## Supplemental Materials

## Business Performance

( $¥$ billion)

| [Non-consolidated] | FY17 | FY18 | FY19 | FY20 | YoY change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ordinary income | 38.4 | 39.0 | 37.0 | 36.4 | (0.5) |
| Gross business profit | 27.8 | 28.7 | 29.1 | 29.9 | 0.8 |
| Interest income | 27.4 | 27.3 | 27.9 | 28.6 | 0.6 |
| Gains (losses) on cancellation of investment trusts |  | 0.1 | 0.7 | 0.0 | (0.7) |
| Fees and commissions | 2.0 | 1.9 | 1.6 | 1.6 | 0.0 |
| Fees and commissions (excluding trust fees) | 1.8 | 1.7 | 1.5 | 1.5 | 0.0 |
| Trust fees | 0.2 | 0.1 | 0.1 | 0.1 | (0.0) |
| Other business profit | (1.6) | (0.6) | (0.4) | (0.3) | 0.1 |
| Gains (losses) on bond trading | (1.5) | (0.8) | (0.7) | (0.5) | 0.2 |
| Expenses (excluding non-recurrent items) | 21.2 | 21.2 | 21.7 | 21.7 | 0.0 |
| Real business profit | 6.5 | 7.4 | 7.3 | 8.2 | 0.8 |
| Business profit on core banking operations | 8.1 | 8.2 | 8.1 | 8.7 | 0.6 |
| Excluding gains (losses) on cancellation of investment trusts |  | 8.0 | 7.3 | 8.6 | 1.3 |
| Provision of general allowance for possible loan losses | (0.0) | - | (0.2) | 1.2 | 1.4 |
| Net business profit | 6.5 | 7.4 | 7.5 | 6.9 | (0.5) |
| Non-recurrent items | 2.2 | 2.1 | (0.8) | (0.6) | 0.2 |
| Net gains (losses) on equity securities | 1.7 | 1.9 | (0.3) | 0.0 | 0.3 |
| Bad debt disposal (non-recurrent items) | 0.2 | 0.3 | 1.2 | 1.2 | 0.0 |
| Ordinary profit | 8.8 | 9.5 | 6.7 | 6.3 | (0.3) |
| Extraordinary gains (losses) | (0.0) | (0.0) | (0.0) | (0.0) | 0.0 |
| Net income | 6.2 | 6.8 | 4.9 | 4.5 | (0.3) |
| Credit cost | 0.1 | 0.3 | 1.0 | 2.4 | 1.4 |
| Non-performing loan ratio | 1.37\% | 1.18\% | 1.22\% | 1.24\% | 0.02pt |
| Capital ratio | 10.14\% | 9.97\% | 9.91\% | 10.30\% | 0.39\% |

## Term-End Balance, Average Balance, Yield, and Loan Balance by Industrial Segment

## Term-end balance / Average balance / Yield

|  |  | FY17 | FY18 | FY19 | FY20 |
| :--- | :---: | ---: | ---: | ---: | ---: |
| Loans and bills <br> discounted | Term-end balance | $1,562.5$ | $1,631.7$ | $1,652.1$ | $1,720.4$ |
|  | Average balance | $1,476.4$ | $1,565.7$ | $1,615.2$ | $1,675.9$ |
|  | Yield on securities | $1.60 \%$ | $1.56 \%$ | $1.52 \%$ | $1.46 \%$ |
| Securities | Term-end balance | 458.4 | 392.3 | 373.5 | 421.0 |
|  | Average balance | 503.6 | 403.5 | 387.9 | 391.9 |
|  | Yield on securities | $0.95 \%$ | $0.91 \%$ | $0.99 \%$ | $1.15 \%$ |
| Deposits | Term-end balance | $2,005.2$ | $2,037.0$ | $2,083.4$ | 23.47 .4 |
|  | Average balance | $1,959.7$ | $2,019.0$ | $2,076.9$ | $2,278.6$ |
|  | Yield on securities | $0.04 \%$ | $0.02 \%$ | $0.02 \%$ | $0.01 \%$ |

## Loan balance by industrial segment

|  | FY17 | FY18 | FY19 | FY20 |
| :--- | ---: | ---: | ---: | ---: |
| Manufacturing | 35.3 | 34.8 | 34.4 | 37.3 |
| Agriculture and forestry | 1.9 | 2.3 | 2.5 | 2.6 |
| Fishery | 0.4 | 0.5 | 0.6 | 0.9 |
| Mining and quarrying of stone and <br> ravel | 3.7 | 3.4 | 3.2 | 2.7 |
| Construction | 49.6 | 51.4 | 54.5 | 62.1 |
| Electricity, gas, heat and water supply | 6.6 | 10.2 | 12.8 | 13.8 |
| Telecommunications | 11.2 | 11.2 | 11.4 | 11.1 |
| Transport and postal activities | 16.2 | 12.5 | 10.3 | 11.8 |
| Wholesaling and retailing | 100.9 | 99.7 | 94.1 | 99.8 |
| Finance and insurance | 22.6 | 20.8 | 22.8 | 21.8 |
| Real estate, and goods rental and <br> leasing | 454.8 | 502.6 | 522.6 | 527.3 |
| Miscellaneous services | 177.0 | 182.5 | 184.4 | 211.7 |
| Local government bodies | 126.4 | 128.6 | 117.9 | 131.8 |
| Others | 555.4 | 570.6 | 580.0 | 585.1 |
| Total | $1,562.5$ | $1,631.7$ | $1,652.1$ | $1,720.4$ |

* Term-end and average balances are calculated on the basis of loan and bill discounted/deposit balances of the banking and trust accounts.
* Yields on loans and bills discounted and deposits are those used for domestic operations only.

