

# Information Meeting

~ Appendix ~

Nov 24, 2011

The Bank of Yokohama, Ltd.

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### Corporate Outline of The Bank of Yokohama

### **History and Scale of Business**

### History

1920 Establishment of Yokohama Koshin Bank

- 1928 Acquired operations of Dai-Ni Bank
- 1945 Became the only bank based in Kanagawa prefecture
- 1957 Changed corporate name to The Bank of Yokohama Ltd.

- Established as a new bank by consensus of local business community for liquidation process of Shichiiyu-Shi (74) Bank which was the largest bank in Yokohama.
  - Dai-Ni Bank was the former Yokohama Exchange Company established in 1869 which was the oldest financial company in Japan. From this perspective our bank is the oldest bank in Japan which has a history of 142 years.
- Merged or Acquired 31 banks to date.

Deposits(Sep.2011)(JPY Bn)

Financial

Celebrated its 90th Anniversary on 2010/12/16.

### **Scale of Business**

As of September, 2011

Total Asset: JPY12.187.3Bn

Total Deposits: JPY10,438.2Bn

Total Loans : JPY8.768.4Bn

Number of Employees: 4.716

Public Funds Institution Corporate 284.6 100 (1%) 2,004.5 (3%) (19%)Individual 8.049.0 (77%)

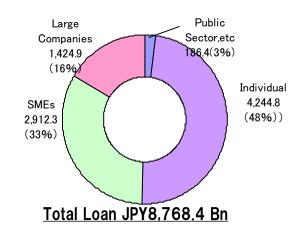
Total Deposits JPY10.438.2 Bn

Number of branches: Domestic 600 (manned branch 204)

Overseas 1(Shanghai Branch)

Representative Offices 3 (Hong Kong, London, New York)

### Loans(Sep.2011)(JPY Bn)



### **Our Home Market**

### (1) Potential of Kanagawa Prefecture

Population (Oct-10) 9.048 million (2nd/47Prefectures)

(Tokyo, *Kanagawa*, Osaka)

Number of Businesses 336 thousand (4th)

(Jul-09) (Tokyo, Osaka, Aichi, *Kanagawa*)

Gross Prefectural Product JPY30.9trillion (4th)

(FY08) (Tokyo, Osaka, Aichi, *Kanagawa*)

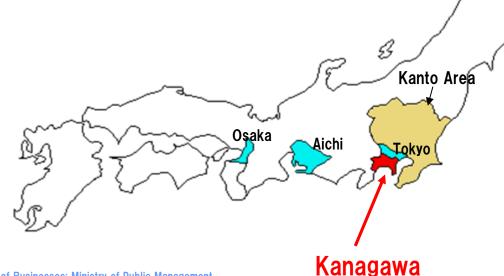
Manufacturing Output JPY17.2trillion (2nd)

(2010) (Aichi, *Kanagawa*, Shizuoka)

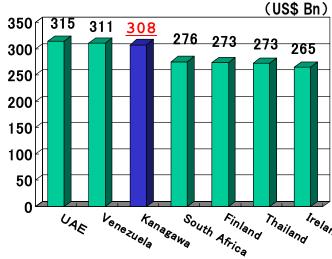
Retail Sales JPY8.5trillion (3rd)

(2007) (Tokyo, Osaka, *Kanagawa*)





# Comparison of GDP (FY2008)

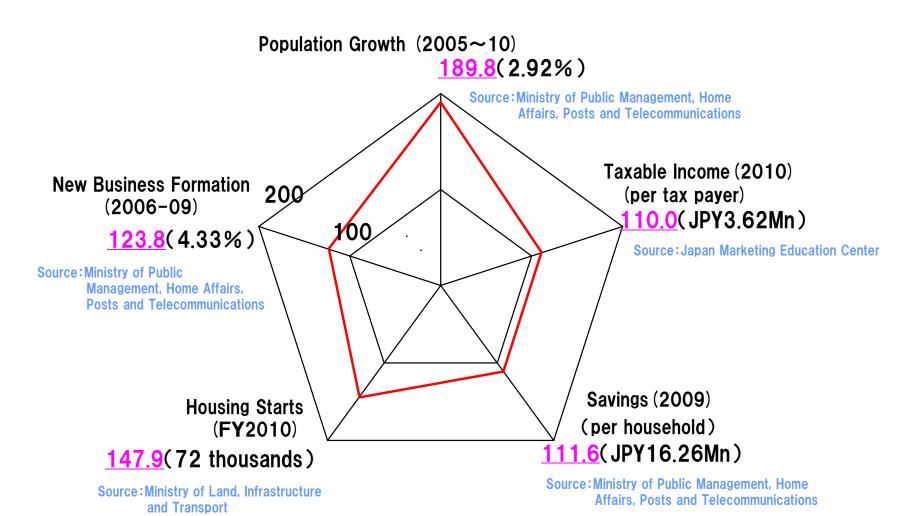


### (Note) Source

- · Population & # of Businesses: Ministry of Public Management,
- **Home Affairs, Posts and Telecommunications**
- · Gross Prefectural Product: Each Prefecture
- Manufacturing Output, Retail Sales: Ministry of Economy, Trade and Industry

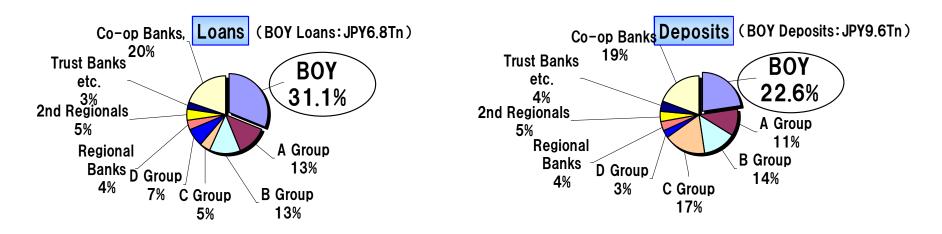
### **Our Home Market**

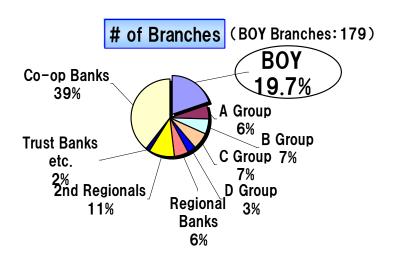
- (2) Kanagawa's superiority to the rest of the Kanto Area
  - ~ Relative Position (Indexed Average of Tokyo, Tochigi, Gunma, Ibaraki, Chiba, Saitama and Kanagawa) = 100



### Market Share in Kanagawa Prefecture

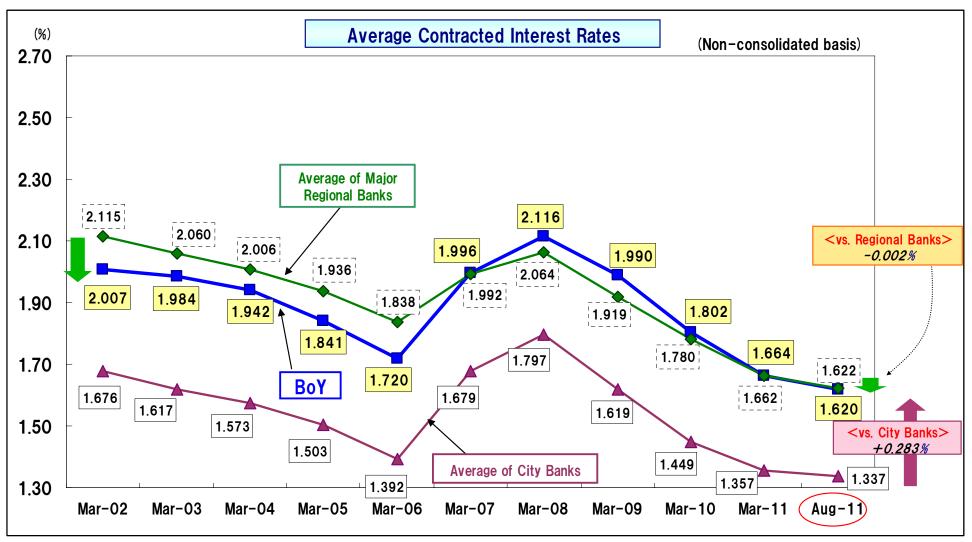
### Market Share in Kanagawa Prefecture < Sep-11>





(Note)Bank estimates

### **Loan Yields**

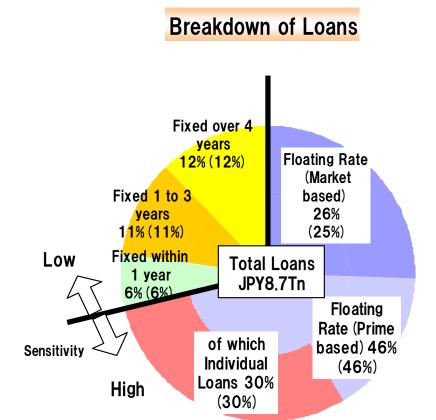


(Note1) Source: Bank of Japan

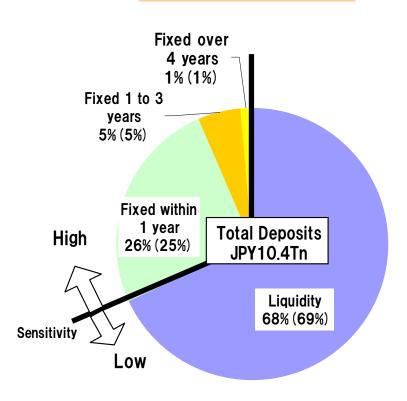
(Note2) Contracted interest rates for all loans are the average interest rates of each month.

(Note3) The rates of Sep-11 have not been publicly announced yet.

# **Sensitivity Analysis**

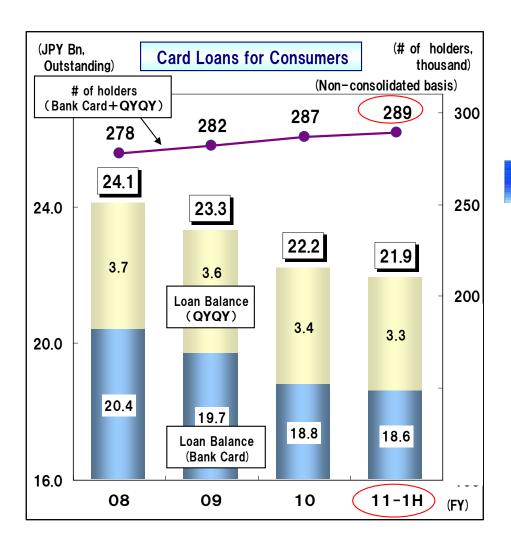


### **Breakdown of Deposits**



As of Sep-11
() represents Mar-11

### **Uncollateralized Consumer Loans**



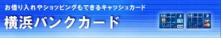


OAmount: JPY0.1~3Mn OInterest rate: 8.5~13.6%

### ≪Next Plan≫

ONo minimum on salary OAmount: 0.1~2Mn

OInterest rate: 9.8%



### **≪Quicky (QYQY)**≫

**Ounmanned application** 

OBasically same day response

OAmount: JPY0.1~0.5Mn

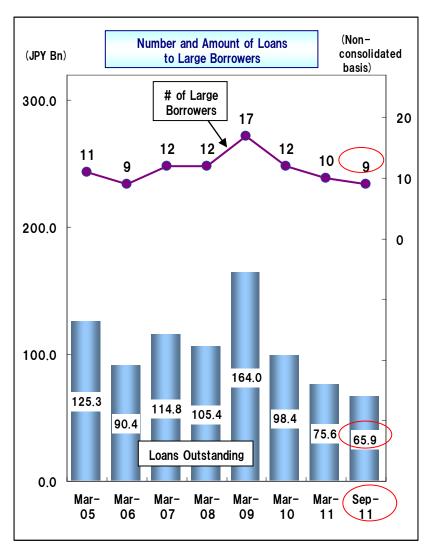
OInterest rate: 17.6%





(Note) above terms are as of Oct 31.2011

# **Asset Quality**

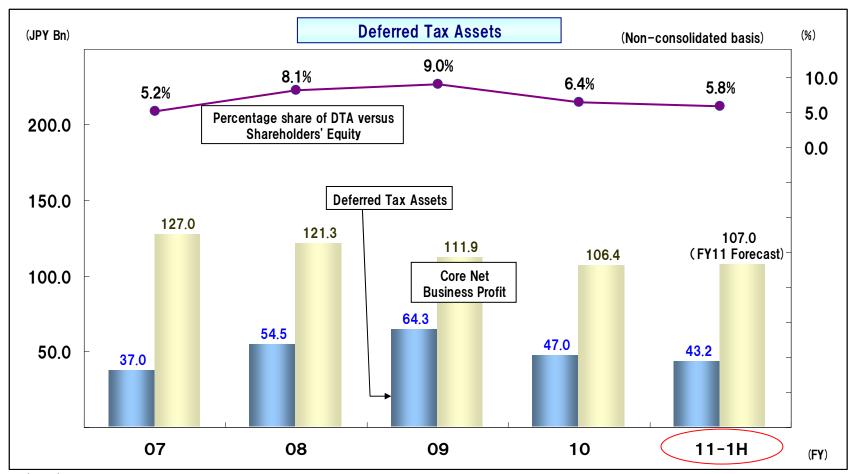


(Note) Large Borrowers: those categorized as problem claims and claims in need of caution other than in need of special caution with more than JPY5Bn in loans.

| Transition of Borrowers by category (Sep-10 → Sep-11) |            |           |           |              |              |  |  |  |  |  |  |  |  |
|---|------------|-----------|-----------|--------------|--------------|--|--|--|--|--|--|--|--|
| (Loan Amount)   |            |           |           |              |              |  |  |  |  |  |  |  |  |
| /   | /          |           | Sep       | -11          |              |  |  |  |  |  |  |  |  |
|   |            | A         | В         | С            | Total        |  |  |  |  |  |  |  |  |
| Δ A 97.3% 2.4% 0.2% 100.0%                            |            |           |           |              |              |  |  |  |  |  |  |  |  |
| δ 97.3% 2.4% 0.2% 100.0%                              |            |           |           |              |              |  |  |  |  |  |  |  |  |
| B 11.0% 83.9% 5.2% 100.0% C 0.4% 3.8% 95.8% 100.0%    |            |           |           |              |              |  |  |  |  |  |  |  |  |
| (# of Borrowers)                                      |            |           |           |              |              |  |  |  |  |  |  |  |  |
| (# (  | of Borrowe | ers)      | Sep       | -11          |              |  |  |  |  |  |  |  |  |
| (# (  | of Borrowe | ers)<br>A | Sep<br>B  | - <b>11</b>  | Total        |  |  |  |  |  |  |  |  |
| $\overline{}$   | of Borrowe |           |           |              | Total 100.0% |  |  |  |  |  |  |  |  |
| Sep-  |            | A         | В         | С            |              |  |  |  |  |  |  |  |  |
| $\overline{}$   | A          | A 97.7%   | в<br>1.9% | 0.4%<br>6.6% | 100.0%       |  |  |  |  |  |  |  |  |

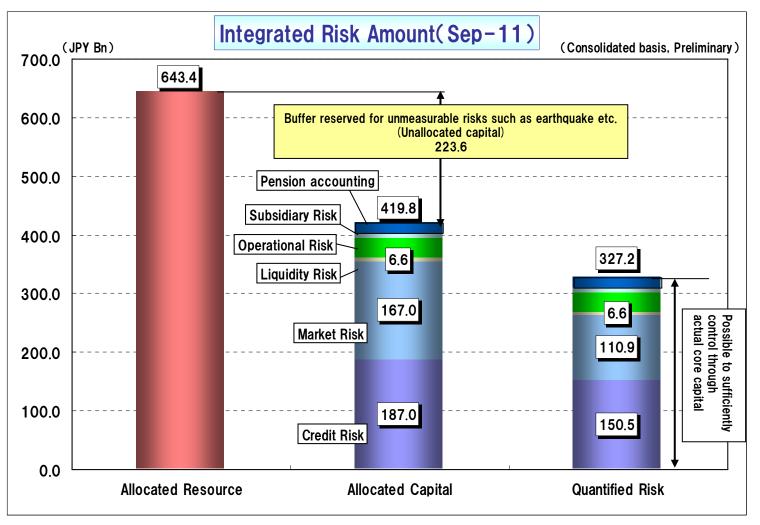
(Note)Transition is based on change from Sep-10.

### **Deferred Tax Assets**



(Note) Deferred Tax Assets, excluding net deferred tax liabilities relating to valuation difference on available-for-sale securities, etc

### **Integrated Risk Amount**

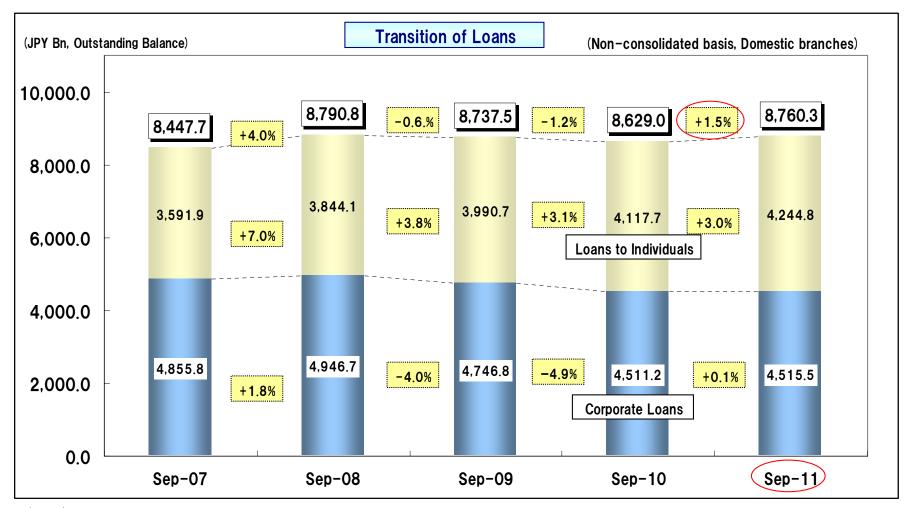


(Note1)Allocated Resource: Tier1 - Deferred Tax Assets - Unrecognized Actuarial Loss

(Note2)Allocated Capital: Capital required to cover risk amount of probable maximum loss quantified based on current business plan.

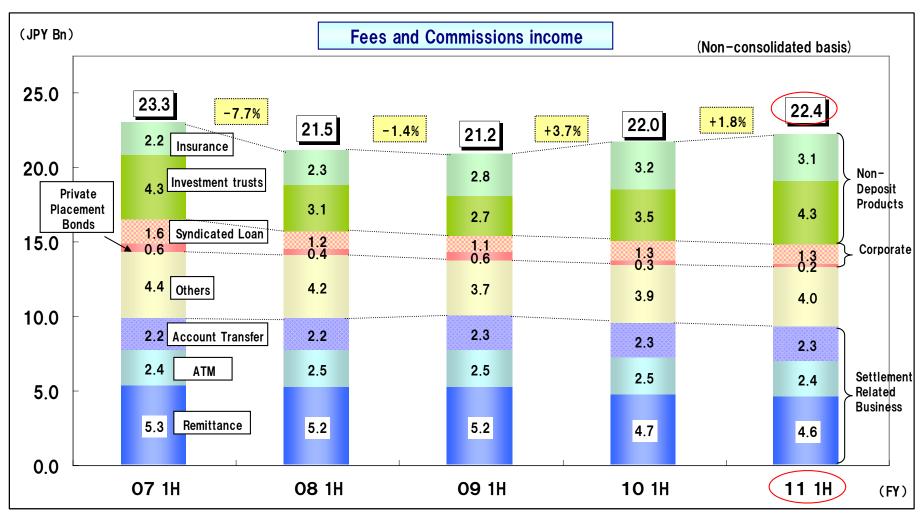
(Note3)Quantified Risk: Capital required to cover risk amount at the time of risk quantification.

### **Transition of Loans**



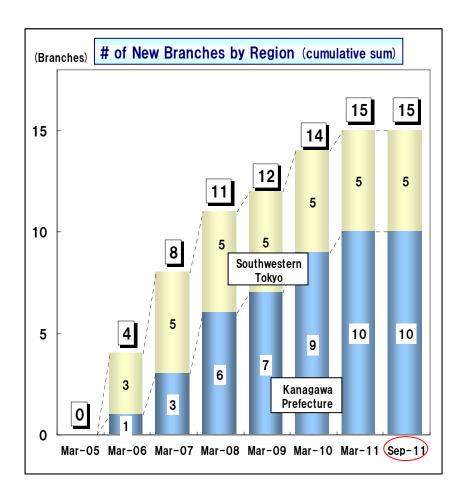
(Note) Corporate Loans include loans to public and public related sectors.

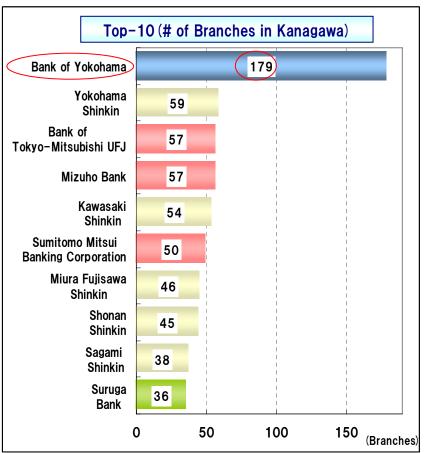
### Fees and Commissions Income (Domestic Operations)



(Note) Fees and Commissions income represents gross income before subtracting Fees and Commissions expenses.

### **Branch Network Strategy**





(Note) # of manned branches (Sep-11). Bank estimates.

### **Alliance Strategy**

# Shared Utilization of Banking System (MEJAR)

- •Agreed in Mar-06
- •Started in Jan-10
- •Hokuriku bank and Hokkaido bank started to utilize in May-11
- •In Nov-11, 77bank decided to consider participation

### ATM Alliance

- •Since Jul-06
- •Reduction of cross-use ATM fees to zero
- · Allied banks: 6

### Regional Financial Marketing Workshop

- •Since Oct-07
- •Co-research on marketing strategy specialized in regional financing.
- •Plan to establish "Joint MCIF Center" in 13
- •Participating banks: 21

# Enhancement of alliance by taking advantage of the regional bank's strength

### Strategic Council on Regional Bank Cards

- •Since Jan-09
- Co-operative actions for strategic planning toward enhancement of credit card business
- •Participating banks: 13

### Regional Leasing Business Workshop

- •Since Feb-08
- •Development and sharing of leasing expertise
- Participating banks: 30

### Housing Loan Workshop

- •Since May-08
- •Co-develop housing loan products and co-promotion.
- Participating banks: 55

# Association of Regional Financing Research and Consultation

- •Since Nov-08
- •Development and sharing of think tank expertise
- Participating banks: 22

(Note)# of "Allied banks/Participating banks" includes us.(as of Nov 24, 2011)

### **Group Strategy**

### **Reinforcement of Group Management**

Securities business (Hamagin Tokai Tokyo Securities Co.,Ltd.)

Established a subsidiary jointly with Tokai Tokyo Securities(Nov-08)

Boy Group

Leasing business (Hamagin Finance Co.,Ltd.)

Elevated shareholding ratio <40%→100%>(Jul-07)

Creditcard business
(BANKCARD Service Japan Co.,Ltd.)

Made the company a subsidiary through acquisition of shares (Mar-09)

> Mainly Individual Sector

1

Bank of Yokohama

Consulting ,conducting surveys and researching business (Hamagin Research Institute.Ltd.)

Cooperate in the areas of management consulting, economic research and marketing business

Venture Capital business (Yokohama Capital Co.,Ltd.)

Cooperate in the areas of venture capital and M&A Started industry growth fund in Aug-11

**Corporate Sector** 

# **Data Book**

# Financial Summary(consolidated & non-consolidated)

(JPY Bn)

|                          | Sep              | -08          | Sep              | -09          | Sep              | -10          | Sep              | -11          |
|--------------------------|------------------|--------------|------------------|--------------|------------------|--------------|------------------|--------------|
|                          | Non-consolidated | Consolidated | Non-consolidated | Consolidated | Non-consolidated | Consolidated | Non-consolidated | Consolidated |
| Gross Operating Income   | 112.9            | 119.3        | 107.1            | 115.8        | 103.1            | 112.0        | 101.3            | 110.7        |
| Core Net Business Profit | 61.4             | 62.5         | 57.3             | 63.2         | 53.5             | 58.6         | 52.4             | 58.4         |
| Credit Costs             | 37.4             | 43.0         | 35.2             | 40.4         | 16.7             | 18.9         | 8.7              | 9.3          |
| Ordinary Profit          | 25.8             | 24.1         | 22.1             | 21.4         | 33.3             | 36.5         | 41.1             | 45.8         |
| Net Income               | 16.0             | 15.1         | 13.1             | 12.8         | 20.3             | 21.1         | 24.5             | 25.8         |
| Deposits                 | 9,819.2          | 9,785.8      | 10,028.1         | 10,014.0     | 10,298.4         | 10,279.6     | 10,438.2         | 10,416.1     |
| Loans                    | 8,790.8          | 8,734.1      | 8,737.5          | 8,699.1      | 8,636.2          | 8,598.8      | 8,768.4          | 8,733.9      |
| Securities               | 1,249.7          | 1,246.0      | 1,466.4          | 1,457.0      | 1,822.0          | 1,813.2      | 2,011.5          | 2,003.3      |
| Total Net Assets         | 689.4            | 735.0        | 694.9            | 743.1        | 721.5            | 772.7        | 744.9            | 800.8        |
| Total Assets             | 11,288.4         | 11,647.4     | 11,563.1         | 11,886.8     | 11,792.5         | 12,076.5     | 12,187.3         | 12,455.7     |

# Loans(Outstanding Balance)

Loans <Outstanding Balance>

[Non-consolidated basis]
(JPY Bn)

|                       |                   |  |         |         |         |         |         |         |         |         |         |         | (OF I DII) |
|-----------------------|-------------------|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|------------|
|                       |                   |  | Sep-06  | Mar-07  | Sep-07  | Mar-08  | Sep-08  | Mar-09  | Sep-09  | Mar-10  | Sep-10  | Mar-11  | Sep-11     |
| ans                   |                   |  | 8,133.1 | 8,114.4 | 8,447.7 | 8,578.9 | 8,790.8 | 9,008.3 | 8,737.5 | 8,525.7 | 8,636.2 | 8,644.1 | 8,768.     |
| JOI                   | И асс             | count  | _       | _       | -       | _       | -       | -       | _       | -       | _       | _       |            |
| Loa                   | ns(do             | omestic branches)                            | 8,133.1 | 8,114.4 | 8,447.7 | 8,578.9 | 8,790.8 | 9,008.3 | 8,737.5 | 8,518.9 | 8,629.0 | 8,636.3 | 8,760.     |
|                       | Loans             | s to public sectors                          | 204.0   | 96.0    | 79.4    | 109.7   | 132.0   | 168.5   | 131.5   | 124.4   | 146.9   | 152.0   | 178.       |
|                       | Loans<br>busine   | s to large & medium sized<br>esses           | 1,414.3 | 1,391.0 | 1,536.9 | 1,542.9 | 1,655.0 | 1,722.0 | 1,606.2 | 1,452.3 | 1,448.0 | 1,441.2 | 1,424      |
| Ī                     |                   | s to small and medium-sized esses, etc       | 6,514.7 | 6,627.1 | 6,831.4 | 6,926.3 | 7,003.6 | 7,117.6 | 6,999.7 | 6,942.1 | 7,034.0 | 7,043.0 | 7,157      |
|                       | Lo                | oans to small and medium-<br>ized businesses | 3,133.8 | 3,184.8 | 3,239.5 | 3,202.2 | 3,159.5 | 3,167.6 | 3,009.0 | 2,896.8 | 2,916.3 | 2,864.9 | 2,912      |
|                       |                   | ndividuals                                   | 3,380.8 | 3,442.3 | 3,591.9 | 3,724.0 | 3,844.1 | 3,950.0 | 3,990.7 | 4,045.2 | 4,117.7 | 4,178.0 | 4,244      |
|                       | Residential loans | 3,053.4                                      | 3,108.0 | 3,254.7 | 3,383.2 | 3,496.1 | 3,600.1 | 3,645.0 | 3,702.1 | 3,772.3 | 3,835.0 | 3,909   |            |
|                       |                   | Housing loans                                | 1,998.6 | 2,030.3 | 2,147.8 | 2,254.1 | 2,339.0 | 2,422.3 | 2,463.8 | 2,508.6 | 2,558.2 | 2,604.4 | 2,656      |
|                       |                   | Apartment loans                              | 1,054.7 | 1,077.6 | 1,106.9 | 1,129.1 | 1,157.0 | 1,177.7 | 1,181.1 | 1,193.4 | 1,214.0 | 1,230.6 | 1,252      |
|                       |                   | Other individual loans                       | 327.4   | 334.2   | 337.1   | 340.7   | 348.0   | 349.9   | 345.7   | 343.0   | 345.4   | 343.0   | 335        |
| Loa                   | ns(ov             | verseas branches)                            | _       | _       | _       | _       | _       | _       | _       | 6.7     | 7.2     | 7.8     | 8          |
|                       |                   |  |         |         |         |         |         |         |         |         |         |         |            |
| sing<br><u>uritiz</u> |                   | (includes portion                            | 2,192.6 | 2,301.4 | 2,417.0 | 2,524.7 | 2,609.0 | 2,679.8 | 2,708.5 | 2,741.3 | 2,777.4 | 2,824.9 | 2,863      |
|                       | tion s            | securitized                                  | 194.0   | 271.0   | 269.1   | 270.6   | 269.9   | 257.4   | 244.6   | 232.6   | 219.1   | 220.5   | 206        |
|                       |                   |  |         |         |         |         |         |         |         |         |         |         |            |
|                       |                   | nagawa Prefecture                            | 6,415.8 | 6,428.7 | 6,608.4 | 6,669.0 | 6,810.1 | 6,931.2 | 6,792.6 | 6,672.2 | 6,760.4 | 6,726.9 | 6,834.     |
|                       | ns to s<br>nesses | small and medium-sized<br>s, etc             | 5,643.1 | 5,685.6 | 5,809.3 | 5,851.7 | 5,921.8 | 5,989.0 | 5,937.2 | 5,869.6 | 5,971.1 | 5,973.5 | 6,083.     |
|                       |                   |  |         |         |         |         |         |         |         |         |         |         |            |

(Note)Loans to public sectors include the loans to Deposit Insurance Corporation, etc.

### Loans by Business Sector(Outstanding Balance)

Loans by Business Sector < Outstanding Balance >

(Non-consolidated) (JPY Bn) Mar-08 Mar-09 Sep-06 Mar-07 Sep-07 Sep-08 share share share share share share 900.9 11.1% 914.5 11.3% 946.1 11.2% 912.6 10.69 972.5 11.1% 1,021.6 11.39 Manufacturing Agriculture, Forestry, Fishery and Mining 16.1 0.2% 0.2% 0.2% 293.8 313.6 312.8 324.5 309.6 3.6% 3.9% 3.7% 3.8% 314.3 3.6% Construction 3.4% Electric power,gas,heat supply and water supply 12.2 0.2% 0.2% IT and telecommunication 62.3 0.8% 72.0 0.9% 68.9 73.3 0.9% 77.1 0.9% 70.9 0.8% 349.5 341.8 350.7 377.9 4.3% 341.1 4.2% 4.0% 4.1% 358.4 4.1% 4.2% Transportation 706.5 Wholesale and retail 679.3 8.4% 674.9 8.3% 8.4% 698.3 8.1% 727.3 8.3% 737.5 8.2% 368.0 4.5% 231.5 279.8 3.3% 298. 3.5% 265.9 3.0% 306.2 Finance and insurance Real estate 1,079.8 13.3% 1,104.8 13.6% 1,139.4 1,129.9 13.2% 1,109.0 12.6% 1,066.8 952.1 926.8 967.5 Services 905.3 11.1% 909.5 11.2% 11.3% 10.8% 958.5 10.9% 10.7% 82.4 80.2 79.1 109.7 160.0 1.0% 1.0% 0.9% 1.3% 131.5 1.5% 1.8% Local governments

3,593.0

8.447.7 100.0%

42.4%

42.5%

3,725.4

8.578.9

43.4%

3,846.8

|   |         |        |         |        |         |        |         |        | (JF     | γY Bn) |
|---|---------|--------|---------|--------|---------|--------|---------|--------|---------|--------|
|   | Sep     | -09    | Mar     | -10    | Sep     | -10    | Mar     | -11    | Sep     | -11    |
|   |         | share  |
| Manufacturing   | 1,020.9 | 11.7%  | 948.6   | 11.1%  | 940.4   | 10.9%  | 928.0   | 10.7%  | 966.7   | 11.0%  |
| Agriculture,Forestry,Fishery,Mining and quarrying of stone and gravel | 15.3    | 0.2%   | 14.2    | 0.2%   | 14.9    | 0.2%   | 16.0    | 0.2%   | 16.4    | 0.2%   |
| Construction  | 275.3   | 3.2%   | 262.2   | 3.1%   | 258.7   | 3.0%   | 266.8   | 3.1%   | 260.8   | 3.0%   |
| Electric power,gas,heat supply and water supply                       | 13.7    | 0.2%   | 14.4    | 0.2%   | 14.1    | 0.2%   | 14.4    | 0.2%   | 14.4    | 0.2%   |
| IT and telecommunication  | 67.0    | 0.8%   | 62.3    | 0.7%   | 61.5    | 0.7%   | 60.6    | 0.7%   | 58.1    | 0.7%   |
| Transport and postal activities                                       | 373.6   | 4.3%   | 359.6   | 4.2%   | 355.5   | 4.1%   | 350.2   | 4.1%   | 347.6   | 4.0%   |
| Wholesale and retail  | 702.1   | 8.0%   | 680.6   | 8.0%   | 705.5   | 8.2%   | 716.7   | 8.3%   | 717.9   | 8.2%   |
| Finance and insurance   | 250.6   | 2.9%   | 228.7   | 2.7%   | 224.2   | 2.6%   | 217.9   | 2.5%   | 219.1   | 2.5%   |
| Real estate and goods rental and leasing                              | 2,360.4 | 27.0%  | 2,272.6 | 26.7%  | 2,295.9 | 26.6%  | 2,270.6 | 26.3%  | 2,307.2 | 26.3%  |
| Other Services  | 727.3   | 8.3%   | 697.2   | 8.2%   | 734.7   | 8.5%   | 693.7   | 8.0%   | 714.4   | 8.2%   |
| Local governments   | 111.0   | 1.3%   | 116.6   | 1.4%   | 101.0   | 1.2%   | 126.3   | 1.5%   | 119.2   | 1.4%   |
| Others  | 2,819.8 | 32.3%  | 2,861.3 | 33.6%  | 2,922.0 | 33.9%  | 2,974.5 | 34.4%  | 3,018.0 | 34.5%  |
| Total   | 8,737.5 | 100.0% | 8,518.9 | 100.0% | 8,629.0 | 100.0% | 8,636.3 | 100.0% | 8,760.3 | 100.0% |

Breakdown of Real Estate Sector < Outstanding Balance >

3,382.8

3,443.5

41.6%

8.133.1 100.0% 8.114.4 100.0%

(JPY Bn)

|      |                              | Sep-    | -06    | Mar-    | -07    | Sep     | -07    | Mar     | -08    | Sep-    | -08    | Mar-    | -09    | Sep   | -09    | Mar   | -10    | Sep   | -10    | Ma    | ~11    | Sep   | o−11   |
|------|------------------------------|---------|--------|---------|--------|---------|--------|---------|--------|---------|--------|---------|--------|-------|--------|-------|--------|-------|--------|-------|--------|-------|--------|
|      |                              |         | share  |       | share  |       | share  |       | share  |       | share  |       | share  |
| bus  | iness of real property       | 359.0   | 33.2%  | 369.1   | 33.4%  | 365.9   | 32.1%  | 374.4   | 33.1%  | 381.5   | 34.4%  | 385.2   | 36.1%  | 376.9 | 39.5%  | 362.9 | 41.8%  | 366.9 | 42.0%  | 385.7 | 46.9%  | 406.6 | 47.7%  |
|      | Lease of real property       | 284.6   | 26.4%  | 290.0   | 26.2%  | 291.5   | 25.6%  | 298.9   | 26.5%  | 308.0   | 27.8%  | 310.2   | 29.1%  | 301.5 | 31.6%  | 288.2 | 33.2%  | 291.1 | 33.3%  | 307.9 | 37.4%  | 317.3 | 37.2%  |
|      | Maintenance of real property | 74.4    | 6.9%   | 79.0    | 7.2%   | 74.4    | 6.5%   | 75.5    | 6.7%   | 73.4    | 6.6%   | 74.9    | 7.0%   | 75.4  | 7.9%   | 74.6  | 8.6%   | 75.8  | 8.7%   | 77.8  | 9.5%   | 89.3  | 10.5%  |
| Rea  | estate dealing business      | 436.2   | 40.4%  | 464.1   | 42.0%  | 530.0   | 46.5%  | 532.2   | 47.1%  | 491.9   | 44.4%  | 411.9   | 38.6%  | 322.8 | 33.8%  | 257.5 | 29.6%  | 241.3 | 27.6%  | 232.4 | 28.2%  | 241.9 | 28.4%  |
|      | Real estate agency business  | 25.0    | 2.3%   | 26.5    | 2.4%   | 23.7    | 2.1%   | 24.9    | 2.2%   | 22.1    | 2.0%   | 20.2    | 1.9%   | 18.5  | 1.9%   | 14.8  | 1.7%   | 15.6  | 1.8%   | 16.6  | 2.0%   | 20.2  | 2.4%   |
|      | Built-for-sale housing and   |         |        |         |        |         |        |         |        |         |        |         |        |       |        |       |        |       |        |       |        |       |        |
|      | land agency business         | 411.1   | 38.1%  | 437.6   | 39.6%  | 506.2   | 44.4%  | 507.2   | 44.9%  | 469.7   | 42.4%  | 391.6   | 36.7%  | 304.3 | 31.9%  | 242.7 | 27.9%  | 225.7 | 25.8%  | 215.8 | 26.2%  | 221.7 | 26.0%  |
| Oth  | ers                          | 46.9    | 4.3%   | 47.8    | 4.3%   | 48.7    | 4.3%   | 51.3    | 4.5%   | 58.7    | 5.3%   | 61.1    | 5.7%   | 62.4  | 6.5%   | 76.2  | 8.8%   | 85.7  | 9.8%   | 85.8  | 10.4%  | 77.2  | 9.1%   |
| Pre  | ectural Housing Corporations | 237.6   | 22.0%  | 223.7   | 20.2%  | 194.6   | 17.1%  | 171.9   | 15.2%  | 176.9   | 16.0%  | 208.5   | 19.5%  | 193.0 | 20.2%  | 172.0 | 19.8%  | 179.5 | 20.5%  | 119.2 | 14.5%  | 125.9 | 14.8%  |
| Tota | ıl                           | 1,079.8 | 100.0% | 1,104.8 | 100.0% | 1,139.4 | 100.0% | 1,129.9 | 100.0% | 1,109.0 | 100.0% | 1,066.8 | 100.0% | 955.3 | 100.0% | 868.8 | 100.0% | 873.6 | 100.0% | 823.1 | 100.0% | 851.9 | 100.0% |

3,960.4

100.0% 9.008.3 100.0%

44.0%

43.8%

(Note)Apartment loans are excluded from total

Total

# Loans(Average Balance & yield)

Loans <Average Balance>

[Non-consolidated basis]

(JPY Bn)

|         |                              |  | FY06        |            |           | FY07        |          |          | FY08    |          |          | FY09    |          |          | FY10    |          |          | FY11     |
|---------|------------------------------|--|-------------|------------|-----------|-------------|----------|----------|---------|----------|----------|---------|----------|----------|---------|----------|----------|----------|
|         |                              |  |             | 1st Half   | 2nd Half  |             | 1st Half | 2nd Half |         | 1st Half | 2nd Half |         | 1st Half | 2nd Half |         | 1st Half | 2nd Half | 1st Half |
| Loans   |                              |  | 8,206.5     | 8,246.6    | 8,166.1   | 8,415.8     | 8,250.1  | 8,581.4  | 8,845.5 | 8,724.2  | 8,967.6  | 8,778.7 | 8,882.2  | 8,674.6  | 8,557.4 | 8,524.4  | 8,590.5  | 8,647.7  |
| J       | OM ac                        | count  | _           | -          | -         | 1           | -        | _        | l       | ı        | -        | ı       | l        | ı        | 1       | ı        | 1        | _        |
| L       | ans(d                        | omestic branches)                            | 8,206.5     | 8,246.6    | 8,166.1   | 8,415.8     | 8,250.1  | 8,581.4  | 8,845.5 | 8,724.2  | 8,967.6  | 8,776.6 | 8,882.2  | 8,670.4  | 8,550.4 | 8,518.0  | 8,583.0  | 8,639.9  |
|         |                              | ns to public sectors                         | 283.2       | 401.1      | 164.5     | 92.5        | 97.9     | 87.1     | 152.7   | 137.1    | 168.4    | 135.3   | 142.3    | 128.2    | 128.2   | 123.7    | 132.6    | 155.7    |
|         | busin                        | s to large & medium sized<br>lesses          | 1,404.1     | 1,375.5    | 1,432.8   | 1,537.2     | 1,491.2  | 1,583.1  | 1,659.5 | 1,608.9  | 1,710.5  | 1,605.5 | 1,661.3  | 1,549.3  | 1,444.3 | 1,450.5  | 1,438.1  | 1,444.8  |
|         |                              | s to small and medium-sized<br>lesses, etc   | 6,519.1     | 6,469.8    | 6,568.7   | 6,786.0     | 6,660.9  | 6,911.0  | 7,033.2 | 6,978.1  | 7,088.6  | 7,035.7 | 7,078.5  | 6,992.8  | 6,977.8 | 6,943.6  | 7,012.2  | 7,039.4  |
|         |                              | Loans to small and medium-sized pusinesses   | 3,148.1     | 3,129.1    | 3,167.2   | 3,218.4     | 3,166.1  | 3,270.7  | 3,201.0 | 3,206.9  | 3,195.0  | 3,048.7 | 3,112.4  | 2,984.8  | 2,881.0 | 2,881.3  | 2,880.7  | 2,841.1  |
|         | I                            | ndividuals                                   | 3,371.0     | 3,340.7    | 3,401.5   | 3,567.5     | 3,494.8  | 3,640.3  | 3,832.1 | 3,771.1  | 3,893.5  | 3,986.9 | 3,966.1  | 4,007.9  | 4,096.8 | 4,062.3  | 4,131.4  | 4,198.2  |
|         |                              | Residential loans                            | 3,045.6     | 3,017.4    | 3,074.0   | 3,233.2     | 3,162.4  | 3,304.0  | 3,486.3 | 3,427.9  | 3,545.1  | 3,641.9 | 3,619.7  | 3,664.2  | 3,754.6 | 3,720.2  | 3,789.2  | 3,859.9  |
|         |                              | Housing loans                                | 1,997.0     | 1,977.6    | 2,016.4   | 2,135.7     | 2,078.9  | 2,192.5  | 2,336.3 | 2,289.9  | 2,383.0  | 2,462.0 | 2,444.0  | 2,480.0  | 2,548.4 | 2,526.3  | 2,570.6  | 2,623.7  |
|         |                              | Apartment loans                              | 1,048.6     | 1,039.8    | 1,057.5   | 1,097.5     | 1,083.4  | 1,111.5  | 1,149.9 | 1,137.9  | 1,162.1  | 1,179.8 | 1,175.6  | 1,184.1  | 1,206.1 | 1,193.8  | 1,218.6  | 1,236.1  |
|         |                              | Other individual loans                       | 325.4       | 323.3      | 327.4     | 334.3       | 332.4    | 336.2    | 345.8   | 343.2    | 348.3    | 345.0   | 346.3    | 343.7    | 342.1   | 342.1    | 342.1    | 338.3    |
| L       | ans(o                        | verseas branches)                            | -           | _          | -         | -           | -        | _        | _       | -        | _        | 2.0     | _        | 4.1      | 6.9     | 6.4      | 7.5      | 7.8      |
|         |                              |  |             |            |           |             |          |          |         |          |          |         |          |          |         |          |          |          |
| etc.    |                              | and medium-sized businesses,                 | 79.4%       | 78.4%      | 80.4%     | 80.6%       | 80.7%    | 80.5%    | 79.5%   | 79.9%    | 79.0%    | 80.1%   | 79.6%    | 80.6%    | 81.6%   | 81.5%    | 81.7%    | 81.4%    |
| (No     | e) Ra                        | atio of small and medium-                    | to loans in | n domestic | branches( | average bal | ance)    |          |         |          |          |         |          |          |         |          |          |          |
| (includ | es inte                      | and bills discounted<br>rnational operation) | 1.95%       | 1.86%      | 2.04%     | 2.19%       | 2.17%    | 2.22%    | 2.16%   | 2.18%    | 2.13%    | 1.96%   | 1.99%    | 1.93%    | 1.84%   | 1.87%    | 1.81%    | 1.75%    |
|         | n loans<br>stics) (N         | and bills discounted<br>Note)                | 1.94%       | 1.86%      | 2.03%     | 2.19%       | 2.16%    | 2.22%    | 2.15%   | 2.18%    | 2.13%    | 1.96%   | 1.99%    | 1.93%    | 1.84%   | 1.87%    | 1.82%    | 1.75%    |
| L       | oans to corporate 1.86% 1.78 |  |             | 1.78%      | 1.94%     | 2.10%       | 2.08%    | 2.13%    | 2.02%   | 2.07%    | 1.97%    | 1.81%   | 1.82%    | 1.80%    | 1.72%   | 1.74%    | 1.70%    | 1.63%    |
| L       | ans to                       | o individuals                                | 2.18%       | 2.13%      | 2.22%     | 2.37%       | 2.34%    | 2.41%    | 2.38%   | 2.38%    | 2.38%    | 2.17%   | 2.23%    | 2.10%    | 2.01%   | 2.04%    | 1.98%    | 1.92%    |

(Note)Loans from domestic operations represents yen denominated loans in domestic branches.

(Note)Loans to public sectors include the loans to Deposit Insurance Corporation, etc.

# **Deposit(Outstanding Balance)**

Deposits (Outstanding Balance)

[Non-consolidated basis]
(JPY Bn)

|                                     |         |         |         |         |         |          |          |          |          |          | (JPT D |
|-------------------------------------|---------|---------|---------|---------|---------|----------|----------|----------|----------|----------|--------|
|                                     | Sep-06  | Mar-07  | Sep-07  | Mar-08  | Sep-08  | Mar-09   | Sep-09   | Mar-10   | Sep-10   | Mar-11   | Sep-1  |
| osits                               | 9,300.3 | 9,827.0 | 9,654.9 | 9,996.8 | 9,819.2 | 10,175.0 | 10,028.1 | 10,448.3 | 10,298.4 | 10,753.1 | 10,43  |
| JOM account                         | 2.3     | _       | _       | 7.2     | 1.8     | 6.8      | 2.2      | 4.6      | 0.0      | 7.4      |        |
| Deposits(domestic branches)         | 9,297.9 | 9,827.0 | 9,654.9 | 9,989.6 | 9,817.3 | 10,168.1 | 10,025.9 | 10,442.8 | 10,297.6 | 10,745.5 | 10,43  |
| Liquid deposits in yen              | 6,172.0 | 6,663.3 | 6,282.2 | 6,601.1 | 6,274.0 | 6,643.9  | 6,419.5  | 6,907.5  | 6,675.9  | 7,266.1  | 6,96   |
| Fixed deposits in yen               | 3,055.8 | 3,098.4 | 3,236.8 | 3,295.2 | 3,481.1 | 3,433.7  | 3,485.9  | 3,411.5  | 3,435.8  | 3,335.2  | 3,33   |
| Foreign currency deposits           | 70.0    | 65.2    | 135.8   | 93.2    | 62.1    | 90.5     | 120.3    | 123.8    | 185.8    | 144.1    | 14     |
| Deposit from corporate              | 1,785.7 | 1,908.6 | 1,883.2 | 1,830.3 | 1,781.6 | 1,854.0  | 1,889.7  | 1,897.8  | 1,914.8  | 1,999.2  | 2,00   |
| Liquid deposits in yen              | 1,458.2 | 1,562.9 | 1,512.6 | 1,450.2 | 1,397.2 | 1,451.5  | 1,491.5  | 1,495.5  | 1,525.6  | 1,607.5  | 1,5    |
| Fixed deposits in yen               | 318.1   | 337.0   | 360.7   | 368.7   | 373.5   | 389.2    | 382.5    | 385.9    | 369.9    | 373.3    | 3      |
| Foreign currency deposits           | 9.2     | 8.6     | 9.7     | 11.3    | 10.7    | 13.1     | 15.6     | 16.3     | 19.2     | 18.2     |        |
| Deposit from individuals            | 7,178.6 | 7,325.8 | 7,442.0 | 7,559.0 | 7,650.4 | 7,709.4  | 7,724.9  | 7,800.2  | 7,845.4  | 7,971.5  | 8,0    |
| Liquid deposits in yen              | 4,420.9 | 4,544.3 | 4,569.4 | 4,634.3 | 4,591.8 | 4,645.7  | 4,634.4  | 4,750.0  | 4,768.6  | 4,974.7  | 5,0    |
| Fixed deposits in yen               | 2,718.0 | 2,748.0 | 2,840.7 | 2,884.2 | 3,019.1 | 3,017.0  | 3,044.5  | 3,002.4  | 3,029.1  | 2,940.8  | 2,9    |
| Foreign currency deposits           | 39.6    | 33.4    | 31.9    | 40.4    | 39.5    | 46.6     | 45.8     | 47.7     | 47.6     | 55.9     |        |
| Deposit from local public           | 258.4   | 496.0   | 243.3   | 474.4   | 265.5   | 492.6    | 278.5    | 625.4    | 454.1    | 682.6    | 2      |
| Liquid deposits in yen              | 227.1   | 470.1   | 125.5   | 403.7   | 180.4   | 451.0    | 177.8    | 560.4    | 317.0    | 610.8    | 20     |
| Fixed deposits in yen               | 10.1    | 2.7     | 23.6    | 29.2    | 73.3    | 10.8     | 41.9     | 5.2      | 18.1     | 1.8      |        |
| Foreign currency deposits           | 21.1    | 23.1    | 94.1    | 41.4    | 11.7    | 30.7     | 58.7     | 59.7     | 118.9    | 69.9     |        |
| Deposit from Financial Institutions | 75.1    | 96.4    | 86.3    | 125.7   | 119.6   | 112.0    | 132.6    | 119.4    | 83.2     | 92.0     | Ç      |
| Liquid deposits in yen              | 65.6    | 85.9    | 74.5    | 112.7   | 104.5   | 95.5     | 115.6    | 101.5    | 64.5     | 72.8     |        |
| Fixed deposits in yen               | 9.5     | 10.5    | 11.7    | 12.9    | 15.1    | 16.4     | 17.0     | 17.8     | 18.6     | 19.1     |        |
| Foreign currency deposits           | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |        |
| eposits(overseas branches)          | _       | _       | _       | _       | _       | _        | _        | 0.7      | 0.6      | 0.1      |        |
| site in Kananana Duefast            | 0.0040  | 0.000 5 | 0.000.7 | 0.004 5 | 0.000.0 | 0.400.0  | 0.000.7  | 0.071.4  | 0.550.0  | 0.000.5  | 0.0    |
| sits in Kanagawa Prefecture         | 8,624.3 | 9,098.5 | 8,902.7 | 9,231.5 | 9,090.8 | 9,432.0  | 9,232.7  | 9,671.4  | 9,553.8  | 9,963.5  | 9,66   |

<sup>\*\*</sup>Liquid deposits in yen=Current deposits+Ordinary deposits+Savings deposits+Deposits at notice+Miscellaneous deposits

+Tax payment deposits (excluding NCD, including non-resident deposits in yen)

<sup>\*</sup>Fixed deposits in yen=Time deposits (including non-resident deposits in yen)

# **Deposit(Average Balance & Yield)**

Deposits <Average Balance>

(Non-consolidated basis)

(JPY Bn)

|                                     | EY06    |          |          |         |          |          |         |          |          |          |          |          |          |          |          | (JPT DII) |
|-------------------------------------|---------|----------|----------|---------|----------|----------|---------|----------|----------|----------|----------|----------|----------|----------|----------|-----------|
|                                     | FY06    |          |          | FY07    |          |          | FY08    |          |          | FY09     |          |          | FY10     |          |          | FY11      |
|                                     |         | 1st Half | 2nd Half |         | 1st Half | 2nd Half |         | 1st Half | 2nd Half |          | 1st Half | 2nd Half |          | 1st Half | 2nd Half | 1st Half  |
| Deposits                            | 9,358.8 | 9,333.3  | 9,384.5  | 9,712.9 | 9,653.7  | 9,772.1  | 9,913.4 | 9,915.7  | 9,911.0  | 10,141.8 | 10,160.1 | 10,123.4 | 10,338.6 | 10,309.4 | 10,367.9 | 10,554.9  |
| JOM account                         | 1.4     | 0.9      | 1.8      | 5.8     | 6.9      | 4.6      | 4.6     | 2.5      | 6.7      | 3.6      | 2.9      | 4.3      | 5.0      | 8.6      | 1.2      | 0.6       |
| Deposits(domestic branches)         | 9,357.4 | 9,332.3  | 9,382.7  | 9,707.1 | 9,646.7  | 9,767.5  | 9,908.7 | 9,913.2  | 9,904.3  | 10,137.9 | 10,157.2 | 10,118.5 | 10,333.1 | 10,300.2 | 10,366.1 | 10,554.0  |
| Liquid deposits in yen              | 6,214.1 | 6,210.1  | 6,218.0  | 6,344.2 | 6,353.1  | 6,335.3  | 6,346.0 | 6,384.2  | 6,307.7  | 6,488.0  | 6,495.7  | 6,480.2  | 6,746.2  | 6,707.7  | 6,784.9  | 6,981.9   |
| Fixed deposits in yen               | 3,052.5 | 3,023.1  | 3,082.0  | 3,229.7 | 3,181.3  | 3,278.0  | 3,448.7 | 3,405.9  | 3,491.8  | 3,494.3  | 3,495.2  | 3,493.4  | 3,407.9  | 3,428.5  | 3,387.2  | 3,361.5   |
| Foreign currency deposits           | 90.8    | 99.0     | 82.5     | 133.1   | 112.1    | 154.0    | 113.9   | 123.0    | 104.7    | 155.5    | 166.1    | 144.8    | 178.8    | 163.9    | 193.9    | 210.5     |
| Deposit from corporate              | 1,791.0 | 1,797.6  | 1,784.4  | 1,854.4 | 1,867.0  | 1,841.8  | 1,830.9 | 1,855.5  | 1,806.2  | 1,911.7  | 1,916.4  | 1,907.1  | 1,923.7  | 1,922.5  | 1,925.0  | 1,995.4   |
| Liquid deposits in yen              | 1,465.1 | 1,483.9  | 1,446.1  | 1,484.2 | 1,503.0  | 1,465.4  | 1,440.9 | 1,468.3  | 1,413.3  | 1,506.1  | 1,509.0  | 1,503.2  | 1,526.6  | 1,524.4  | 1,528.8  | 1,590.6   |
| Fixed deposits in yen               | 315.6   | 303.0    | 328.2    | 358.9   | 354.2    | 363.5    | 374.1   | 369.3    | 378.9    | 389.9    | 393.2    | 386.5    | 378.4    | 380.5    | 376.3    | 384.3     |
| Foreign currency deposits           | 10.3    | 10.5     | 10.0     | 11.3    | 9.8      | 13.1     | 15.9    | 17.9     | 13.8     | 15.7     | 14.1     | 17.3     | 18.7     | 17.6     | 19.8     | 20.4      |
| Deposit from individuals            | 7,224.7 | 7,171.7  | 7,278.0  | 7,474.7 | 7,408.3  | 7,541.1  | 7,684.0 | 7,655.5  | 7,712.7  | 7,782.2  | 7,768.9  | 7,795.6  | 7,903.7  | 7,875.5  | 7,932.0  | 8,074.5   |
| Liquid deposits in yen              | 4,465.2 | 4,425.8  | 4,504.9  | 4,603.4 | 4,574.7  | 4,632.1  | 4,638.0 | 4,645.9  | 4,630.0  | 4,697.3  | 4,674.1  | 4,720.6  | 4,853.4  | 4,808.6  | 4,898.4  | 5,070.0   |
| Fixed deposits in yen               | 2,721.4 | 2,705.6  | 2,737.2  | 2,837.7 | 2,801.4  | 2,874.0  | 3,003.1 | 2,967.7  | 3,038.7  | 3,038.4  | 3,048.2  | 3,028.6  | 3,002.0  | 3,020.7  | 2,983.3  | 2,949.8   |
| Foreign currency deposits           | 38.0    | 40.2     | 35.8     | 33.5    | 32.1     | 34.9     | 42.8    | 41.7     | 43.9     | 46.4     | 46.5     | 46.2     | 48.1     | 46.0     | 50.2     | 54.6      |
| Deposit from local public           | 265.4   | 282.2    | 248.5    | 295.4   | 287.6    | 303.3    | 318.4   | 326.1    | 310.7    | 370.2    | 396.3    | 343.9    | 434.2    | 429.5    | 439.0    | 413.5     |
| Liquid deposits in yen              | 217.0   | 228.5    | 205.4    | 185.9   | 203.0    | 168.8    | 206.7   | 207.9    | 205.4    | 228.1    | 253.8    | 202.2    | 313.4    | 320.2    | 306.5    | 270.0     |
| Fixed deposits in yen               | 5.9     | 5.4      | 6.4      | 21.2    | 14.3     | 28.0     | 56.5    | 54.8     | 58.2     | 48.7     | 36.9     | 60.5     | 8.8      | 9.0      | 8.6      | 8.0       |
| Foreign currency deposits           | 42.4    | 48.2     | 36.6     | 88.2    | 70.2     | 106.3    | 55.1    | 63.3     | 46.9     | 93.3     | 105.4    | 81.1     | 111.9    | 100.1    | 123.7    | 135.4     |
| Deposit from Financial Institutions | 76.2    | 80.7     | 71.6     | 82.4    | 83.6     | 81.2     | 75.3    | 75.9     | 74.6     | 73.6     | 75.5     | 71.8     | 71.3     | 72.6     | 70.0     | 70.5      |
| Liquid deposits in yen              | 66.6    | 71.7     | 61.5     | 70.6    | 72.3     | 68.8     | 60.4    | 62.0     | 58.8     | 56.4     | 58.7     | 54.1     | 52.7     | 54.3     | 51.1     | 51.2      |
| Fixed deposits in yen               | 9.5     | 8.9      | 10.0     | 11.8    | 11.2     | 12.3     | 14.8    | 13.9     | 15.7     | 17.2     | 16.7     | 17.6     | 18.5     | 18.2     | 18.9     | 19.3      |
| Foreign currency deposits           | 0.0     | 0.0      | 0.0      | 0.0     | 0.0      | 0.0      | 0.0     | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0       |
| Deposits(overseas branches)         | -       | _        | -        | _       | _        | _        | _       | _        | -        | 0.2      | _        | 0.5      | 0.4      | 0.4      | 0.4      | 0.2       |
| Yield on deposits                   |         |          |          |         |          |          |         |          |          |          |          |          |          |          |          |           |
| (includes international operation)  | 0.12%   | 0.08%    | 0.16%    | 0.27%   | 0.26%    | 0.29%    | 0.22%   | 0.27%    | 0.18%    | 0.12%    | 0.13%    | 0.11%    | 0.07%    | 0.09%    | 0.06%    | 0.06%     |
| Yield on deposits (domestics)       | 0.09%   | 0.04%    | 0.13%    | 0.22%   | 0.21%    | 0.23%    | 0.21%   | 0.24%    | 0.17%    | 0.12%    | 0.13%    | 0.11%    | 0.07%    | 0.08%    | 0.06%    | 0.05%     |
| Liquid deposits                     | 0.06%   | 0.03%    | 0.10%    | 0.17%   | 0.17%    | 0.17%    | 0.12%   | 0.17%    | 0.07%    | 0.03%    | 0.03%    | 0.03%    | 0.02%    | 0.02%    | 0.01%    | 0.01%     |
| Fixed deposits                      | 0.13%   | 0.07%    | 0.19%    | 0.31%   | 0.29%    | 0.34%    | 0.36%   | 0.38%    | 0.35%    | 0.28%    | 0.32%    | 0.25%    | 0.17%    | 0.19%    | 0.15%    | 0.14%     |

<sup>\*\*</sup>Liquid deposits in yen=Current deposits+Ordinary deposits+Savings deposits+Deposits at notice+Miscellaneous deposits +Tax payment deposits (excluding NCD, including non-resident deposits in yen)

<sup>\*</sup>Fixed deposits in yen=Time deposits (including non-resident deposits in yen)

XYield on deposits(domestics) does not include non-resident deposits in yen.

# Securities (Outstanding & Average Balance, Yield)

Securities Balance and Yield basis [Non-consolidated basis]

(JPY Bn)

|      |   |             |          |                   |          |                   |          |                   |          |                   |          |                   | (JPY Bn) |
|------|---|-------------|----------|-------------------|----------|-------------------|----------|-------------------|----------|-------------------|----------|-------------------|----------|
|      |   |             | Sep-06   | Mar-07            | Sep-07   | Mar-08            | Sep-08   | Mar-09            | Sep-09   | Mar-10            | Sep-10   | Mar-11            | Sep-11   |
|      |   |             | 1st Half | Annual<br>Average | 1st Half |
| Secu | rities  | Outstanding | 1,307.0  | 1,668.0           | 1,413.1  | 1,410.9           | 1,249.7  | 1,357.9           | 1,466.4  | 1,750.4           | 1,822.0  | 2,004.0           | 2,011.5  |
|      |   | Average     | 1,195.5  | 1,286.2           | 1,445.4  | 1,390.0           | 1,375.0  | 1,383.8           | 1,422.6  | 1,510.5           | 1,741.9  | 1,845.6           | 2,080.3  |
| N    | ational government bonds                      | Outstanding | 533.0    | 770.1             | 544.7    | 593.8             | 447.8    | 519.6             | 643.5    | 735.1             | 751.4    | 764.4             | 729.8    |
|      |   | Average     | 484.6    | 569.2             | 647.4    | 591.2             | 581.5    | 555.9             | 593.7    | 649.6             | 704.1    | 741.3             | 808.8    |
| L    | ocal government bonds                         | Outstanding | 71.3     | 68.4              | 88.0     | 77.7              | 110.9    | 183.0             | 196.0    | 293.5             | 315.8    | 291.6             | 270.7    |
|      |   | Average     | 79.7     | 76.8              | 86.3     | 87.5              | 89.3     | 120.0             | 187.7    | 212.8             | 310.2    | 307.0             | 283.2    |
| С    | orporate bonds                                | Outstanding | 360.5    | 458.6             | 447.2    | 465.9             | 443.9    | 444.7             | 415.9    | 500.7             | 551.2    | 740.6             | 816.2    |
|      |   | Average     | 377.7    | 383.8             | 453.2    | 459.5             | 456.9    | 459.6             | 429.7    | 442.3             | 529.5    | 596.1             | 790.8    |
| S    | tocks   | Outstanding | 256.0    | 277.8             | 259.9    | 206.5             | 178.3    | 151.8             | 159.2    | 164.1             | 146.0    | 144.5             | 140.8    |
|      |   | Average     | 170.5    | 168.7             | 168.7    | 170.9             | 172.4    | 173.9             | 151.0    | 147.1             | 140.8    | 140.1             | 136.8    |
| С    | ther securities                               | Outstanding | 86.1     | 92.8              | 73.2     | 66.8              | 68.7     | 58.6              | 51.6     | 56.8              | 57.3     | 62.7              | 53.8     |
|      |   | Average     | 82.8     | 87.5              | 89.6     | 80.7              | 74.7     | 74.1              | 60.3     | 58.5              | 57.2     | 60.9              | 60.6     |
|      | Foreign bonds                                 | Outstanding | 57.1     | 49.5              | 21.2     | 21.7              | 23.6     | 22.8              | 21.4     | 27.5              | 28.1     | 35.9              | 30.0     |
|      | Foreign bonds                                 | Average     | 59.0     | 57.3              | 42.2     | 30.6              | 23.2     | 22.9              | 22.4     | 22.9              | 27.3     | 30.1              | 33.8     |
|      | Foreign stocks                                | Outstanding | 1.0      | 1.0               | 1.0      | 1.0               | 1.0      | 1.0               | 1.0      | 1.0               | 1.0      | 1.0               | 1.0      |
|      | Foreign stocks                                | Average     | 1.0      | 1.0               | 1.0      | 1.0               | 1.0      | 1.0               | 1.0      | 1.0               | 1.0      | 1.0               | 1.0      |
|      | on securities<br>des international operation) |             | 1.10%    | 1.12%             | 1.12%    | 1.24%             | 1.25%    | 1.16%             | 1.18%    | 1.18%             | 0.94%    | 0.95%             | 0.88%    |
|      | on securities(domestics)                      |             | 0.98%    | 1.02%             | 1.06%    | 1.20%             | 1.22%    | 1.14%             | 1.18%    | 1.18%             | 0.94%    | 0.95%             | 0.88%    |
| В    | onds  |             | 0.87%    | 0.87%             | 0.96%    | 1.08%             | 1.15%    | 1.07%             | 1.16%    | 1.13%             | 0.89%    | 0.88%             | 0.83%    |
| s    | tocks   |             | 1.62%    | 1.91%             | 1.79%    | 2.04%             | 1.74%    | 1.67%             | 1.30%    | 1.55%             | 1.55%    | 1.78%             | 1.63%    |

⟨Gains and Losses on Valuation of Securities⟩
(JPY Bn)

|    |  | Sep-06 | Mar-07 | Sep-07 | Mar-08 | Sep-08 | Mar-09 | Sep-09 | Mar-10 | Sep-10 | Mar-11 | Sep-11 |
|----|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| He | Id-to-maturity securities(market value)    | -0.8   | -0.3   | -0.1   | 2.1    | 1.1    | 2.4    | 3.9    | 3.9    | 6.9    | 3.6    | 6.5    |
| Αv | ailable-for-sale securities (market value) | 83.6   | 104.1  | 84.5   | 26.2   | 4.5    | -9.0   | 27.6   | 37.9   | 31.7   | 21.2   | 18.1   |
|    | Bonds                                      | -5.2   | -5.4   | -4.5   | -4.7   | 3.0    | 2.2    | 14.3   | 16.7   | 24.8   | 16.2   | 14.4   |
|    | Stocks                                     | 90.9   | 110.6  | 90.1   | 36.0   | 10.2   | -1.4   | 17.3   | 22.9   | 9.0    | 7.0    | 6.2    |
|    | Other Securities                           | -1.9   | -1.0   | -1.1   | -5.0   | -8.6   | -9.8   | -4.0   | -1.7   | -2.1   | -2.0   | -2.5   |

(Note1) Floating-rate Japanese government bonds which BoY held as Available-for-sale securities had been carried on the balance sheet at their reasonably estimated amounts from Sep-08 to Mar-11.

(Note2) Figures from Mar-10 are based on "Accounting standard for financial instruments" (ASBJ statement No.10, 2008/3/10)

# Non-Deposit Products for individuals

Non-Deposit Products < Outstanding Balance>

[Non-consolidated basis]

(JPY Bn)

|  |         |         |         |         |         |         |         |         |         | ,       | (JPT DII) |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|
|  | Sep-06  | Mar-07  | Sep-07  | Mar-08  | Sep-08  | Mar-09  | Sep-09  | Mar-10  | Sep-10  | Mar-11  | Sep-11    |
| Investment trusts  | 402.0   | 450.2   | 495.5   | 441.1   | 438.6   | 336.6   | 425.9   | 465.7   | 445.4   | 469.0   | 414.6     |
| Insurance(Annuity, Whole life )  | 262.1   | 313.2   | 350.1   | 354.7   | 392.8   | 414.2   | 518.3   | 587.6   | 663.0   | 714.9   | 765.2     |
| Foreign Currency Deposits  | 39.6    | 33.4    | 31.9    | 40.4    | 39.5    | 46.6    | 45.8    | 47.7    | 47.6    | 55.9    | 52.7      |
| Public Bonds   | 537.6   | 545.6   | 550.8   | 535.1   | 518.1   | 508.6   | 495.3   | 468.9   | 447.6   | 424.0   | 407.1     |
| Total balance of non-deposit products for individuals(A)               | 1,241.5 | 1,342.4 | 1,428.4 | 1,371.5 | 1,389.2 | 1,306.2 | 1,485.4 | 1,570.0 | 1,603.7 | 1,663.9 | 1,639.7   |
| Individual deposits(deposits in yen)                                   | 7,138.9 | 7,292.3 | 7,410.1 | 7,518.6 | 7,610.9 | 7,662.7 | 7,679.0 | 7,752.4 | 7,797.7 | 7,915.6 | 7,996.3   |
| Total individual deposit assets (B)                                    | 8,380.5 | 8,634.8 | 8,838.5 | 8,890.2 | 9,000.2 | 8,969.0 | 9,164.4 | 9,322.5 | 9,401.5 | 9,579.6 | 9,636.0   |
| Ratio of non-deposit products (A) ÷ (B)                                | 14.8%   | 15.5%   | 16.1%   | 15.4%   | 15.4%   | 14.5%   | 16.2%   | 16.8%   | 17.0%   | 17.3%   | 17.0%     |
| Balance of non-deposit products for individuals(Hamagin TT Securities) | _       | _       | _       | _       | _       | 127.5   | 149.4   | 162.2   | 164.2   | 176.4   | 168.0     |
| Total balance of non-deposit products for individuals (Group total)    | 1,241.5 | 1,342.4 | 1,428.4 | 1,371.5 | 1,389.2 | 1,433.7 | 1,634.8 | 1,732.2 | 1,768.0 | 1,840.4 | 1,807.8   |
| Total individual deposit assets (E) (Group total) $(B)+(C)$            | 8,380.5 | 8,634.8 | 8,838.5 | 8,890.2 | 9,000.2 | 9,096.5 | 9,313.9 | 9,484.7 | 9,565.7 | 9,756.0 | 9,804.1   |
| Ratio of non-deposit products (Group total) (D) $\div$ (E)             | 14.8%   | 15.5%   | 16.1%   | 15.4%   | 15.4%   | 15.7%   | 17.5%   | 18.2%   | 18.4%   | 18.8%   | 18.4%     |

# **Yield & Management Indexes**

|  | FY06     |       | FY07     |       | FY08     |       | FY09     |       | FY10     |       | FY11     |
|--|----------|-------|----------|-------|----------|-------|----------|-------|----------|-------|----------|
|  | 1st Half |       | 1st Half |       | 1st Half |       | 1st Half |       | 1st Half |       | 1st Half |
| Yield on interest-earning assets           | 1.71%    | 1.78% | 1.93%    | 1.99% | 1.99%    | 1.97% | 1.84%    | 1.81% | 1.68%    | 1.65% | 1.55%    |
| Loans and bills discounted                 | 1.86%    | 1.94% | 2.16%    | 2.19% | 2.18%    | 2.15% | 1.99%    | 1.96% | 1.87%    | 1.84% | 1.75%    |
| Securities                                 | 0.98%    | 1.02% | 1.06%    | 1.20% | 1.22%    | 1.14% | 1.18%    | 1.18% | 0.94%    | 0.95% | 0.88%    |
| Yield on interest-bearing liabilities      | 0.06%    | 0.10% | 0.23%    | 0.24% | 0.26%    | 0.23% | 0.16%    | 0.15% | 0.11%    | 0.10% | 0.08%    |
| Deposits                                   | 0.04%    | 0.09% | 0.21%    | 0.22% | 0.24%    | 0.21% | 0.13%    | 0.12% | 0.08%    | 0.07% | 0.05%    |
| External liabilities                       | 0.35%    | 0.34% | 0.48%    | 0.50% | 0.53%    | 0.48% | 1.29%    | 1.11% | 1.48%    | 0.95% | 0.70%    |
| Expenses ratio                             | 0.91%    | 0.93% | 0.94%    | 0.95% | 0.99%    | 0.99% | 0.94%    | 0.95% | 0.93%    | 0.93% | 0.89%    |
| Total funding cost                         | 0.96%    | 1.01% | 1.14%    | 1.17% | 1.22%    | 1.19% | 1.08%    | 1.08% | 1.03%    | 1.01% | 0.95%    |
| Yield spread                               | 1.65%    | 1.68% | 1.70%    | 1.75% | 1.73%    | 1.74% | 1.68%    | 1.66% | 1.57%    | 1.55% | 1.47%    |
| Interest margin between loans and deposits | 0.90%    | 0.92% | 1.00%    | 1.00% | 0.93%    | 0.94% | 0.92%    | 0.89% | 0.85%    | 0.84% | 0.80%    |
| Net interest margin                        | 0.75%    | 0.77% | 0.79%    | 0.82% | 0.77%    | 0.78% | 0.76%    | 0.73% | 0.65%    | 0.64% | 0.60%    |

| Management Indexes | [Non-consolidated] |
|--------------------|--------------------|
| Management indexes | [Non consolidated] |

|     | FY06     |        | FY07     |        | FY08     |        | FY09     |        | FY10     |        | FY11     |
|-----|----------|--------|----------|--------|----------|--------|----------|--------|----------|--------|----------|
|     | 1st Half |        | 1st Half |        | 1st Half |        | 1st Half |        | 1st Half |        | 1st Half |
| OHR | 43.13%   | 42.56% | 43.26%   | 43.32% | 45.57%   | 45.94% | 46.43%   | 47.16% | 48.07%   | 48.13% | 48.27%   |
| EPS | ¥22.32   | ¥47.06 | ¥24.57   | ¥48.21 | ¥11.71   | ¥6.34  | ¥9.69    | ¥22.79 | ¥14.98   | ¥33.42 | ¥18.06   |
| ROA | 0.60%    | 0.62%  | 0.62%    | 0.59%  | 0.28%    | 0.07%  | 0.23%    | 0.27%  | 0.35%    | 0.39%  | 0.40%    |
| ROE | 9.22%    | 9.42%  | 9.55%    | 9.37%  | 4.61%    | 1.26%  | 3.87%    | 4.50%  | 5.68%    | 6.28%  | 6.62%    |

(※) excluding customer's liabilities for acceptances and guarantees

# **Credit Costs**

| Credit Costs                                   | [Non-consolidated] |       |          |       |          |       |          |       |          |       |          |  |
|--|--------------------|-------|----------|-------|----------|-------|----------|-------|----------|-------|----------|--|
|  | FY06               |       | FY       | ′07   | FY08     |       | FY09     |       | FY10     |       | FY11     |  |
|  | 1st Half           |       | 1st Half |       | 1st Half |       | 1st Half |       | 1st Half |       | 1st Half |  |
| Written-off of loans                           | 9.6                | 16.0  | 8.2      | 14.2  | 10.0     | 22.8  | 13.7     | 23.4  | 7.6      | 14.2  | 5.4      |  |
| Provison of allowance for specific loan losses | 3.3                | 1.5   | -0.6     | -0.9  | 18.9     | 48.7  | 16.6     | 30.0  | 8.3      | 13.8  | 9.6      |  |
| Loss on sales of non-performing loans          | 0.0                | 0.1   | 0.0      | 0.1   | 0.0      | 0.0   | 0.0      | 0.0   | 0.0      | 0.1   | 0.1      |  |
| Other  | 0.0                | 0.0   | ı        | 0.1   | 0.2      | 0.3   | 0.3      | 1.4   | 0.3      | 0.4   | 0.2      |  |
| Provison of allowance for general loan losses  | -0.2               | 1.6   | 0.9      | 4.5   | 9.5      | 15.1  | 4.9      | 0.8   | 0.8      | 0.3   | -4.9     |  |
| Former credit costs                            | 12.8               | 19.3  | 8.5      | 18.0  | 38.7     | 87.1  | 35.7     | 55.8  | 17.2     | 28.9  | 10.6     |  |
| Former credit cost ratio                       | 0.31%              | 0.23% | 0.20%    | 0.21% | 0.88%    | 0.98% | 0.80%    | 0.63% | 0.40%    | 0.33% | 0.24%    |  |
| Recoveries of written-off claims ( $\Delta$ )  | 1.8                | 3.5   | 1.2      | 2.6   | 1.2      | 2.0   | 0.5      | 1.2   | 0.5      | 1.3   | 1.8      |  |
| Credit costs                                   | 11.0               | 15.8  | 7.2      | 15.4  | 37.4     | 85.0  | 35.2     | 54.5  | 16.7     | 27.6  | 8.7      |  |
| Credit cost ratio                              | 0.26%              | 0.19% | 0.17%    | 0.18% | 0.85%    | 0.96% | 0.79%    | 0.62% | 0.39%    | 0.32% | 0.20%    |  |

Credit cost ratio = Credit costs / Averege balance of loans

<sup>&</sup>quot;Recoveries of written-off claims" is not included in "Former credit costs."

# **Capital Adequacy Ratio**

Capital Adequacy Ratio

Risk-weighted Assets, etc

| ouplian / taloquialoy / talor | <b>L</b>    |         |         |         |         |         |         |         |         |         | (0,      |
|-------------------------------|-------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----------|
|                               | 06/9        | 07/3    | 07/9    | 08/3    | 08/9    | 09/3    | 09/9    | 10/3    | 10/9    | 11/3    | 11/9     |
| Capital adequacy ratio        | 10.42%      | 11.08%  | 10.80%  | 10.78%  | 10.13%  | 10.78%  | 11.33%  | 11.97%  | 11.94%  | 12.03%  | 13.34%   |
| Tier 1 capital ratio          | 9.08%       | 10.64%  | 10.42%  | 10.45%  | 10.17%  | 9.56%   | 9.41%   | 9.72%   | 9.74%   | 9.97%   | 11.08%   |
| Capital                       | 722.6       | 632.5   | 639.0   | 660.7   | 638.4   | 714.7   | 784.4   | 823.7   | 838.8   | 841.2   | 858.0    |
| Tier 1 capital                | 629.8       | 607.4   | 616.3   | 640.1   | 640.7   | 633.8   | 651.9   | 668.8   | 684.1   | 697.1   | 712.8    |
| Tier 2 capital                | 93.6        | 66.4    | 64.4    | 64.4    | 44.4    | 121.4   | 161.4   | 177.9   | 175.6   | 170.4   | 169.1    |
| Deductions                    | 0.8         | 41.2    | 41.7    | 43.7    | 46.7    | 40.5    | 28.8    | 23.0    | 20.9    | 26.4    | 23.9     |
| Risk-weighted Assets, etc     | 6,932.1     | 5,705.6 | 5,914.0 | 6,124.3 | 6,299.4 | 6,629.4 | 6,922.8 | 6,877.8 | 7,021.5 | 6,987.8 | 6,430.2  |
| Capital Adequacy Ratio        | 【Consolidat | ed】     |         |         |         |         |         |         |         |         | (JPY Bn) |
|                               | 06/9        | 07/3    | 07/9    | 08/3    | 08/9    | 09/3    | 09/9    | 10/3    | 10/9    | 11/3    | 11/9     |
| Capital adequacy ratio        | 10.45%      | 11.19%  | 10.79%  | 10.80%  | 10.19%  | 10.92%  | 11.53%  | 12.20%  | 12.15%  | 12.28%  | 13.57%   |
| Tier 1 capital ratio          | 9.09%       | 10.72%  | 10.33%  | 10.39%  | 10.12%  | 9.61%   | 9.51%   | 9.85%   | 9.86%   | 10.12%  | 11.24%   |
| Capital                       | 727.9       | 644.6   | 655.0   | 677.4   | 656.5   | 734.8   | 805.8   | 846.5   | 863.9   | 868.3   | 886.8    |
| Tier 1 capital                | 633.2       | 617.3   | 627.2   | 652.0   | 652.3   | 646.7   | 665.0   | 683.1   | 700.7   | 715.8   | 734.3    |
| T: 0:+1                       |             |         |         |         |         |         |         |         |         |         | 701.0    |
| Tier 2 capital                | 99.1        | 66.4    | 64.6    | 64.6    | 45.5    | 122.5   | 163.1   | 179.6   | 177.3   | 172.0   | 170.1    |

6,272.4

6,442.2

6,728.6

6,986.0

6,934.7

7,106.0

7,067.9

6,532.3

From 07/3, the capital adequacy ratio has been calculated in accordance with the new standards (Basel II).

6,959.6

[Non-consolidated]

The bank has calculated the capital adequacy ratio in accordance with Domestic standard before 09/9, and BIS standard after 10/3.

5,757.4

6,069.0

(JPY Bn)

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