

## **The 45th Analyst Meeting**

December 6, 2023 (Wed)

Prime Market of the Tokyo Stock Exchange: 8360

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#### Management Strategy

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# **Summary of Business Results**



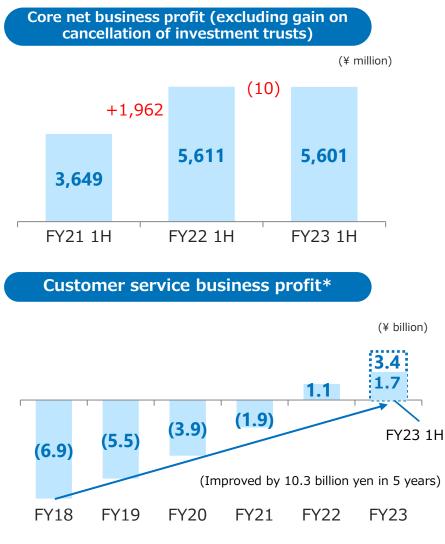
## FY23 1st Half Business Results (Summary)

## ⑩ 山梨中央銀汗

### Customer service business profit increased steadily.

Non-consolidated (¥ bi	llion) FY22 1H	FY23 1H	YoY
Gross business profit	14.3	11.4	(2.8)
Interest income	15.5	14.6	(0.8)
Fees and commissions	3.2	3.9	0.6
Other operating income	(0.8)	(0.6)	0.2
Core gross business profit	17.9	17.9	0.0
JGBs and other bond transaction	s (3.5)	(6.4)	(2.9)
Expenses	12.1	12.3	0.2
General provision to loan loss reserve	e 0.0	0.0	(0.0)
Net business profit	2.1	(0.8)	(3.0)
Core net business profit	5.7	5.6	(0.1)
(Excluding gain on cancellation of investment trusts)	5.6	5.6	(0.0)
Non-operating gains (losses)	1.8	3.8	2.0
Disposal of non-performing loar	ns 0.1	0.0	(0.1)
Stock and other related income	2.0	2.6	0.6
Ordinary profits	4.0	3.0	(1.0)
Extraordinary income (losses)	0.0	(0.0)	(0.0)
Total corporate taxes, etc.	1.2	0.3	(0.9)
Net income	2.7	2.6	(0.1)
Credit-related costs	0.2	(1.0)	(1.2)

Consolidated	(¥ billion)	FY22 1H	FY23 1H	YoY
Consolidated ordinary profits		4.4	3.3	(1.1)
Profit attributable to sharehold parent	ers of the	2.9	2.7	(0.2)



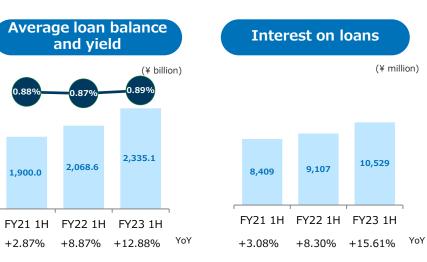
Customer service business profit Average loan balance × Yield difference on loans and deposits + Fees and commissions – Operating expenses

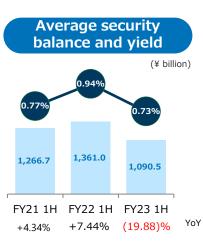
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\*

## Interest on loans increased steadily. Interest income decreased due to a decrease in interest on securities.

		(¥ billion)	FY22 1H	FY23 1H	YoY
Interest income			15.5	14.6	(0.8)
Net	t interest r	margin	8.9	10.3	1.4
	Interes	st on loans	9.1	10.5	1.4
	[	Domestic operations	8.7	9.8	1.1
	I	International operations	0.3	0.7	0.3
	Interes	st on deposits	0.1	0.1	(0.0)
	[	Domestic operations	0.1	0.1	(0.0)
	I	International operations	0.1	2.0	1.9
Int	erest on se	ecurities	6.4	3.9	(2.4)
	cluding gai estment tru	in on cancellation of ısts)	6.2	3.9	(2.2)
	Bonds		3.2	1.2	(1.9)
	[	Domestic operations	1.7	1.1	(0.6)
	I	International operations	1.4	0.1	(1.3)
	Stock		0.6	0.6	(0.0)
	Distributions on investment trusts		2.5	2.0	(0.4)
Gain on cancellation of investment trusts (gain surplus)		0.1	0.0	(0.1)	
Capital market investment and procurement		0.1	0.2	0.1	
Do	mestic ope	erations	14.0	13.9	(0.1)
Int	ernational	operations	1.4	0.6	(0.7)





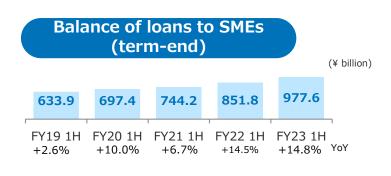


## Both balances of deposits and loans increased steadily.

	Average					
	balance	(¥ billion)	FY22 1H	FY23 1H	YoY (% c	change)
De	posits		3,551.2	3,638.6	+87.4 (	+2.4%)
	Yamanashi Pref.		3,144.3	3,224.3	+80.0 (	+2.5%)
	Outside of Yama	nashi Pref.	406.9	414.2	+7.3 (	+1.8%)
Dep	posits shares in Ya	manashi	50.9%	51.5%	+0.6	_
Pref. (term-end)		50.970	51.570	+0.0	-	
(Ex	cluding Japan Post	Bank)				

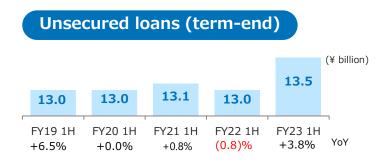
Excluding Japan Post Bank)

		(¥ billion)	FY22 1H	FY23 1H	YoY (% (	change)
Loa	ns		2,068.6	2,335.1	+266.5 (	+12.8%)
	п	Yamanashi Pref.	997.7	1,065.7	+68.0 (	+6.8%)
	By area	Outside of Yamanashi Pref.	923.9	1,089.5	+165.6 (	+17.9%)
	ea	Loan assets under the control of head office departments	146.9	179.9	+33.0 (	+22.4%)
	General funds		1,386.0	1,614.9	+228.9 (	+16.5%)
	' market	Non-commercial for individuals	412.0	429.9	+17.9 (	+4.3% )
	et	Local government bodies	270.5	290.3	+19.8 (	+7.2%)
Loa (ter		ares in Yamanashi Pref. end)	45.1%	46.5%	+1.4	-

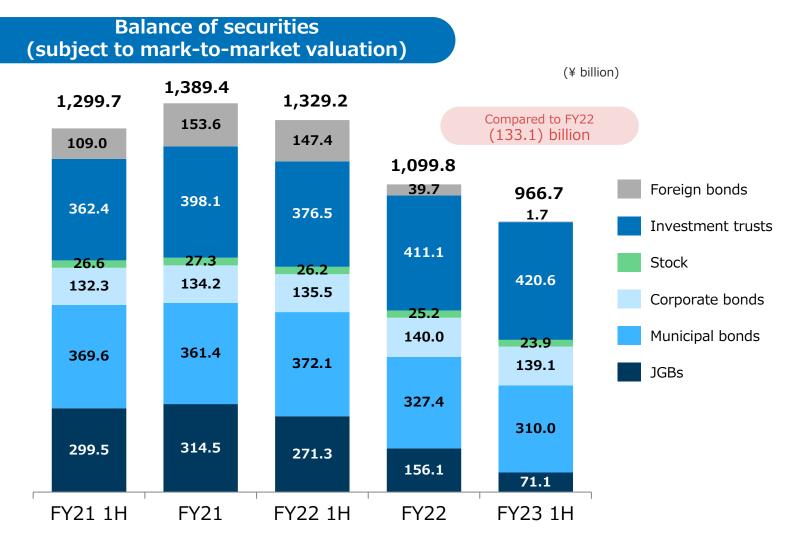


Housing loans (term-end)

						(¥ billion)
					460.5	
	405.9	415.5	426.2	437.2		
Г	FY19 1H	FY20 1H	EV21 1H	FY22 1H	FY23 1H	-
	+4.2%	+2.3%	+2.6%	+2.6%	+5.3%	YoY

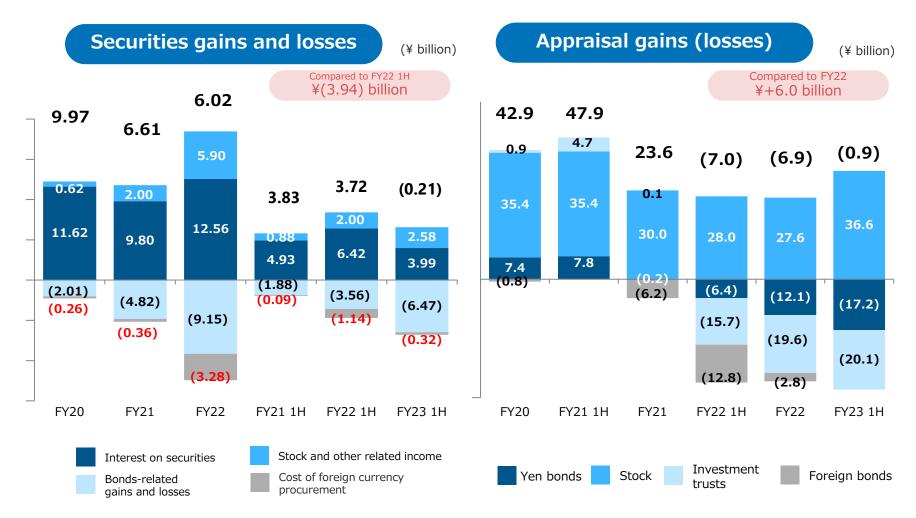


## Hedged foreign bonds and some yen bonds in response to the risk of rising interest rates in Japan and overseas



## Securities (2)

# Capital gains from dynamic trading are used as a resource for risk hedging.



\* Stock and other related income above includes gains and losses on investments in limited partnerships and money trusts.

\* Includes valuation gains and losses on investments in limited partnerships.

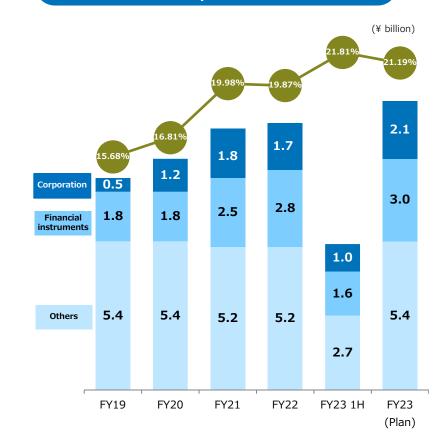
## **Fees and Commissions**

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#### Strengthening of consulting sales for both corporations and individuals was successful, resulting in an increase in the number of consultations and contracts signed.

			-
(¥ million)	FY22 1H	FY23 1H	YoY
Fees and commissions	3,232	3,914	682
Fees and commissions	4,611	5,364	753
Fee and commission expenses	1,378	1,449	71
<main breakdown=""></main>			
Fee and commission income from financial products (excluding insurance for corporate customers)	1,331	1,674	343
Fee and commission for life insurance (excluding the corporate portion)	642	1,052	410
Fee and commission for investment trusts	577	534	(43)
Brokerage fee and commission for financial products	103	78	(25)
Fee and commission for public bonds	5	6	1
Fee and commission income from corporations	678	1,035	357
Fee and commission for structured finance	335	525	190
Fee and commission for M&A	67	136	69
Fee and commission for life insurance for corporate customers	23	112	89
Fee and commission for business matching	103	117	14
Fee and commission received related to foreign exchange (domestic)	757	740	(17)
Loan payment premiums and guarantees	1,003	1,061	58

#### Trends in fees and commissions and service profit ratios



\* Service profit ratio = Fees and commissions/Core gross business profit

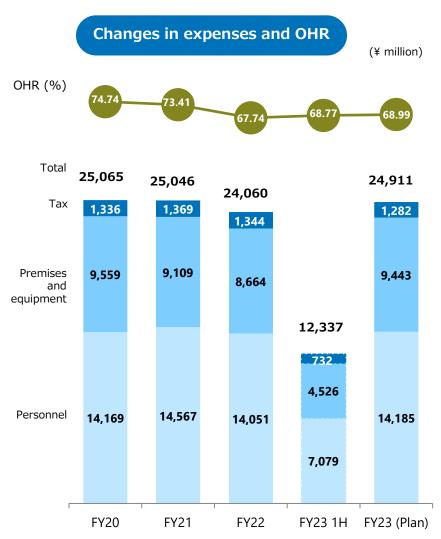
Expenses/OHR (Operating Expenses/Core Gross Business Profit)

# Accelerate management reform by increasing strategic investments.

E>	<b>(penses</b> (¥ billion)	FY22 1H	FY23 1H	YoY	FY23 (Plan)	YoY
Exp	oenses	12.1	12.3	0.2	24.9	0.8
	Personnel	7.0	7.0	0.0	14.1	0.1
	Premises and equipment	4.2	4.5	0.2	9.4	0.7
	Тах	0.7	0.7	(0.0)	1.2	(0.0)
	OHR	67.65%	68.77%	1.11P		

#### Main factors behind changes in expenses

(¥ billion)	FY23 1H (Results)			FY23 (Plan)		
Personnel	0.0	-	0.1	-		
Premises and equipment	0.2	IT investments +0.2	0.7	IT investments +0.6		
Тах	(0.0)	-	(0.0)	-		



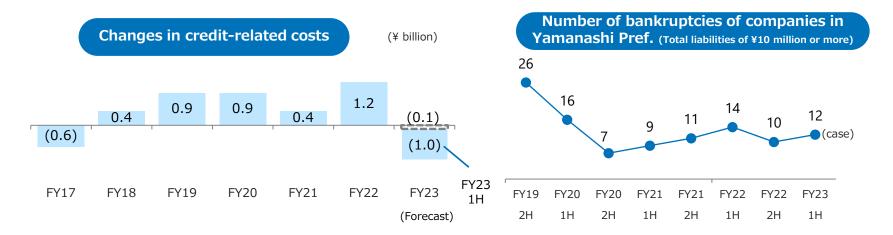
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#### Credit-related costs are expected to decrease due to enhanced comprehensive support to business partners.

	(¥ billion)	FY22 1H	FY23 1H	YoY	FY22	FY23 (Forecast)	YoY
Credit-r	Credit-related costs		(1.0)	(1.2)	1.2	(0.1)	(1.4)
Net	Net provision to general loan loss reserve		(0.8)	(0.9)	0.9	(0.6)	(1.5)
	Disposal of non-performing loans (non- operating income (losses))		(0.1)	(0.3)	0.3	0.4	0.1
	Net provision to specific loan loss reserve	0.0	(0.1)	(0.2)	0.2	0.4	0.2
	Provision to reserve for contingent losses	0.0	(0.0)	(0.1)	0.0	0.0	(0.0)
	Loans written-off and loss on sale of claims	0.0	0.0	(0.0)	0.0	0.0	(0.0)
	Recoveries of written-off claims	0.0	0.0	0.0	0.0	0.0	(0.0)
Credit c	ost ratio	2.60 bp	(8.55) bp	(11.16) bp	5.91 bp	(0.73) bp	(6.64) bp

#### (Note)

In the table on the left, for the purpose of comparison with the past, reversal of allowance for loan losses is divided into net provision to general loan loss reserve and provision of specific loan loss reserve.



## Earnings Forecasts for the Current Term (FY23)

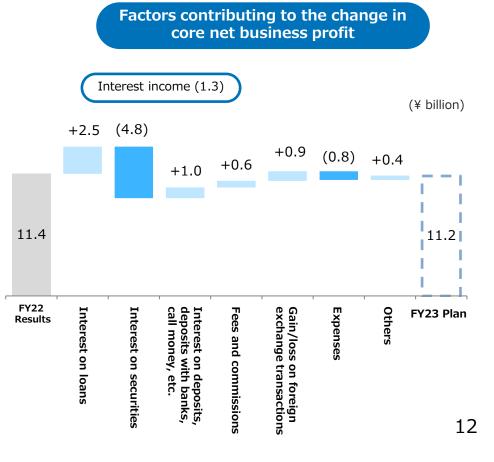
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N	on	-consolidated (¥ billion)	FY22	FY23 (Plan)	YoY
Gro	oss l	business profit	26.3	27.8	1.5
		Interest income	30.9	29.5	(1.3)
	Interest on loans		18.9	21.4	2.5
		Interest on securities	12.5	7.7	(4.8)
		Fees and commissions	7.0	7.6	0.6
		Other operating income	(2.4)	(1.1)	1.2
	Cor	re gross business profit	35.5	36.1	0.5
	JGE	and other bond transactions	(9.1)	(8.2)	0.9
Ex	pens	ses	24.0	24.9	0.8
	nera Serve	al provision to loan loss e	0.9	0.0	(0.9)
Ne	t bu	siness profit	1.3	3.0	1.6
Co	re n	et business profit	11.4	11.2	(0.2)
		t business profit (excluding gain on tion of investment trusts)	10.8	11.2	0.3
No	n-op	perating losses	5.4	3.5	(1.8)
	Dis	oosal of non-performing loans	0.3	0.0	(0.2)
	Sto	ck and other related income	6.1	3.4	(2.7)
Ore	dina	ry profits	6.7	6.5	(0.2)
Ne	t inc	come	4.5	5.0	0.4

Consolidated (¥ billion)	FY22	FY23 (Plan)	YoY
Consolidated ordinary profits	7.7	7.2	(0.5)
Profit attributable to shareholders of the parent	5.0	5.3	0.2

## Net income is expected to exceed that of the previous year.

 Net income is expected to increase by 0.4 billion yen due to an increase in interest on loans and services and a decrease in credit costs, despite a decrease in gains related to securities as a result of portfolio restructuring.





## **Management Strategy**



## **Toward Improvement in Corporate Value**

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#### Realization of sustainable growth and medium- to longterm improvement of corporate value

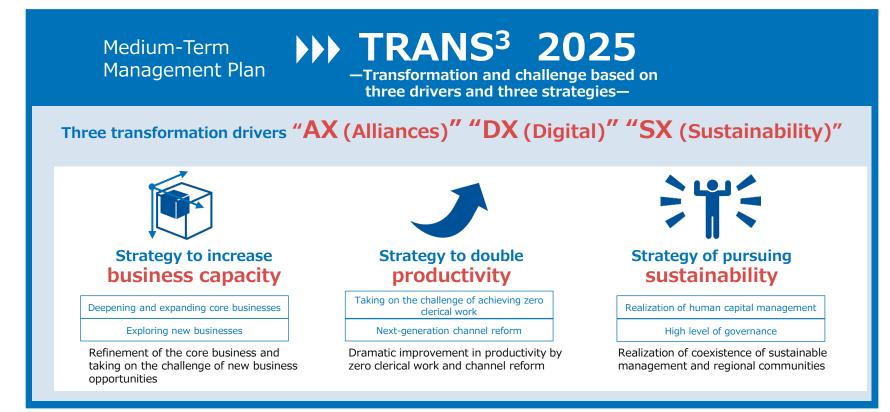
Growth Strategy (Profitability Improvement) • Deepening and Expanding Core • Effect		utive Members							
<ul><li>(Profitability Improvement)</li><li>Deepening and Expanding Core</li><li>Effective</li></ul>		Board of Directors C Executive Members							
	Capital Strategy	Sustainable Strategy							
<ul> <li>Strengthen risk-taking particularly in relation to loans and expand associated corporate-related fees</li> <li>Reconstruction of securities portfolio</li> <li>Shizuoka-Yamanashi Alliance initiatives</li> <li>Exploring New Businesses (P. 24)</li> <li>Establishment of various business operation methods</li> <li>Finding new revenue sources by supporting the solving of regional issues</li> <li>Strategic Investment</li> <li>DX investment (digital foundation reform and next-generation channel reform)</li> <li>Investment to improve productivity</li> <li>Group Company Strategy (P. 31)</li> </ul>	<b>iction of Strategic Shareholdings</b> 4) blish a strategic shareholdings reduction	<ul> <li>Initiatives for Sustainable Management (P. 36)</li> <li>Develop a structure to achieve sustainable management</li> <li>Responses to TCFD Recommendations (P. 37)</li> <li>Strengthen efforts to resolve climate-related issues</li> <li>CO<sub>2</sub> Emission Reduction (P. 38)</li> <li>Activities for reducing CO<sub>2</sub> emissions</li> <li>Human Capital Management Initiatives (P. 40)</li> <li>Expand human capital investment</li> <li>Human resource development policy and internal environment improvement policy</li> </ul>							

## Structural diagram

Management philosophy

Long-term vision

**Region-based operations and sound management** Value Creation Bank



Purpose (significance of existence)

"Open Up a Bright Future from Yamanashi"

Targets set forth in Medium-Term Management Plan "TRANS<sup>3</sup> 2025" and current progress

• Steady progress toward the targets

KPI	FY22 (Results)	FY23 1H (Results)	FY24 (Final year of the Medium-Term Management Plan)	Ideal
OHR (Operating expenses/Core gross business profit)	67.74%	68.77%	73.5% or less	60% level
ROE (Current net income basis)	2.34%	2.81%	3% or more	5% or more
Ratio of female managers and supervisors	14.81%	16.7%	15% or more	40% or more
Rate of reskilling-based reallocation of clerical workers	5.01%	10.0%	30% or more	70% or more
Sustainable finance <sup>*1</sup> investment and loan amount	118.0 billion yen	187.2 billion yen	250.0 billion yen or more	800.0 billion yen or more
Reduction rate of greenhouse gas (CO <sub>2</sub> ) emissions <sup>*2</sup>	52.66%	60.97%	70% or more	Carbon neutrality
KGI 🔽				
Profit attributable to shareholders of the parent	5.0 billion yen	2.7 billion yen	6.0 billion yen or more	10.0 billion yen or more

\*1. Investment and loan that contribute to creating sustainable regional society (environment, education, start of business, succession of business, etc.)

2. Comparison with FY2013; target scope: Scope 1 + Scope 2 (including emissions from the use of gasoline since FY2022; prior data also adjusted in the same manner)

### Targets stated in ideal and the timeframe to achieve it

- Aim to achieve ROE of 3% or more earlier during the period of the Medium-Term Management Plan "TRANS<sup>3</sup> 2025."
- Aim to achieve, by FY2027, quantitative goals of "consolidated net income of 10.0 billion yen or more" and "ROE of 5% or more" set forth as "ideal" toward closing the gap from the assumed cost of capital of 7%.
- Allocate capital in a well-balanced manner to growth investment, shareholder return, etc., while maintaining consolidated regulatory capital ratio roughly at 10%.

Long-term vision: Value Creation Bank							
Medium-Term Management Plan	[Value+ 2022] From FY19 to FY21		[TRANS <sup>3</sup> 2025] From FY22 to FY24		Ideal From FY25 to FY27		
Fiscal year	FY2021 results	FY2022 results	FY2023 1H results	By FY2024	By FY2027		
Consolidated net income	4.2 billion yen	5.0 billion yen	2.7 billion yen	6.0 billion yen or more	10.0 billion yen or more		
Consolidated dividend payout ratio	30.1%	27.8%	27.5%	Maintain consolidated roughly Take a flexible approac sha	at 30% h to acquisition of own		
Consolidated regulatory capital ratio	11.71%	10.72%	10.21%	Арргох	a. 10%		
EPS	132.73 yen	161.78 yen	90.61 yen	200 yen or more	330 yen or more		
ROE	1.98%	2.34%	2.81%	3% or more	5% or more		
PBR	0.14 times	0.18 times	0.25 times	0.3 times or more	0.5 times or more		
Cost of capital	-	Assumed	to be 7% (calculated b	ased on CAPM, using R	o of 6.5%)		

## Growth Strategy (Roadmap)

## Roadmap toward achieving consolidated net income of 10.0 billion yen

Toward achieving the Medium-Term Management Plan

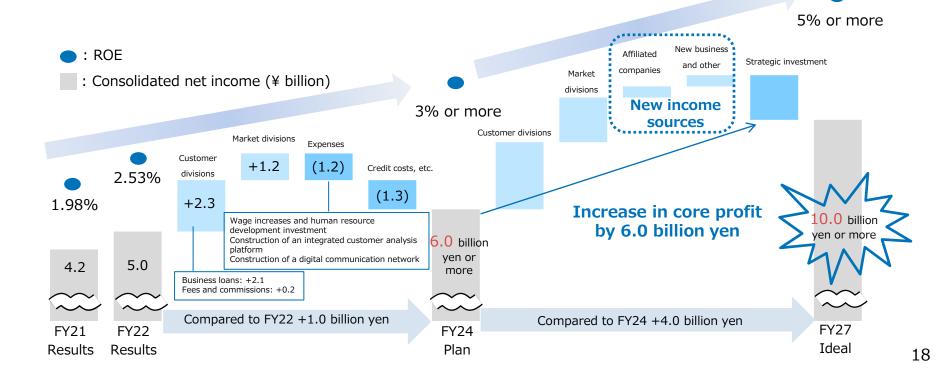
- Increase interest mainly on business loans
- Strengthen market investment capability through portfolio reconstruction
- Invest in growth fields to bolster profit

Schematic illustration of increases in profit toward the ideal results

- Strengthen personal loan strategy as well as business loan strategy
- Expand non-financial earnings in the field of consulting services
- Upgrade securities portfolio management

Accelerate strategic investment

• Strengthen group functions, expand business domains, and use idle real estate effectively

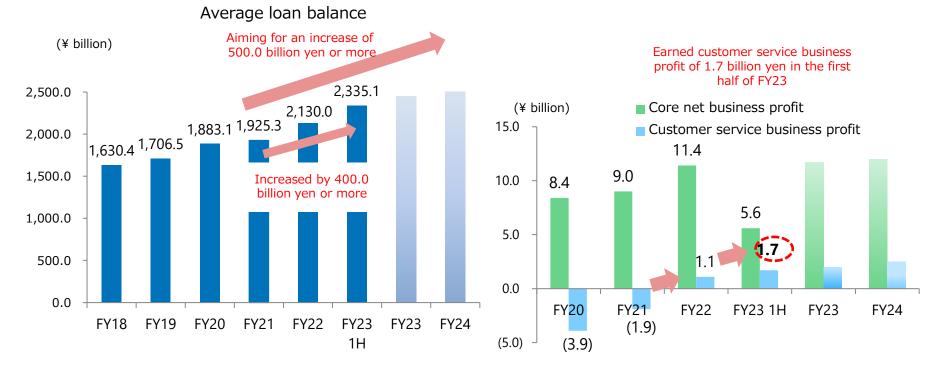


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### Top line growth through increases in loans drives Bank growth.

Average loan balance target for FY2024: +500.0 billion yen or more compared with FY2021

- <u>We aim to increase average loan balance by 500.0 billion yen or more</u> during the period of the current Medium-Term Management Plan.
- Interest income on loans exceeding approx. 3.0 billion yen and increase in associated consulting fees (service revenues).
- Customer service business profit increased steadily.



## Growth Strategy (Deepening and Expanding Core Businesses): Enhancing Loans (2)

## ⑩ 山梨中央銀行

### Enhance business loans and personal loans.

#### Average business loan balance target for FY2024: +450.0 billion yen or more compared with FY2021

#### Yamanashi Policy

- Perform financial intermediation functions from the start of business to business succession and turnaround based on feasibility assessment (and also provide equity capital, such as subordinated loans and equity).
- In addition to financial intermediation, provide consulting services that are optimal for the resolution of issues faced by our customers or local communities, including those in non-financial areas, such as employment agency services and ICT and DX implementation support services.

#### Tokyo Policy

- Increase and strengthen balances through commercial distribution sales and the development of wealth management business.
- Increase and strengthen loans to large enterprises whose risk weight is low based on profitability assessment, such as RORA.
- Create capital needs through two-way business matching between Tokyo and Yamanashi and helping customers expand into Yamanashi or form alliances with Yamanashi-based companies.

#### Common Policy

- Implement structured finance with appropriate risk taking, mainly in the form of non-recourse real estate loans through the Shizuoka-Yamanashi Alliance.
- Utilize accumulated know-how to solve regional issues (e.g. project finance and LBO loans) and to capture income opportunities.

#### Average personal loan balance target for FY2024: +50.0 billion yen or more compared with FY2021

- Increase and strengthen the balance of housing loans by enhancing their product features, strengthening sales to business operators at housing loan bases, and forming alliances with housing-related companies.
- Strategically strengthen unsecured loans, such as consumer finance, in order to strengthen the overall profitability of personal loans.
  - ⇒ Strengthen the digital channel and improve UI/UX by introducing a bank app, revise products, and review promotion.

Growth Strategy (Deepening and Expanding Core Businesses): Cooperation between Yamanashi and Tokyo (1) ④山梨中央銀汗

Vision for growth utilizing characteristics unique to Yamanashi and Tokyo

- (3) Supporting expansion throughout Japan and around the world using Tokyo as a gateway
  - (1) Expanding the network

- (4) Further deepening the Yamanashi market
  - Yamanashi

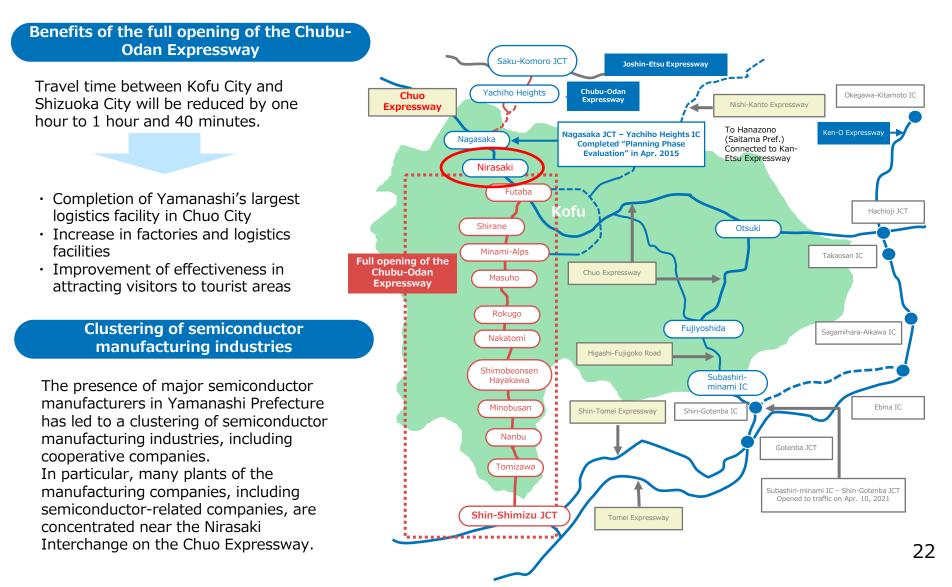
(2) Connecting information and human networks to revitalize Yamanashi Prefecture

## Redefining Yamanashi and Tokyo as a single entity to create value

Tokyo

### Growth Strategy (Deepening and Expanding Core Businesses): Cooperation between Yamanashi and Tokyo (2) ④山梨中央銀汗

## Expectations to revitalize the local economy with the full opening of the Chubu-Odan Expressway



## **Expectations of more long-term residents with the opening of the Shinkansen Maglev Train**

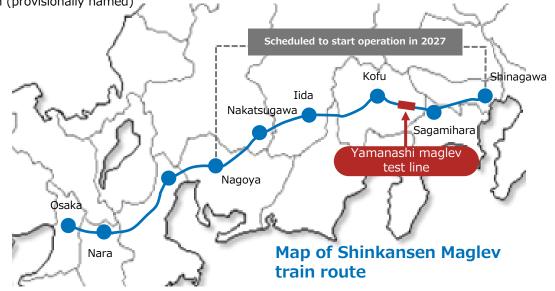
#### Shinkansen Maglev Train

- **Oct. 2014:** Minister of Land, Infrastructure, Transport and Tourism approved the start of construction, with opening planned for 2027.
- **Dec. 2015:** Construction began on the Yamanashi side section of the Southern Alps Tunnel (communication route).
- Jan. 2016: Construction of Shinagawa station began.
- Nov. 2016: Construction began on the Nagano section of the Southern Alps Tunnel.
- Mar. 2017: Yamanashi Pref. created "Linear Environmental Future City Improvement Policy."
- **Apr. 2018:** Construction began on the Yamanashi section of the Southern Alps Tunnel (main line).
- Nov. 2019: Construction of Kanagawa Pref. Station (provisionally named) started.



#### **Travel time**

Shinagawa – Kofu: 25 min. Shinagawa – Nagoya: 40 min. Shinagawa – Osaka: 67 min.



## New business initiatives leveraging local tourism resources (tourism value-creating businesses)

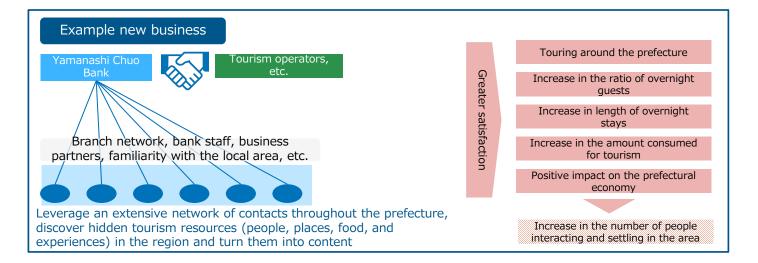
	Area	Travel agency	User (traveler)
Current status and issues	<ul> <li>Increased regional competition to attract tourists</li> <li>⇒ Tourist destinations without the ability to disseminate information will suffer</li> <li>Not aware of its attractiveness as a tourist resource</li> <li>⇒ Failure to make use of tourism resources</li> </ul>	<ul> <li>Little resources to enable discovery of local tourism resources</li> <li>⇒ Unable to meet diversifying needs (selling only major destinations)</li> </ul>	<ul> <li>Diversifying values for tourism Gathering information independently through the Internet, etc.</li> <li>⇒They don't go where they don't have information</li> </ul>
	The Bank's strength	s	Increase in the number

- Large network of branches and many employees active in the region
- Own an extensive network of local related organizations, including business partners in a wide range of industries and local governments



Creation of tourism value

Increase in the number of people interacting Increase in the number of long-term residents



## ⑩山梨中央銀汗

## Details of specific initiatives of the tourism value creation project

#### Tourism content sales business for inbound tourists

Name of the company	Tourist Base Kawaguchiko (operated by JTB)
Location	Marumune Building 3F, Funatsu 3636, Fujikawaguchiko- machi, Minamitsuru-Gun, Yamanashi Prefecture (1 minute walk from Kawaguchiko Station)
Business start date	November 8, 2023 (Wed)
Description	Employees of the Bank participate in projects conducted at a tourism exchange center newly established by JTB. Sell tourism content, etc. created by the Bank through JTB.

Cafe and product sales business

**Mobility business** 



**Optional tour business** 



Concentration of

inbound tourists

Present





After

Decentration of implementation inbound tourists



Educational tour sales business for domestic groups (students)

Tour of the **Financial Museum**  Financial education seminar

Game-based learning













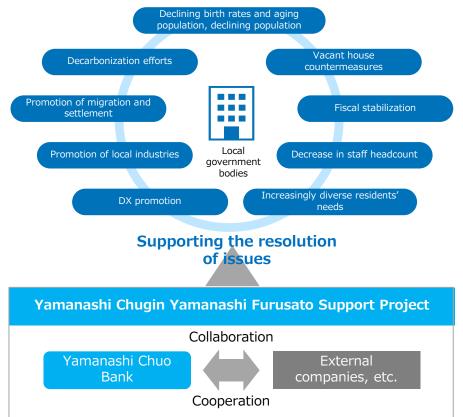
Expanding needs for out-of-school learning and financial education

[The Bank's strengths] Own resources necessary for educational tours (Financial Museum, know-how on financial education, etc.) [Benefits for the Bank] Effective use of the Financial Museum and improvement of reputation of the Bank

[JTB's strengths] Strong connection with schools [Benefits for JTB] Provide new products that meet the needs of schools (currently there are no travel products on financial education, and this is the first of its kind in Japan)

## ④ 山梨中央銀汗

## Administrative measures promotion support



## Improving the profitability of transactions with local governments

Switching the handling of payment slips to fee-based service

- Agreement with Yamanashi Prefecture on switching to fee-based services (April 2023)
- This progressive result is influencing other regional banks.

## Rationalization of the collection and payment agent service

- The 2023 slip-less and cashless payment promotion project implemented at the same time in Yamanashi Prefecture.
- Focused on promoting the spread and use of electronic payment in cooperation with financial institutions, local governments, economic organizations, etc. in Yamanashi Prefecture.



 Improving the profitability of transactions with local government bodies and developing businesses for local government bodies that contribute to solving regional and administrative issues

## Initiatives toward the resolution of regional issues

## **Collaboration agreement with W TOKYO**

- We concluded a Collaboration Agreement on Regional Development with W TOKYO Inc. for the purpose of creating new business areas by expanding contacts with young people and strengthening regional branding and information dissemination.
- Through this initiative, we will create synergies not seen in the financial industry to date by developing a business that combines and multiplies financial and non-financial management resources, while broadening contact with the younger generation.

## Collaboration to promote measures that address the declining population

- Dispatched one staff member to the Population Decline Crisis Headquarters Secretariat, newly established by Yamanashi Prefecture, to support the prefecture's initiatives for various measures to address the declining population.
- Contribute to the revitalization of the local economy as a leading bank by actively participating in the planning and promotion of measures to address the declining population in Yamanashi Prefecture through the dispatch of staff.





 $\ensuremath{\mathbb{C}W}$  TOKYO joint press conference on the conclusion of the collaboration agreement

#### Joint investment in Centennial Solar

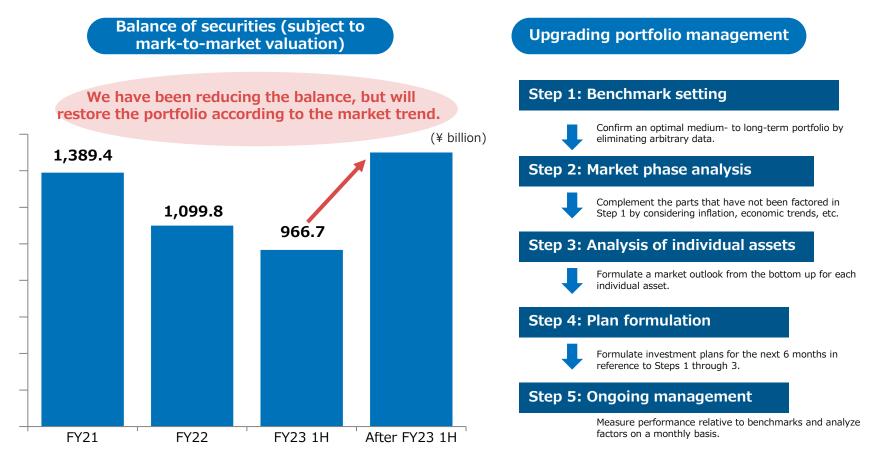
- Conducted joint investment (policy investment) in Centennial Solar Inc., which is responsible for the consolidation of solar power plants in Yamanashi Prefecture, streamlining operation and management through digitalization, and extending the service life of facilities, etc.
- In collaboration with Centennial Solar and other local stakeholders, we will contribute to the creation of a

sustainable community by promoting the decarbonization of the region through the encouragement of local production and local consumption of electricity.



## **Reconstruction of securities portfolio**

- Allocations are determined on the basis of benchmarks set over the medium- to longterm.
- The cycle of steps 1 to 5 aims to advance portfolio management and to achieve stable overall profit/loss over the medium to long term.
- Establish an investment advisory subsidiary to further strengthen the framework for securities management.



## **Reconstruction of securities portfolio**

• Establish an investment advisory subsidiary on December 1.

ており、 今般、 の参入を	収益力の強化策と	有価証券運用	025」における基本戦略の一つとして「"事業体積"増加戦略」を掲けの探索」、「コア事業の深化・拡大」に取り組んでおります。 部門のノウハウを活かし、投資運用会社等向けの投資助言ビジネスへ やまなし未来インベストメント株式会社 山梨県甲府市丸の内一丁目 20 番 8 号			
ており、 今般、 の参入を	収益力の強化策と その一環として、 目指して子会社を	有価証券運用	の探索」、「コア事業の深化・拡大」に取り組んでおります。			
<ol> <li>設立の総</li> </ol>		ΓRANS <sup>3</sup> 2	005 / フトリナズ甘ナWebの			
	丁★社政工に関するおみちと 当行は、本日開催の取締役会において、当行が100%出資する投資助言子会社の設立を決議しましたので 下 紀のとおりお知らせいたします。 記					
		Ŧ	会社設立に関するお知らせ			
			<ul> <li>会社名</li> <li>株式会社</li> <li>山梨中央銀行</li> <li>代表者名</li> <li>代表取締役頭取</li> <li>古屋</li> <li>賀章</li> <li>(コード番号: 8360</li> <li>東証プライム</li> <li>問合せ先</li> <li>執行役員経営企画部長</li> <li>飯島</li> <li>英糸</li> <li>(TEL. 055-233-2111)</li> </ul>			
各位			2023 年 11 月 24 日			
			FASF			

2024年3月期の当行業績(連結・単体)に与える影響は軽微であると見込まれます。

## Growth Strategies (Shizuoka-Yamanashi Alliance Initiatives)

## ⑧ 山梨中央銀行

## Aiming for sustainable development with the local community through collaboration with Shizuoka Bank

• Promptly implement measures to collaborate with Shizuoka Bank and realize earnings benefits significantly exceeding initial plans

## Raise the KPI for synergies from the alliance (5-year cumulative, total of both banks) to 12.0 billion yen

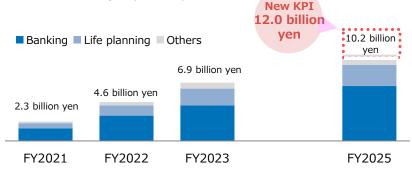


• Effects of the alliance over **the three-year cumulative period** from FY2021 to FY2023

Total of the two banks: 6.9 billion yen (Estimate)

• Effects of the alliance over the **five-year cumulative period** from FY2021 to FY2025 Total of the two banks:

10.2 billion yen (Estimate)



#### Collaboration in the finance field

• Supporting business partners through **syndicated loans** 

<Cumulative results through September 30, 2023>

- ✓ Structured finance: 85.0 billion yen
- ✓ Co-financing and syndicate loan: 37.4 billion yen

#### Measures to vitalize local economy

- **Business succession fund** jointly invested by the two banks
  - Executed three investments of 0.1 billion yen by the end of September 2023
- Conclude M&A agreements between the two banks' business partners
  - First project contracted in September 2023



#### Achievements in the life planning field

- Development of the Yamanashi main office of Shizugin TM Securities
  - ✓ Opened in the Head office (Apr. 2021)
  - ✓ Dispatched eight employees from the Bank to strengthen collaboration
- <Cumulative results through September 30, 2023>
  - ✓ Sales of assets under custody: **42.7 billion yen**
  - ✓ Balance of assets under custody: 24.6 billion yen

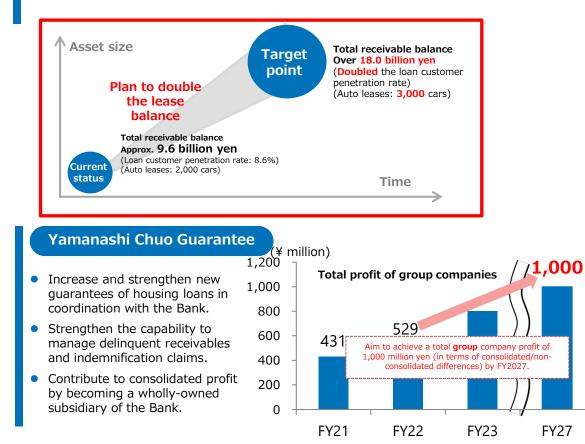
## Growth Strategy (Group Growth Strategy)

## ⑧ 山梨中央銀行

## Strengthening of group strategy

#### Yamanashi Chugin Lease

- Strengthen efforts on large projects and sales to suppliers.
- Create a capability to invest in loans and leases in an integrated manner.
- Increase penetration rate to loan customers.
- Strengthen auto leases, ESG leases, etc.



#### Yamanashi Chugin DC Card

- Strengthen the development of affiliates and JiMOCA partners.
- Promote cashless operations in coordination with the Bank.
- Capture large-volume payment needs of corporate customers.
- Strengthen promotion through non-face-to-face channels.

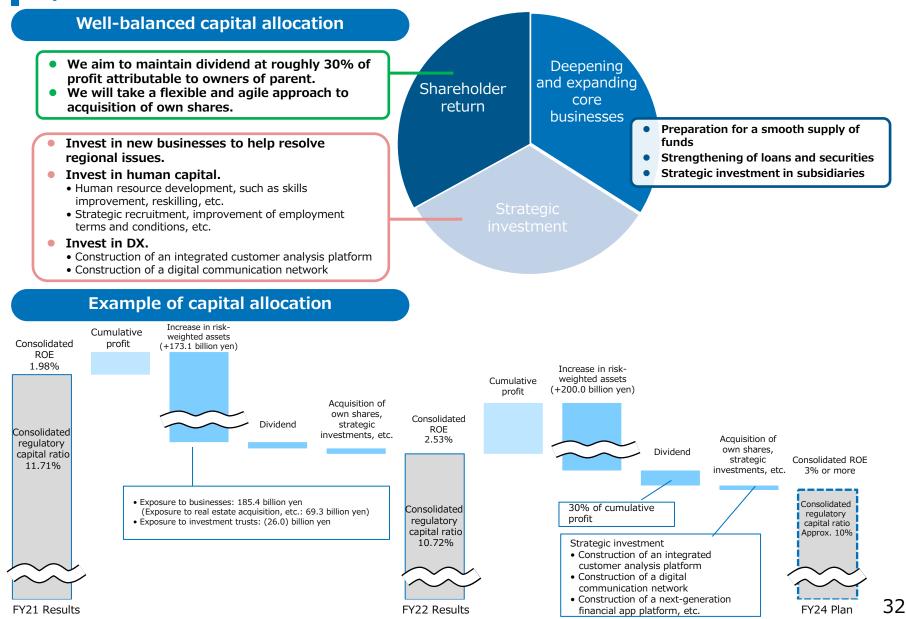
<u><Ratio of cashless payments in</u> <u>Yamanashi Prefecture></u> Aim to raise it from **24.4%** to **40%** (from 2019 to 2030)

#### Yamanashi Chugin Management Consulting

- Strengthen investment in promising venture companies.
- Promote various funds in coordination with the Bank.
- Develop human resources and acquire know-how in coordination with external parties (recruitment firms, etc.).

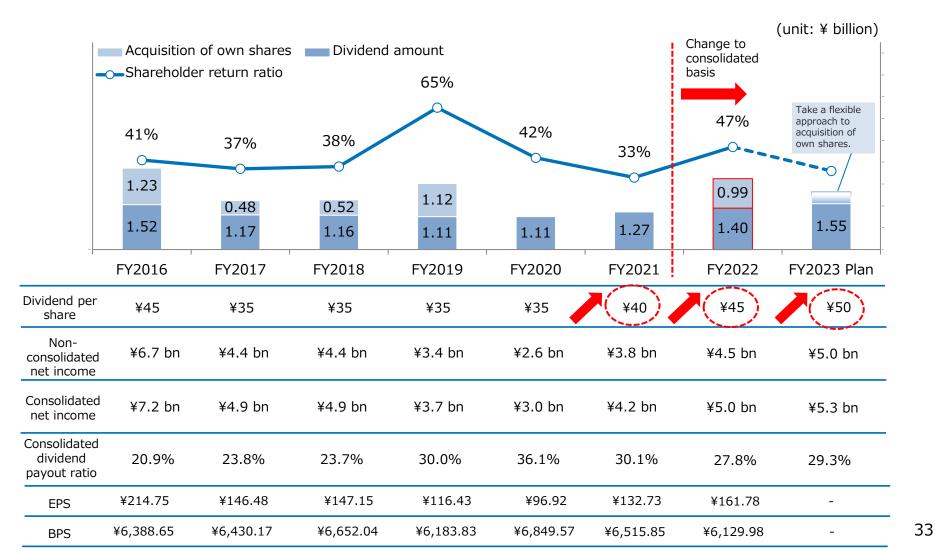
## Capital Strategy (Effective Use of Capital)

### **Capital allocation**



## Shareholder returns

• We plan to increase dividend by 5 yen to 50 yen also for FY2023 to achieve dividend increases for three consecutive fiscal years.



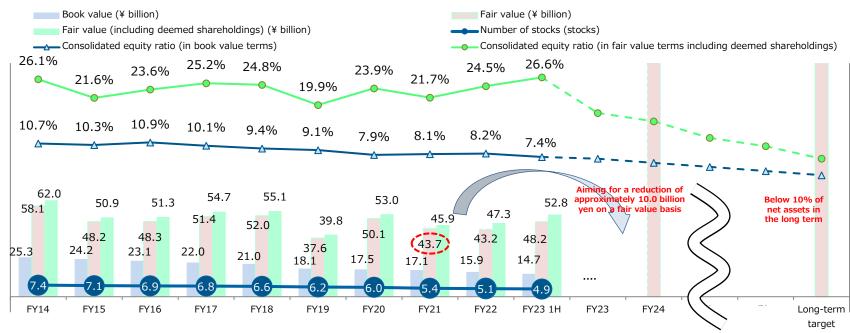
### **Reduction target**

- Reduce strategic holdings of listed shares by approx. 10.0 billion yen\* in fair value terms by FY2024.
   \*Compared with FY2021, excluding changes in fair value
- We aim to reduce the ratio of strategic shareholdings (in fair value terms) to consolidated net assets to 10% or less in the long term.
- By September 30, 2023, 4.8 billion yen reduction on a fair value basis

(1) Reduction amount	(2) Change attributable to changes in fair value	(3) Net reduction amount ((1) – (2))
5.33 billion yen	0.48 billion yen	4.85 billion yen

 Ratio of strategic holdings of listed shares as of September 30, 2023 (in book value terms): 7.4% (as a percentage of net assets)

<Changes in strategic holdings of listed shares>



## ⑩ 山梨中央銀汗

### Dialogue with various stakeholders

The Bank recognizes that it is more important than ever to build a long-term, stable relationship of trust with shareholders. As part of such efforts, we started, in the second half of FY2022, the following initiatives to strengthen engagement with institutional investors and major shareholders:

### Interviews with major institutional investors

#### Interviews with business corporations and individuals holding more than a certain number of shares

We intend to share with management issues identified through dialogues and reflect them in future measures in order to achieve medium- to long-term enhancement of corporate value.

	Response to issues identified from dialogues	Dialogue with
Capital policy	<ul> <li>As part of capital and financial strategies to enhance corporate value, the Bank announced a policy to reduce strategic holdings of listed shares and reviewed its shareholder return policy.</li> <li>The Bank clearly stated its growth strategy and clarified financial targets such as PBR, ROE, and cost of capital.</li> </ul>	Realization of measures Sharing with management
Governance	Initiatives for various measures to promote women's participation (implementation of a career development program for women)	$\uparrow$
Sustainability	<ul> <li>Establishment of human resource development policy and internal environment improvement policy</li> <li>Upward revision of CO<sub>2</sub> emission reduction targets</li> <li>Improvement of the content of TCFD recommendations (physical risk analysis and disclosure, understanding and disclosure of Category 6 (Employee commuting) and Category 7 (Business travel) related to Scope 3)</li> </ul>	Progress management led by a meeting body We will share internally opinions
Others	The Bank changed the structure of materials and dissemination methods to be more stakeholder-oriented in terms of dissemination and disclosure in large IR reports and integrated reports.	received during dialogues and address them in accordance with their priority in order to enhance our corporate value.

④ 山梨中央銀汗

## Develop a structure to achieve sustainability management

#### **Sustainability Committee**

	es of the mmittee	<ul> <li>Discuss and deliberate on measures for and policies on initiatives toward the realization of sustainability management.</li> <li>Ensure the alignment of climate-related and other risks with management strategy, management issues, etc.</li> </ul>
	ijor issues idered in the half of 2023	Human capital management and disclosure
		<ul> <li>Improve the content of disclosure on climate change to achieve sustainability management</li> </ul>
		<ul> <li>Carbon neutrality of out-of-branch ATMs using offset credits</li> </ul>
		<ul> <li>Initiatives for financial education to improve financial literacy in the community</li> </ul>

#### **Sustainability Policy**

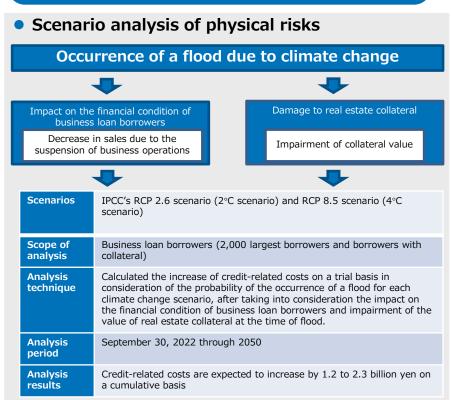
Under a management philosophy of "regional-based operations and sound management," the Yamanashi Chuo Bank Group will provide comprehensive financial services to people in the region while working diligently to resolve various issues surrounding the regional society, such as declining population and climate change, thereby aiming to enhance its social value and economic value from the medium- to long-term perspective.

Through these efforts, we will build and improve relationships of trust with all stakeholders and work with them to realize a sustainable regional society.



# Addressing climate-related issues (Calculation of Scope 3 emissions)

### Strategy



#### Percentage of carbon-related assets

Energy	Transportation	Materials and structures	Agricultural, food, and forestry products
2.93%	10.58%	19.30%	2.27%

\* The Bank aggregated data by deeming the sector to which the major business of each customer belongs as the applicable sector, based on the sector classification of the Bank of Japan.

#### **Indicators and targets**

#### • Calculation of Scope 3 emissions

• Conducted calculation of Scope 3 emissions. As we recognize the importance of calculating emissions in Category 15 (Investments) toward the realization of a carbon-free society, we will enhance our analysis going forward.

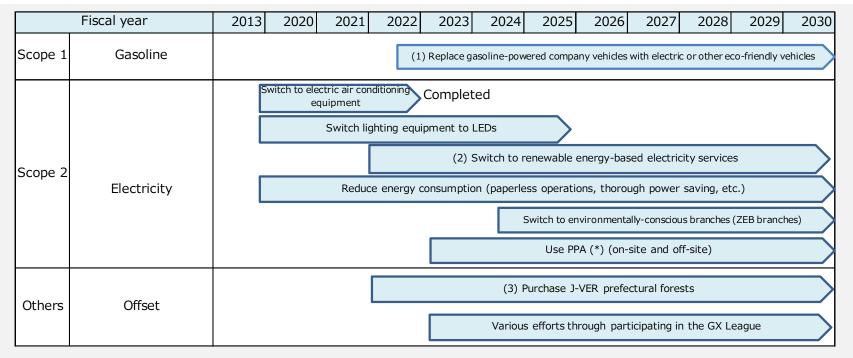
[FY2022]
4,642 t-CO <sub>2</sub>
1,803 t-CO <sub>2</sub>
517 t-CO <sub>2</sub>
896 t-CO <sub>2</sub>
253 t-CO <sub>2</sub>
313 t-CO <sub>2</sub>
928 t-CO <sub>2</sub>
-
-
-
-
-
-
-
Uncalculated

\*Categories 8-14 are not applicable.

# Upward revision of CO<sub>2</sub> emission reduction targets

- We have revised greenhouse gas (CO<sub>2</sub>) emission reduction targets upward as shown in the table below. In conjunction with the revision, we have also revised targets in the Medium-Term Management Plan.
- We have also revised the scope of calculation to the sum of CO<sub>2</sub> emissions (Scope 1 and Scope 2) of the Bank, stated in its periodical reports under the Act on the Rational Use of Energy and emissions from the use of gasoline.

Item	Previous targets	Revised targets	Changes in the Bank's CO <sub>2</sub> emissions
Medium-term target (FY24)	46% decrease compared with FY2013	At least 70% decrease compared with FY2013	8000 7000 6000 Compared with FY2013 (25.87)% Compared with FY2013 (20.89)/
Long-term target (FY30)	60% decrease compared with FY2013	Carbon neutrality	5000 4000 3000
Period	From FY2022 to FY2030	No revision	2000 1000
Target	Scope 1 and Scope 2 (excluding gasoline)	Scope 1 and Scope 2 ( <u>including</u> gasoline)	0         FY2013         FY2020         FY2021         FY2022           Total         6,493         4,813         4,540         3,074           Scope2         5,659         4,080         3,858         2,367           Scope1         834         733         682         707



(\*) PPA: Power Purchase Agreement

(1) Introduction of electric vehicles

(2) Introduction of electricity from renewable energy sources



<image><image>

(3) Yamanashi Prefectural Forest J-VER Carbon Offset ATM



(3) Carbon offset sponsorship of TGC FES YAMANASHI 2023

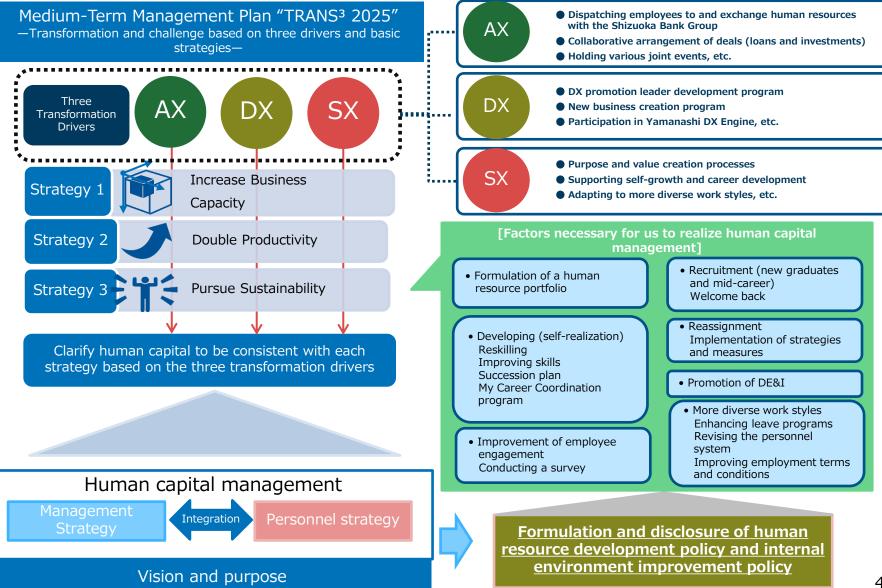
① 山梨中央銀行



# Sustainable Strategy (Human Capital Management Initiatives) (1)

# ⑧ 山梨中央銀行

# Practice and disclosure of human capital management



# Initiative toward realizing human capital management

# [Human resource development policy]

### **Development of experts**

 Secondment or dispatch to external professional organizations

Actively seconding and dispatching employees to external professional organizations such as Spirete, Inc. (a start-up company), Bangkok Bank, and local companies (recycling and tourism industries)

- Cultivate human resources who promote DX See next page for details.
- Increase incentive payments for acquisition of high level certifications

Support and promote the acquisition of high-level certifications including Small and Medium sized Enterprise Consultant and 1st grade Certified Skilled Professional of Financial Planning by increasing the amount of incentives for acquiring such certifications.

### Succession plan

#### • New business concept project research

The objective is to foster human resources with the ability to think beyond conventional frameworks and a challenge-driven culture,

as well as to develop human resources who will lead the future. Ten employees are currently participating in this project.



## **Career design**

- Newly establish a system to support staff career realization
- 1. Post challenge

Initiative to allow employees to apply for transfers to a post of their choice by openly accepting applications for transfers to a specialized division at headquarters

- \* Strategic personnel reallocation through open recruitment: Seven employees
- 2. Side job

Initiative to reflect one's own knowledge acquired from participation in projects within the Bank to organizational management and personal growth

3. Job trials

Initiatives to develop skills and advance careers through experience of Head Office operations

## **Exploring new businesses**

#### Development of new businesses and services

Initiatives aiming to develop new businesses with support from outside professional organizations on how to come up with new business ideas, build business models, etc.

[First round]: 10 employees

From November 2022 (Four months)

[Second round]: 10 employees From December 2023 (Three months)



## DX human resource development through reskilling



- The DX Planner is an entry-level certification within the Bank.
- In collaboration with personnel qualified for higher certification, they take the initiative in utilizing digital tools to drive the digitalization of the organization.
- In FY2023, the training is progressing almost in line with the plan.
- Satisfying qualifications certified within the Bank is part of requirements for open calls related to internal DX-related measures so that such qualifications are linked to various measures.

	As of Mar. 31, 2023	As of Mar. 31, 2024	As of Mar. 31, 2025	Total
Target for no. of people developed (KPI)	150	200	150	500
Results	171	92 (*)	-	-
Percent achievement	114%	<b>46%</b> (*)	-	-

# Initiative toward realizing human capital management

[Internal environment improvement policy]

### **Diverse work style**

Number of male employees whose spouse had a childbirth in FY2023		
Number of male employees who took childcare leave 6		
Number of male employees who took long-term childcare leave	3	
Number of male employees who took their childcare leave sporadically*	3	
Number of male employees showing intention to take long-term childcare leave		

\*Their intention to take long-term childcare leave has also been confirmed. Raising the ratio of male employees who take childcare leave



### **Employee engagement**

October 2023 Conduct engagement survey Formulation and execution of effective improvement measures

Inside the Bank Outside the Bank Dialogue Relationship of trust Disclosure

#### **Financial wellness**

We have reviewed and expanded the incentives of the Employee Stock Ownership Plan to enhance employee asset building, motivation, and engagement from March 2023 and provided value to our stakeholder employees.

	FY2020	FY2021	FY2022	FY2023 1H
Ratio of employees joining the Employee Stock Ownership Plan	85.7%	85.0%	84.0%	85.9%

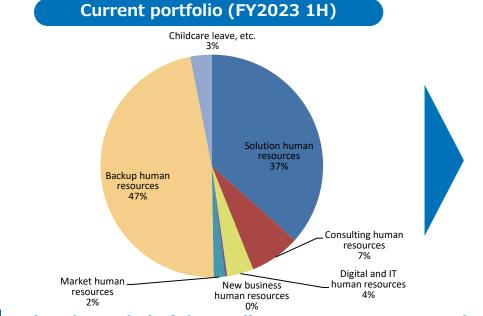
### Health management initiatives

Based on the belief that the "physical and mental health" of employees is fundamental to both their public and private lives, the Yamanashi Chuo Bank has been implementing a variety of healthrelated systems and measures and has been certified as a corporation with excellent health management for six consecutive years.

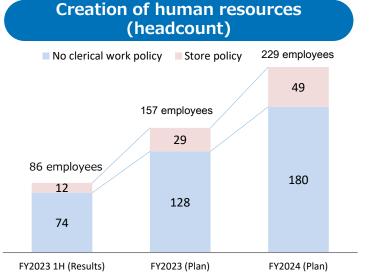


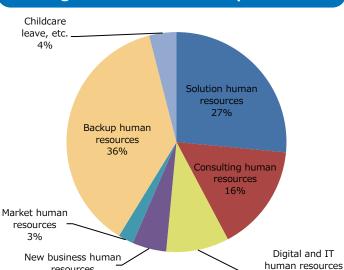
# Sustainable Strategy (Human Capital Management Initiatives) (5)

# Target human resource portfolio



#### During the period of the Medium-Term Management Plan





#### Target human resource portfolio

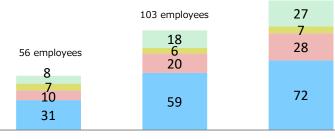


Branches

\*Decreases due to retirement, other employment terminations, and restrained recruitment are taken into consideration.



9%



FY2023 (Plan)

FY2023 1H (Results)

resources

5%

Head office planning divisions

FY2024 (Plan)



# Appendix



Basic Strategy 2 Double Productivity

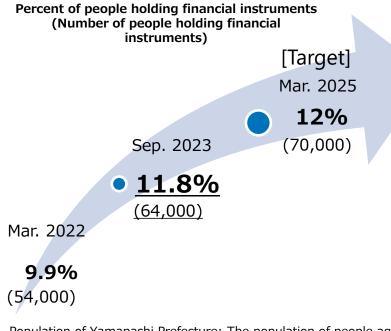


# Supporting customers' asset building

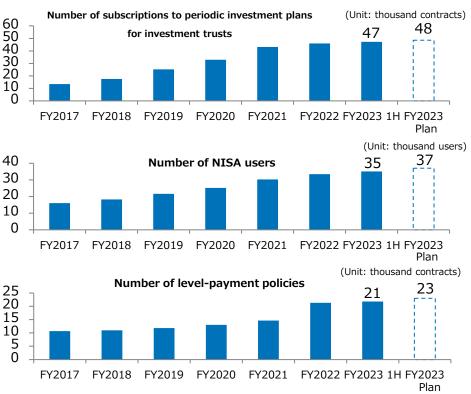
Percent of people holding financial instruments (number) (Yamanashi)

### As of Sep. 30, 2023: 11.8% (64,000 customers), +0.8 pt YoY (+4,000 customers)

- Growth is outpacing the plan.
- Expanded the range of dealings by developing an environment for a non-face-to-face communication channel in light of the revision of the NISA system and by providing information at various seminars, etc.
- In addition to insurance review proposals through face-to-face consultations, DM and telemarketing contributed to the expansion of opportunities to purchase insurance.



Population of Yamanashi Prefecture: The population of people aged 20– 75, from the national population index by sex (population by age group in 5-year increments) for each prefecture in the 2020 census. \*540,000 as of October 1, 2020



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Basic Strategy 2 Double Productivity Basic Strategy 3 Pursue Sustainability

⑩ 山梨中央銀行

# **Consulting support to customers**

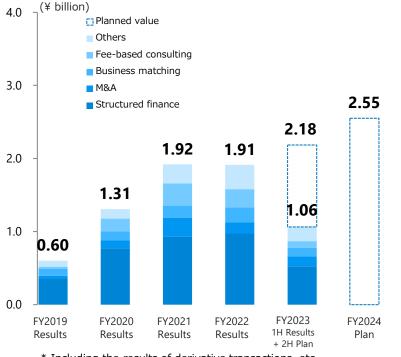
# Change in revenue from corporate-related fees and commissions and financial instruments

 Record-high corporate-related service revenues (1H)

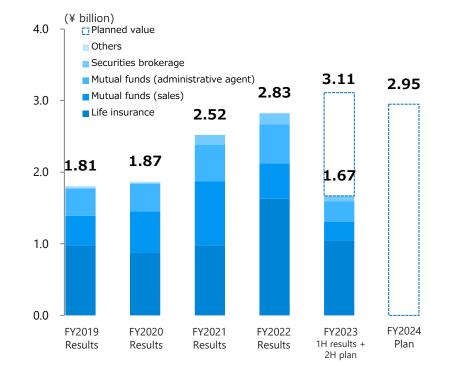
Corporate-related services increased steadily mainly in the areas of structured finance, M&A, and fee-based consulting services.

• Record-high service revenues from financial instruments (1H)

Financial instruments services remained strong due to the practice of total asset sales in accordance with customers' life plans.



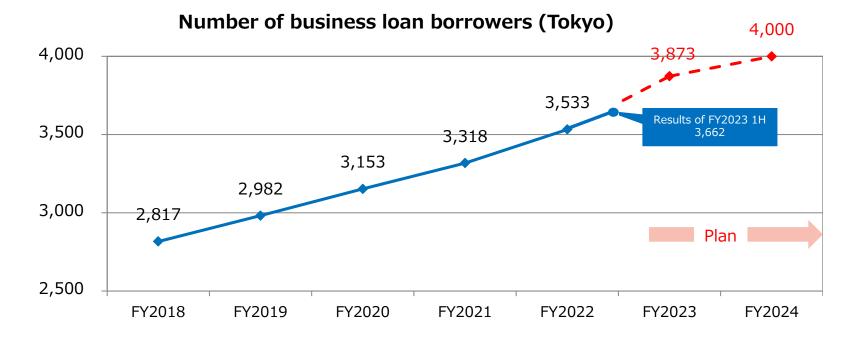
\* Including the results of derivative transactions, etc.



# Major Initiatives in FY2023 1H

# Measures to increase the number of business loan customers in Tokyo

- Number of business loan customers in Tokyo is steadily increasing.
- Fifteen sales branches and the Tokyo Promotion Department, the headquarter organization, work together to develop clients in Tokyo.
- Creating customers through collaboration with tax accountants, management consultants, trading companies, existing customers, etc.
- Focusing on activities to contribute to our customers by connecting our customers in Tokyo and Yamanashi Pref., their businesses, and information in both directions.



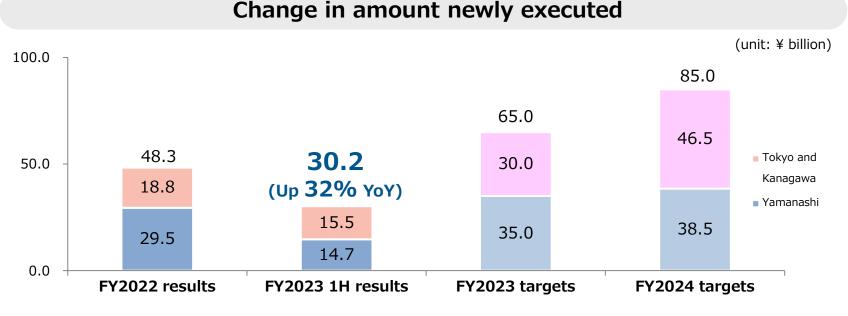
⑪山梨中央銀行

# Amount of new housing-related loans

# Execution amount for FY2023 1H: 30.2 billion yen (+7.4 billion yen, up 32% YoY)

The execution amount of new loans increased significantly as we implemented the following measures in FY2023.

- Continue to set market-based interest rates, further strengthen interest rate appeals, and strengthen measures against dealers.
- Realize rational and efficient screening and improvement of transaction usability for customers by reviewing the validity period of screening.
- We will actively promote these loans while responding to customer needs by improving product features, etc. in order to achieve the new loan execution target of 200.0 billion yen during the period of the Medium-Term Management Plan.



#### 49

# Major Initiatives in FY2023 1H

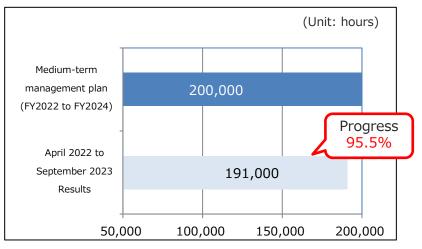
Basic Strategy 1 Increase Business Capacity

Basic Strategy 2 Double Productivity Basic Strategy 3 Pursue Sustainability

# ⑩ 山梨中央銀汗

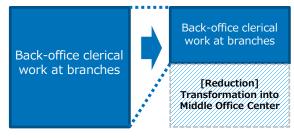
# Achievement of zero clerical work at branches

### Reduction of clerical work load (hours)



#### **Major initiatives** Review of verification operations for back-office clerical work at branches Simplification Simplification of documents received for inheritance procedures, etc. Centralization of branch back-office operations for highvariety low volume lots in the head office. (Development of Middle Office Center) Centralization Centralization of business loan execution processes in the head office, etc. Introduction of semi-self-service terminals for improving the efficiency of high counter operations Improvement of efficiency of low counter operations through Systemization functional improvement of the dedicated tablet terminal for counter services, etc.

#### Development of Middle Office Center



Completion of development in all branches (As of November 30, 2023)

#### Introduction of semi-selfservice terminals



Installed branches: 67 (As of November 30, 2023)

Scheduled to complete installation at all branches in FY2023

# Improve features of dedicated tablet terminal for counter services



Functional improvement operations: Eight operations

Functional improvement through agile development

Basic Strategy 2 Double Productivity Basic Strategy 3 Pursue Sustainability

# ⑩ 山梨中央銀行

#### <Home screen of the Yamanashi Chugin App>

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**~** インターネット 投信

E7

普通預金

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店舗・ATM のご案内

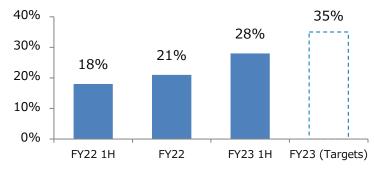
00 その他 サービス

		- 63		101 and	
	. Started usage of Vamanachi Chugin Ann. a hanking application for	1	=	Yamana	shi Chuo Bank
Introduction of Yamanashi Chugin App	<ul> <li>Started usage of Yamanashi Chugin App, a banking application for individual customers, on April 18, 2023.</li> <li>Equipped with account opening functionality through eKYC, allowing customers to open savings and other accounts at all branches by applying online.</li> </ul>		٢	∎≋ 1,234,	解支店 1234567 567 円 ○ 0 11:1622 時点
			0		nune!
			山梨中央銀行 ダイレクト	アプリ通帳 With CRECO	Wallet+
Improvement of	<ul> <li>Further improvements to features of the Yamanashi Chugin App (e.g., mortgage balance inquiries) are planned for the first half of</li> </ul>		クレジット カード申込	<b>デビット</b> カード申込	▲ ふじのーと(情 報発信サイト)
functions of	2024, with the aim of making it the main channel for individual		会 投信口座開設	ノー 日ノ 通報レス 日座切替	プードローン 申込
Yamanashi Chugin App Direct	<ul> <li>customers.</li> <li>Continuous functional improvements are planned to make the</li> </ul>			0	リセット 並び替え)
	service even more convenient than in-person channels.		<b>6</b> *-4		72974 127-F

### Penetration rate of bank app

Strengthening of digital channels

• Accelerate promotion focusing mainly on Yamanashi Chugin App.



### Acquisition rate of e-mail address

 Increase number of e-mail and SMS recipients



# Major Initiatives in FY2023 1H

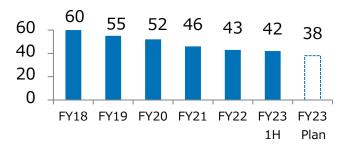
Basic Strategy 1 Increase Business Capacity

Basic Strategy 2 Double Productivity

# **Reforming real channels**

#### **Branches with full-range services**

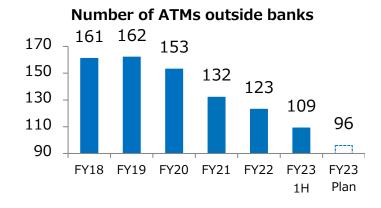
 Koganei branch changed to function specific branch.



#### Number of full-banking branches

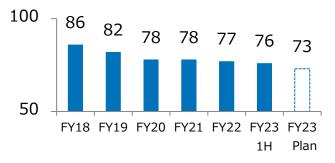
#### Number of ATMs outside banks

Reduction mainly in low-utilization ATMs



#### **Consolidation of branches**

• Koganei branch moved to a new location using the branch-within-a-branch system.



#### Number of branches

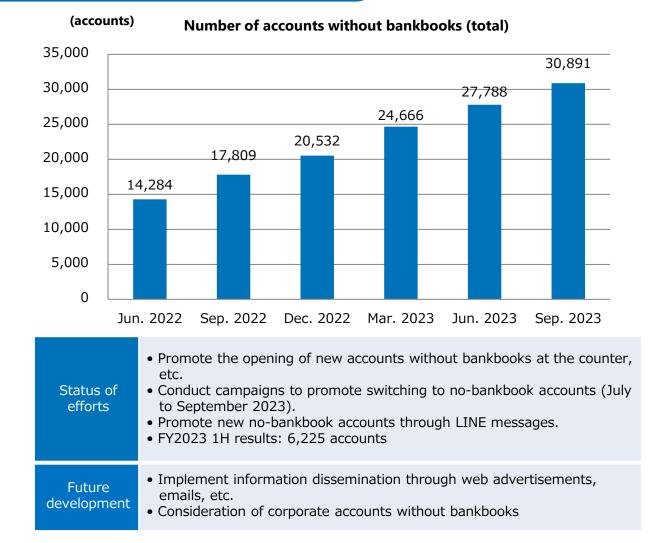
#### Strategic personnel allocation

 Strategic reallocation of five human resources created by the Kokubunji area branches reorganization and the relocation of the Koganei branch through the branch-within-abranch method.



# Promoting accounts without bankbooks





## **Major Initiatives in** FY2023 1H

Basic Strategy 1 **Increase Business** Capacity

<Scheme diagram>

インパクト分析/評価・融資契約締結

年1回以上、モニタリング、取組状況報告・公表

企業活動

境 その他

ポティブな ネテティフム

影響を増大 影響を抑き

Basic Strategy 2 Double Productivity Basic Strategy 3 Pursue Sustainability

# ⑩山梨中央銀汗

# Status of sustainability support

### Sustainable finance

#### Loans

In addition to developing a system to support customers' SDG/ESG initiatives from a financial perspective, sales branches and the head office worked together to actively provide support through consulting sales, resulting in an increase in the number of SDG support loans and PIFs handled.

#### Investment

Based on "Yamanashi Chuo Bank Group Investment and Loan Policy," actively invest in projects that help solve environmental and social problems. Specifically, green bonds, sustainability-linked bonds, transaction finance, social bonds, etc.

### **Consulting support**

- Actively engaged in SDG consultation for customers, including target selection, materiality selection, support for booklet preparation, and holding study sessions.
- To stimulate SDG initiatives among our customers, we started an "SDG Declaration Support Service" and focused on supporting customers in preparing their "SDG Declarations" and the number of cases handled grew steadily.

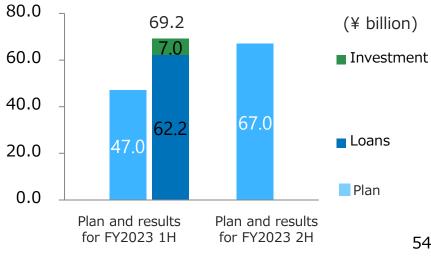
株式会社OOOOO SDGs宣言 ----13.000/00-000.0.+1000/00/00.0003 ы а .

Target

Item	Contents
Medium-term target	250 billion yen or more
Long-term target	800 billion yen or more (including environmental finance of 400 billion yen or more)
Period	From FY2022 to FY2030
Target	Investment and lending to solve social or environmental problems toward the creation of sustainable regional society

#### Results

The amount of execution of sustainable finance has been increasing steadily.



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Thank you for attending our analyst meeting.

If you have any further questions, please do not hesitate to contact us at the following telephone number, e-mail 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.