

The Yamanashi Chuo Bank, Ltd.

The 24th Analyst Meeting

- Fiscal 2012 Business Results
- Forecasts for the Current Term (FY2013)

June 4, 2013 (Tue)

Contents



Profile	2	III Medium-Term Management Plan “Best Bank Plan 2016”	
I Fiscal 2012 Business Results		Overview of Previous Medium-Term Management Plan 14	
Fiscal 2012 Business Results (Summary)	4	New Medium-Term Management Plan “Best Bank Plan 2016”	
Deposits	5	Outline 15	
Loans	6	Basic policies and quantitative targets 16	
Securities	7	Basic Policy I “Increase Operating Income”	
Capital Ratio (Non-Consolidated Basis)	8	Strengthen marketing capabilities	
II Economic Trends in Yamanashi Prefecture		Strengthen marketing 17	
Business Trends	10	Area strategies 18	
Creation of New Industries	11	Western Tokyo Area strategy 19	
Preparations for High-Speed Transportation Network	12	Individual marketing strategy 20	
		Corporate marketing strategy 21	
		Increase capabilities in fund operations 22	
		IV Forecasts for the Current Term (FY2013)	
		Earnings Forecasts for the Current Term (FY2013) 24	
		Operating Expenses and OHR (Trends and Forecasts) 25	
		Credit Cost (Trends and Forecasts) 26	
		Yields & Interest Margins (Trends and Forecasts) 27	
		Return to Shareholders 28	

■ Profile (as of March 31, 2013)

- Predecessor Founded: April, 1877
- Established: December, 1941
- Head Office: 20-8, Marunouchi 1-Chome, Kofu, Yamanashi
- Common Stock: ¥15,400 million
- Employees: 1,708
- Branches (including sub-branches): 90
(74 in Yamanashi Pref., 15 in Tokyo, 1 in Kanagawa Pref.),
Corporate Sales Offices: 1 (Tokyo, Higashimurayama City),
Representative Office in Hong Kong



Head Office

Our Mission

Region-Based Operations and Sound Management

Maintaining a close relationship with the communities in the region where we operate, we will contribute to the prosperity of the region and the development of its economy, with a commitment to sound management that enjoys the trust of our customers, while bolstering our business operations.

I Fiscal 2012 Business Results

Fiscal 2012 Business Results (Summary)



(¥ billion, %)	FY2011	FY2012	YoY change [%]
Operating income	46.3	45.0	(1.3) [(2.9)]
Gross banking profit	39.7	38.7	(1.0) [(2.5)]
Interest income	35.2	32.6	(2.6) [(7.4)]
Fees and commissions	4.3	4.4	0.1 [1.4]
Other operating income	0.1	0.1	(0.0) [(3.7)]
Gross banking profit on core operations	39.8	37.2	(2.6) [(6.4)]
JGBs and other bond transactions	(0.0)	1.5	1.5 [2,930.1]
Expenses	30.1	28.5	(1.6) [(5.4)]
General provision to loan loss reserve	-	(1.0)	(1.0) [-]
Net business profit	9.5	11.2	1.7 [17.4]
Net business profit on core operations	9.6	8.7	(0.9) [(9.4)]
Non-operating losses	(0.8)	(1.3)	(0.5) [(58.9)]
NPL disposal amount	0.2	1.3	1.1 [414.6]
Equity share and similar transactions	(1.0)	0.0	1.0 [101.4]
Ordinary profits	8.7	9.9	1.2 [13.4]
Extraordinary income (losses)	(0.1)	(0.6)	(0.5) [(417.2)]
Income before income taxes	8.6	9.2	0.6 [7.7]
Income taxes - basic	0.0	3.2	3.2 [7,497.6]
Income taxes - deferred	1.6	0.1	(1.5) [(90.1)]
Net income	6.9	5.8	(1.1) [(15.7)]

Interest income (analysis of difference factors)

(¥ billion, %)	FY2012	YoY change [%]	Balance	Yield
Fund Operations	34.5	(2.5) [(6.9)]	1.0	(3.6)
Interest on loans	22.3	(1.8) [(7.5)]	(0.1)	(1.7)
Interest on securities	12.0	(0.7) [(5.8)]	1.1	(1.8)
Call loan, etc.	0.1	(0.0) [(12.5)]	(0.0)	0.0
Fund procurement	1.8	0.0 [1.2]	0.0	(0.0)
Interest on deposits	1.6	(0.0) [(0.2)]	0.0	(0.0)
Call money, etc.	0.1	0.0 [46.2]	0.0	(0.0)
Interest income	32.6	(2.6) [(7.4)]	—	—

Fees and commissions

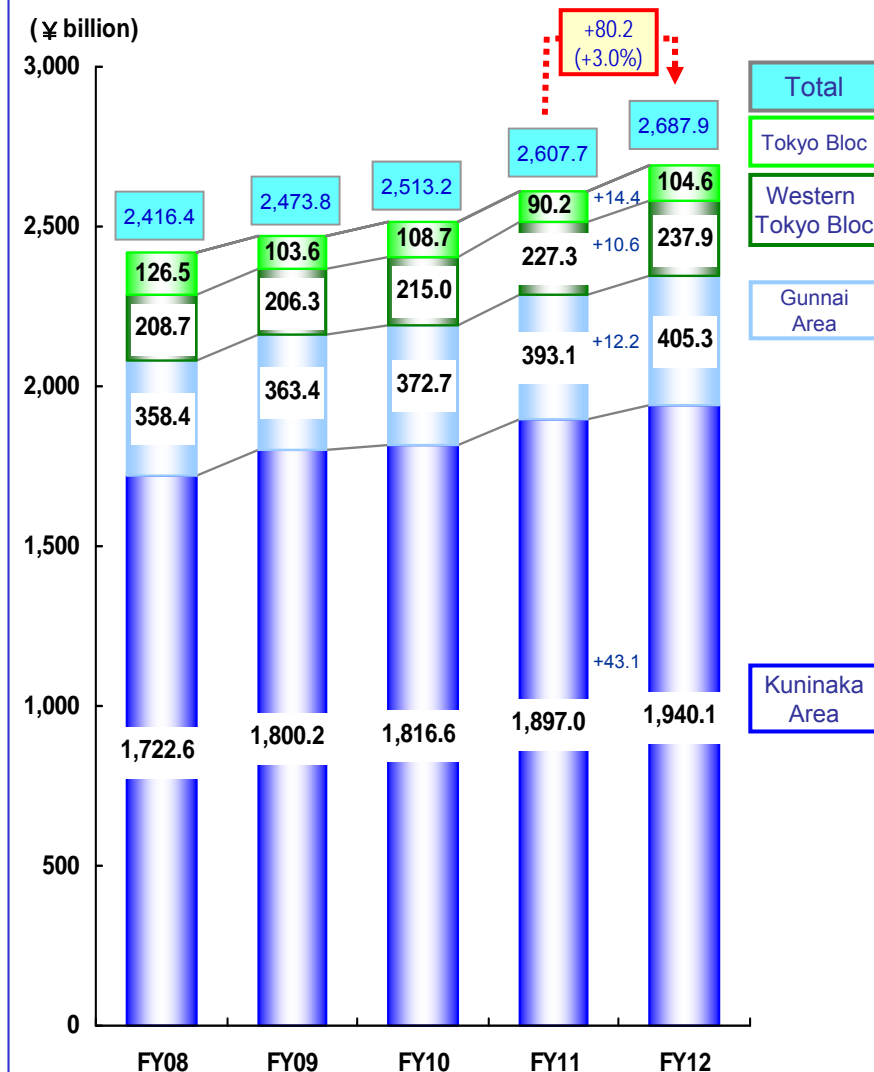
(¥ billion)	FY2012	YoY change
Revenues	6.6	0.0
Investment trusts	0.6	(0.0)
JGBs held by individuals	0.02	0.0
Life insurance	0.5	(0.0)
Others	5.3	0.0
Cost	2.2	0.0
Fees and Commissions	4.4	0.1

Expenses

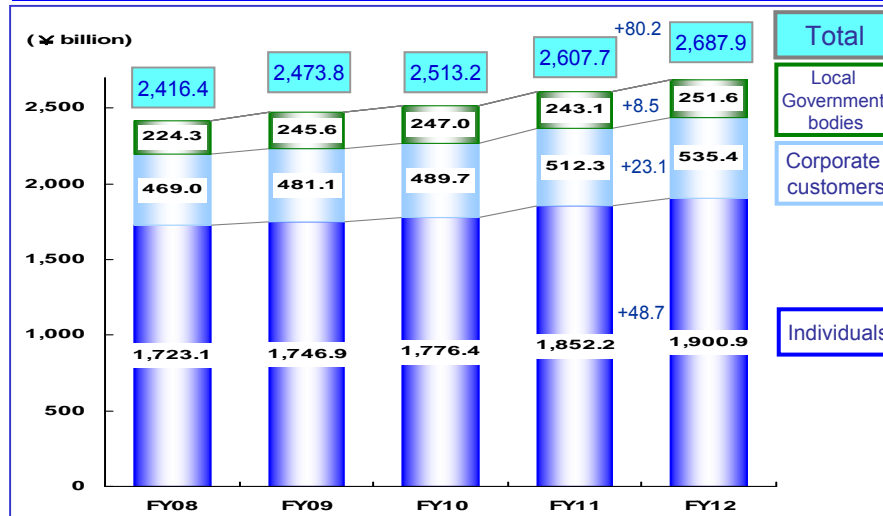
(¥ billion)	FY2012	YoY change
Personnel	15.7	(0.1)
Premises and equipment	11.6	(1.4)
Taxes	1.0	(0.0)
Expenses	28.5	(1.6)

Deposits

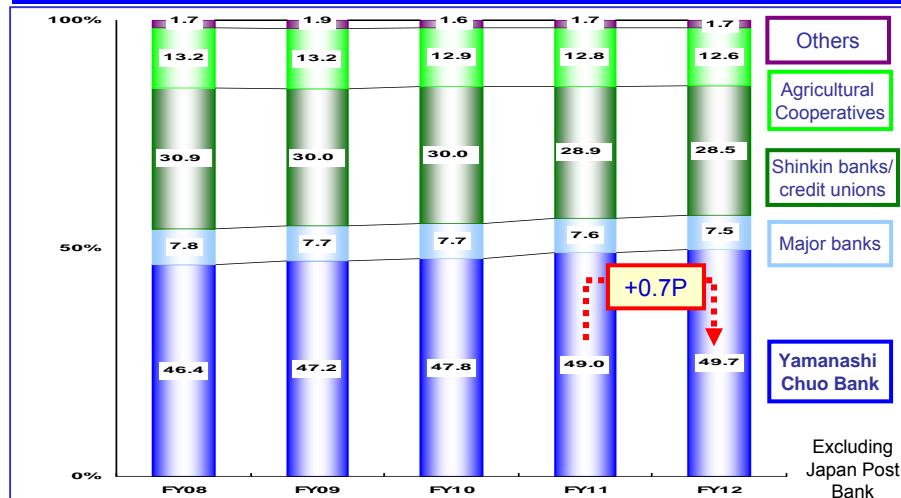
Deposit Balance (year-end)



Balance by Customer Segment (year-end)

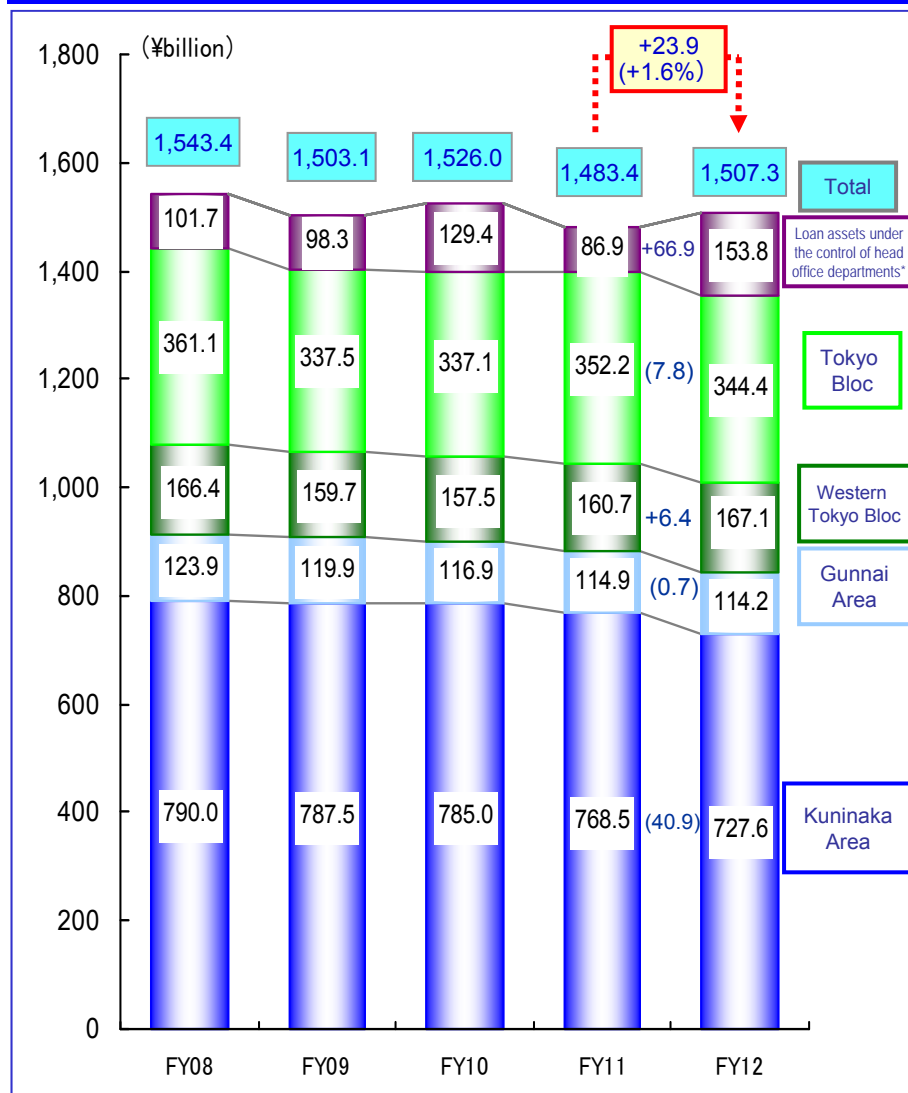


Deposit Shares in Yamanashi Prefecture

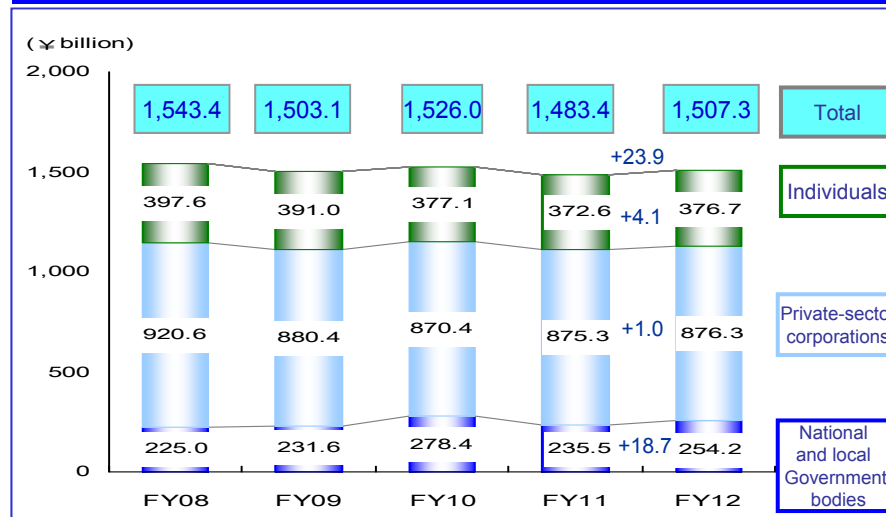


Loans

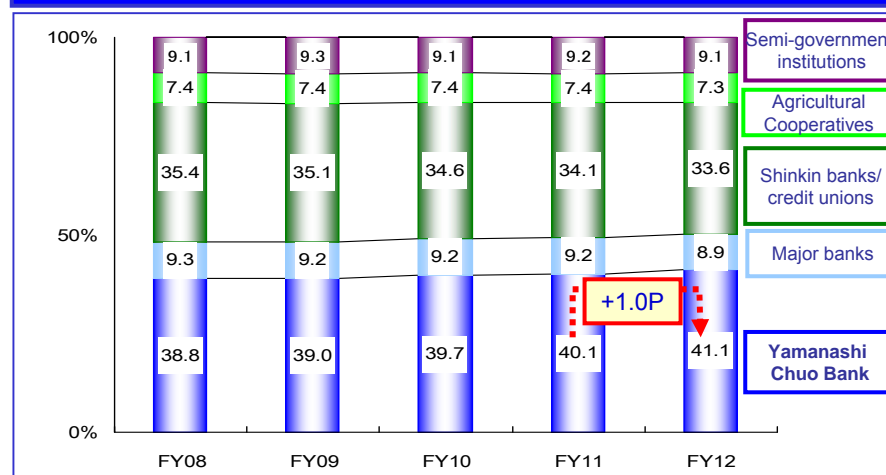
Loan Balance (year-end)



Balance by Customer Segment (year-end)



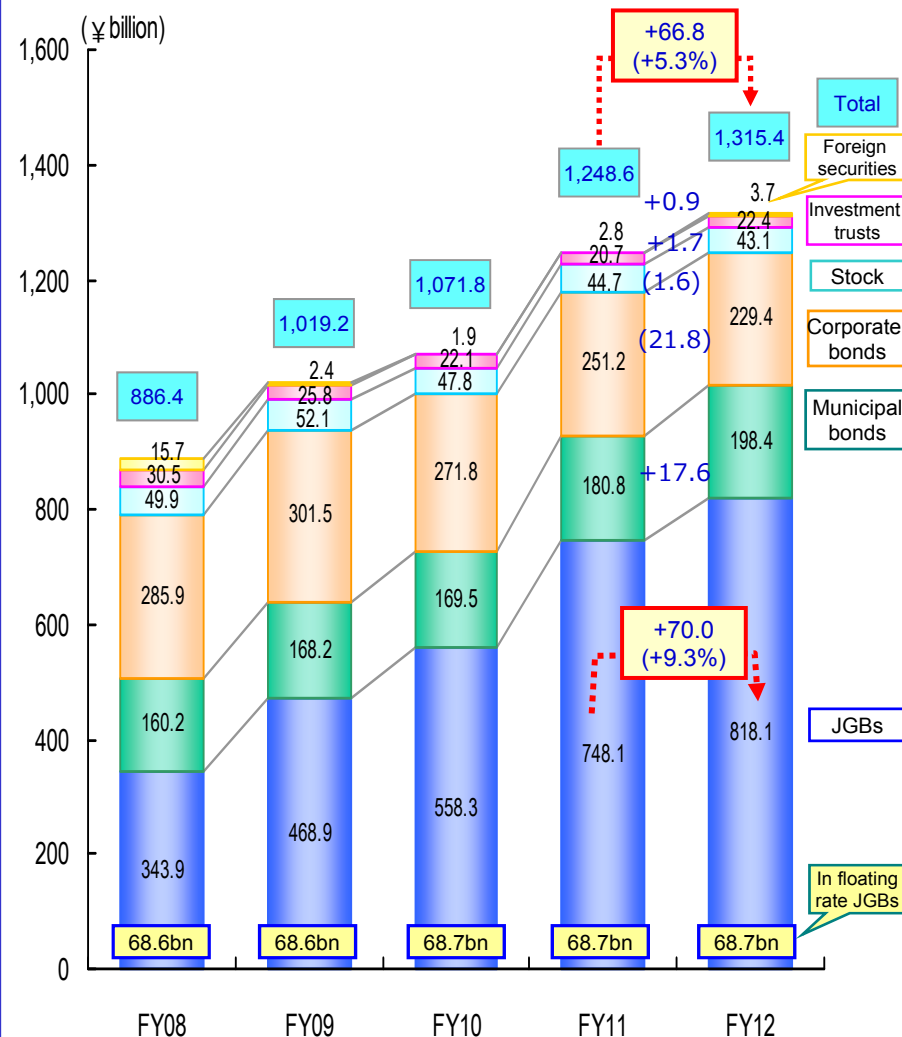
Loan Shares in Yamanashi Pref.



*Note: Loan assets under the control of head office departments refers to loans to the Ministry of Finance, loans made under loan participation agreements and financial receivables transferred from other industries.

Securities

Securities Balance (subject to mark-to-market valuation)

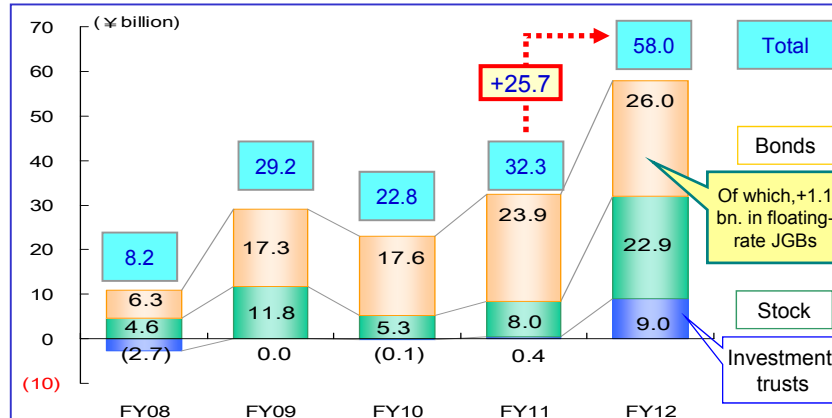


Breakdown of Gains (Losses) on Securities

(¥billion)

	FY11	FY12	Change
Interests and dividends on securities	12.7	12.0	(0.7)
Securities yields	1.07%	0.93%	(0.14)%
Gains (losses) on bonds	(0.0)	1.5	+1.5
Gains on sale of bonds	1.0	2.3	+1.3
Losses on sale of bonds	1.0	0.8	(0.2)
Gains (losses) on stock	(1.0)	0.0	+1.0
Gains on sale of stock	0.3	0.7	+0.4
Losses on sale of stock	0.8	0.6	(0.2)
Amortization of stock	0.5	-	(0.5)

Unrealized Gains (Losses)

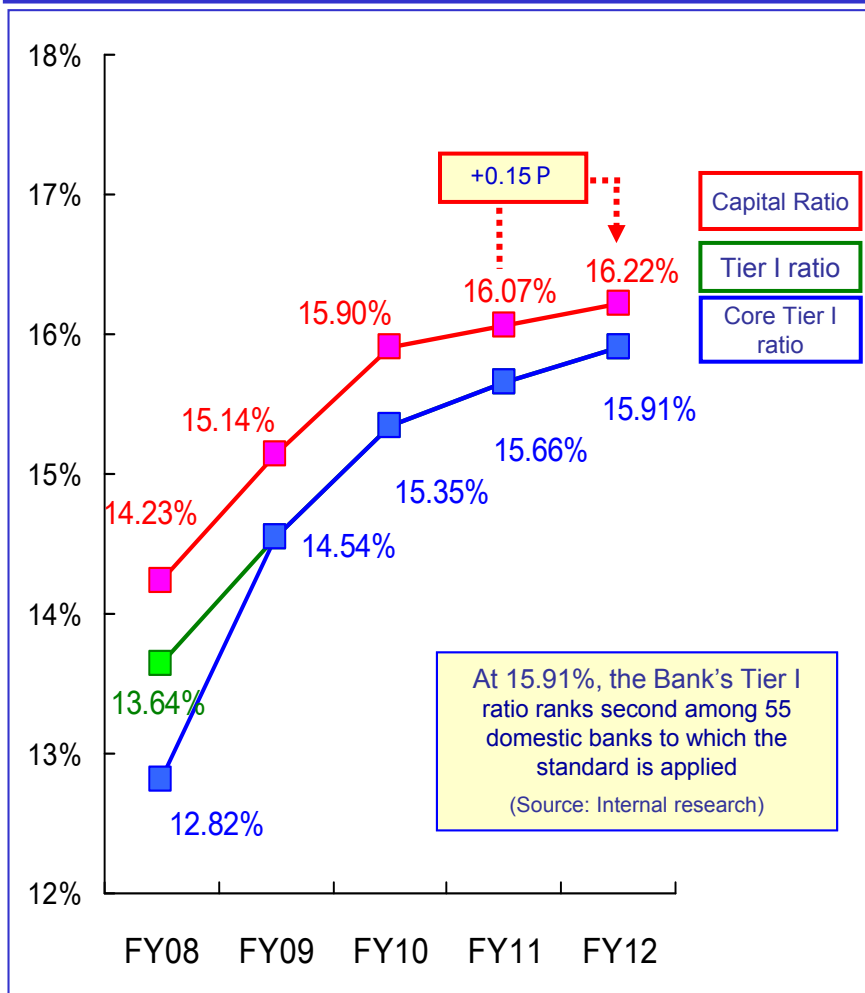


Modified Duration (Yen-denominated bonds)

FY08	FY09	FY10	FY11	FY12
3.7	3.9	3.8	3.5	3.5

Capital Ratio (Non-Consolidated Basis)

Capital Ratio



*Core Tier I: A portion of the regulatory capital, mainly consisting of common stock, capital surplus and retained earnings

Breakdown of Regulatory Capital

(¥ billion)

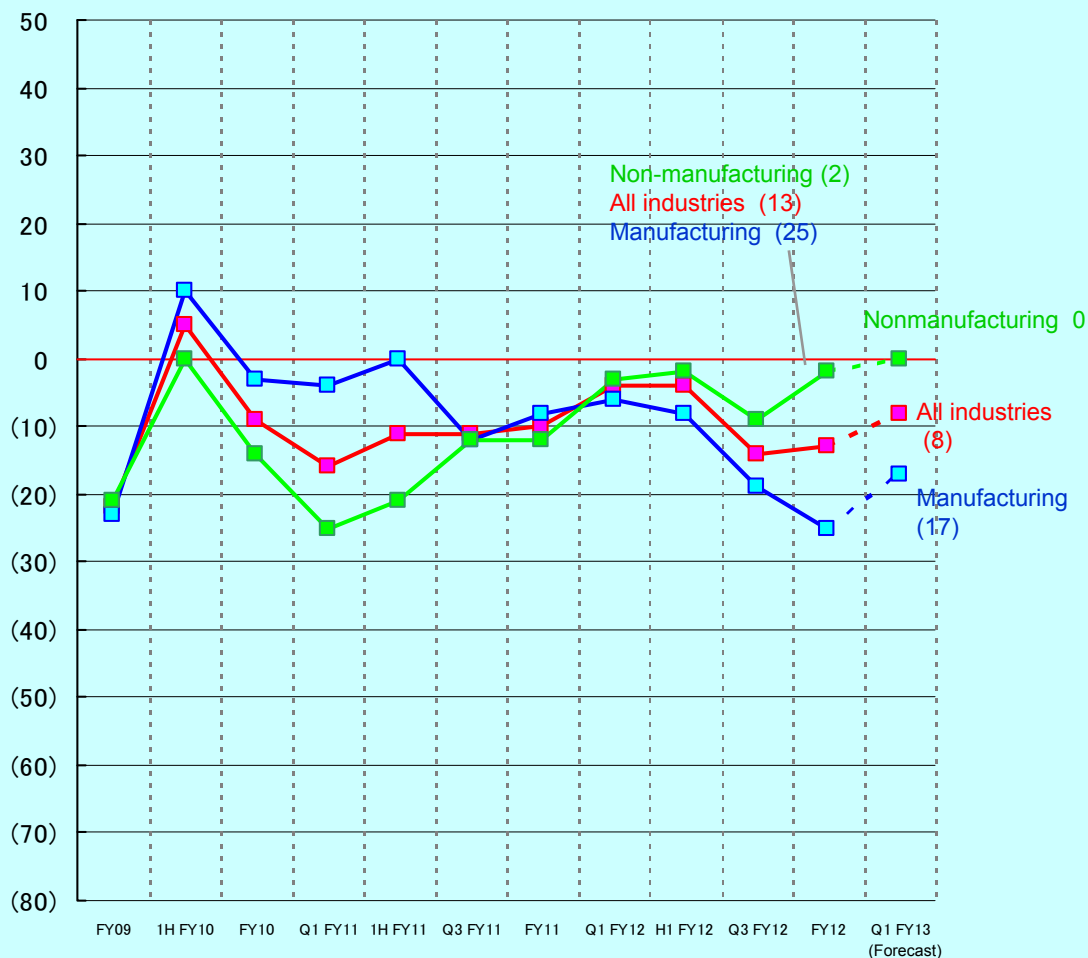
	FY12	Comparison with FY11
Tier I (A)	152.6	3.8
Core Tier I ratio	152.6	3.8
Net deferred tax assets	—	—
Preferred stock / preferred investment certificates	—	—
Tier II (B)	2.9	(1.0)
General provision to loan loss reserve	2.9	(1.0)
Deductions (C)	—	—
Regulatory capital (A)+(B)-(C)	155.5	2.8
Risk-weighted assets	958.6	8.9

Risk Calculation Methods Employed

Credit risk	Standardized Approach (SA)
Operational risk	Basel II Standardized Approach (TSA)

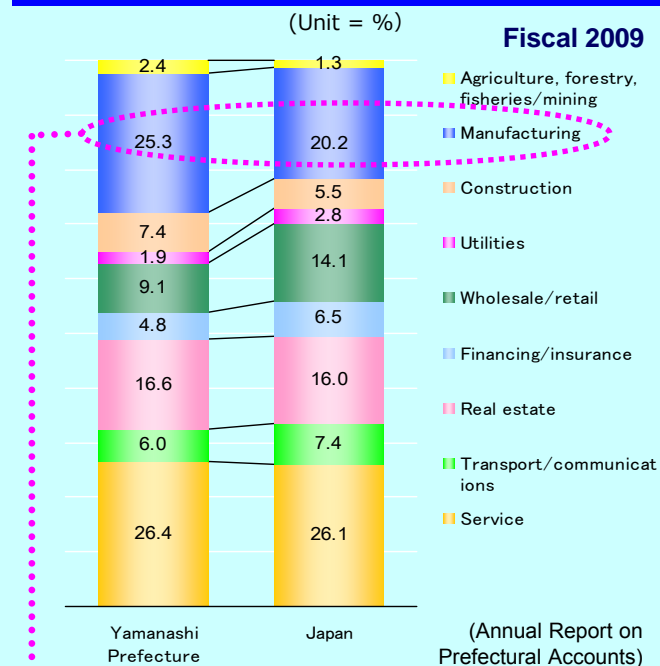
II Economic Trends in Yamanashi Prefecture

Diffusion Index for Yamanashi Prefecture (BOJ's Tankan Survey)

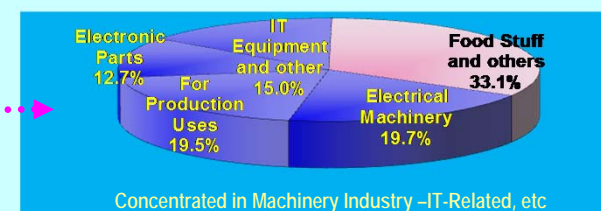


(Bank of Japan, Kofu Branch)

Gross Production by Economic Activity (Industrial Sector = 100)



Percentage of Shipments of Products Manufactured in Yamanashi Prefecture (Fiscal 2012)



2012 Economic Census

Turning Yamanashi into a Clean Energy Developer – a Cutting-Edge Industry

Fuel Cells

<Initiatives in Yamanashi>

Yamanashi Conference for the Promotion of Widespread Fuel Cell Use

Participation by 30 groups from within and outside the prefecture, including universities and leading automakers

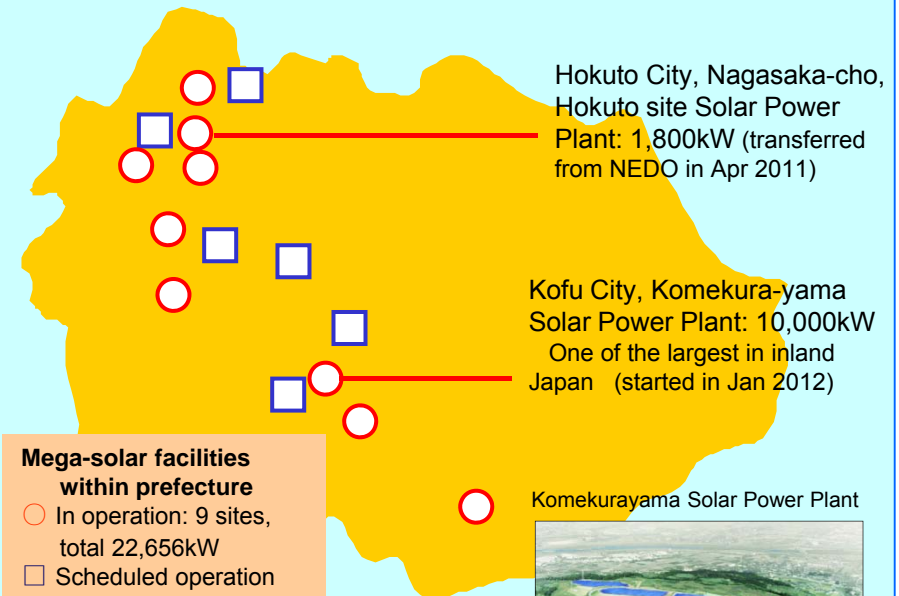
Fuel Cell Nanomaterials Center, University of Yamanashi

- World-leading basic research aimed at realizing fuel cell usage
- Project budget of ¥7 billion
- World-class testing equipment
- Started joint development with Nissan, Honda and Daihatsu in Nov. 2010
- In March 2012, began joint evaluation with Honda Motor Co., Ltd. and Panasonic Corporation of usability of catalyst developed at said Center. Confirmed that this catalyst is approximately 20 times more durable than existing catalysts. Fuel cell vehicles that use this catalyst could be sold by around 2018.

- Market Forecast -

- **Begin selling fuel cell vehicles for about ¥5 million by around 2015**
- **Global market for fuel cell vehicle systems**
<Fuji Keizai Group announcement in March 2013>
Fiscal 2011 results: ¥300 million >> Fiscal 2025: ¥2.9106 trillion

Solar-Power Generation



Facility for development of storage system using superconducting technology for linear motors to be constructed in area adjoining the Komekurayama Solar Power Plant (Yamanashi Pref. and Railway Technical Research Institute) after 2013

Help customers create more new industries and increase machinery industry orders within Yamanashi

- ☆ Actively finance relevant industries
- ☆ Better matching of advanced research results with technical needs of companies

Preparations for High-Speed Transportation Network

Expected Effects: Increase in tourists from Kansai region, growth in orders, increase in residents due to expanded potential commuting range

Maglev Chuo Shinkansen Line

OMaglev Test Line: Line extension work

- Scheduled for completion in September 2013 (Total project cost: Approx. ¥350 billion) . Resume running test in September

OMaglev Chuo Shinkansen Line

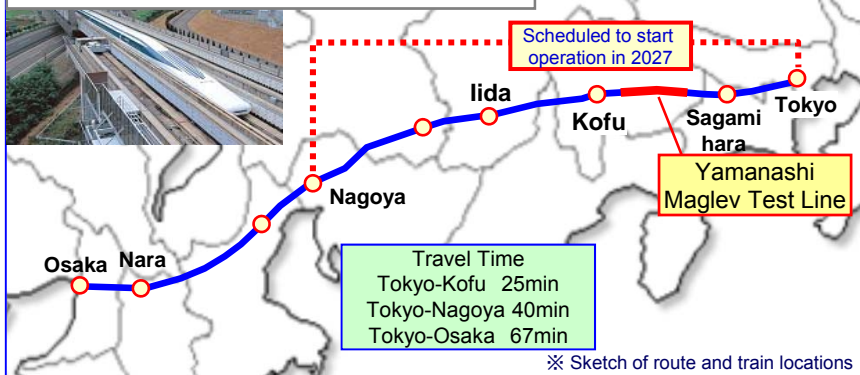
- Autumn 2013: Route and train station location details to be decided
- Start construction in 2014, operational launch planned for 2027
- March 2013: Yamanashi Prefecture draws up "Basic Concept of Maglev Promotion"

Economic impact if maglev station is opened within the prefecture (Yamanashi Prefecture estimate)

- An increase of ¥14.6 bn in annual production for the prefecture's industrial sector
- No. of passengers/day who get on/off at linear motor stations: Approx. 8,900 at operation start ⇒ Approx. 12,300 by 2035
- No. of companies sited along route: Approx. 800 at operation start ⇒ Approx. 2,600 by 2035
- Resident population: Approx. 3,800 resident increase ⇒ Approx. 14,600 resident increase by 2035
- Economic ripple effect due to increase in number of companies sited along route and tourism consumption: Approx. ¥259 billion/year

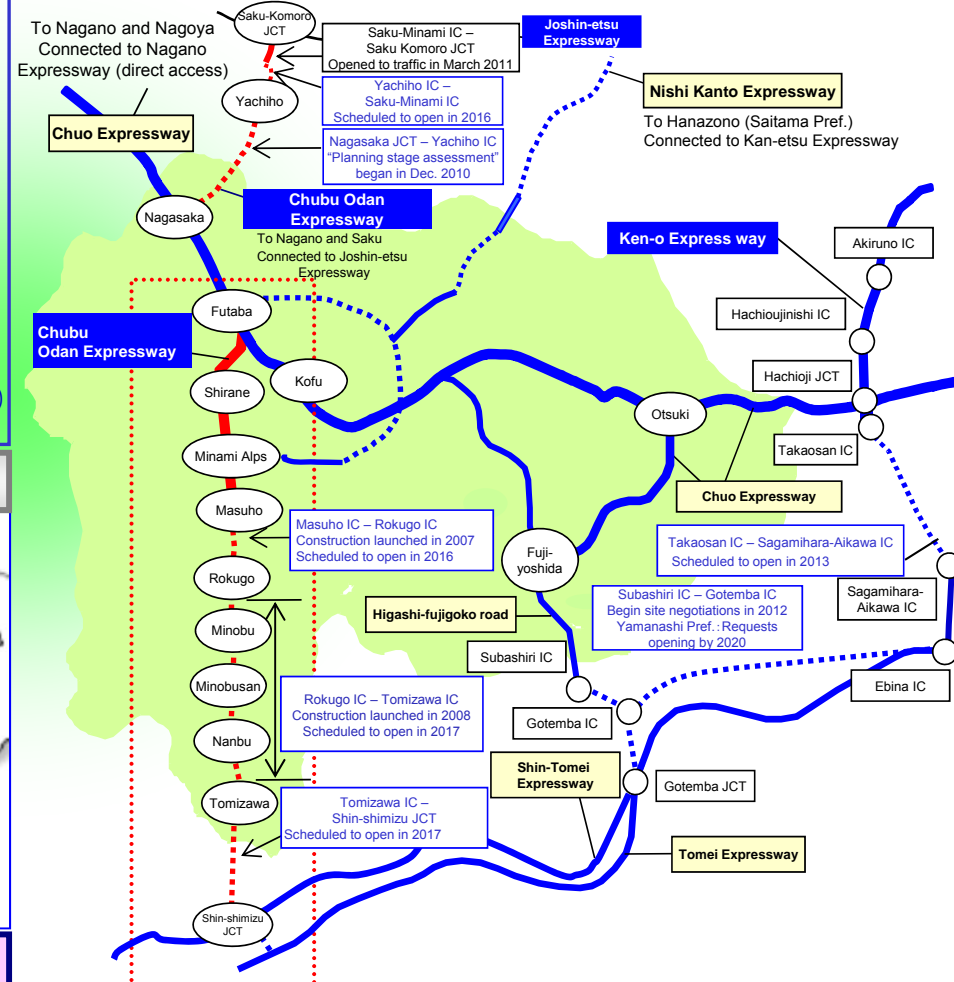
Map of Maglev Chuo Shinkansen Line Route

Minami Alps route (direct route) will be constructed



★In January 2012, Maglev Chuo Shinkansen/Chubu Odan Expressway Usage Promotion Project Team set up within Yamanashi Chuo Bank

Chubu Odan Expressway



III Medium-Term Management Plan “Best Bank Plan 2016”

Overview of Previous Medium-Term Management Plan



Future Creation Plan 2013

[Management Vision]

Creating a prosperous future together with the local community through the provision of high-quality financial services

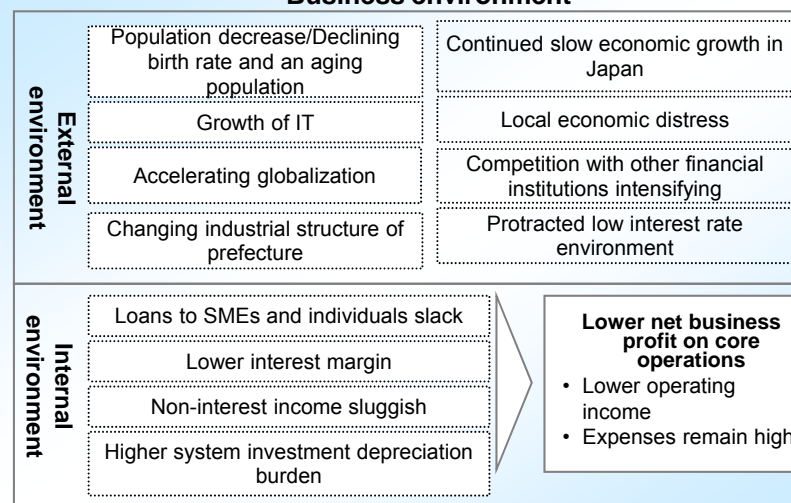
[Basic Strategies]

“Strengthen the management base” “Strengthen marketing capabilities” “Contribute to the local community and the region”

Major achievements of previous plan

- Stable operation of Bank Vision and KeyMan computer systems
- Streamlined administrative work at retail branches
- Strengthened marketing capabilities by implementing project to strengthen outside sales capabilities
- Expanded service base of Western Tokyo Area
- Strengthened mortgage loan marketing
- Reduced operating expenses (cost optimization project)

Business environment



Major issues moving forward

- Increase loans to SMEs and individuals
- Uncover new income opportunities
- Better handling of regions with high growth potential
- Increase capabilities in fund operations to stably increase earnings
- Greater work efficiency and cost optimization
- Train human resources and foster dynamic organizational environment
- Contribute to sustainable development of local community

Quantitative Targets and Results

Item	Previous Medium-Term Management Plan Targets
Gross banking profit on core operations	44.0 or above
Net business profit on core operations	14.5 or above
Average loan balance	1,570.0
Average deposit balance	2,600.0
OHR	67% or under
ROA	0.5% or above
ROE	3.3% or above
Capital ratio (domestic standard)	14% range
NPL ratio	3% range

(¥ billion)

FY12
37.2
8.7
1,459.3
2,631.3
76.57%
0.30%
3.79%
16.22%
3.49%

Formulate New Medium-Term Management Plan

New Medium-Term Management Plan “Best Bank Plan 2016” Outline



New Medium-Term Management Plan “Best Bank Plan 2016” (Plan duration: April 2013 to March 2016)

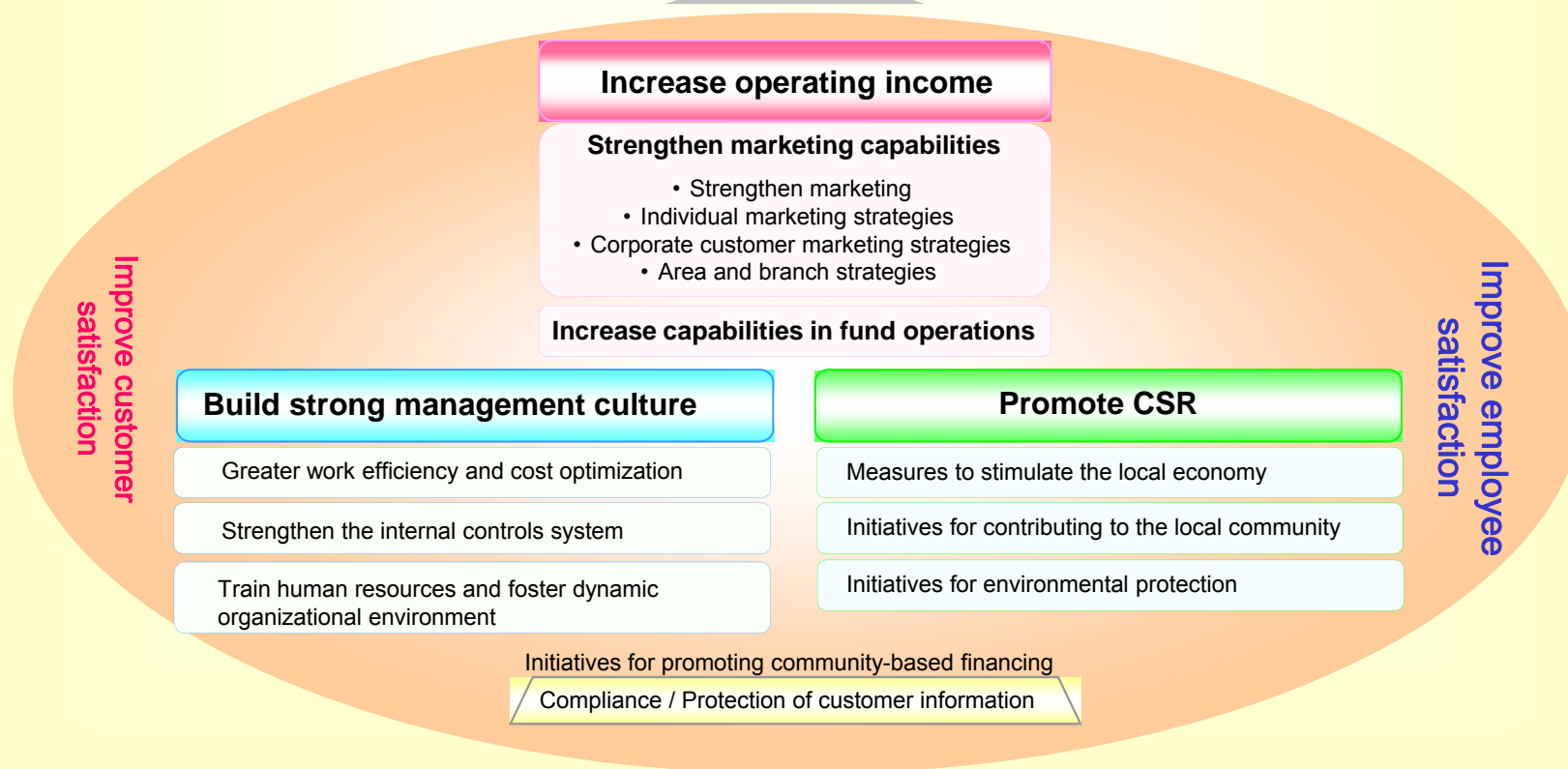
Our Mission: Region-Based Operations and Sound Management

Management Vision

A bank that satisfies customers and earns their unwavering trust

Slogan

Becoming the No.1 Regional Bank for Customer and Employee Satisfaction



Operating income = gross banking profit [interest income + fees and commissions + other operating income (including JGBs and other bond transactions)]

Basic policies and quantitative targets of Medium-Term Management Plan “Best Bank Plan 2016”



<Basic Policy I> Increase operating income

- Increase loans, an earnings pillar
- Uncover new income opportunities, rebuild earnings structure
- Develop products and services, improve marketing skills, and leverage IT infrastructure to properly and swiftly address customer needs
- Preferentially allocate business resources to regions with high growth potential
- Increase capabilities in fund operations to stably increase earnings

<Basic Policy II> Build strong management structure

- Foster greater work efficiency, strengthen IT investment management, optimize costs, develop personnel to have high motivation and skills and invigorate the organization, raise productivity
- Further reinforce risk management system (credit risk, etc.) and ALM system
- Strengthen compliance and customer protection system, a management foundation

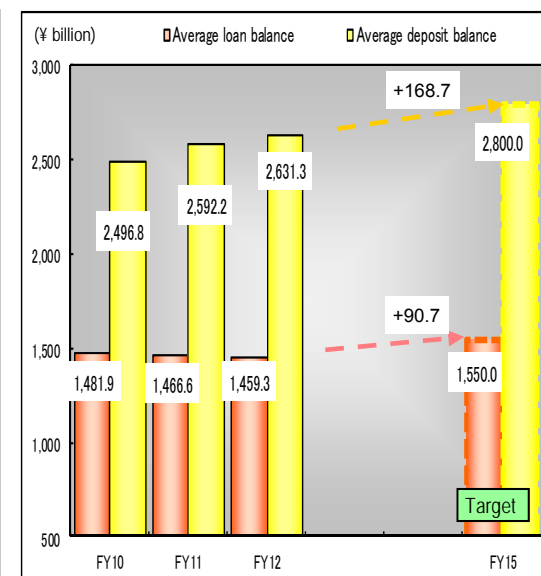
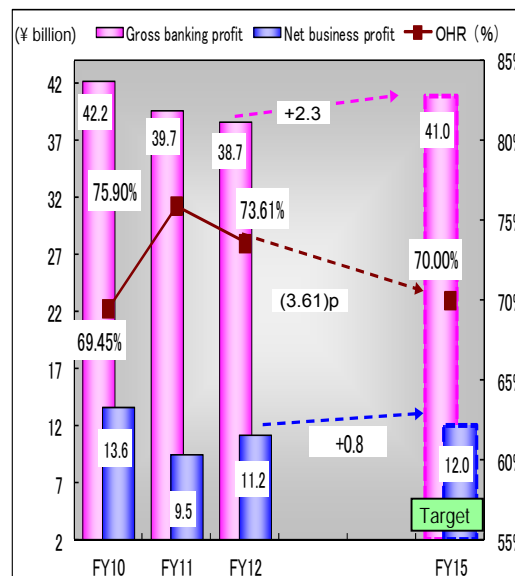
<Basic Policy III> Promote CSR

- Revitalize local economy through business activities and actively contribute to local community
- Address environmental issues as a Company mission and as a business challenge

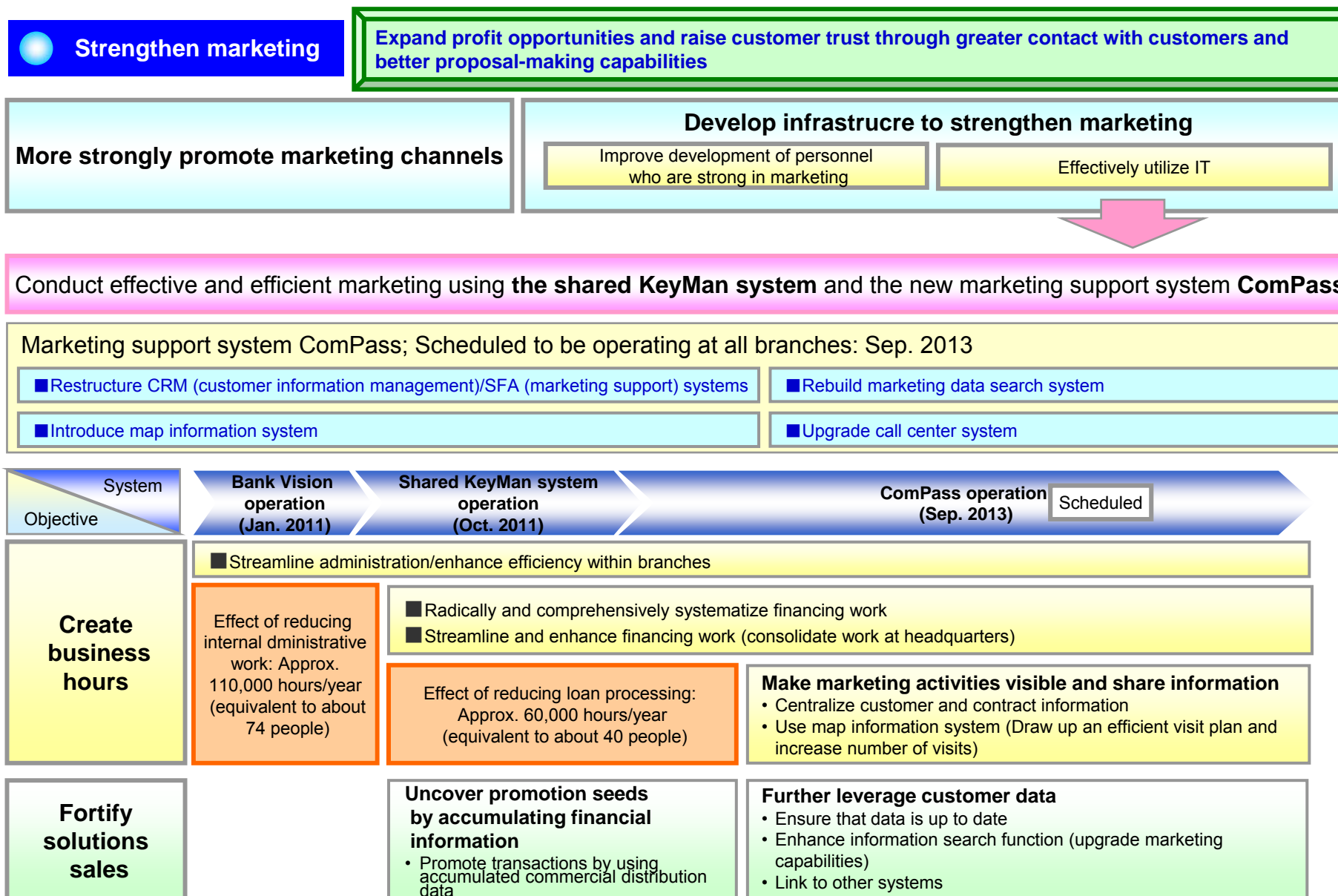
Item	FY12 Results
Gross banking profit	38.7
Net business profit	11.2
OHR (Operating expenses / Gross banking profit)	73.61%
Capital ratio (domestic standard)	16.22%
Average loan balance	1,459.3
Average deposit balance	2,631.3

(¥ billion)

Mid-Term Plan Target (FY15)	Mid-Term Plan 3-Year Change
41.0	+2.3
12.0	+0.8
70% or under	(3.61)p
15% or above	(1.22)p
1,550.0	+90.7
2,800.0	+168.7



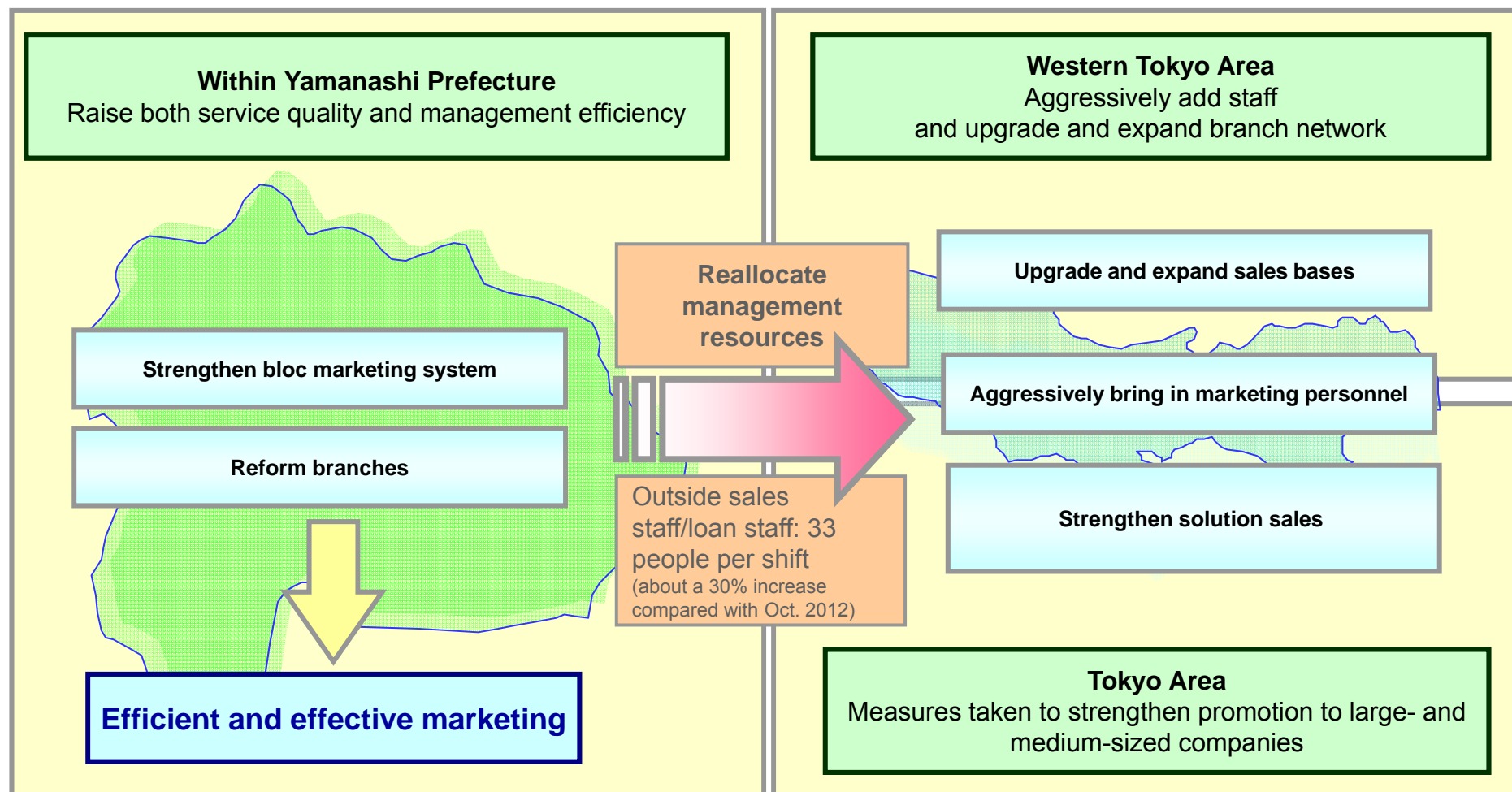
Basic Policy I “Increase Operating Income” Strengthen marketing capabilities Strengthen marketing



Basic Policy I “Increase Operating Income” Strengthen marketing capabilities Area strategies



Area strategies



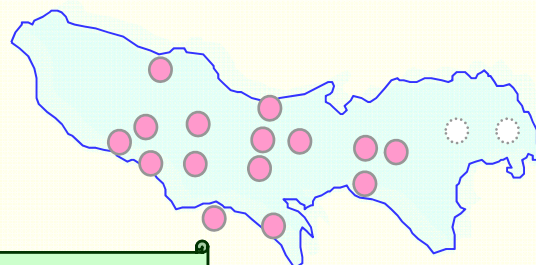
Basic Policy I “Increase Operating Income” Strengthen marketing capabilities Western Tokyo Area strategy



Western Tokyo Area strategy

- Achieve greater profitability and efficiency than any other bank in Yamanashi Prefecture
- Expand marketing base from “point” to “line/plane”

- Sales operations in the area since 1968
- Current network of 14 branches and one corporate sales office



Further expansion of sales bases

Western Tokyo Area Market Size

- No. of private companies: 180,000
(about 3.8 times more than in Yamanashi Prefecture)
- Population: 5,460,000
(about 6.5 times more than in Yamanashi Prefecture)
- Households: 2,510,000
(about 7.6 times more than in Yamanashi Prefecture)

* Western Tokyo Area includes metropolitan Tokyo, Nishitama District, Sugami-ku, and Sagami-hara City in Kanagawa Prefecture (Source: Number of private companies as of 2009 “Economic Census”, population and households as of April 2013 “Estimated Population”)

Promotion of Transactions with Individual and Corporate Customers

Promote transactions in collaboration with Furusato Yamanashi Linkage 200

- Targets approached (as of March 31, 2013): Approx. 1,100 customers
- Loans extended to targets (as of March 31, 2013): up ¥7.0 billion (up 25 customers)

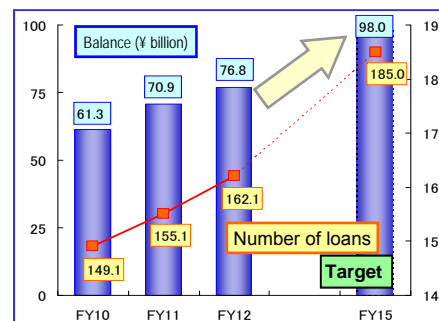
Strengthen business succession and inheritance consulting business to company owners and others

- Expand consulting business by asset inheritance advisors

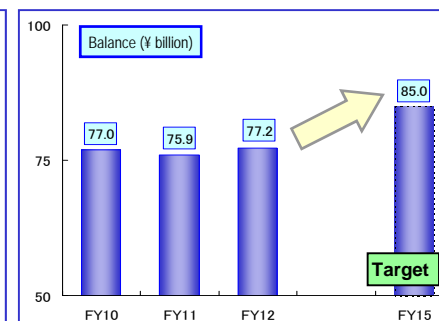
Strengthen mortgage loan marketing by upgrading and expanding Loan Squares

- Establish Loan Square in Sagami-hara (scheduled for first half of fiscal 2013)
- Fortify measures for companies, expand individual-based transactions

Target balance of loans to SMEs



Target mortgage loan balance



(Includes loans to real estate-related public sector)

Basic Policy I “Increase Operating Income” Strengthen marketing capabilities

Individual marketing strategy



Increase transactions over lifetime with segment –based strategy

More strongly promote by upgrading and expanding products and channels suitable to customers’ asset status and life stage

- Propose business succession and inheritance countermeasures for business owners and asset holders mainly through asset inheritance advisors (full-time staff)

Upper
high income
High income

- Enhance life planning centered on personal loans
 - Cross sell unsecured loans
 - Promote Yamanashi Chuo as the Customer’s main bank by selling non-investment insurance and other products by getting customer to reexamine their insurance

High income
Upper middle
Income
Middle income

- Increase direct-channel transactions such as Internet banking, Internet branches, etc.
- Retain customers by offering credit cards with point services

Upper middle
Income
Middle income

- Propose products and services tailored to important events in customers’ life

Estimated market size for investment trusts and life insurance

Ratio of investment trusts to total deposits

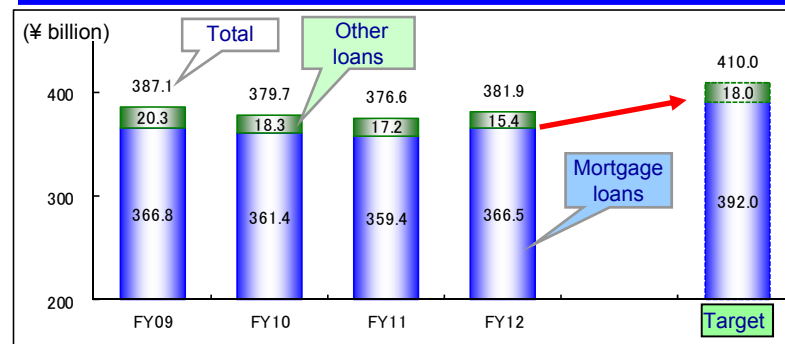
- Average for other neighboring banks: 3.63%
- Yamanashi Chuo Bank: 2.85%

Potential commissions: ¥400 million

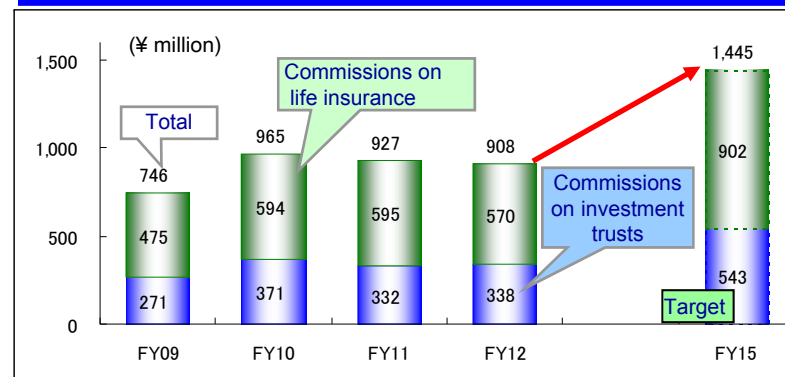
Life insurance

Estimated insurance revenue in Yamanashi Prefecture
Annual: ¥170.0 billion
Commission translation: ¥13.0 billion

Target Individual Loan Balance (year-end)



Target Sales Commissions on Investment Trusts and Life Insurance



Basic Policy I “Increase Operating Income” Strengthen marketing capabilities

Corporate marketing strategy



Increase marketing staff and develop personnel with strong marketing skills
 ⇒ Maintain greater contact with customers (drastically increase number of visits and customers)

Increase number of customers <increase number of business loan customers by at least 600 in three years>

[Prefecture strategy]

- Aggressively promote taking over the loans of other banks, especially large banks
- Take strong approach with customer's who wish to cancel loans
- Find demand for funds including from individual business owners
- Strengthen support for local industry revitalization
- Provide better support for growth fields, business startup, and new business

[Strategy for Western Tokyo/Tokyo]

- Provide greater support for business matching with companies within prefecture
- Provide better support for business owner transactions
- Stronger support for negotiation transactions through solution sales
- Thoroughly develop transactions by leveraging Linkage 200

Develop new customers, find demand for funds, take on loans of other banks (leverage strategic products such as the Vital Community Fund)

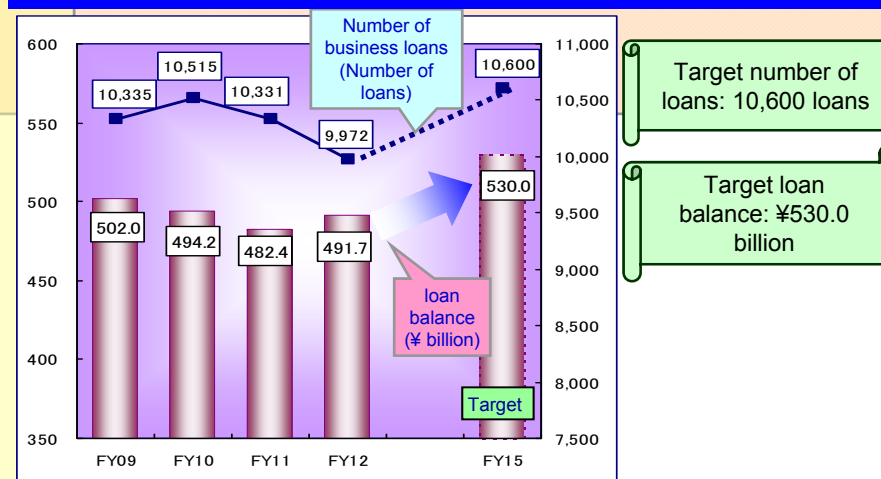


- Assist companies that want to expand overseas (especially in Southeast Asia)
- Support from external institutions, experts, and full-time staff
- Fortify approach to business succession and M&A



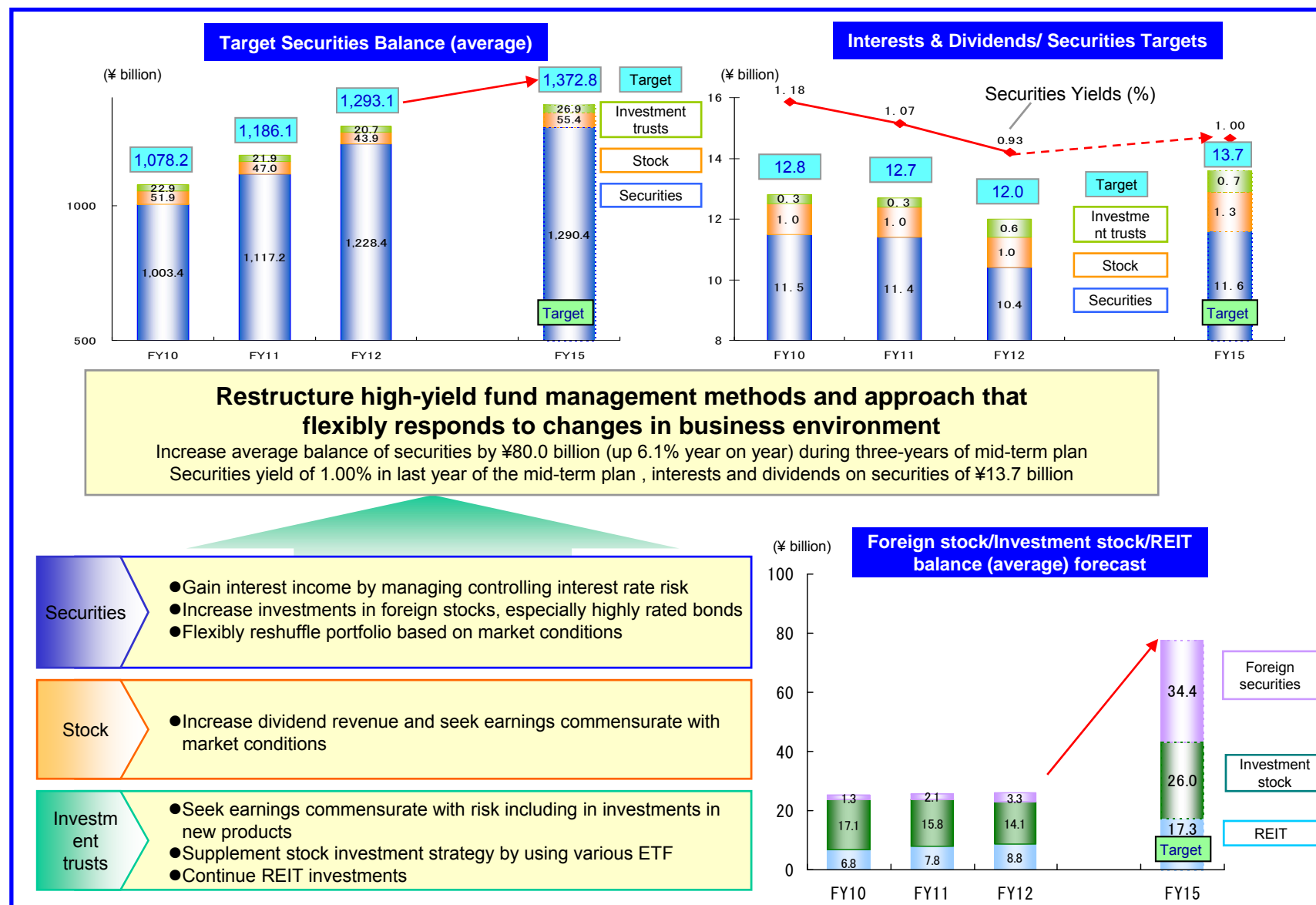
Increase balance of loans to SMEs
<to at least ¥38.0 billion in three years>

Balance of loans to SMEs (year-end)/Target number of loans



* Balance of loans to SMEs includes loans to real estate-related public sector)

Basic Policy I “Increase Operating Income” Strengthen marketing capabilities Increase capabilities in fund operations



IV Forecasts for the Current Term (FY 2013)

Earnings Forecasts for the Current Term (FY 2013)



(¥ billion, %)	FY12	FY13(forecast)	YoY change [%]
Operating income	45.0	43.3	(1.7) [(3.7)]
Gross banking profit	38.7	38.0	(0.7) [(1.8)]
Interest income	32.6	33.0	0.3 [1.0]
Fees and commissions	4.4	4.8	0.4 [9.9]
Other operating income	0.1	0.1	(0.0) [(3.7)]
Gross banking profit on core operations	37.2	38.0	0.7 [2.0]
JGBs and other bond transactions	1.5	-	(1.5) [(100.0)]
Expenses	28.5	29.0	0.5 [1.9]
General provision to loan loss reserve	(1.0)	(0.1)	0.9 [88.9]
Net business profit	11.2	9.1	(2.1) [(19.1)]
Net business profit on core operations	8.7	9.0	0.2 [3.1]
Non-operating losses	(1.3)	(1.7)	(0.3) [(29.9)]
NPL disposal amount	1.3	1.8	0.4 [34.8]
Equity share and similar transactions	0.0	-	(0.0) [-]
Ordinary profits	9.9	7.3	(2.6) [(26.4)]
Net income	5.8	4.5	(1.3) [(23.3)]

Dividends	FY11	FY12(plan)	FY13 (plan)
Dividend per share (annual)	¥7.00	¥6.00	¥6.00

	End of FY12	End of FY13 (estimate)
Nikkei Stock Average	¥12,397	¥12,397

70th Anniversary
Commemorative
dividend ¥1.00
(1st half ¥3.5)
(End of FY11 ¥3.5)

Interest income (analysis of difference factors)

(¥ billion, %)	FY2013 (forecast)	YoY change [%]	Balance	Yeild
Fund operations	34.7	0.2 [0.7]	0.7	(0.5)
Interest on loans	21.9	(0.3) [(1.6)]	0.3	(0.6)
Interest on securities	12.6	0.6 [5.3]	0.5	0.1
Call loan, etc.	0.1	(0.0) [(20.2)]	(0.0)	0.0
Fund procurement	1.7	(0.0) [(5.0)]	0.0	(0.1)
Interest on deposits	1.5	(0.1) [(6.2)]	0.0	(0.1)
Call money, etc.	0.1	0.0 [7.7]	0.0	(0.0)
Interest income	33.0	0.3 [1.0]	—	—

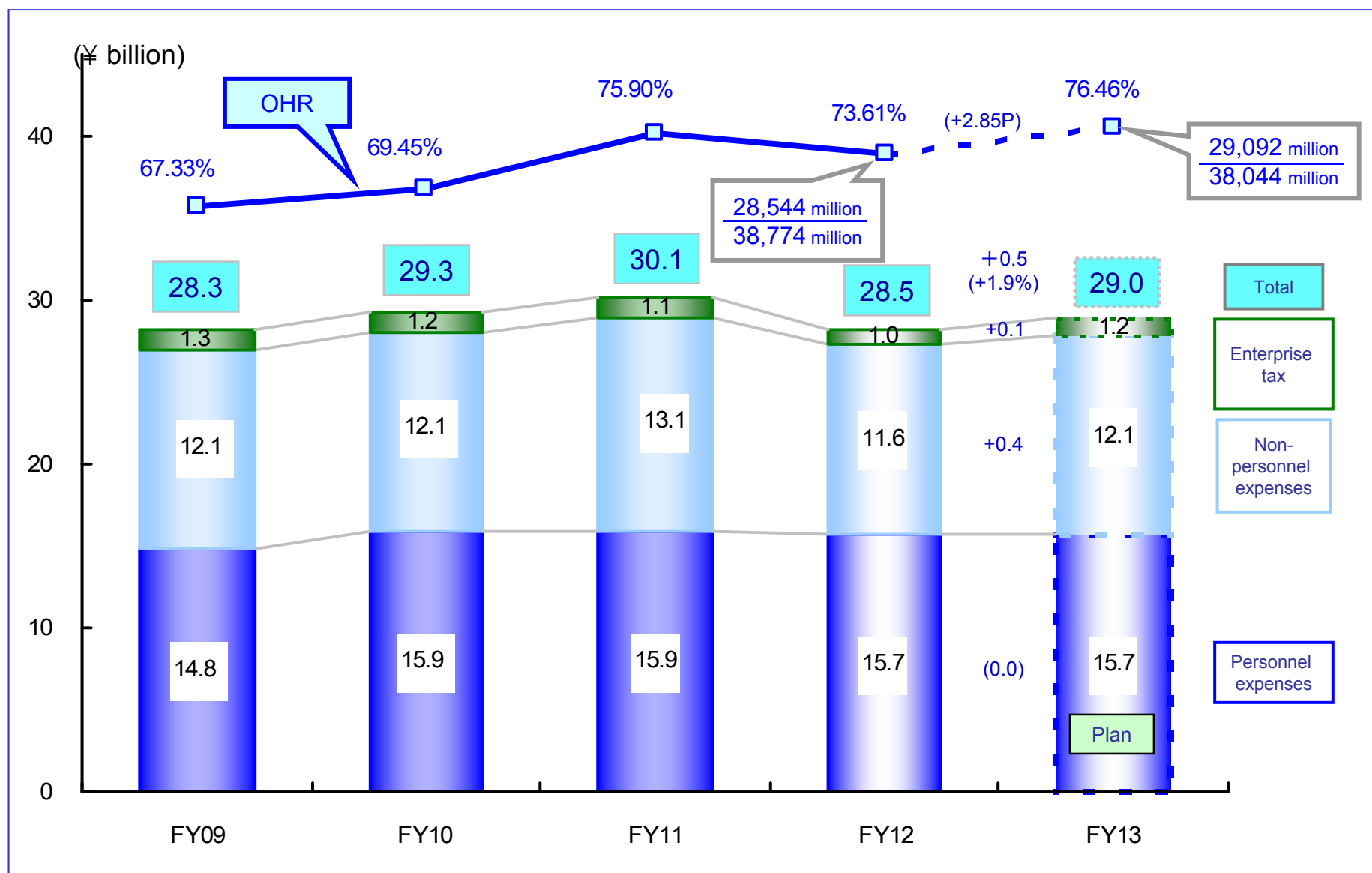
Fees and commissions

(¥ billion)	FY2013 (forecast)	YoY change
Revenues	7.1	0.5
Investment trusts	0.8	0.1
JGBs held by individuals	0.04	0.02
Life insurance	0.7	0.1
Others	5.5	0.1
Cost	2.3	0.0
Fees and commissions	4.8	0.4

Expenses

(¥ billion)	FY2013 (forecast)	YoY change
Personnel	15.7	(0.0)
Premises and equipment	12.1	0.4
Taxes	1.2	0.1
Expenses	29.0	0.5

Operating Expenses and OHR (Trends and Forecasts)



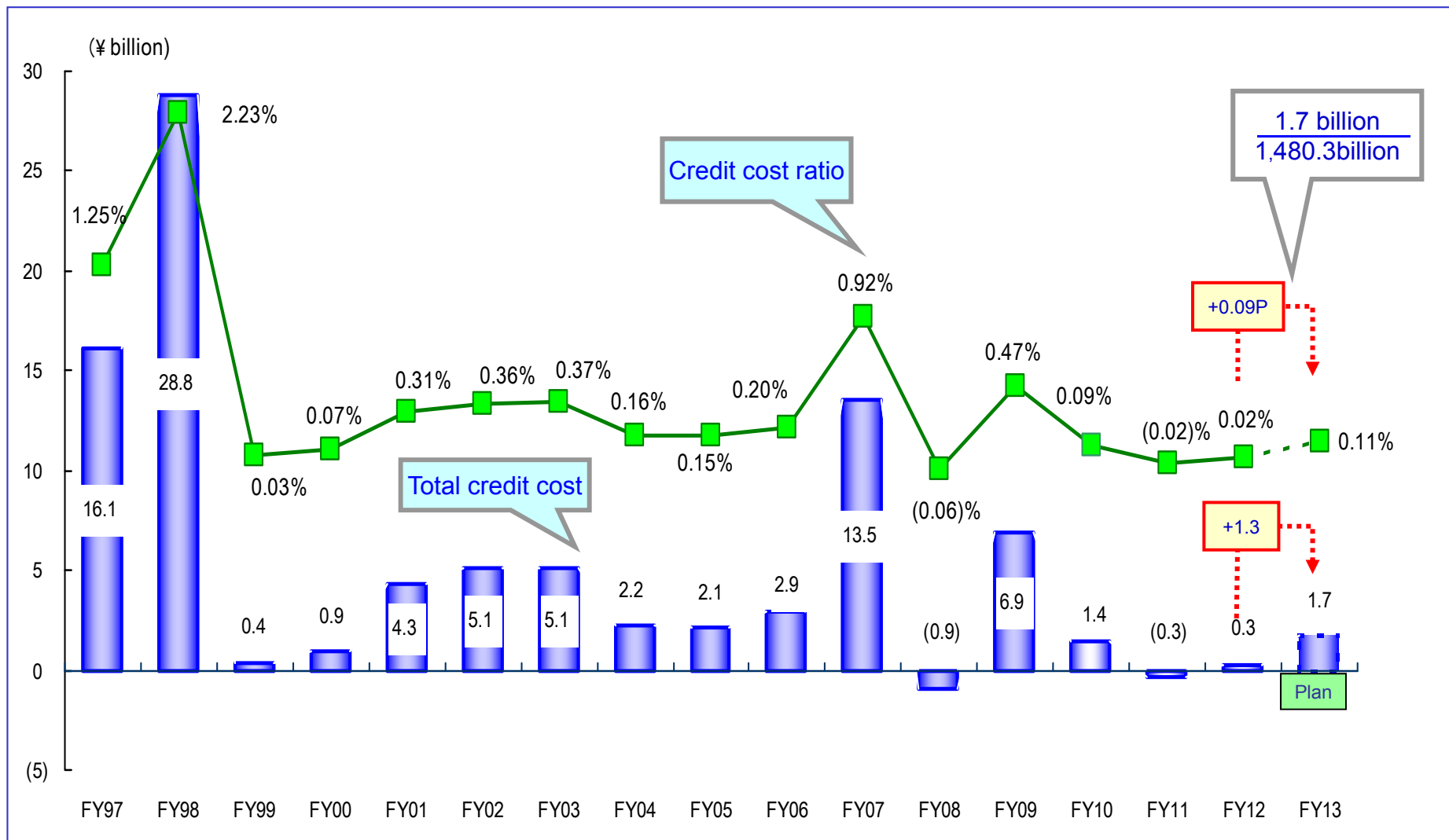
*OHR=Operating expenses / Gross banking profit on core operations

Gross banking profit on core operations = Gross Banking profit – JGBs and other bond transaction profit/loss

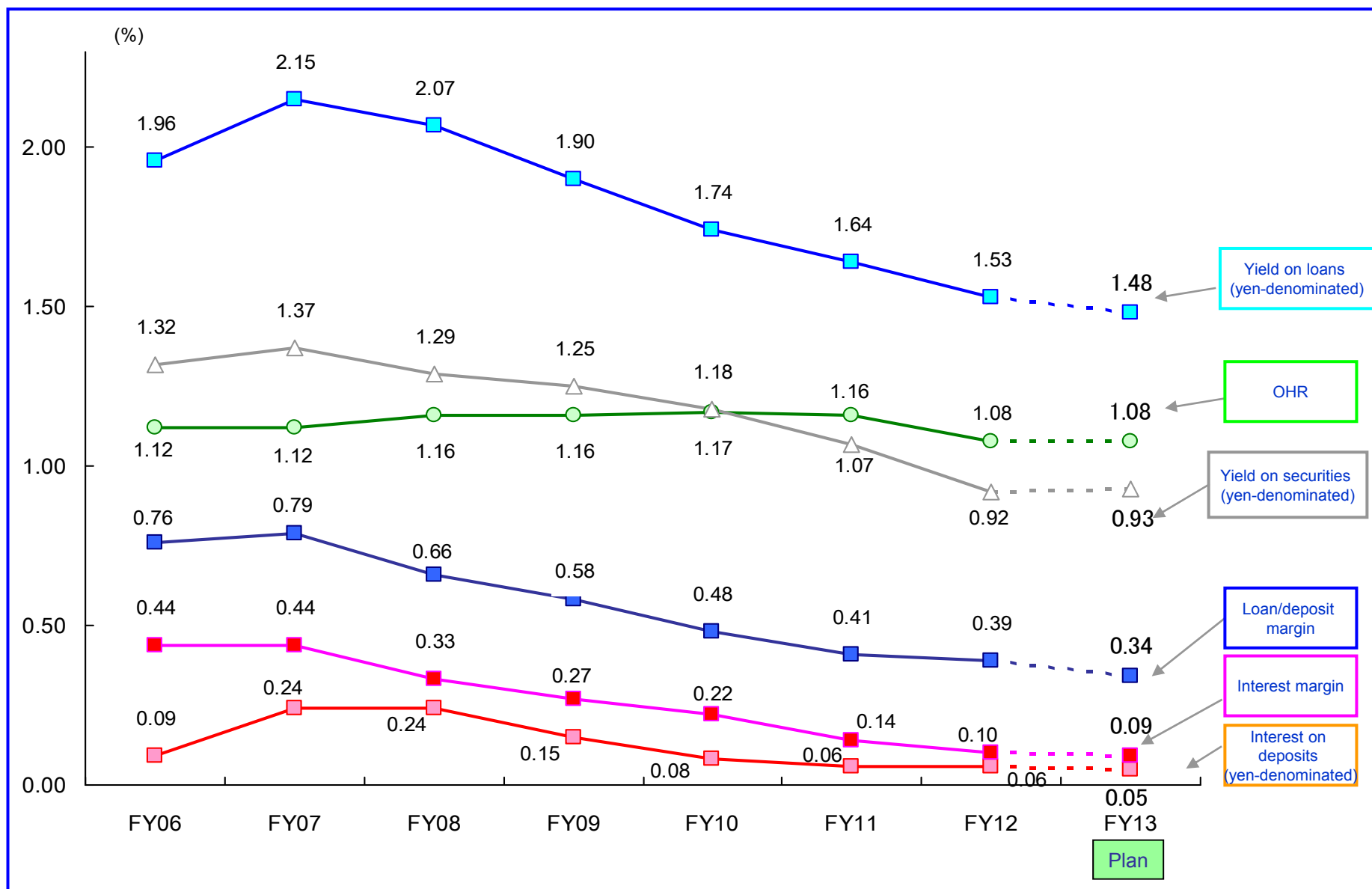
Credit Cost (Trends and Forecasts)

Total Credit Cost / Credit Cost Ratio

Credit cost ratio = Total credit cost / Average loan balance
 Total credit cost = General provision to loan loss reserve + Provisions to specific loan loss reserve + Loans written-off + Loss on sale of claims + Others



Yields & Interest Margins (Trends and Forecasts)



Return to Shareholders

Basic Dividend Policy

Work toward increasing the level of internal reserves required to maintain sound management while at the same time providing for the stable payment of dividends.

70th Anniversary
Commemorative
dividend of ¥1.00 is
scheduled
(1st half ¥3.5)
(End of FY11 ¥3.5)

Trends in Dividend Payment

	FY09	FY10	FY11	FY12	FY13(Forecast)
Dividend per share (annual)	¥6.00	¥6.00	¥7.00	¥6.00	¥6.00
Period-end share price	¥411	¥404	¥368	¥429	-
Dividend yield	1.45%	1.48%	1.90%	1.39%	-

Return to Shareholders

(¥ million)	FY09	FY10	FY11	FY12	FY13(Forecast)
Annual dividend (1)	1,105	1,089	1,256	1,062	1,055
Treasury stock acquired (2)	12	1,447	647	994	246
Return to shareholders (3)=(1)+(2)	1,117	2,536	1,903	2,057	1,301
Net income (non-consolidated) (4)	2,744	3,861	6,965	5,870	4,500
Dividend payout ratio (1)/(4)x100	40.28%	28.20%	18.04%	18.10%	23.44%
Shareholder return ratio (3)/(4)x100	40.72%	65.68%	27.33%	35.03%	28.91%

Acquired 1,793 thousand shares,
equivalent to ¥638 million,
on May 27, 2010

Purchased 1,906 thousand shares,
equivalent to ¥795 million
between Dec. 2010 and Mar. 2011

Purchased 2,079 thousand shares,
equivalent to ¥644 million,
on Dec. 26, 2011

Acquired 2,600 thousand shares,
equivalent to ¥989 million
between Feb. 2013 and Mar. 2013

Acquired 550 thousand shares,
equivalent to ¥246 million
in Apr. 2013

(Note) Calculated in yen and rounded down

Thank you attending our analyst meeting. If you have any further questions, please do not hesitate to contact us at the following telephone number, email address or website.

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The reader is advised that these materials contain forward-looking statements. These statements do not constitute guarantees of future business performance, and they involve various risks and unforeseeable future circumstances. The Bank's future business performance may be affected by changes in the business environment that are beyond the prediction or control of the Bank, and actual results may therefore differ substantially from the figures contained in the said forward-looking statements.