

# **Bank of Yokohama**

# **INTERIM REPORT**

Six Months ended September 30, 2000

# **Consolidated Financial Summary**

The Bank of Yokohama, Ltd. and Consolidated Subsidiaries Six months ended September 30, 2000

		Thousands of
At September 30, 2000	Millions of yen	U.S. dollars
Total assets	¥10,636,843	\$98,489
Deposits	8,726,283	80,799
Loans and bills discounted	7,769,575	71,941
Securities	1,438,465	13,319
Total stockholders' equity	447,891	4,147
Common stock	184,799	1,711
Six months ended September 30, 2000		
Total income	¥173,926	\$1,610
Total expenses	150,137	1,390
Interim income before income taxe	s <b>23,532</b>	218
Net income of interim term	13,260	123
Dividends declared per share		
(yen and U.S. dollars)	¥2.50	\$0.023

Note. U.S. dollar amounts are translated, for convenience only, at the rate of ¥108.00=\$1.00, as of Sept. 29, 2000.

# **Message from the President**

#### **Performance**

In the six-month interim period ended September 30, 2000, the Bank of Yokohama, Ltd., achieved favorable results, exceeding targets announced at the beginning of the fiscal year. On a consolidated basis, interim income before income taxes rose 18.4% compared with the corresponding period of the previous year, while net income jumped 27.9%. We attribute these results to sales strategies geared to the regional retail market, as well as to our efforts to reduce costs and raise profitability.

Amid continued low interest rates, we endeavored to attract new deposits. As a result, the balance of deposits rose ¥86.3 billion, to ¥8,726.2 billion at interim term-end. In Kanagawa Prefecture, our home territory, we achieved a 23.0% share of the market for deposits — the second consecutive gain since the interim period ended September 30, 1998.

During the term, the Bank endeavored to expand loans to small and medium-sized companies. Due to sluggish overall demand, however, the balance of loans and bills discounted fell \$79.2 billion, to \$7.769.5 billion at interim term-end.

Securities at interim-term end totaled  $\pm 1,438.4$  billion, down  $\pm 9.7$  billion from March 31, 2000. The reason for the decline was that the Bank evaluated "Other securities" at market value from the period under review.

Due to low interest rates, loan income was declined. As a result, total income amounted to ¥173,926 million, down ¥2,507 million from

the previous corresponding interim period. Total expenses were down  $\pm 6,621$  million, to  $\pm 150,137$  million, due to declines in deposit interest and reduced overall expenses.

As a result, operating profit rose ¥4,113 million, to ¥23,788 million. Net income jumped ¥2,894 million, to ¥13,260 million.

The parent company maintained interest cash dividends at ¥2.50 per share, reflecting its fundamental policy of providing stable dividends to shareholders.

#### **Outlook**

The Bank will continue to implement Groupwide policies in line with its Corporate Revitalization Plan. For the full year ending March 31, 2001, we forecast consolidated total income of ¥335.0 billion, income before income taxes of ¥52.0 billion, and net income of ¥28.0 billion.

### **Management Policies**

By September 30, 2001, the Bank plans to close Yokohama Finance (Europe) S.A., its operation in Brussels, to focus on strengthening its domestic regional retail business. That company was established in June 1983 as the Bank of Yokohama in Europe, mainly to help Kanagawa-based corporations issue bonds in Europe. Since March 1999, it has focused exclusively on the securities business. As a result of the closure, the Bank's overseas operations will consist only of six representative offices, in Hong Kong, Singapore, Beijing, Shanghai, New York, and London.

In April 1997, the Bank initiated a four-year business plan, entitled Innovation 21, aimed at promoting its position as a bank that faithfully serves customers in its region. In line with the plan, we are working hard to upgrade various services. Specifically, we are focusing on the regional retail market, centering on Kanagawa Prefecture and southwestern Tokyo. We are also making a Groupwide effort to streamline and improve the efficiency of unprofitable and low-profit operations.

In the future, we will continue pursuing sales strategies focusing on the regional retail market, in order to foster regional development. At the same time, the entire Bank of Yokohama Group will strive to establish a strong management foundation as part of its quest to faithfully serve the people in its region, including customers and shareholders.

December 2000

Sadaaki Hirasawa President

# **Consolidated Interim Balance Sheets**

The Bank of Yokohama, Ltd. and Consolidated Subsidiaries September 30, 2000 and 1999

			Millions of
	Millio	Millions of yen	
	2000	1999	2000
ASSETS:			
Cash and due from banks	¥ 437,470	¥ 320,267	\$ 4,051
Call loans	56,257	14,652	521
Commercial paper and other debt purchased	21,935	20,713	203
Trading assets	67,070	44,571	621
Money held in trust		1,526	_
Securities	1,438,465	1,524,622	13,319
Loans and bills discounted		7,888,986	71,941
Foreign exchanges		8,636	80
Other assets		136,210	1,311
Premises and equipment	•	261,351	2,340
Deferred income taxes	•	186,099	1,440
Goodwill	•	247	3
Customers liabilities for acceptances and guarantees		441,975	3,886
Reserve for possible loan losses	•	— —	(1,223)
Reserve for possible losses on investment	· · ·	_	• • •
·			(2)
Total Assets	¥10,636,843	¥10,849,860	\$98,489
LIABILITIES:			
Deposits	¥ 8,726,283	¥ 8,422,756	\$80,799
Certificate of deposit	53,870	114,390	499
Call Money & bills sold	317,979	395,311	2,944
Commercial paper	•	20,000	· _
Trading liabilities	3,143	4,609	29
Borrowed money		409,815	2,930
Foreign exchanges	•	154	8
Subordinated bonds		95,908	796
Convertible bonds		3,273	-
Other liabilities	198,932	274,243	1,842
Reserve for possible loan losses		171,142	1,042
•		15,729	_
Reserve for retirement allowances		15,729	1
Reserve for retirement payment		20.757	-
Reserve for possible losses on collateralized real estate loans sold		29,757	234
Reserve for contingent liabilities	•	2,719	48
Reserve for investment loss		163	_
Reserves under special laws		0	0
Deferred tax liabilities		_	7
Acceptances and guarantees	•	441,975	3,886
Deferred tax liabilities for land revaluation excess	23,636	24,792	219
Total liabilities	10,177,970	10,426,743	94,240
MINORITY INTERESTS	10,980	10,287	102
STOCKHOLDERS' EQUITY			
Total stockholders' equity	447,891	412,829	4,147
Total liabilities, minority interests and stockholders' equity	¥10,636,843	¥10,849,860	\$98,489

Note. U.S. dollar amounts are translated, for convenience only, at the rate of ¥108.00=\$1.00, as of Sept. 29, 2000.

# **Consolidated Interim Statements of Income**

The Bank of Yokohama, Ltd. and Consolidated Subsidiaries Six month ended September 30, 2000 and 1999

			Millions of
<u>-</u>		Millions of yen	
	2000	1999	2000
OPERATING INCOME:			
Interest received:			
Loans	¥ 85,551	¥ 91,926	\$ 792
Securities	12,406	18,323	115
Other	11,960	9,342	111
Fees and commissions	16,512	16,650	153
Trading profits	150	178	1
Other operating income	27,610	28,155	256
Other income	19,735	11,857	183
Total income	173,926	176,433	1,610
OPERATING EXPENSES:			
Interest paid:			
Deposits	11,295	13,538	105
Other	21,944	24,780	203
Fees and commissions	3,373	4,787	31
Special trading expenses	6	_	0
Other operating expenses	22,994	29,629	213
General and administrative expenses	53,176	53,977	492
Other expenses	37,347	30,045	346
Total expenses	150,137	156,758	1,390
OPERATING PROFIT	23,788	19,675	220
SPECIAL PROFIT	16,352	668	151
SPECIAL LOSS	16,608	464	154
PROFIT BEFORE TAXES	23,532	19,879	218
INCOME TAXES:			
Current	1,908	1,335	18
Deferred	8,057	6,903	75
MINORITY INTERESTS IN NET INCOME	306	1,273	3
NET PROFIT	13,260	10,366	123

Note. U.S. dollar amounts are translated, for convenience only, at the rate of ¥108.00=\$1.00, as of Sept. 29, 2000.

# **Board of Directors and Corporate Auditors**

(As of December 31, 2000)

#### **President**

Sadaaki Hirasawa

### **Managing Directors**

Takao Kobayashi Kazumi Shimizu Norito Ikeda

# **Senior Managing Executive Officers**

Hiroshi Matsuzaki (Director) Jiro Goto

#### **Managing Executive Officers**

Isao Yamashita (Director) Yasunaka Fujikawa (Director) Hiroshi Hayakawa (Director)

#### **Executive Officers**

Ichio Iwase Shinichiro Koga Toshio Wakui Koichi Okubo Junzo Ogita Tadashi Mike Kazutaka Tsumura

#### **Corporate Auditors**

Nobuyuki Shimizu Yoshihiro Nozaki Takehiko Sekine Yutaka Ueno

#### International Network

(As of December 31, 2000)

#### **■ JAPAN**

#### **Head Office**

1-1, Minatomirai 3-chome, Nishi-ku, Yokohama, Kanagawa 220-8611, Japan Tel: 81 (45) 225-1111 Fax: 81 (45) 225-1160 URL: http://www.boy.co.jp

#### **Tokyo Office**

8-2, Nihonbashi 2-chome, Chuo-ku, Tokyo 103-0027, Japan Tel: 81 (3) 3272-4171

# Treasury and Capital Markets Department International Division

Tel: 81 (45) 225-1980 Fax: 81 (45) 225-1340 E-mail: intldept@boy.co.jp

# Market Operations Department Overses Loan Group

Tel: 81 (3) 3275-9133 Fax: 81 (3) 3274-1109 Telex: J24945 HAMABK

# **International Operations Center** Tel: 81 (3) 3275-9129

Fax: 81 (3) 3281-6535 Cable Address: FOREXHAMA SWIFT Address: HAMAJPJT Telex: J24945 HAMABK

#### ■ ASIA

#### **Singapore Representative Office**

50 Raffles Place, #24-02 Singapore Land Tower, Singapore 048623, Singapore Tel: 65 (221) 7733 Fax: 65 (224) 6410 Chief Representative Tetsuto Iwaki

## **Hong Kong Representative Office**

Suites 2113-15, Jardine House, Connaught Place 1, Central, Hong Kong, S.A.R., People's Republic of China Tel: 852-25236041

Fax: 852-28459022 Chief Representative Hitoshi Uemura

# **Beijing Representative Office**

2209 China World Tower, China World Trade Center, No. 1, Jian Guo Men Wai Avenue, Beijing, People's Republic of China Tel: 86 (10) 6505-1157 Fax: 86 (10) 6505-1158 Chief Representative Sumio Ai

# **Shanghai Representative Office**

Room No. 1411, Ruijin Building, 205 Mao Ming Nan Lu, Shanghai, People's Republic of China Tel: 86 (21) 6472-5930 Fax: 86 (21) 6472-9255 Chief Representative Lu Zun Yi

#### ■ NORTH AMERICA

## **New York Representative Office**

One World Trade Center, Suite 4623, New York, NY 10048, U.S.A. Tel: 1 (212) 321-1700 Fax: 1 (212) 321-9687 Chief Representative Yasuhiro Ohashi

#### **■ EUROPE**

#### **London Representative Office**

40 Basinghall Street, London EC2V 5DE, U.K. Tel: 44 (20) 7628-9973 Fax: 44 (20) 7638-1886 Chief Representative Masaki Kimura

# Yokohama Finance (Europe) S.A.

287 Avenue Louise, 1050 Brussels, Belgium Tel: 32 (2) 648-8285 Fax: 32 (2) 647-7277 Cable Address: YOKOBRX

Telex: 21709

Managing Director and General Manager Mikihiko Sato

# **Corporate Data**

(As of December 31, 2000)

Establishment: December 16, 1920

**Branches and Offices: 193** 

Domestic: 187

Overseas Representative Offices: 6

Employees: 5,068

Paid-in Capital: ¥184,799 million

Stockholders: 26,449

(Incomplete share units are not included)

Stock Listings: First Section of Tokyo Stock Exchange

Head Office: 1-1, Minatomirai 3-chome, Nishi-ku,

Yokohama, Kanagawa 220-8611, Japan

Tel: 81 (45) 225-1111 Tel: 81 (45) 225-1160 THE BANK OF YOKOHAMA, LTD.

URL Address: http://www.boy.co.jp E-mail: intldept@boy.co.jp

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