8.8            | 81.5              | 6.8            | (14.8)                     | (2.2)             |
| Equity shares                          | 49.9    | 5.6            | 48.8              | 5.1            | 52.1    | 5.1            | 51.7              | 4.8            | 47.8    | 4.5            | 45.7              | 3.8            | (6.0)                      | (1.0)             |
| Strategic<br>holdings                  | 35.3    | 4.0            | 34.1              | 3.6            | 35.5    | 3.5            | 35.5              | 3.3            | 32.5    | 3.0            | 30.9              | 2.6            | (4.6)                      | (0.7)             |
| Portfolio investments                  | 14.6    | 1.6            | 14.7              | 1.5            | 16.6    | 1.6            | 16.2              | 1.5            | 15.3    | 1.5            | 14.8              | 1.2            | (1.4)                      | (0.3)             |
| Foreign securities                     | 15.7    | 1.8            | 11.1              | 1.2            | 2.4     | 0.3            | 1.1               | 0.1            | 1.9     | 0.2            | 2.2               | 0.2            | 1.1                        | 0.1               |
| Investment trusts, etc.                | 30.5    | 3.4            | 23.2              | 2.4            | 25.8    | 2.5            | 21.5              | 2.0            | 22.1    | 2.1            | 22.7              | 1.9            | 1.2                        | (0.1)             |
| Total                                  | 886.4   | 100.0          | 957.1             | 100.0          | 1,019.2 | 100.0          | 1,075.7           | 100.0          | 1,071.8 | 100.0          | 1,201.9           | 100.0          | 126.2                      |                   |

Yields (%; P)

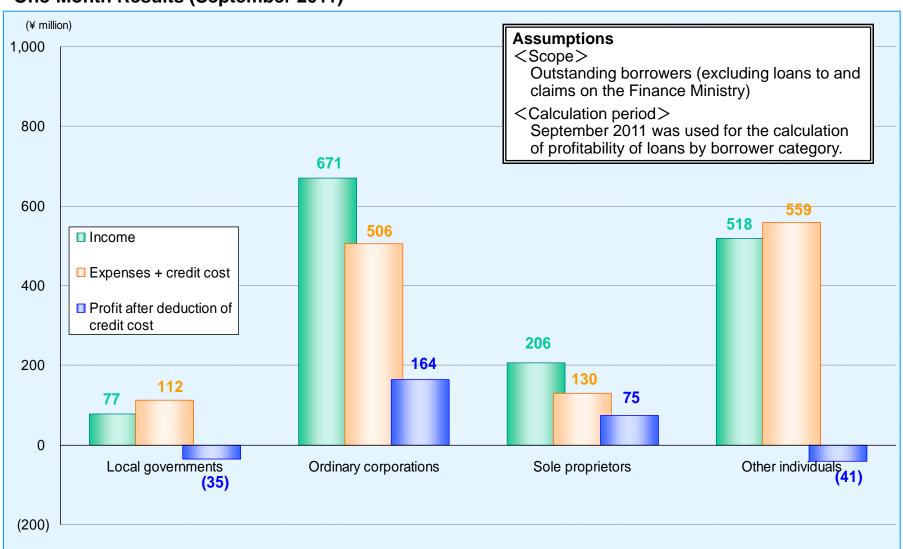
|  | FY2008 | FY2009<br>(1st half) | FY2009 | FY2010<br>(1st half) | FY2010 | FY2011<br>(1st half) | YoY increase (decrease) |
|--|--------|----------------------|--------|----------------------|--------|----------------------|-------------------------|
| Yen-denominated bonds                  | 1.29   | 1.26                 | 1.25   | 1.16                 | 1.14   | 1.04                 | (0.12)                  |
| Equity shares                          | 2.53   | 2.09                 | 1.96   | 2.17                 | 2.05   | 2.25                 | 0.08                    |
| Investment trusts, etc.                | 0.00   | 0.00                 | 0.00   | 1.04                 | 1.24   | 1.80                 | 0.76                    |
| Total of yen-<br>denominated bonds     | 1.29   | 1.27                 | 1.25   | 1.20                 | 1.18   | 1.11                 | (0.09)                  |
| Foreign-currency-<br>denominated bonds | 3.13   | 1.44                 | 1.21   | 1.65                 | 1.76   | 1.90                 | 0.25                    |
| Total                                  | 1.32   | 1.27                 | 1.25   | 1.20                 | 1.18   | 1.11                 | (0.09)                  |

## Valuation gains (losses)

(¥ billion)

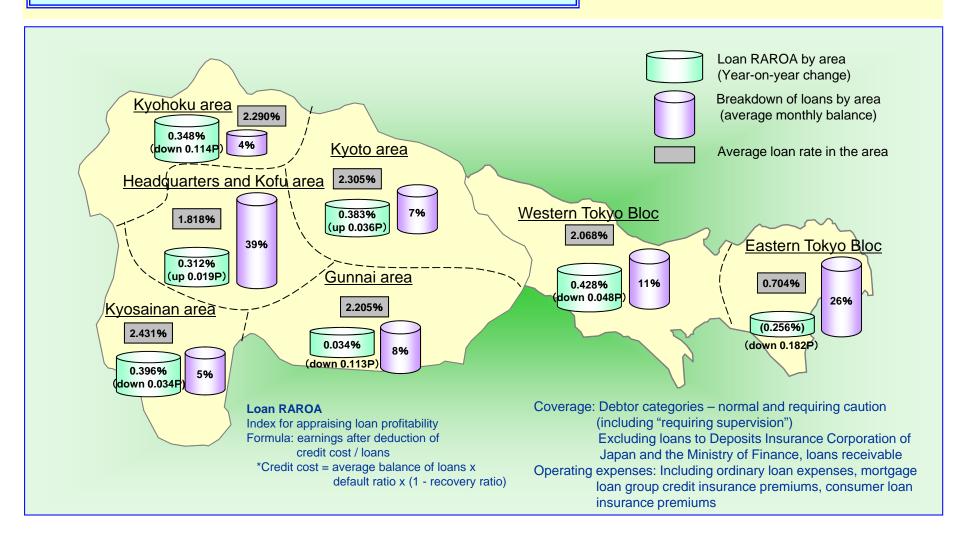
|  | FY2008 | FY2009<br>(1st half) | FY2009 | FY2010<br>(1st half) | FY2010 | FY2011<br>(1st half) | YoY increase<br>(decrease) |
|--|--------|----------------------|--------|----------------------|--------|----------------------|----------------------------|
| Yen-denominated bonds                  | 6.5    | 16.7                 | 17.3   | 28.3                 | 17.6   | 24.0                 | (4.3)                      |
| Equity shares                          | 4.6    | 9.0                  | 11.8   | 4.5                  | 5.3    | 4.0                  | (0.5)                      |
| Investment trusts, etc.                | (2.7)  | (0.7)                | 0.0    | (1.0)                | (0.1)  | (1.5)                | (0.5)                      |
| Total of yen-<br>denominated bonds     | 8.3    | 25.0                 | 29.2   | 31.8                 | 22.8   | 26.5                 | (5.3)                      |
| Foreign-currency-<br>denominated bonds | (0.1)  | (0.0)                | (0.0)  | 0.0                  | 0.0    | 0.0                  | 0.0                        |
| Total                                  | 8.2    | 25.0                 | 29.2   | 31.8                 | 22.8   | 26.5                 | (5.3)                      |

#### **One-Month Results (September 2011)**



Loan RAROA for all areas: 0.224% (down 0.025 percentage points YoY)

# One-Month Results (September 2011)



### **Key Concepts**

#### **Plans**

#### Results (September 30, 2011)

#### **Systemization**

Reengineer business processes through the introduction of new computer systems

- Shift to new "Bank Vision" calculation system
- Introduce new "KeyMan" loan support system to be shared with other banks



- Launched new "Bank Vision" calculation system in Jan. 2011
- Fully launched new "KeyMan" loan support system in October 2011

#### **Concentration**

Increase support for retail branches

- Further expand concentration of processes handled at head office
- Review operational flow for administrative processes concentrated at head office



- Centralizing personal loan in head office (from screening to approval)
- Outsource management of ATMs located outside branches (starting May 2011)

## **Simplification**

Review administrative processes

- Review the flow of each administrative process
- Improve or eliminate all manner of reports and forms



- Revise reports and forms in accordance to the new calculation system
- ex) consolidate existing two forms into one form
- Develop easy-to-understand forms and reports

#### **Stabilization**

Cultivate a corporate environment that embraces efficiency and streamlining

- Implement measures to improve awareness of efficiency and streamlining
- Strengthen monitoring and guidance for retail branches



- Implemented retail branch business improvement campaign (QC Circle Activities)
- Enforce basic manner
- Implement monitoring system at retail branches (Strengthen monitoring; evaluate retail branches based on measures and policies from headquarters)
- Provide guidance through special visits to branches (cooperation between headquarters and branches)



#### Established "Basic CSR Policy" and "Environmental Policy" in September 2010

#### Held "Yamanashi Food Matching Fair"

Detailed business talk Schedulina

Find out from external buyers the best ways of displaying food products

Fair

meeting

Hosted a follow-up



- Industry revitalization through regional cooperation
- Participate in regional development
- Support for regional economic revitalization linked to government policies





Publication of "Business University of Yamanashi"

Publication of "Management Chances Directly from the Navigation" from Yamanashi **Gakuin University** 



Results of "Yamanashi Food Matching Fair 2011" (As of August 31, 2011)

- Number of business meetings held: 1,838
- Matches made at business meetings (contracts concluded): 58
- Potential contracts/ Business meetings continued: 245

Sustainable **Development of** the Regional **Community** 





Solar power unit

**Environment-friendly** products

#### Contributing to the Regional Community

- Educational support
- Promotion of culture, arts, sports, etc.
- Social contribution activities, in welfare etc.



Holding financial courses at universities



Promotion of sports in Yamanashi Prefecture through volleyball



Acquired the naming rights to the Kose Sports Park athletic field

#### **Environmental Initiatives**

- Environmental business initiatives through Bank's main line of business
- Initiatives to reduce Bank's environmental impact
- Ongoing, proactive environmental conservation initiatives based on cooperation with local communities

(¥ million; as of September 30, 2011)

|                         | · · ·   | , ,                                 |                                       |  |  |
|-------------------------|---|-------------------------------------|---------------------------------------|--|--|
| Trade name              | Yamanashi Chuo<br>Guarantee Co., Ltd.                       | Yamanashi Chugin<br>Lease Co., Ltd. | Yamanashi Chugin<br>DC Card Co., Ltd. | Yamanashi Chugin<br>Management<br>Consulting Co., Ltd. |  |
| Established             | July 1, 1986  | April 6, 1987                       | July 2, 1991                          | August 2, 1996   |  |
| Paid-in capital         | 20  | 20                                  | 20                                    | 200  |  |
| The Bank's equity stake | 99.65%  | 30.25%                              | 30.25%                                | 45%  |  |
| Consolidated basis      | 99.81%  | 61%                                 | 67.5%                                 | 85%  |  |
| Business lines          | Business lines  Loan guarantees: Creditworthiness appraisal |                                     | Credit card                           | Corporate<br>management<br>consulting: Investment      |  |
| Operating revenue       | 219   | 2,970                               | 451                                   | 90   |  |
| Operating income (loss) | 151   | 224                                 | 104                                   | 7  |  |
| Recurring profit (loss) | 155   | 248                                 | 142                                   | 8  |  |
| Net income (loss)       | 167   | 142                                 | 63                                    | 6  |  |
| Total assets            | 7,412   | 12,279                              | 2,902                                 | 288  |  |
| Net assets              | 2,949   | 1,184                               | 674                                   | 270  |  |
| Borrowings              | _   | 10,755                              | 1,595                                 | _  |  |
| Borrowed from the Bank  | _   | 9,805                               | 1,595                                 | _  |  |

# **Major Economic Indicators in Yamanashi Prefecture**



| General                      |       |                  |      | Business   |       |                   |      | Household   |       |          |      |  |
|------------------------------|-------|------------------|------|--|-------|-------------------|------|---|-------|----------|------|--|
|                              | As of |                  | Rank |  | As of |                   | Rank |   | As of |          | Rank |  |
| Total area                   | 2010  | <b>4,465</b> km² | 32   | Number of plants and offices                           | 2009  | 49,611            | 41   | Real household income   | 0040  | VE02 000 | 04   |  |
| Habitable area               | 2009  | 21.3%            | 44   | Value of shipments of manufactures                     | 2009  | ¥1,900.0 bn       | 35   | (average per month per salaried household)                    | 2010  | ¥523,033 | 21   |  |
| Wilderness and parkland, etc | 2009  | 27.1%            | 7    | As above, per manufacturing employee                   | 2009  | ¥25,972,000       | 28   | Household spending  | 2010  | V207 022 | 37   |  |
| Population                   | 2010  | 863,000          | 41   | Annual sales of goods                                  | 2007  | ¥1,899.7 bn       | 41   | (monthly average, at least two people)                        | 2010  | ¥307,823 | 31   |  |
| Number of households         | 2010  | 328,000          | 41   | As above, per sales employee                           | 2007  | ¥27,701,000       | 30   | Average consumer propensity (worker's household)              | 2010  | 71.5%    | 36   |  |
| Children under 15 years      | 2010  | 13.4%            | 23   | Total agricultural output                              | 2009  | ¥76.4 bn          | 34   | Number of personal vehicles (per 1,000 people)                | 2010  | 457.7    | 6    |  |
| Working age population       | 2010  | 61.9%            | 22   | Productivity of land (revenue from farming per 10 are) | 2008  | ¥120,000          | 4    | Number of public libraries (per 10,000 people)                | 2010  | 0.6      | 1    |  |
| Persons over 65 years        | 2010  | 24.6%            | 25   | Housing starts   | 2010  | 4,681             | 39   | Number of convenience stores (per 100,000 people)             | 2007  | 37.1     | 6    |  |
| Population growth            | 2009  | -4.3%            | 26   | Floor area per housing start                           | 2010  | <b>104.6</b> ㎡    | 12   | Average price of residential land (per 1m², published prices) | 2010  | ¥30,500  | 31   |  |
| GDP (prefecture)             | FY07  | ¥3,779.9 bn      | 41   | Value of public works contracts                        | 2010  | ¥82.1 bn          | 41   | Home ownership ratio  | 2008  | 69.4%    | 19   |  |
| Economic growth rate         | FY07  | 0.7%             | 23   | Total site area of building starts                     | 2010  | <b>904,327</b> m² | 40   | Cost of education (share of consumer spending)                | 2010  | 5.0%     | 10   |  |
| Per capita income            | FY07  | ¥2,767,000       | 25   | Job offer-to-seeker ratio                              | 2010  | 0.55 times        | 20   | Proportion of people in higher education                      | 2010  | 58.5%    | 10   |  |

Placing 41st in Japan in total population and total production, Yamanashi is one of Japan's lower-ranked prefectures. However, in value of shipments of manufacturers and other items, it is middle-ranking. In terms of economic activity and living standards, it is relatively well-positioned.