



Bank of Yokohama

Information Meeting

~ Financial Results for FY13 ~

May 16, 2014

The Bank of Yokohama, Ltd.



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Highlights in FY13

1 Gross operating income increased for the first time in the last five years (up JPY0.8Bn) due to measures taken under the medium term management plan

- ✓ Domestic interest income on loans and deposits decreased by JPY7.4Bn.
- ✓ Domestic fees and commissions increased by JPY5.6Bn. (Consolidated fees and commissions income ratio hit a record high of 22.9%.)
- ✓ By constructing an efficient portfolio through the shift to diversified investment, income from domestic market operations(*) increased by JPY2.2Bn.
- ✓ Income from international operations increased by JPY0.4Bn.

(*) Interest income on securities and others
+ trading income + other ordinary income

2 Asset growth in the category of loans to individuals and SMEs

- ✓ New apartment loans hit a record high as we focused on consulting for high-net-worth individuals (JPY166.3Bn, up 4.2%).
- ✓ New loans to growing industries also hit a record high (JPY148.5Bn, up 13.1%).
- ✓ Housing loans also grew while we stayed away from interest rate competition (up 5.2% on an average balance basis).

3 Asset quality improved

- ✓ Non-performing loan (NPL) ratio dropped to 2.1%, the lowest since the start of Financial Revitalization Law(98), as we actively supported management improvement of borrowers.
- ✓ Credit costs stood at JPY12.5Bn, which was lower than the plan (with a credit cost ratio of 0.13%).
- ✓ Consolidated net income RORA was 0.91%, surpassing the target, due to lending practices focused on risk-return balance.

4 Low cost operation maintained

- ✓ OHR was 47.6% ($\pm 0.0\%$), which was of the lowest level among Japanese banks.

5 Shareholder returns in line with the shareholder return policy in the medium term management plan and capital maintained at appropriate levels

- ✓ Shareholders return ratio was 50.2% as a result of the repurchase of own shares worth JPY15Bn and special dividends of JPY1 per share at the end of the fiscal year.
- ✓ Common Equity Tier 1 ratio continually maintained at a sufficient level of 11.97% at the end of the fiscal year.

1. Business Results

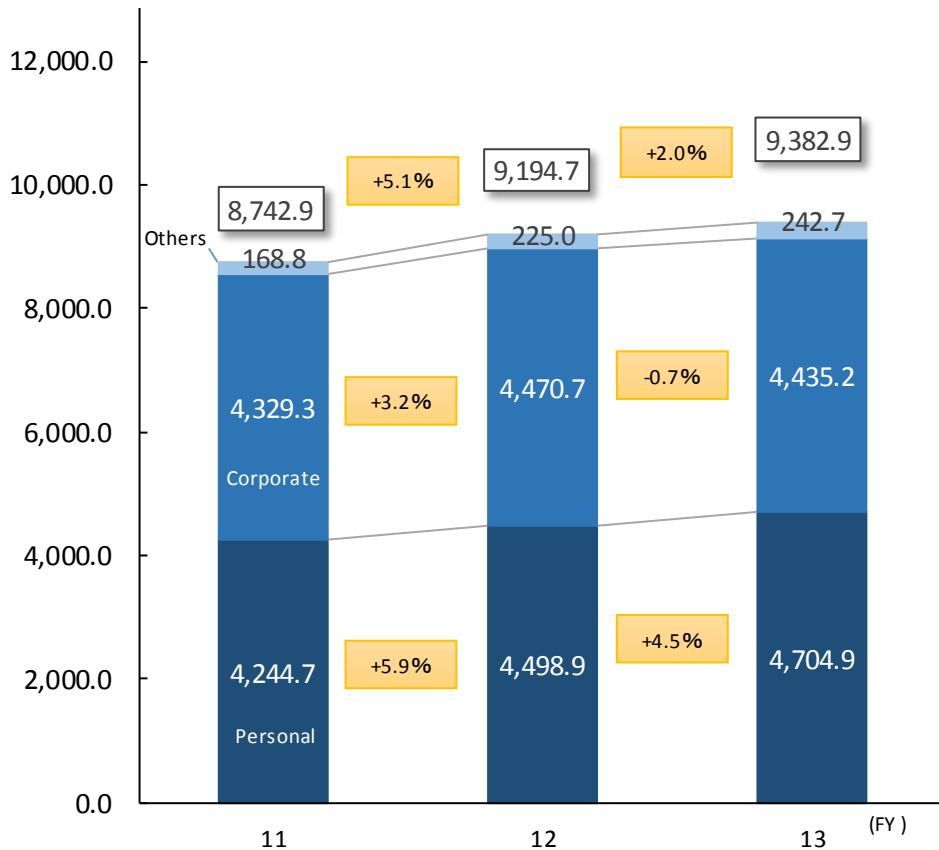
1. Business Results

(1) Loans & Deposits

- FY13: The average loan balance **increased by 2.0%** with the increase in personal loans as the driving factor.
- FY13: The average personal deposit balance and the average corporate deposit balance increased. As a result, the average deposit balance **increased by 4.1%**.

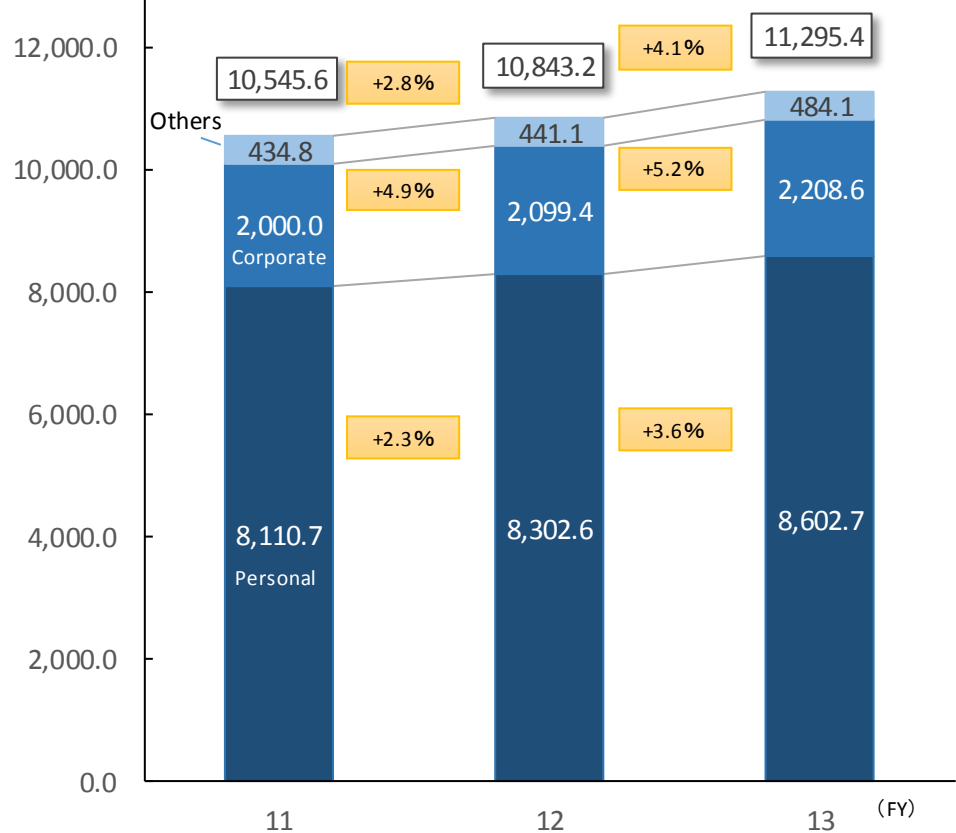
Total Loans

(JPY Bn
Average Balance)



Total Deposits

(JPY Bn
Average Balance)

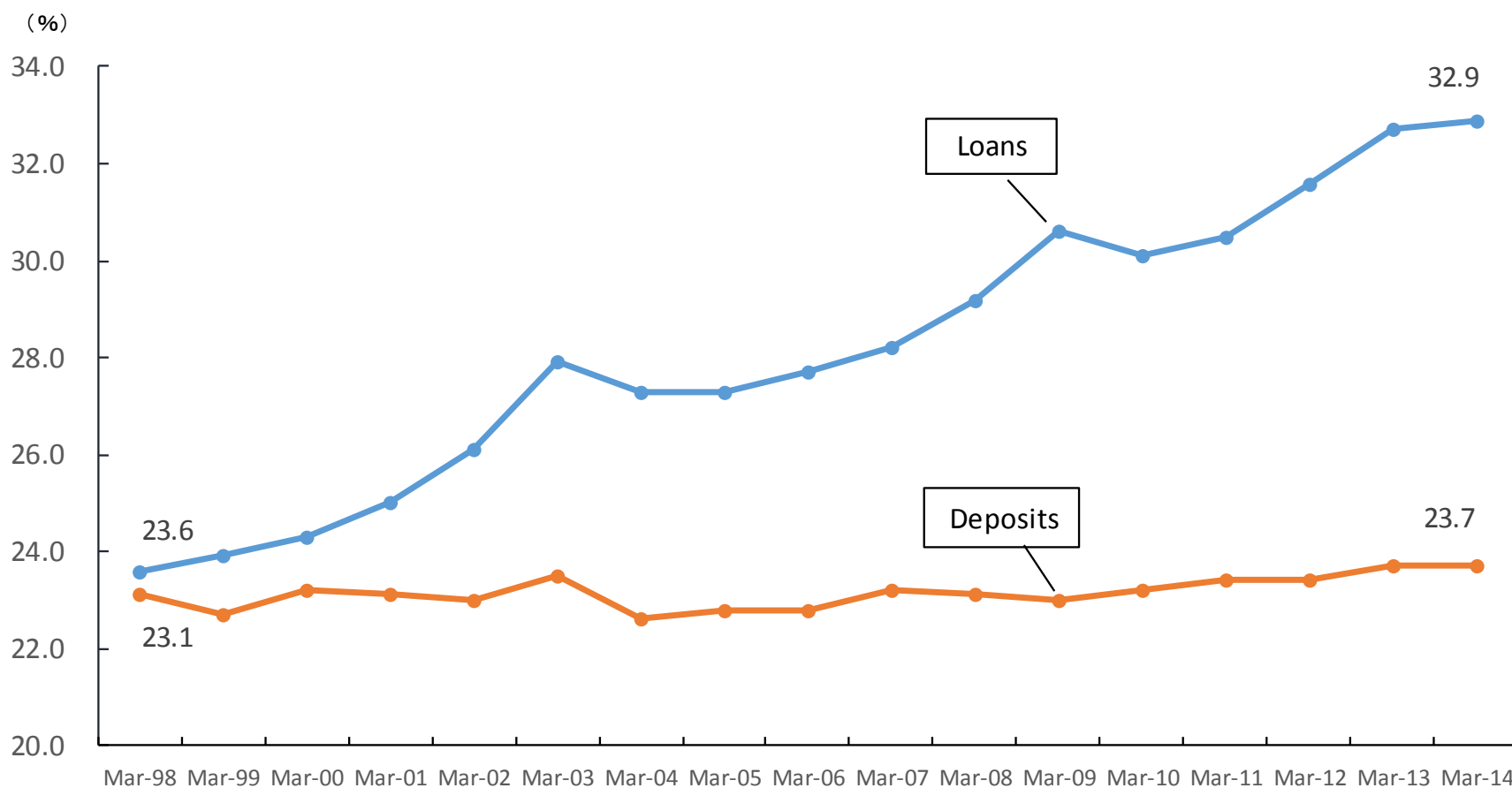


1. Business Results

(2) Market Share in Kanagawa Prefecture

- Mar-14: Market share of loans **increased to 32.9%** mainly due to the increase in personal loans. Market share of deposits maintained 23.7%.

Market Share (Loans & Deposits)



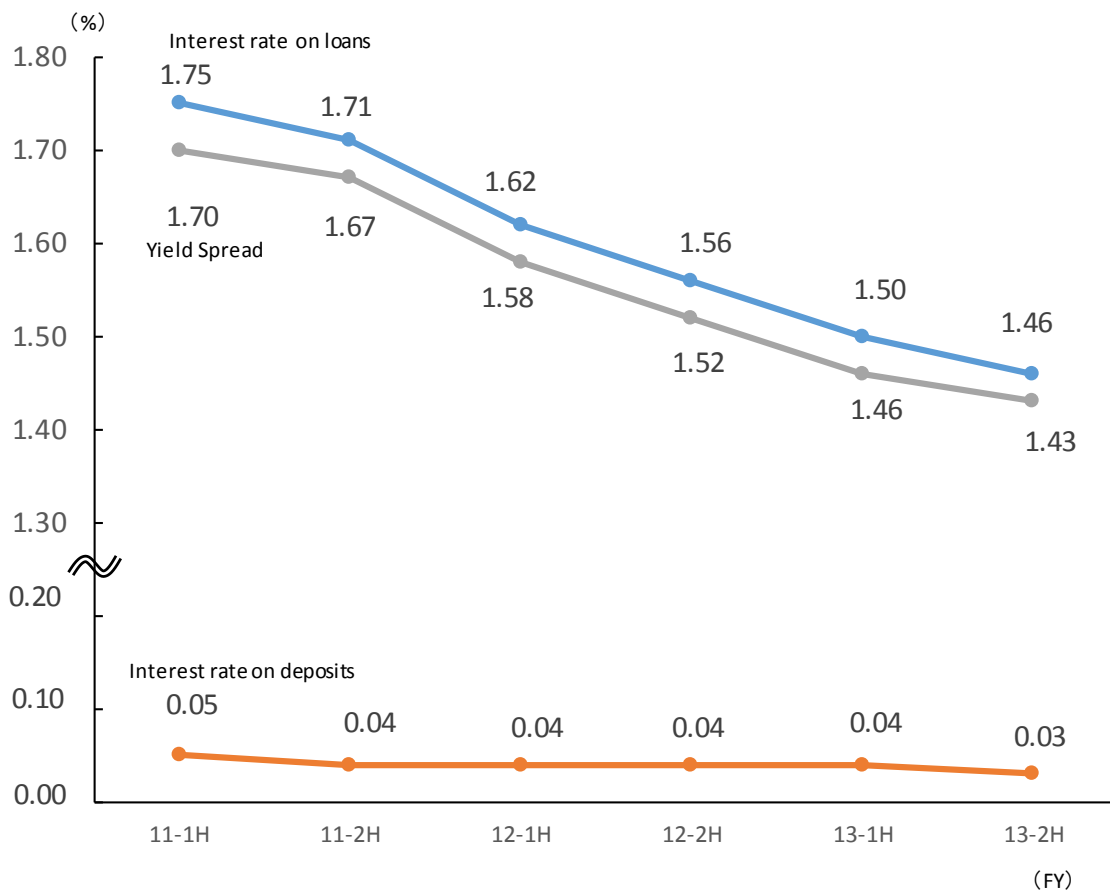
(Note) Market share above does not include Japan Post, Credit Unions & JA. (Bank estimates)

1. Business Results

(3) Loan & Deposit Yield – Domestic Operations

- FY13: Despite the decline in market interest rates, the fall in loan yield was kept in line with our plan due to business operations that focused on RORA. Loan yield was 1.48%. The yield spread between loans and deposits was 1.44%.

Loan & Deposit Yield (Semi-annually)



Loan & Deposit Yield (FY)

	FY11	FY12	FY13	FY14 Forecast
Interest rate on loans	1.73	1.59	1.48	1.42
Yield Spread	1.68	1.55	1.44	1.38
Interest rate on deposits	0.05	0.04	0.04	0.04

3M TIBOR



1. Business Results

(4) Fees & Commissions – Domestic Operations

- Fees and commissions **increased by JPY5.6Bn** because (1) sales of investment products hit record high supported by the rise in the stock market, (2) volume of corporate lending-related businesses, such as syndicated loans and private placement bonds, increased, and (3) volume of settlement-related businesses, such as remittance, increased due to the efforts to increase the number of main customers.

(JPY Bn)

	FY11	FY12	FY13	Increase /Decrease
Fees and commissions (domestic operations)	31.1	31.7	37.3	+ 5.6
Investment products	14.3	13.9	16.2	+ 2.3
Investment trusts	8.3	9.7	11.7	+ 2.0
Annuity Insurance	6.0	4.2	4.5	+ 0.3
Corporate lending-related	3.2	3.2	3.5	+ 0.3
Syndicated loan-related	2.6	2.7	2.9	+ 0.2
Private placement bond-related	0.5	0.5	0.5	0.0
Settlement-related business	13.7	13.9	14.4	+ 0.5
Remittance	7.6	7.8	8.0	+ 0.2
Account transfer	4.5	4.5	4.5	0.0
Electronic Banking service	1.4	1.5	1.7	+ 0.2
ATM-related	1.9	2.0	2.0	0.0
Bank card-related	1.3	1.4	1.5	+ 0.1
Business matching, M&A	0.1	0.1	0.2	+ 0.1
Other	-3.5	-3.0	-0.7	+ 2.3

Factors for changes in fees and commissions

- Sales of investment products hit record high: up JPY2.3Bn
- Corporate lending-related fees increased included those on syndicated loan arrangement of over JPY140Bn: up JPY0.3Bn
- Fees on settlement-related business, such as remittance and account transfer increased as we made efforts to increase the number of main customers: up JPY0.5Bn

(Note) Remittance, ATM-related, and other fees are presented as net of related costs.

1. Business Results

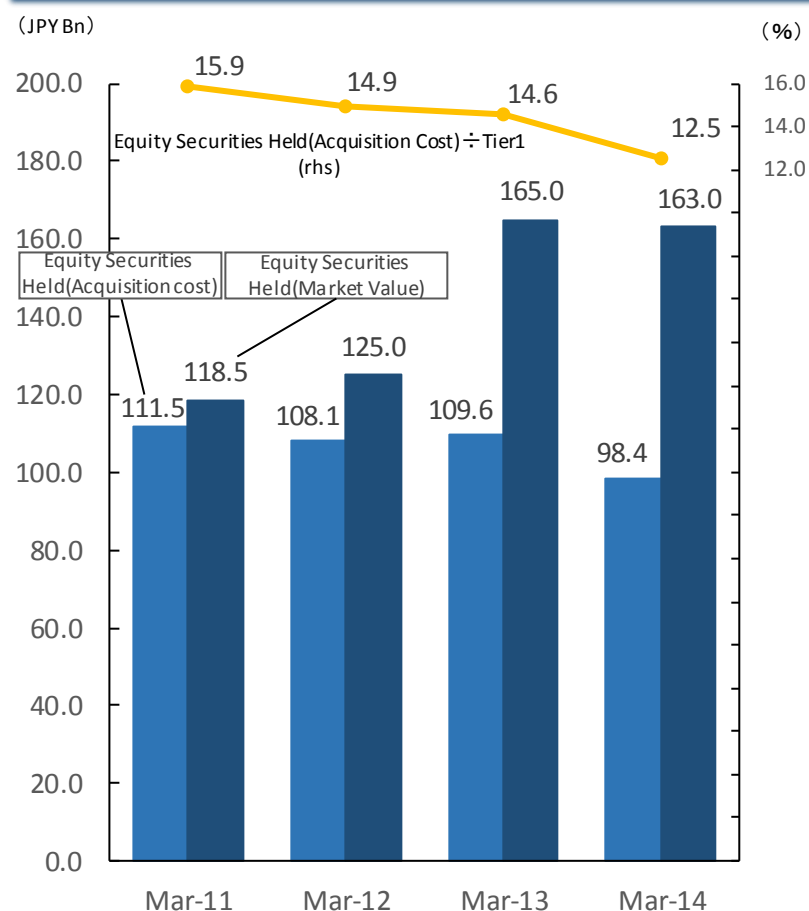
(5) Securities Portfolio

- The balance of securities other than bonds and equity securities as of Mar-14 increased by JPY91.6Bn from Mar-13 as we diversified the portfolio by including more foreign bonds and domestic investment trust.
- We reduced equity securities held for customer relationships by JPY11.2Bn on an acquisition cost basis to reduce risk of stock price fluctuation.

Total of Held-to-Maturities & Available-for-Sales

	(JPY Bn)					
	Mar-12	Mar-13	Mar-14	Difference from Mar-13	Unrealized gains (losses)	Difference from Mar-13
Total	2,122.2	2,226.9	2,050.2	- 176.7	93.2	- 1.6
Bonds	1,905.2	1,848.3	1,581.4	- 266.9	19.8	- 9.0
Government bonds	768.2	870.7	543.2	- 327.5	6.6	- 4.6
Local bonds	257.1	231.1	256.9	+25.8	2.9	- 1.4
Corporate bonds	879.8	746.3	781.2	+34.9	10.2	- 3.0
Government guaranteed bonds	444.0	433.1	453.0	+19.9		
Bank bonds	86.8	51.2	90.5	+39.3		
Industrial bonds	150.0	100.1	76.9	- 23.2		
Equity securities	150.8	187.4	186.0	- 1.4	64.6	+9.3
Others	66.1	191.2	282.8	+91.6	8.7	- 1.8
Domestic Investment trusts	28.6	90.9	123.5	+32.6		
Foreign bonds	35.7	92.4	152.1	+59.7		
Foreign equity securities	1.0	1.0	1.0	0.0		
Others	0.8	6.7	6.0	- 0.7		

Equity Securities Held for Customer Relationships



[ref]Tier1	697.1	725.9	746.9	783.2
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(Duration)

	Mar-12	Mar-13	Mar-14
Domestic Bonds	2.8	2.8	2.2
Foreign Bonds	1.2	2.9	2.3

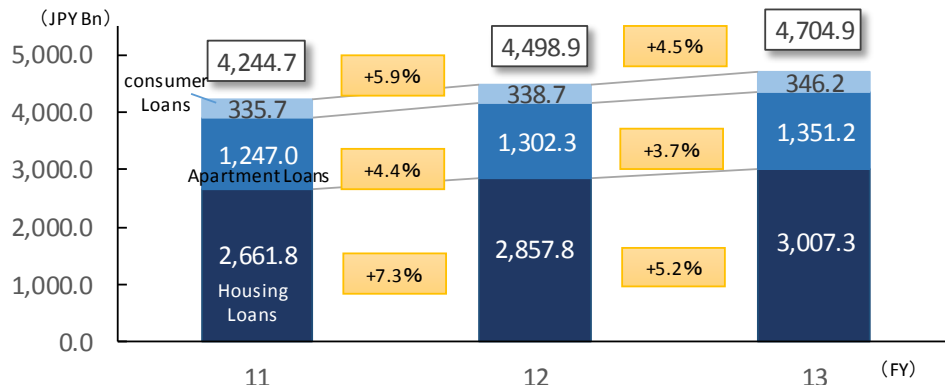
(Note) The duration above is that of "Available-for-Sales."

1. Business Results

(6) Personal Loans –Housing Loans, Apartment Loans

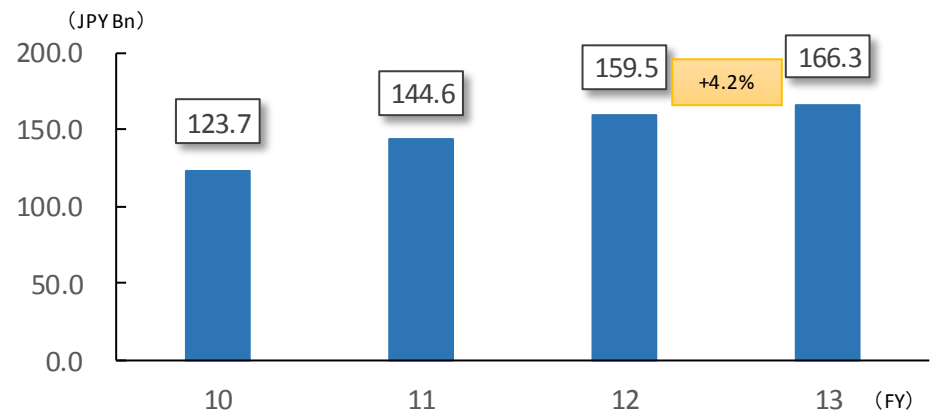
- FY13: The average balance of personal loans **increased by 4.5%**. Growth in housing loans and apartment loans were conspicuous.
- Housing loans grew as we formed new loans worth JPY310.4Bn while staying away from interest rate competition. Apartment loans **grew for four consecutive fiscal years** due to last-minute demand before the consumption tax hike combined with our efforts to strengthen consulting sales by establishing Private Banking Promotion Office.
- Particularly in Tokyo, loans to High-Net-Worth-Individuals **increased by 145.5%** as we strengthened their consulting framework.

Personal Loans

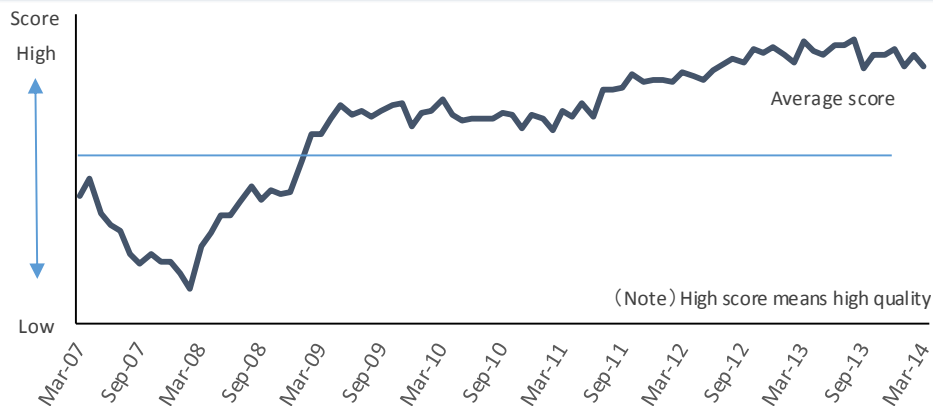


(Note) "Apartment Loans" are the loans to the landowners who build leasing properties.

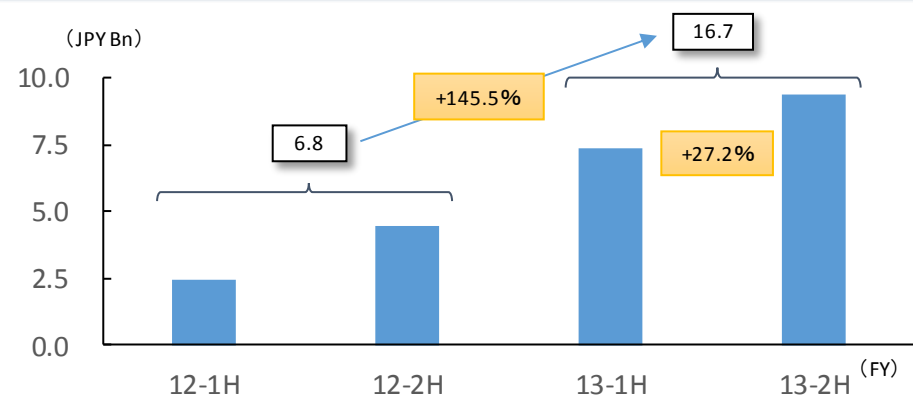
New Apartment Loans



Average Score of New Housing Loans



New Loans to High-Net-Worth Individuals In Tokyo

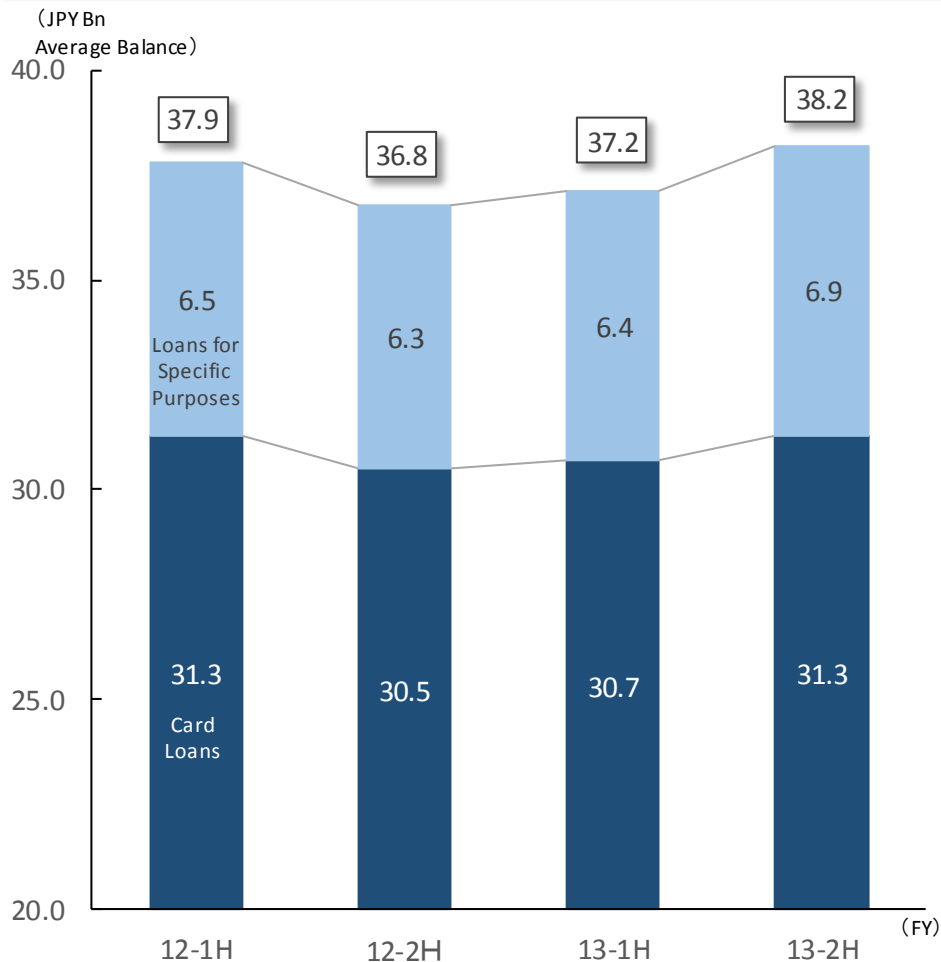


1. Business Results

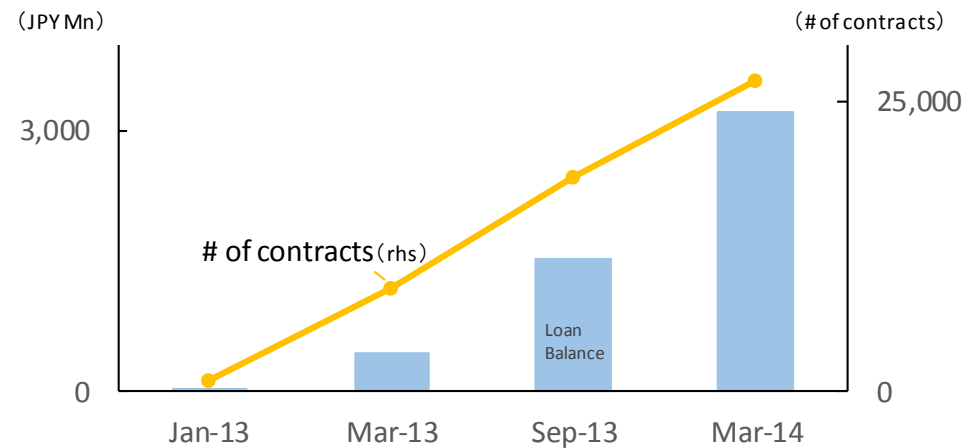
(6) Personal Loans – Unsecured Consumer Loans

- Unsecured consumer loans started to increase after hitting bottom in FY12-2H and their average balance during FY13-2H **increased by JPY1.4Bn** from FY12-2H to JPY38.2Bn as a result of the introduction of new products and the modification of existing products.
- The amount of ATM Card Loans and Yokohama Bank Card Loans steadily increased and their total balance exceeded **JPY3.0Bn**.
- Loans for specific purposes **increased by 60.4%** as a result of the modification of existing products.

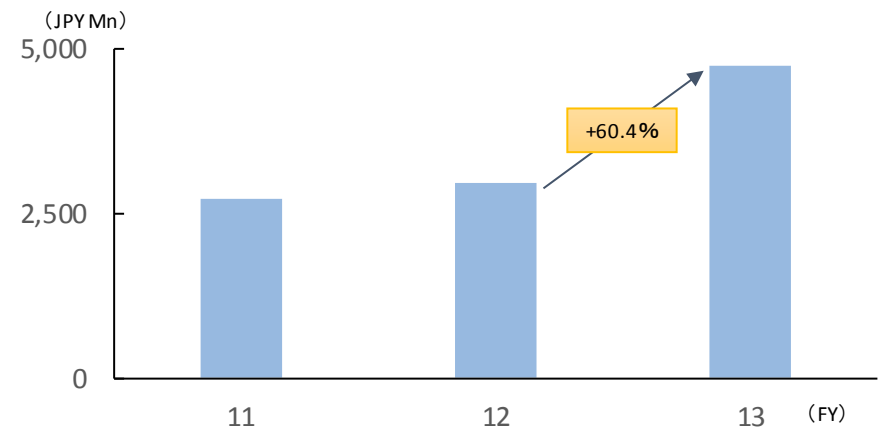
Unsecured Consumer Loans



ATM Card Loans & Yokohama Bank Card Loans



Loans for Specific Purposes

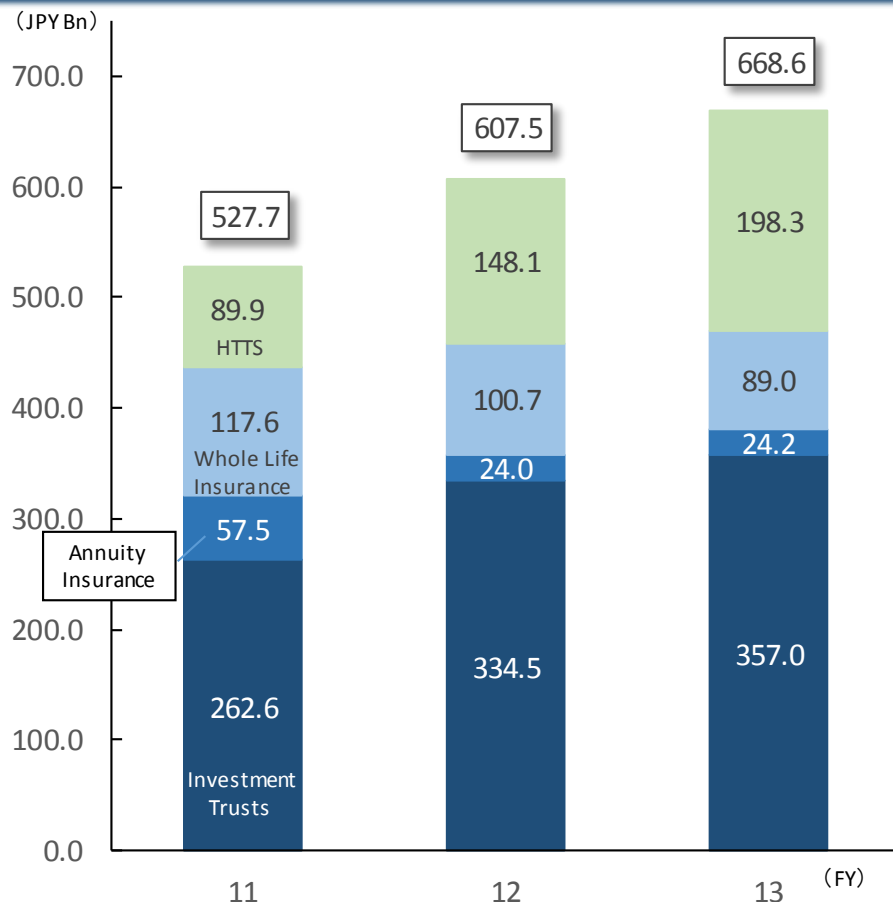


1. Business Results

(7) Investment Products

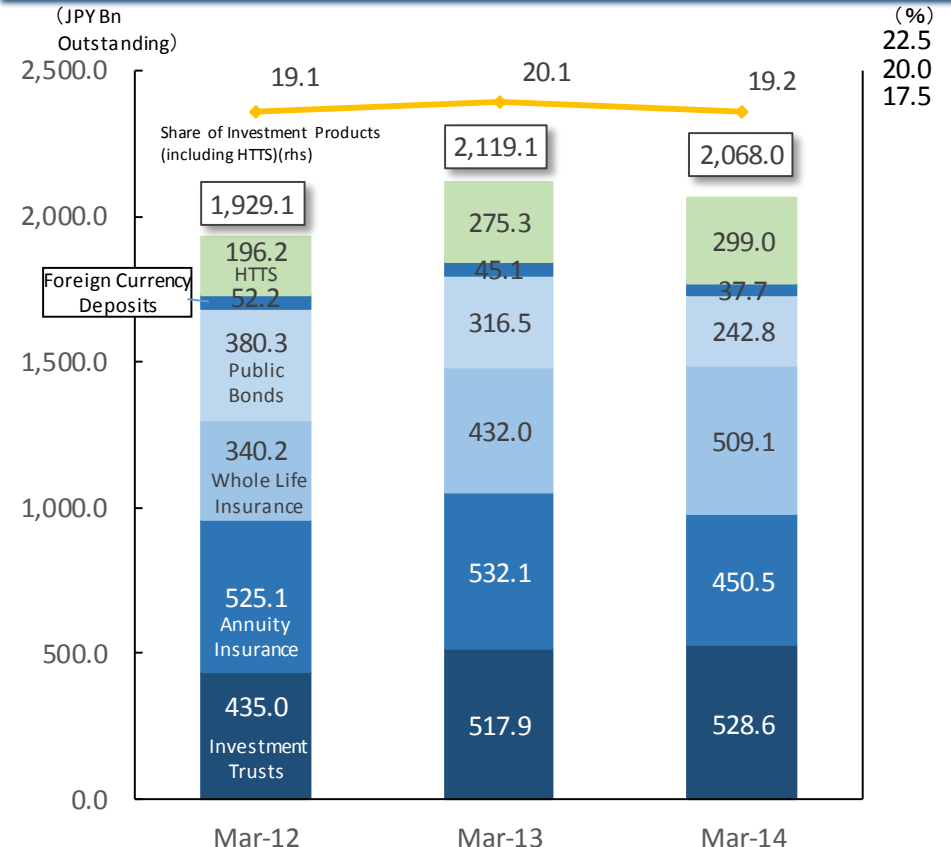
- FY13: Due in part to the tailwinds of the rising stock market, Group-wide sales of investment trust and insurance products including Hamagin Tokai Tokyo Securities (“HTTS” as follows) **increased by JPY61.1Bn to JPY668.6Bn** hitting a record high.
- As of Mar-14, The group-wide balance of Investment products for individuals (including HTTS) was **JPY2,068.0Bn**.

Sales Amount of Investment Trusts & Insurance



(Note) The results of HTTS are sales results of bonds, investment trusts, foreign bonds, and structured bonds.

Balance of Investment Products (for Individuals)



(Note1) The balance of HTTS represents the balance of stocks, bonds, investment trusts, annuity insurance, foreign bonds, and structured bonds.

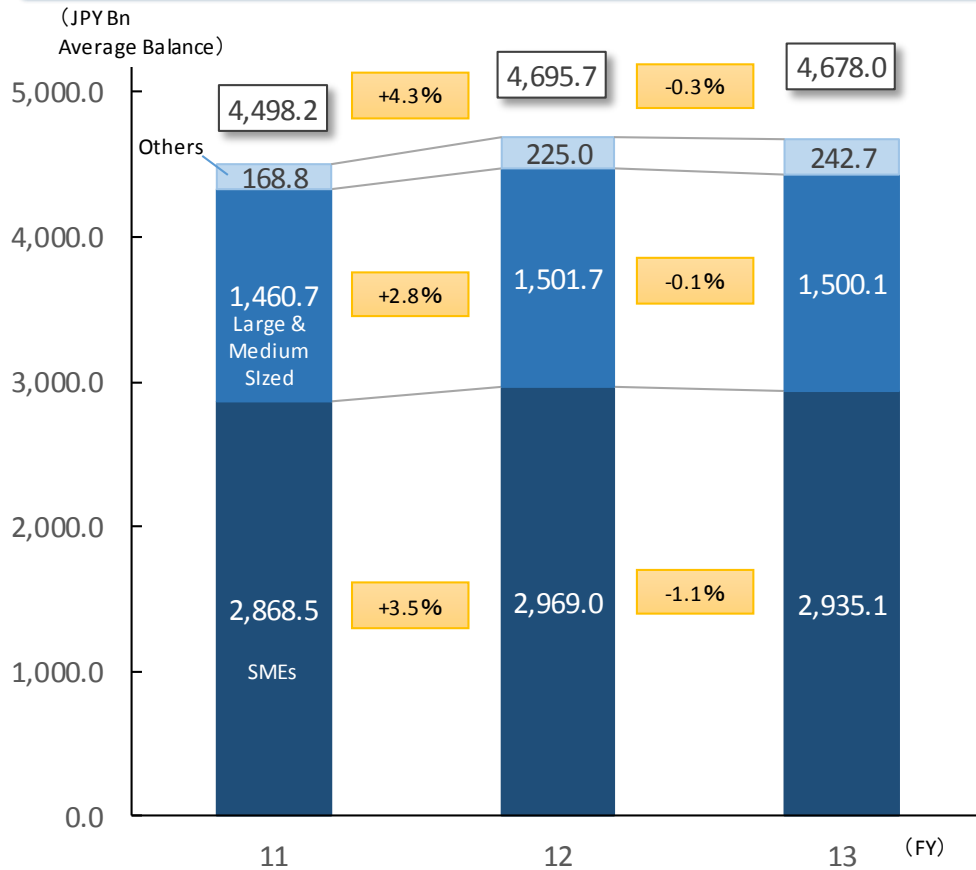
(Note2) Share of investment products = Outstanding balance of investment products including HTTS ÷ (outstanding balance of personal deposits + outstanding balance of investment products including HTTS)

1. Business Results

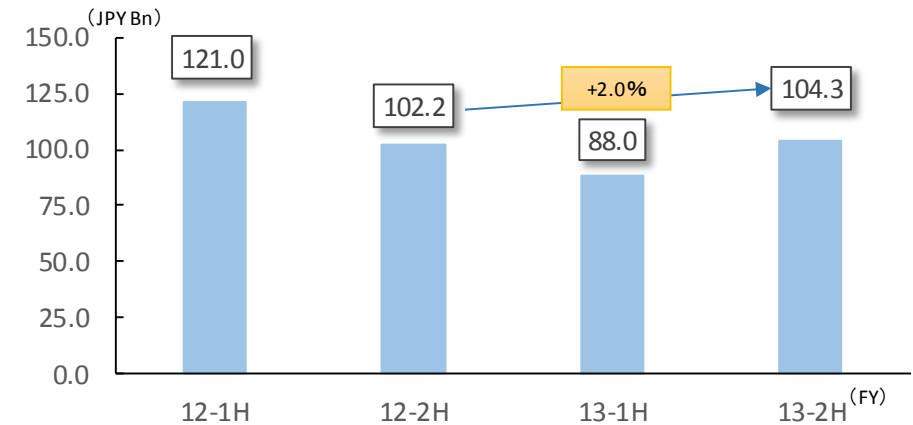
(8) Corporate Loans

- FY-13: The average balance of corporate and other loans **decreased by 0.3%** due mainly to a decrease in loans to quasi-public sector companies (JPY60.2Bn).
- The amount loaned to new corporate customers in FY13-2H **increased by 2.0%** from FY12-2H due to the recovery in loan demand.
- The amount loaned to growing industries in FY13-2H increased particularly in the environmental sector, hitting a record high.

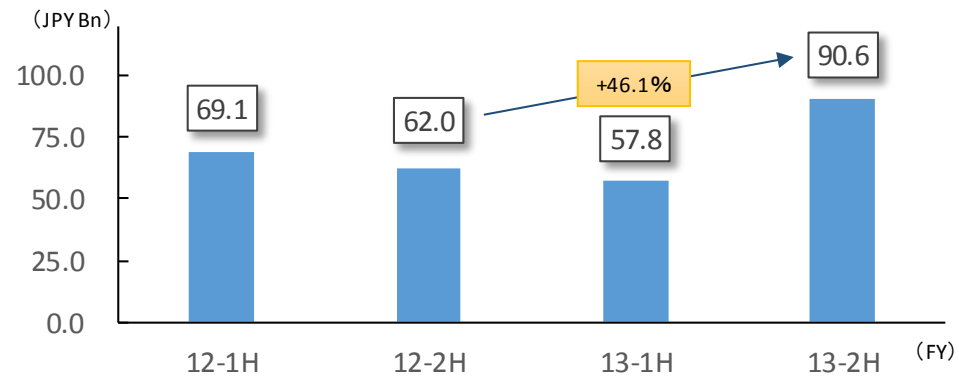
Corporate & Other Loans



Amount Loaned to New Corporate Customers



Amount Loaned to High Growth Industries



(Note1) Domestic branches

(Note2) Others = Local Public + Public related sectors

2. Financial Summary

2. Financial Summary

(1) Operation Results in FY13

- FY13 Non-consolidated: Gross operating income increased by JPY0.8Bn to JPY203.1Bn. Core net business profit increased by JPY0.5Bn to JPY106.3Bn. Net income increased by JPY5.4Bn to JPY58.7Bn.
- FY13 Consolidated : Net income increased by JPY5.3Bn to JPY60.6Bn.

〈Non-consolidated basis〉

(JPY Bn)

	FY12	FY13	Increase /Decrease	FY14 Forecast (Announced on May 12th)
Gross Operating Income	202.3	203.1	+ 0.8	206.0
of which, interest income from domestic operations	161.1	157.3	- 3.8	155.2
of which, fees & commissions from domestic operations	31.7	37.3	+ 5.6	40.9
of which, other ordinary income from domestic operations	6.7	5.6	- 1.1	5.4
Expenses (-)	96.4	96.8	+ 0.4	102.0
(Reference) OHR(%)	47.6%	47.6%	0.0%	49.5%
Core net business profit	105.8	106.3	+ 0.5	104.0
Provision of allowance for general loan losses (-)	- 6.4	0.7	+ 7.1	-
Net business profit	112.2	105.5	- 6.7	-
Non-recurring gains (losses)	- 25.8	- 13.2	+ 12.6	-
of which, disposal of bad debts (-)	21.5	11.7	- 9.8	-
of which, gains or losses on stocks & other securities	- 1.4	1.9	+ 3.3	-
Ordinary profit	86.4	92.3	+ 5.9	94.0
Net income	53.3	58.7	+ 5.4	61.0
Credit costs (-)	15.1	12.5	- 2.6	8.0

〈Consolidated basis〉

Ordinary profit	95.0	102.2	+ 7.2	102.0
Net income	55.3	60.6	+ 5.3	63.0

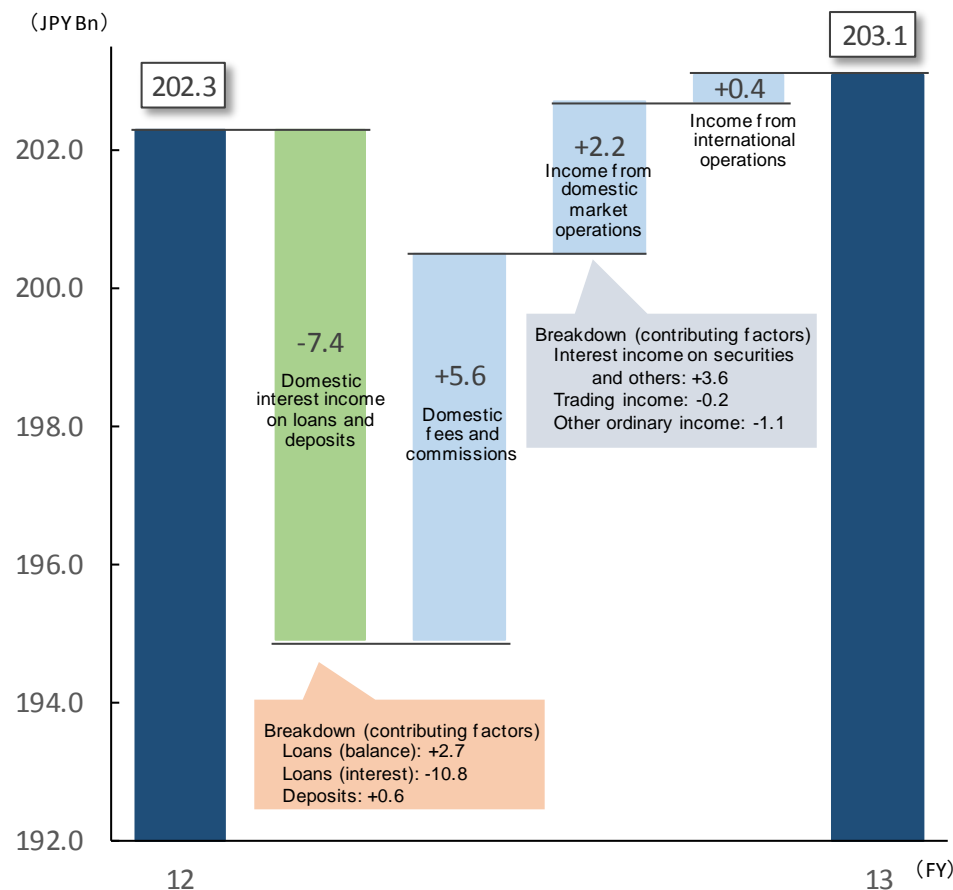
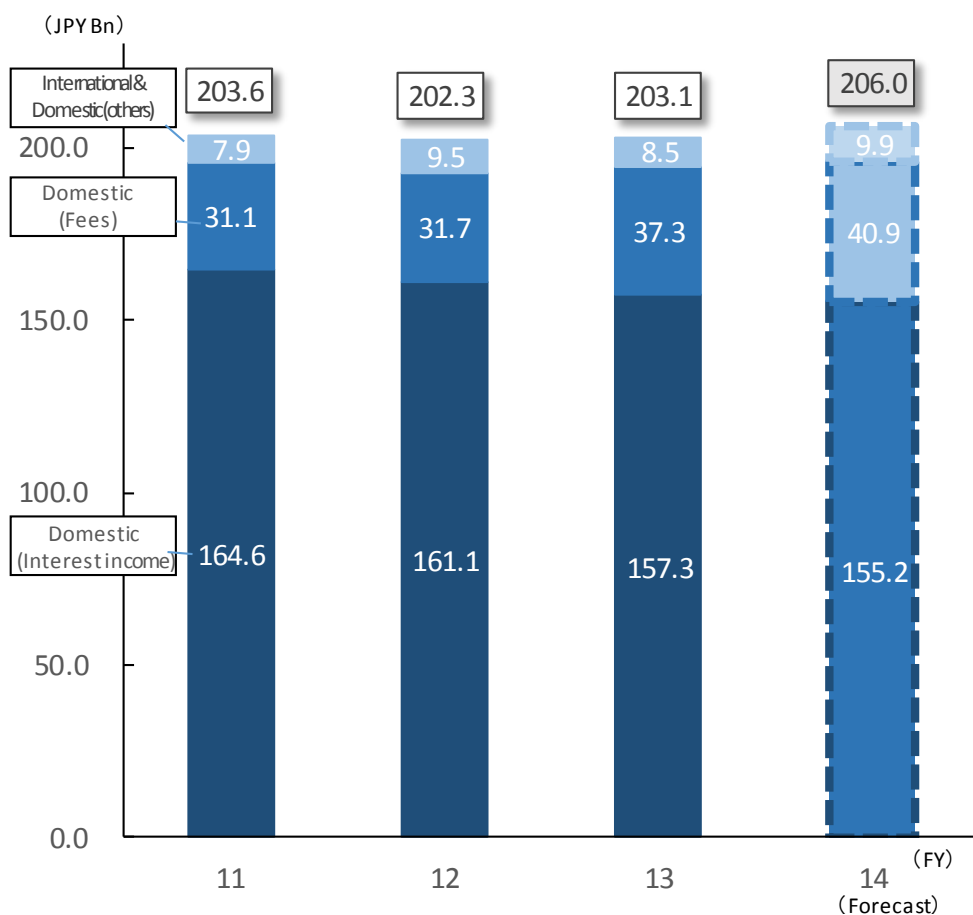
2. Financial Summary

(2) Gross Operating Income

- FY13: Gross operating income **increased by JPY0.8Bn to JPY203.1Bn**. Gross operating income increased for the first time in the last five years since the fall in loan yield was covered by increases in domestic fees and commissions and income from domestic market operations.
- FY14 Forecast: Aim to achieve **JPY206.0Bn** by slowing down the loan yield declines and increasing fees.

Gross Operating Income

Analysis of Factors

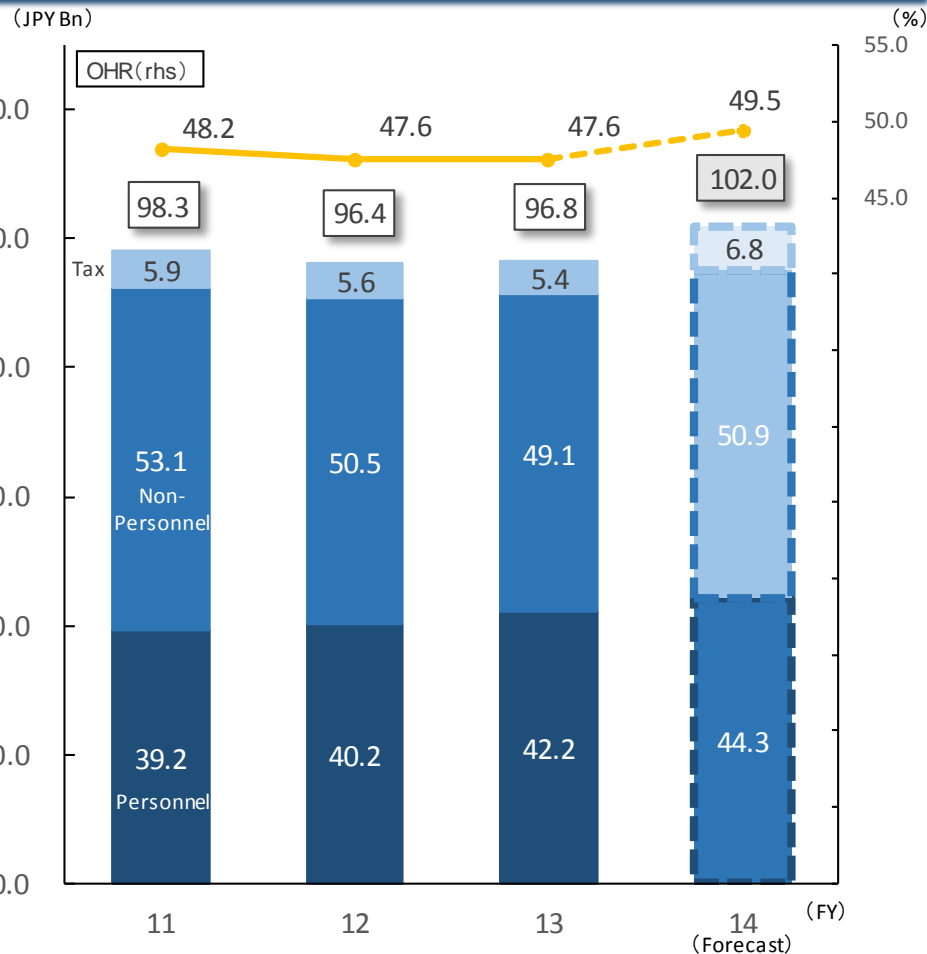


2. Financial Summary

(3) Expenses & OHR

- FY13: Expenses increased by JPY0.4Bn to JPY96.8Bn due to an increase in personnel expenses accompanying changes in the personnel composition.
- OHR was flat at 47.6% as both expenses and gross operating income increased.

Expenses & OHR



Breakdown of Expenses

	FY13	Increase / Decrease	Factors
Personnel	42.2	+ 2.0	• Increase in bonuses
Non-Personnel	49.1	- 1.4	• Transfer dispatched staff to regular employment • Decrease Depreciation
Tax	5.4	- 0.2	
Total	96.8	+ 0.4	

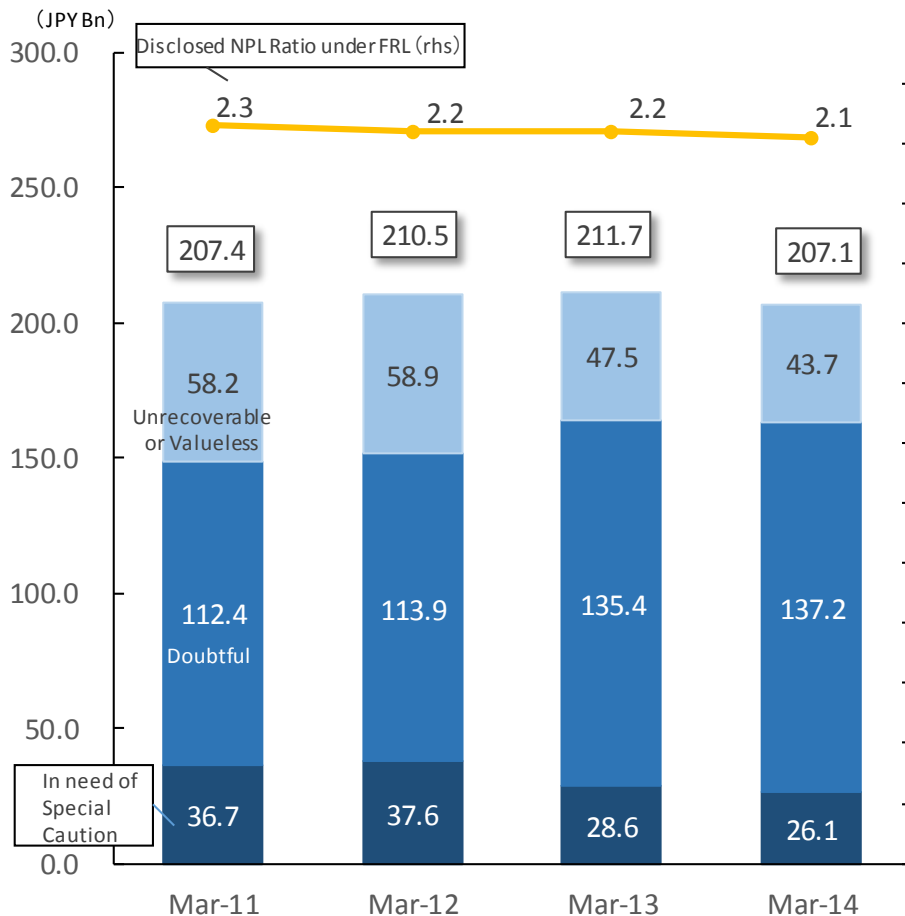
(note) FY14 (Forecast) includes return of deposit insurance premium (JPY -1.6 Bn).

2. Financial Summary

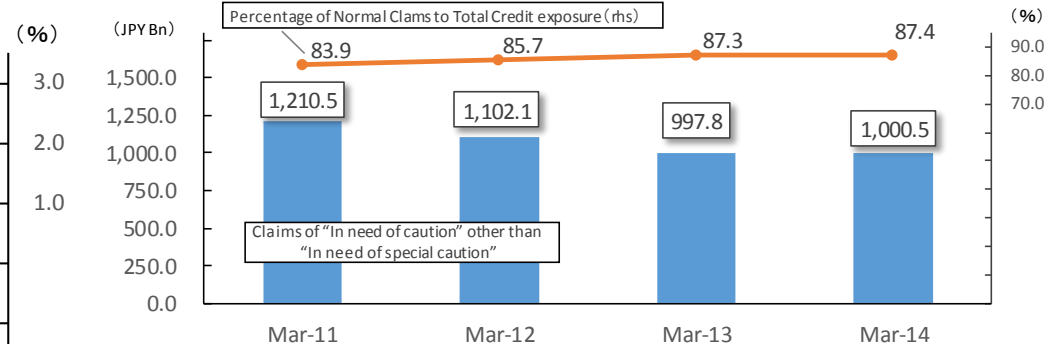
(4) Financial Claims

- Non-performing loan (NPL) ratio dropped to 2.1%, the lowest since the start of Financial Revitalization Law (“FRL” as follows) (98), as we actively supported management improvement of borrowers.
- The percentage of normal claims increased to 87.4% due to the rank-up of borrowers to which we provided management improvement support.
- The balance of the claims of the borrowers with a highly feasible and drastic restructuring plan as of Mar-14 was nearly flat because of appropriate rating based on the progress of the plans.

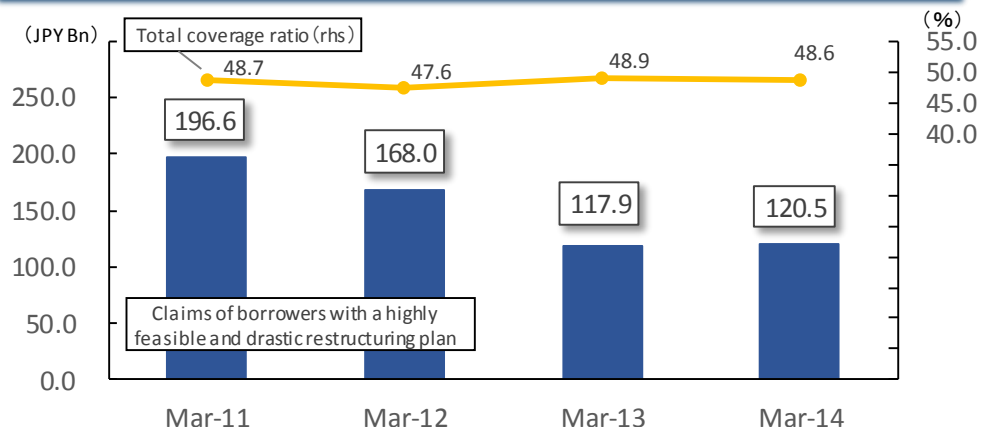
Disclosed NPLs under FRL



Claims of “In need of caution” other than “In need of special caution”



Borrowers with a Highly Feasible and Drastic Restructuring Plan



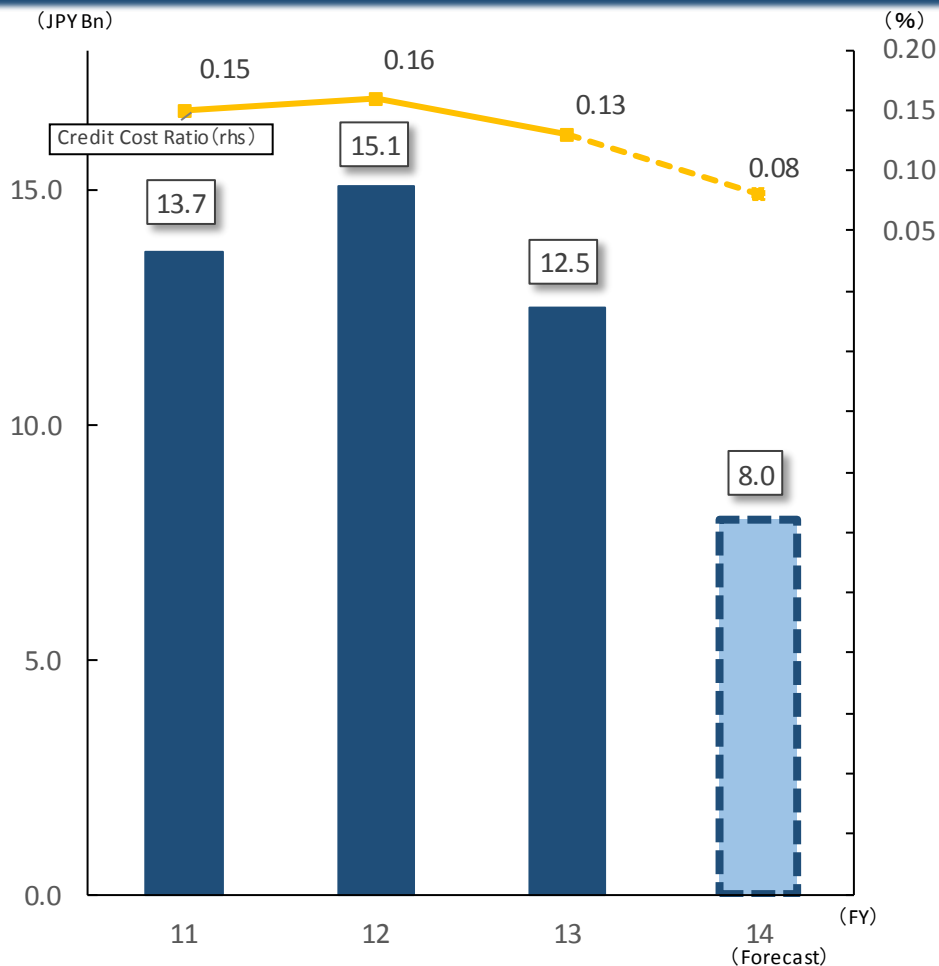
(note) Including borrowers who have developed a highly feasible and drastic restructuring plan and borrowers who are in the process of preparing such a plan

2. Financial Summary

(5) Credit Costs

- FY13: Credit costs decreased by JPY2.6Bn to JPY12.5Bn.
- The allowance ratio for general loan losses decreased, but that of specific loan losses for “possible bankruptcy” borrowers increased because we carried out thorough rehabilitation support since FY10.

Credit Costs

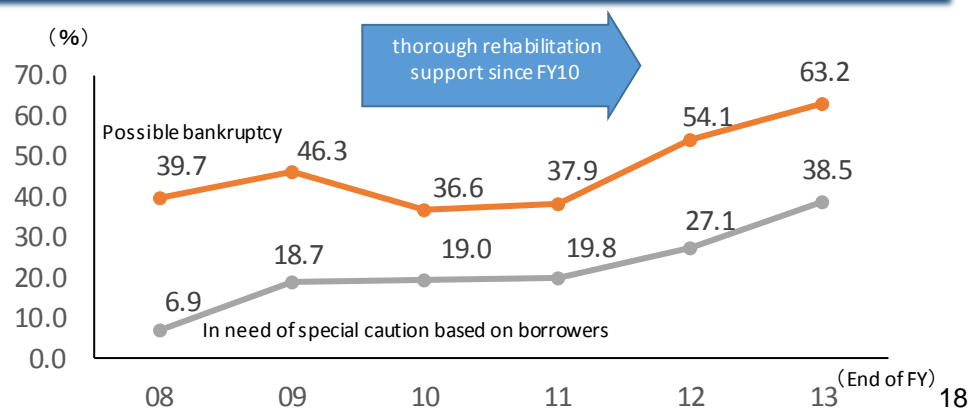


(note) Credit cost ratio = Credit costs ÷ Average balance of loans

Analysis of Credit Costs

	FY11	FY12	FY13	Increase / Decrease
Effect of change in collateral	3.2	2.5	1.9	- 0.6
Effect of change in borrower's category	26.2	19.7	12.0	- 7.7
Effect of debt-collection or reversal of allowance	- 2.1	- 4.5	- 4.2	+ 0.3
Provision of allowance for general loan losses	- 14.1	- 6.4	0.7	+ 7.1
Others	3.6	5.2	3.6	- 1.6
Recoveries of written-off claims	- 3.0	- 1.4	- 1.5	- 0.1
Total	13.7	15.1	12.5	- 2.6

Ratio for Loan Losses

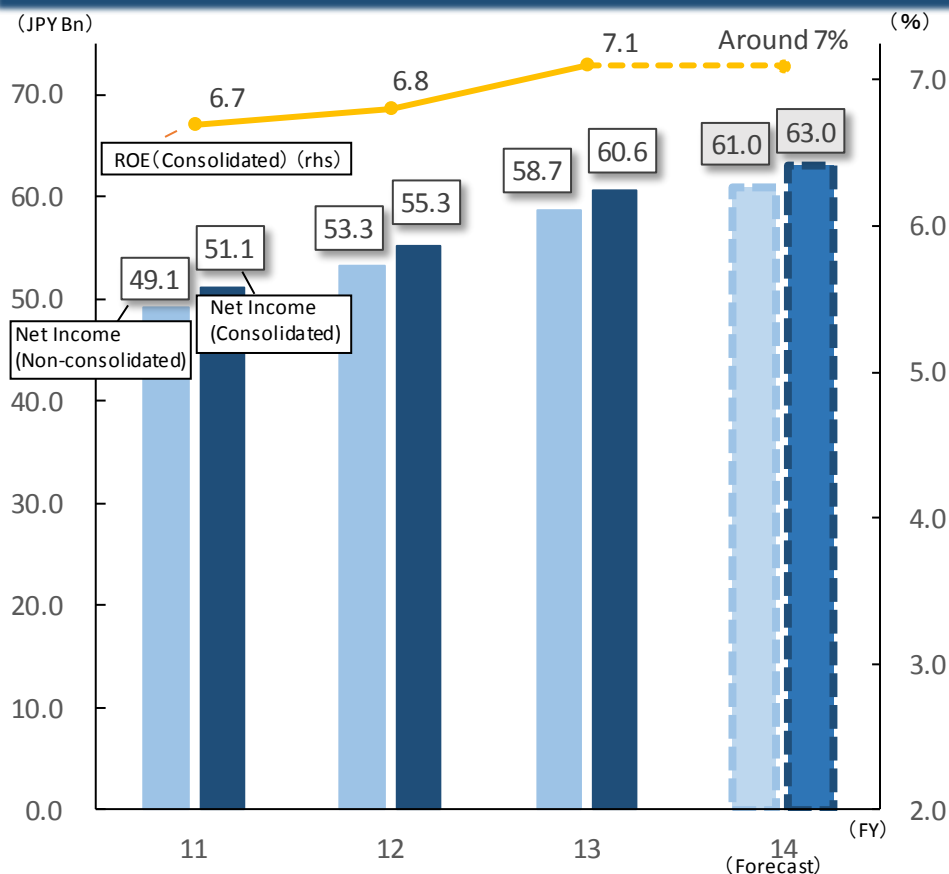


2. Financial Summary

(6) Net Income

- FY13: Net income (Non-consolidated) increased by JPY5.4Bn to JPY58.7Bn mainly due to a decrease in credit costs.
- FY13: Net income (Consolidated) increased by JPY5.3Bn to JPY60.6Bn and ROE (Consolidated) rose by 0.3% points to 7.1%.

Net Income



(Note) ROE (Consolidated)

= Net Income ÷ Net Assets (Average, excluding subscription rights to share and minority interests)

Comparison from FY12

		(JPY Bn)		
		FY12	FY13	Increase / Decrease
Non-consolidated	Net Income	53.3	58.7	+5.4
	ROE	6.6%	6.9%	+0.3%
Consolidated	Net Income	55.3	60.6	+5.3
	ROE	6.8%	7.1%	+0.3%
	RORA	0.82%	0.91%	+0.09%

Factors behind the change from FY12 to FY13:

Decrease in credit costs: JPY2.6Bn

Increase in Gains or losses on stock and other securities: JPY3.3Bn

Increase in Extraordinary gains: JPY3.2Bn

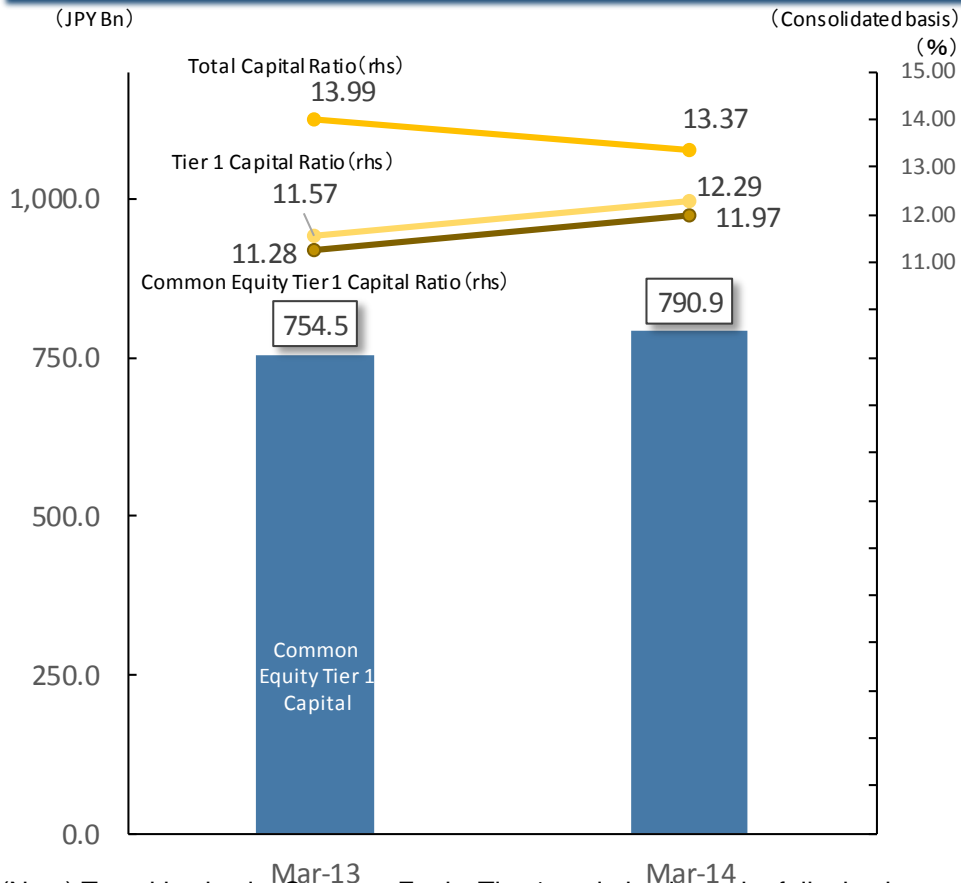
(gain on contribution of securities to retirement benefit trust, etc)

2. Financial Summary

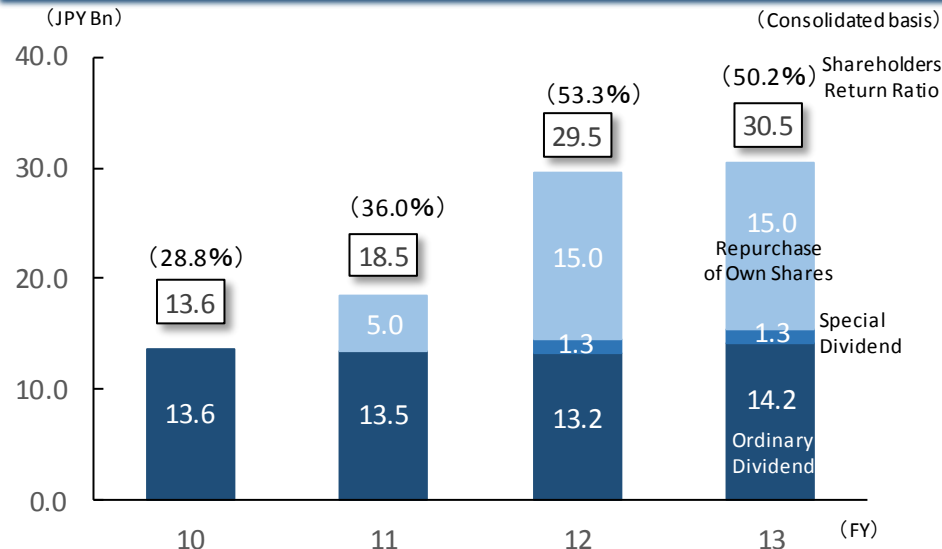
(7) Capital Adequacy & Shareholder Return

- Common Equity Tier 1 capital ratio (Consolidated) continually maintained at the sufficient level, **11.97%** as of Mar-14.
- We paid **special dividend of JPY1 per share** in addition to ordinary dividend of JPY11. And we repurchased own shares of JPY15.0Bn. The total shareholder return ratio was **50.2%**.

Common Equity Tier1 Capital



Shareholder Return



Shareholder Return Policy for the term of the medium term management plan

Ordinary Dividend	11 yen per share per annum is to be paid out stably regardless of business results.
Flexible Share Buyback	We will flexibly repurchase own shares on market condition and our performance.
Special Dividend	Special dividends will be paid out, in cases where Net Income (Consolidated) exceeds 55 billion yen.

2. Financial Summary

(8) Progress on the Medium Term Management Plan

- The progress on the medium term management plan is as follows:

						(JPY Bn)
		FY12 Actual	1st Year			3rd Year
			FY13 Plan	FY13 Forecast (announced on Nov 8)	FY13 Actual	FY15 Plan
Non-consolidated basis	Gross Operating Income	202.3	203.0	204.0	203.1	213.0
	Of which, Domestic Fees and Commissions	31.7	35.6	37.5	37.3	37.0
	- Expenses	96.4	99.0	99.0	96.8	104.0
	Core Net Business Profit	105.8	104.0	105.0	106.3	109.0
	- Credit Costs	15.1	13.0	13.0	12.5	14.0
	Ordinary Profit	86.4	87.0	87.5	92.3	92.0
	Net Income	53.3	53.5	55.5	58.7	59.0
	OHR (Note1)	47.6%	48.7%	48.5%	47.6%	High 40's%
Credit Costs Ratio (Note1)	0.16%	0.13%	0.13%	0.13%	Around 0.15%	
Consolidated basis	Gross Operating Income	222.6	222.0	224.0	224.0	230.0
	Of which, Fees and Commissions	44.5	48.0	51.0	51.5	51.0
	Ordinary Profit	95.0	93.5	94.5	102.2	100.0
	Net Income	55.3	54.5	56.5	60.6	61.0
	Fees and Commissions Income Ratio (Note1)	20.0%	Around 21%	Around 22%	22.9%	Around 22%
	Net Income ROE (Note1)	6.8%	Around 7%	Above 6.5%	7.1%	Around 7%
	Net Income RORA (Note1)	0.82%	Around 0.8%	-	0.91%	Around 0.8%
	Common Equity Tier 1 Capital Ratio (Note1)	11.28%	Around 11%	-	11.97%	Around 11%
Number of Main Individual Customers (Note1,2)	2.29 million	Around 2.35 million	-	2.30 million	Around 2.50 million	

(Note 1) Medium term management plan target item

(Note 2) "The number of main individual customers" means the number of customers who mainly use the Bank's services (defined by the Bank).

3. Management Strategies

3. Management Strategies

(1) Potential of Kanagawa Prefecture

- The growth potential of Kanagawa Prefecture is high as its population is expected to continue growing and the size of its economy is ranked among the highest in Japan in terms of various economic indicators.

Indicators of Kanagawa Prefecture

- ① Total population (as of Oct-2013)
9.079Mn (2nd/47 prefectures) (Tokyo, Kanagawa, Osaka)
- ② Number of employees: (2013 average)
4.608Mn (2nd/as above) (Tokyo, Kanagawa, Osaka)
- ③ Gross prefectural product (FY2010)
JPY29.8Tn (4th/as above) (Tokyo, Osaka, Aichi, Kanagawa)
- ④ Shipments of manufactured goods (2012)
JPY17.5Tn (2nd/as above) (Aichi, Kanagawa, Shizuoka)
- ⑤ Number of academic/R&D institutions (2009)
559 (2nd/as above) (Tokyo, Kanagawa, Osaka)
- ⑥ New business opening rate (2009-2012)
3.40% (3rd/as above) (Tokyo, Okinawa, Kanagawa)
- ⑦ Annual income of office workers (2013)
JPY5.25Mn (2nd/as above) (Tokyo, Kanagawa, Osaka)
- ⑧ Residential land price appreciation rate (Jan-2014)
0.6% (5th/as above; national average -0.6%)
(Miyagi, Tokyo, Fukushima, Aichi, Kanagawa)
- ⑨ New housing construction (2013)
79,000 (2nd/as above) (Tokyo, Kanagawa, Osaka)
- ⑩ Number of hospital beds (2012)
821.0 beds/100,000 people (47th/as above) (Aichi, Saitama, Kanagawa)

Kanagawa Prefecture's High Growth Potential

- 1) Population expected to increase until 2015
(Population in Kawasaki city expected to increase until 2030)
- 2) Many workers reside, partly due to the increase in population as people move in from other areas
- 3) The size of its economy is larger than that of Denmark or Thailand
- 4) Produces high value-added manufactured goods, such as automobiles
- 5) A center of public research institutes such as JAXA and Riken, and university and corporate R&D institutes
- 6) Supportive environment for new business opening
- 7) Many high income office workers reside
- 8) Land price is increasing in both residential and commercial areas
- 9) Highly popular as a residential district
- 10) The number of hospital beds is relatively small with high medical and nursing needs

3. Management Strategies

(2) Personal Banking Strategy – Sales force responding to customer needs

- We will build sales force responding to customer needs, focus on expanding customer base by providing consultations to customers in the Wealth Management Segment and cross-selling to customers in wealth Building Segment, thereby aiming at increasing main customers.

Customer Base Structure

Segment	No. of customers	No. of main customers
Customers in wealth management	0.34 million	0.29 million (+0.01Mn)
Customers in wealth building	4.77 million	2.01 million (±0 Mn)
Total	5.11 million	2.30 million (+0.01Mn)
Non-customers In Kanagawa 4 million		

Handled by branches (for wealth management segment)

Handled by the head office (for wealth building segment)

Consulting to customers in Wealth Management Segment

- Increase in inheritance tax return filing rate as a result of tax reform and rise in land price
- Increase in trust needs due to aging population
- More diverse investment needs including inflation protection

- Inheritance consulting including the effective use of apartment loans
- Promotion of inheritance/trust-related businesses in alliance with external organizations
- Responding to securities needs in coordination with Hamagin TT Securities

Cross-selling to customers in Asset Building Segment and expanding customer base

- Start of NISA and increase in no-load investment trusts
- Enforcement of the amended Money Lending Business Act and increase in bank card loan balance
- Decrease in the number of visiting customers to branches due to the diversification of financial transaction channels

- Investment trusts: Shift to stock business and expanding customer base
- Strengthening unsecured consumer loans
- Expanding customer contacts using EBM

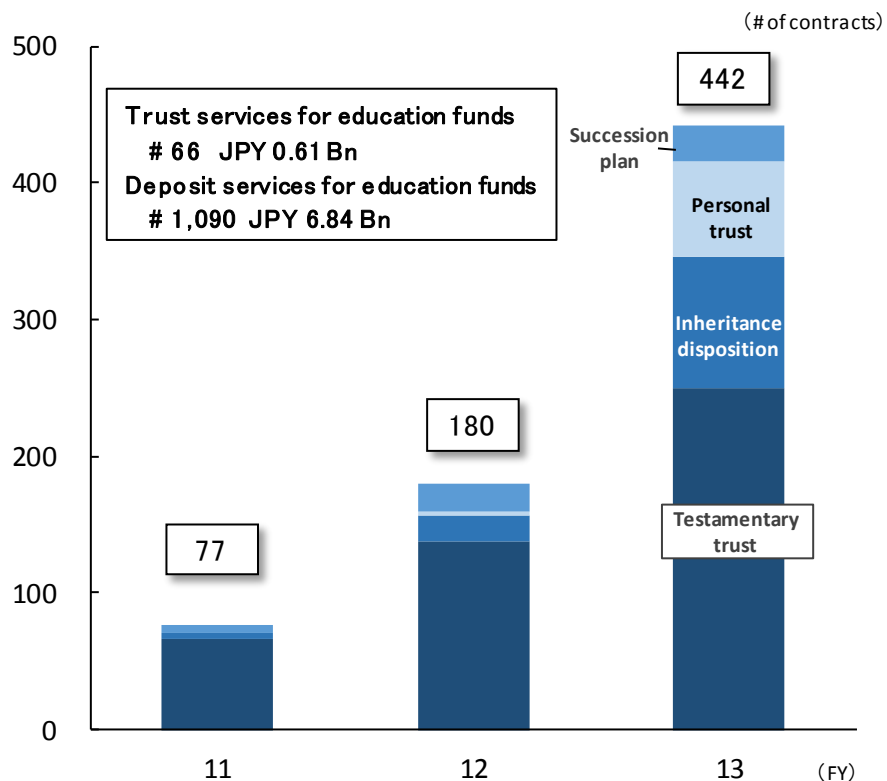
(Note) Figures in parenthesis () are changes from Mar-13

3. Management Strategies

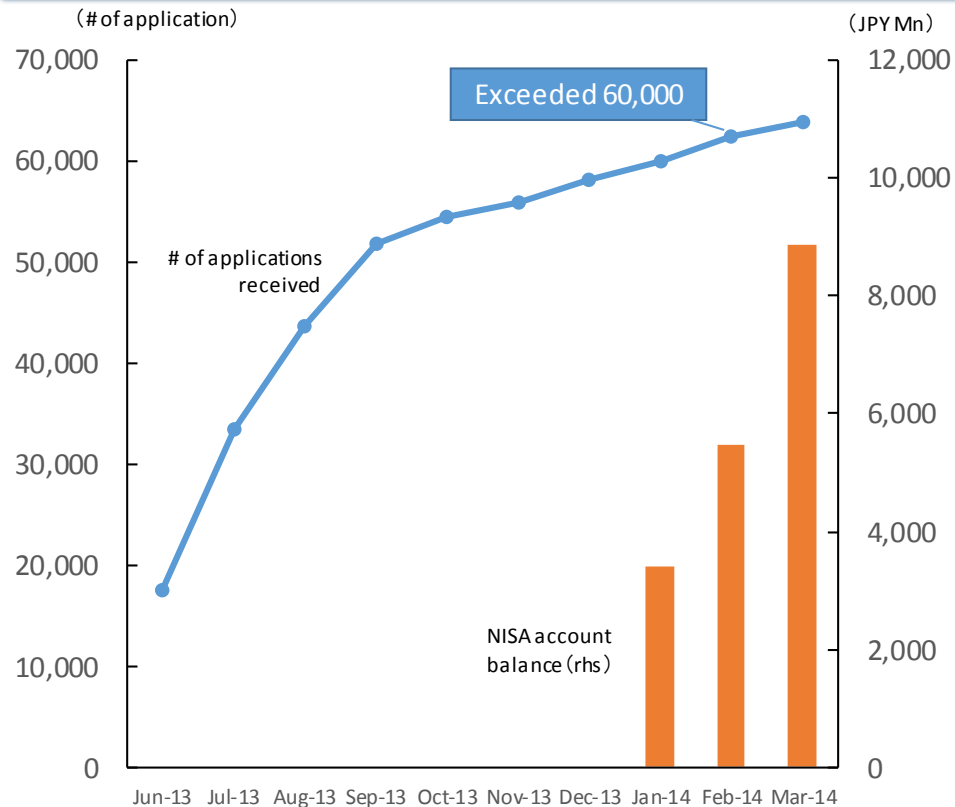
(2) Personal Banking Strategy - the inheritance/trust-related services & NISA

- In the inheritance/ trust-related services, business is steadily expanding in alliance with external organizations and the number of transactions **increased 2.4 times from the previous fiscal year.**
- We took the opportunity of NISA to expand investment trust customer base and the number of applications received exceeded 60,000 on a group-wide basis.

Inheritance/ Trust-Related Services



NISA Applications Received

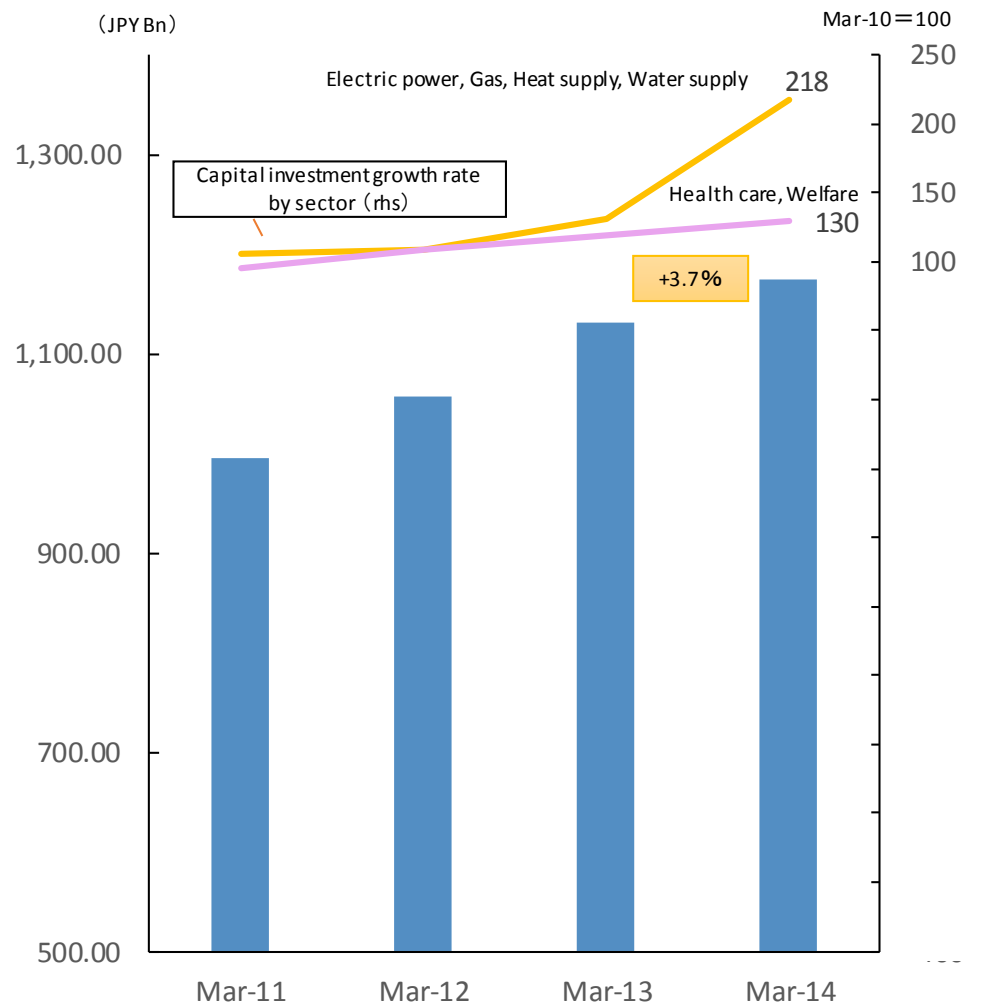


3. Management Strategies

(3) Corporate Banking Strategy – Measures to increase loan balance

- The balance of loans to SMEs for their capital investment is increasing particularly in the areas of photovoltaic power generation and medical/welfare services.
- By expanding customer contact and grasping funding needs, we will increase loans particularly to SMEs.

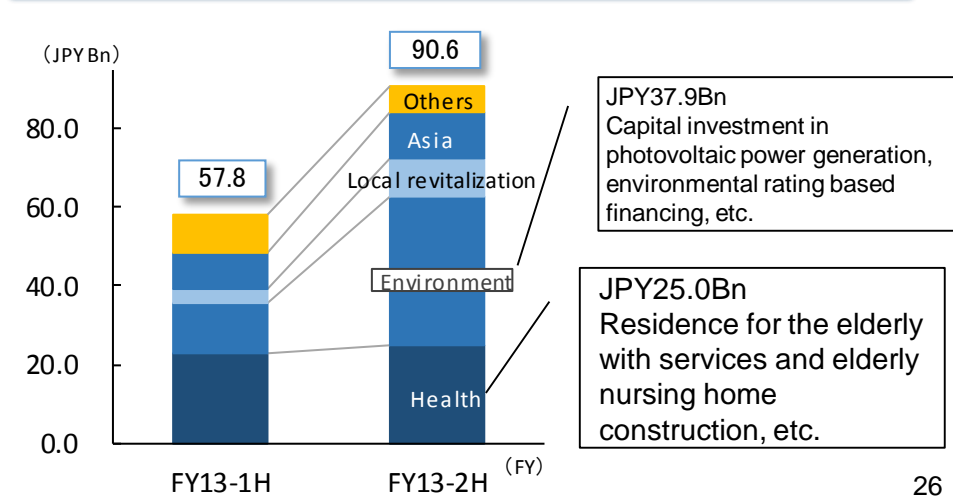
Balance of Loans to SMEs for their Capital Investment



Measures to Increase Loan Balance

- **Expansion of corporate customer contact**
 - Strengthening sales contact by executive officers by increasing the number of heads of block business headquarter
 - Increasing the number of visits by general managers of the non-full banking branches in each block
 - Maximizing the hours of sales visits by conducting BPR
- **Grasp of funding needs**
 - Activities targeting growing industries through growth support funds, etc.
 - Arousing capital investment needs by using government subsidies
 - Active use of corporate EBM (event-based marketing), which started in Sep-13

Amount Loaned to High Growth Industries



3. Management Strategies

(3) Corporate Banking Strategy – Problem solving support & Gaining transactions with main customer

- Fees have risen as we problem solving support for corporate customers and increase transactions such as settlement transactions of main customers.

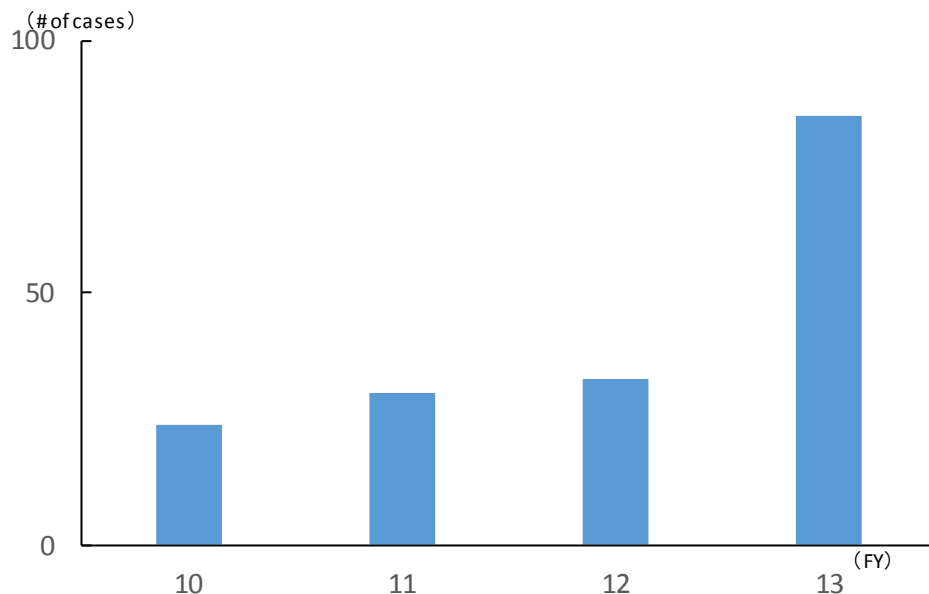
Problem Solving Support

- **Expand business by supporting problem solving for corporate customers**
 - Strengthen support by the head office for business matching
 - Strengthen M&A business in alliance with external organizations
 - Promote business succession consulting in coordination with corporate financial consultants
 - Started insurance sales to corporate customers in Apr-14

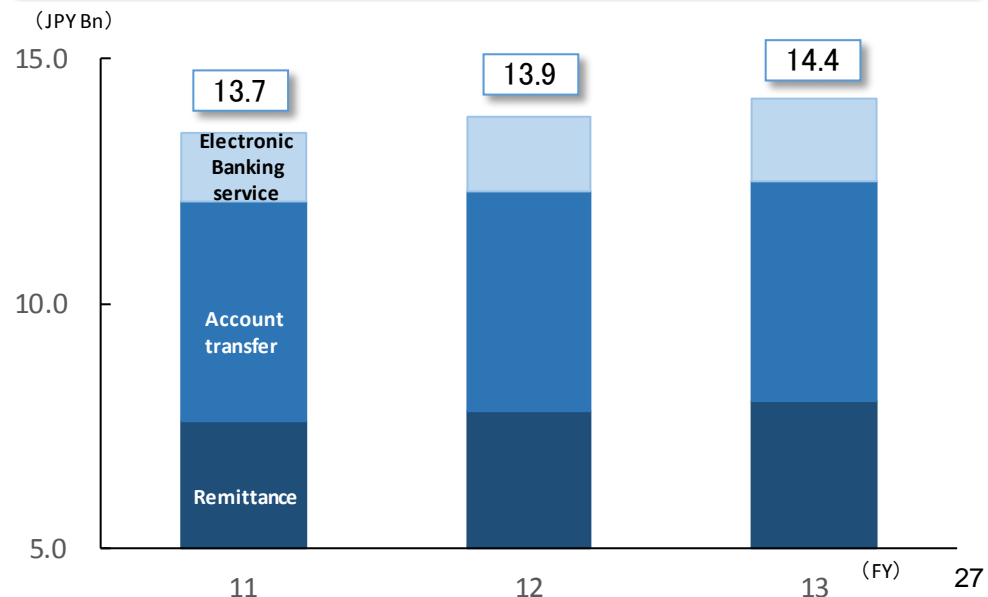
Gaining Transactions with Main Customer

- **Become a core bank by gaining transactions with main customers**
 - Promote the use of electronic monetary claims services to subscribers
 - Increase the number of subscribers to electronic banking services
 - Expand transactions targeting company owners or specific groups of employees
 - Leverage functions of affiliated companies such as leasing, fund management, and consulting

Business Succession Consultation Cases



Fees on Settlement-Related Business

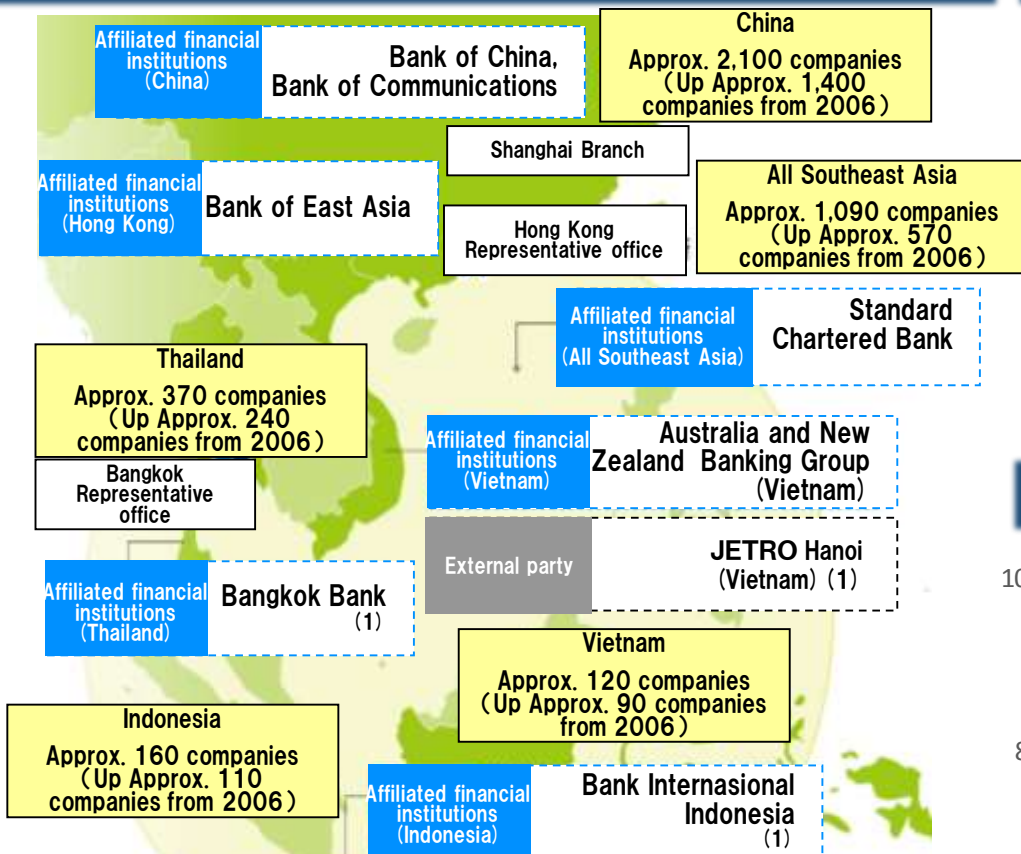


3. Management Strategies

(4) Overseas Strategy - Support in Asia

- Strengthen information gathering functions and the ability to support customers expanding overseas, particularly in Asia.
- Started the RMB business at the Shanghai Branch beginning on Apr 30th 2014.

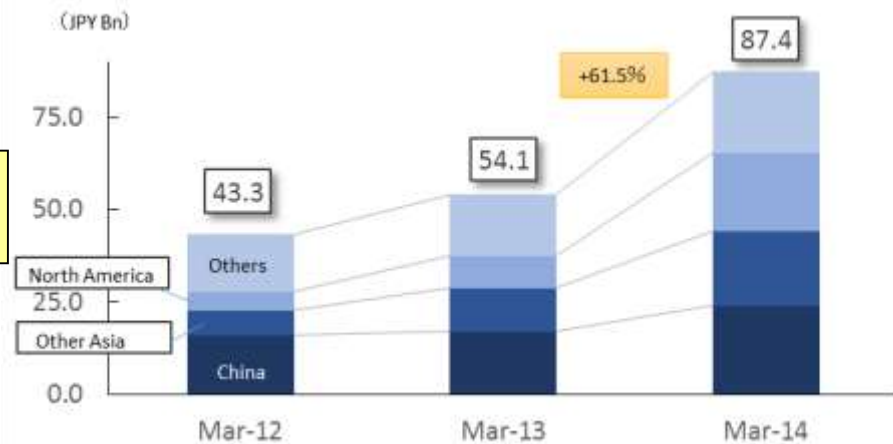
Support in Asia



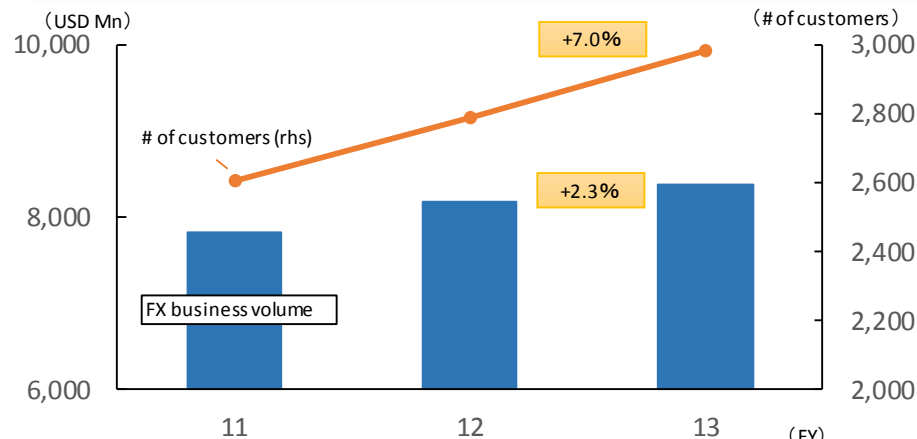
(Note) Figures in parenthesis () are the number of employees temporarily transferred from the Bank of Yokohama.

※# of our customers doing business in respective countries. Overseas affiliated company basis in China.

Credit balance to Overseas entities



FX business volume



(Note1) Customers above are limited to those whose transaction amount is USD1,000 or more in total.
 (Note2) FX business volume is a total of corporations, public entities and financial corporations

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Bank of Yokohama