



The Hyakugo Bank, Ltd.

TSE Prime, NSE Premier (8368)

Information meeting

Presentation for FY2023 Financial Results

May 31, 2024



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Supporting the promotion of local products to Japan and overseas

Supporting the discovery of the excellence of local products and their promotion to Japan and overseas

Showcasing event for Mie Prefecture: “Experience Mie -- Mie Sushi Day”

Promoted Mie products under the theme of “sushi” which represents Japanese food



Invited foreign nationals, mainly people from embassies, consulates and overseas government agencies in Japan
Showcased local products that Mie Prefecture is proud of

- Under the title “Experience Mie,” promoted Mie’s rich foodstuff and its manufacturing, nurtured by its historical and cultural heritage, to other countries
- A number of foreign nationals and related people attended the event as an exchange event with other countries through “food” and “culture.”
- In line with the Japanese food boom overseas, the Bank aims to establish a circular economy by promoting exports and attracting inbound customers by spreading the appeal of Mie Prefecture as a whole.



Supporting the discovery of the excellence of local products and their promotion to Japan and overseas

Showcasing event for Mie Prefecture: “Experience Mie -- Mie Sushi Day”

Provided “a learning experience” for local high school students



Providing classes on globalization and the diversity of people



Produced by the Bank

Prior classes are given to local high school students who aspire to become professional chefs, and lectures are given on the “status of Japanese food in the world” and the “need to expand overseas”



With the globalization of Japanese food, opportunities for Japanese food to flourish are expanding not only in Japan but also overseas. Strongly hoping to expand Mie Prefecture’s foodstuffs and craftsmanship overseas, the Bank **creates an opportunity for local high school students**, who are future leaders, **to play an active role**

Outline of Financial Position

Net income decreased 3.2% year-on-year, mainly due to an increase in credit costs

(Million yen)	FY 3/23	FY 3/24	Year-on-year
Gross operating income (1)	55,748	57,706	1,957
Interest income	53,959	64,874	10,915
Fees and commissions	11,666	11,555	(111)
Other operating income	(9,877)	(18,722)	(8,845)
Of which, gain and loss from government bonds and other bonds (2)	(5,003)	(7,343)	(2,340)
Provision of general allowance for loan losses (3)	555	2,940	2,385
Expenses (4)	38,752	39,614	861
Net operating income A (1) - (3) - (4)	16,440	15,151	(1,289)
Core net operating income (1) - (2) - (4)	21,999	25,435	3,436
Core net operating income (excluding gain and loss from cancellation of investment trusts) B	21,755	23,832	2,076
Non-recurring gain and loss	3,522	3,895	372
Of which, disposal of bad debts (5)	3,535	4,206	670
Gain and loss from stocks and other securities	5,544	7,015	1,471
Ordinary income	19,962	19,046	(916)
Extraordinary gain and loss	(326)	(172)	154
Net income before income taxes	19,636	18,874	(761)
Net income	14,242	13,787	(455)
Credit costs (3) + (5)	4,091	7,147	3,056

(100 million yen)

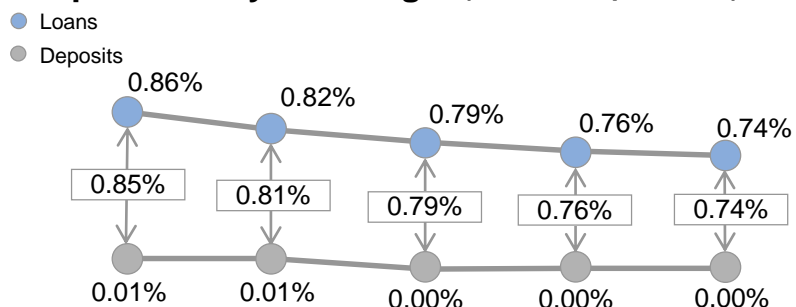
	FY 3/23	FY 3/24	Year-on-year
Interest and dividend on securities	189	249	59
Of which, gain and loss from cancellation of investment trusts	2	16	13
Gain and loss from government bonds and other bonds	(50)	(73)	(23)
Of which, gain on sale and redemption	10	1	(9)
Of which, loss on sale and redemption, and amortization	60	74	14
Gain and loss from stocks and other securities	55	70	14
Of which, gain on sale	62	75	12
Of which, loss on sale and amortization	7	5	(2)

- While other operating income fell due to an increase in foreign currency funding costs, gross operating income grew due to an increase in interest on loans and securities.
- Net operating income fell due to the impact of the change to a more conservative method of calculating the general allowance for loan losses.
- On the other hand, core net operating income (excluding gain and loss from cancellation of investment trusts), excluding the impact of provision of general allowance for loan losses, gain and loss from government bonds and other bonds, and gain and loss on cancellation of investment trusts, increased.
- Net income fell year-on-year due to a decrease in net operating income, although non-recurring gain and loss was up due to an increase in gain and loss from stocks and other securities. However, this is the second highest level of net income after the previous year's record profit.
- Credit costs rose year-on-year mainly due to an increase in the general allowance for loan losses.

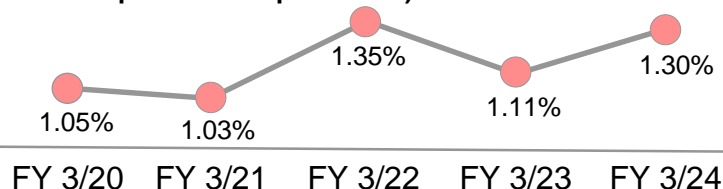
An increase in interest on loans and securities contributes to higher interest income of 20.2% year-on-year

(Million yen)	FY 3/23	FY 3/24	Year-on-year
Interest income	53,959	64,874	10,915
Total interest income	60,322	74,181	13,858
Loan interest	39,650	47,617	7,967
Interest and dividends on securities	18,979	24,974	5,994
Other	1,693	1,589	(103)
Interest expenses	6,363	9,306	2,943
Interest on deposits	278	416	138
Other	6,085	8,890	2,805

Deposit-loan yield margin (domestic operations)



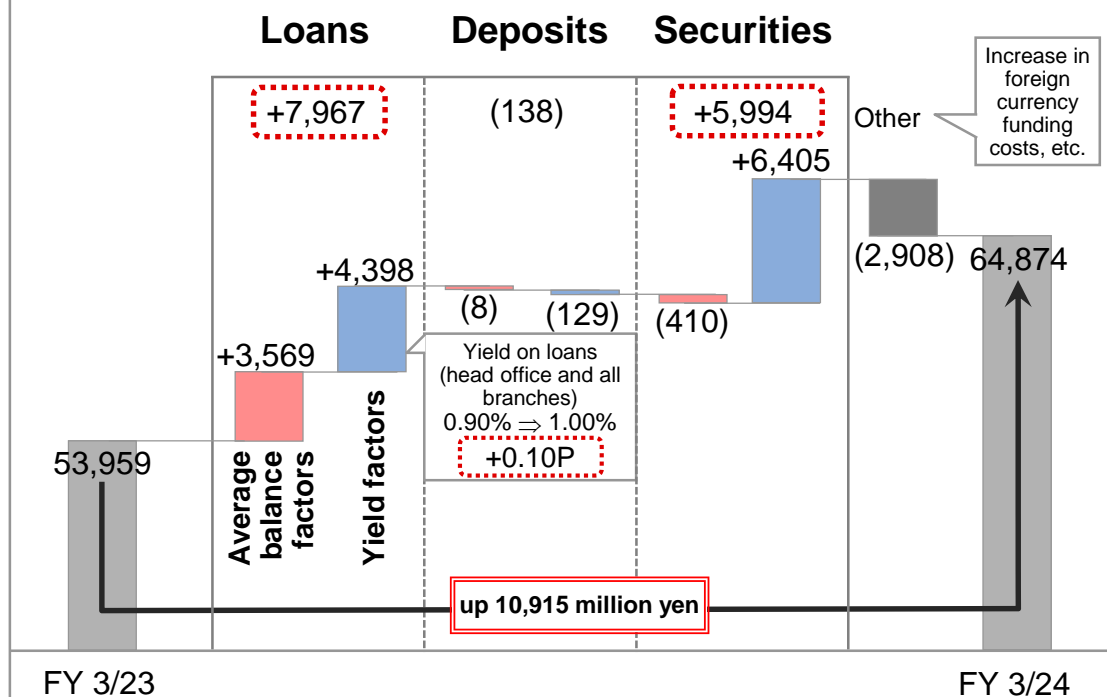
Returns on securities investments (domestic operations departments)



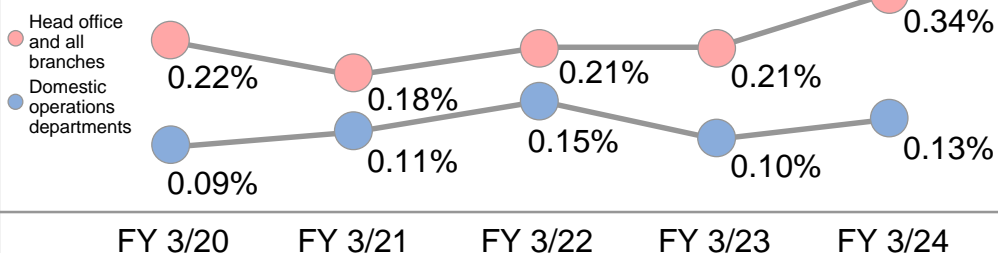
Factors underlying changes in net interest income

<All branches (domestic and international operations)>

(Million yen)



Historical overall profit margin <Head office and all branches (including domestic operations departments)>

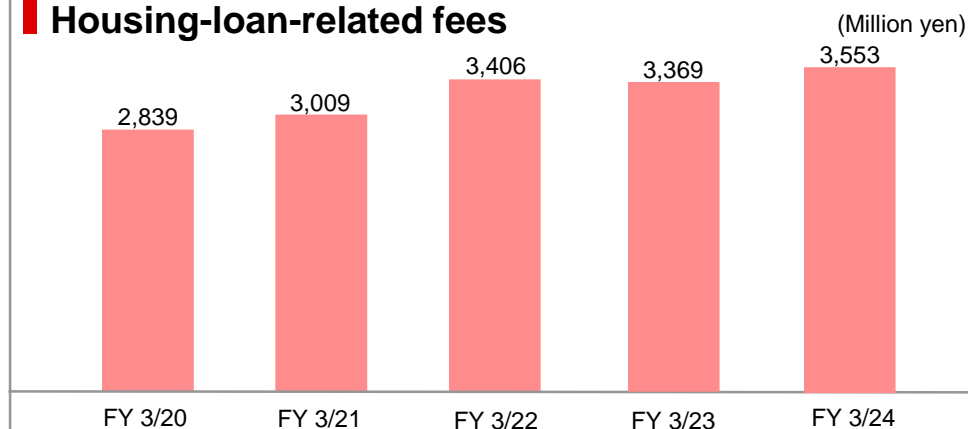


Fees and commissions decreased 1.0% year-on-year, mainly due to an increase in insurance premiums paid in response to the accumulation of outstanding mortgage loans.

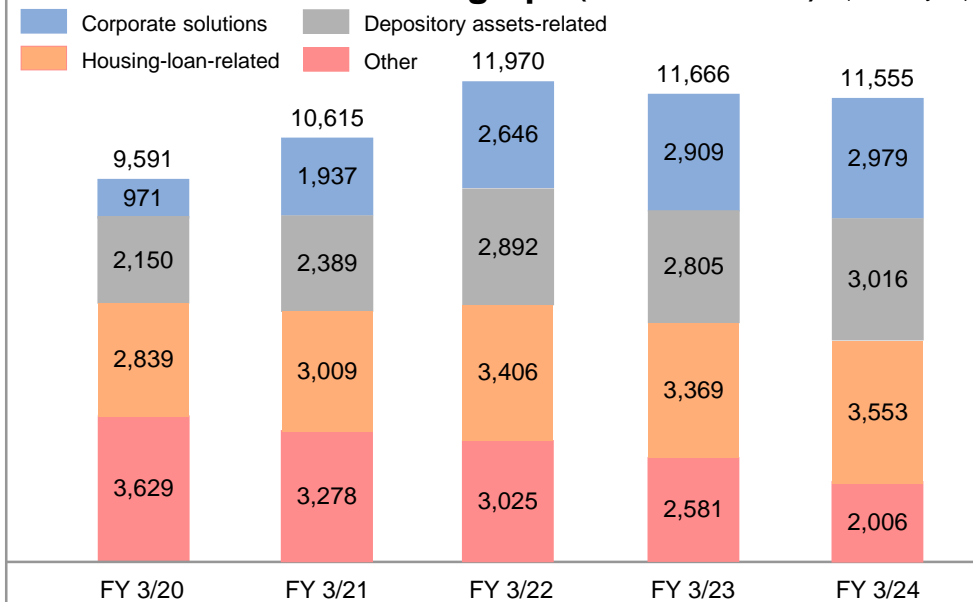
	(Million yen)		
	FY 3/23	FY 3/24	Year-on-year
Fees and Commissions	11,666	11,555	(111)
Fees and commissions	17,033	17,435	402
Commissions related to depository assets A	2,805	3,016	210
Of which, investment trust commissions	960	1,431	470
Of which, insurance sales commissions*	1,402	1,198	(203)
Of which, financial instrument brokerage commissions	296	228	(67)
Of which, defined contribution pension commissions	136	146	10
Corporate solutions fees* B	2,909	2,979	69
Housing-loan-related fees C	3,369	3,553	183
Fees and commissions expenses (expenses)	5,366	5,880	513
Of which, insurance premiums paid for housing loans (expenses)	4,264	4,747	483

* Some business insurance fees are included in corporate solutions fees, not in insurance sales commissions.

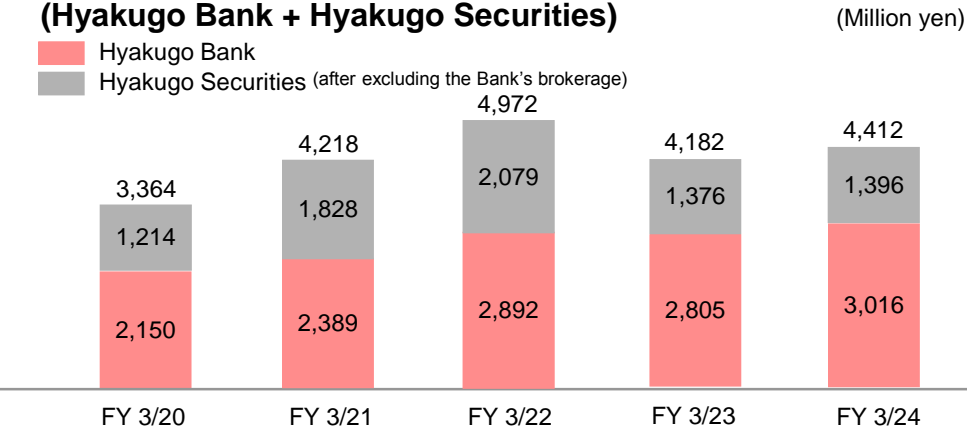
Housing-loan-related fees



Fees and commissions graph (non-consolidated) (Million yen)



Commissions related to depository assets (Hyakugo Bank + Hyakugo Securities)



Expenses grew 2.2% year-on-year due to increases in personnel and non-personnel expenses

(Million yen)

	FY 3/23	FY 3/24	Year-on-year
Expenses	38,752	39,614	861
Personnel expenses	21,002	21,241	238
Non-personnel expenses	15,743	16,223	480
Taxes	2,006	2,149	142

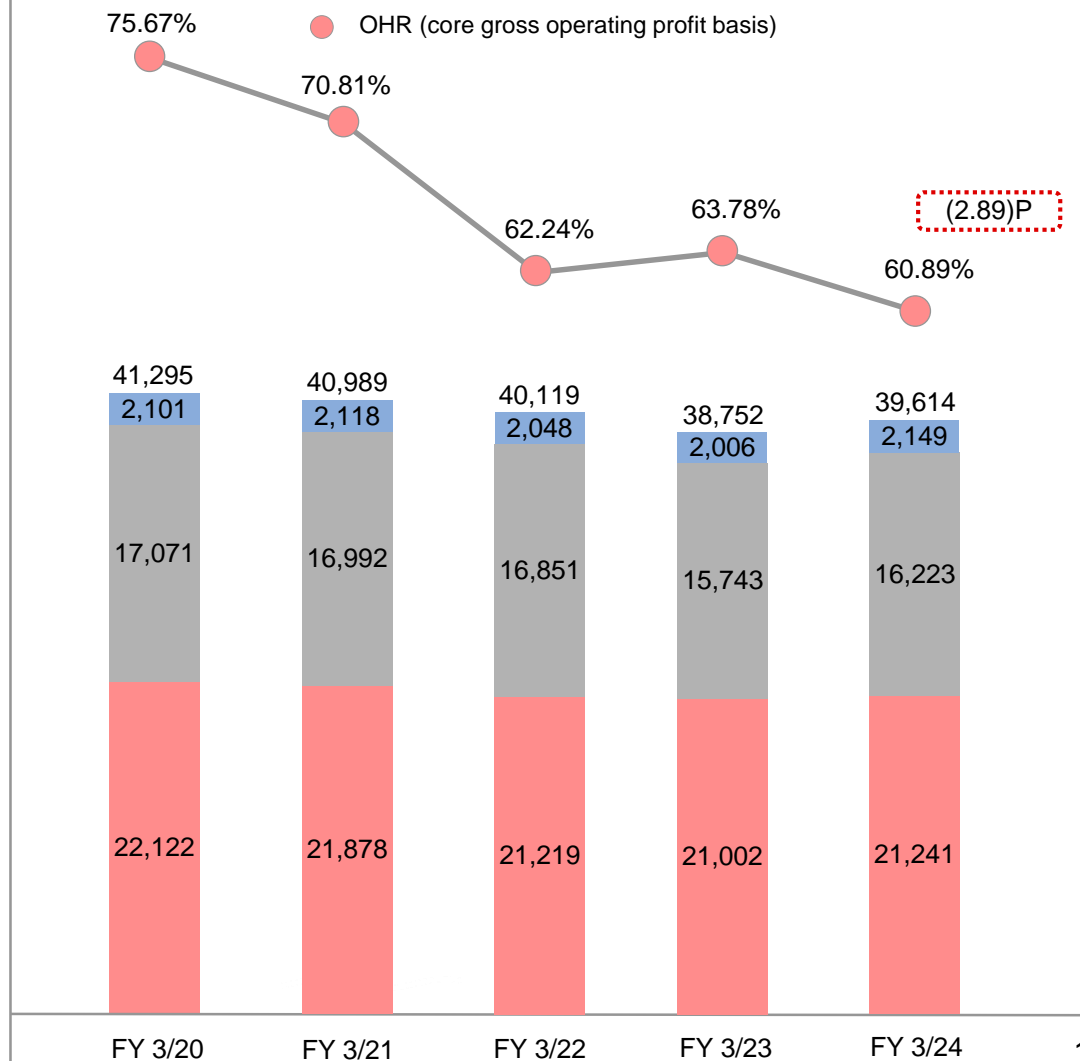
Major factors underlying changes in expenses

- **Personnel expenses**
Up 1.1% due to base increases and an increase in social insurance premiums.
- **Non-personnel expenses**
Increased 3.1% due to IT-related investments.
- **Core OHR**
Improved 2.89 percentage points due to an increase in core gross operating income.

Expenses and core OHR

(Million yen)

■ Taxes ■ Non-personnel expenses ■ Personnel expenses
● OHR (core gross operating profit basis)

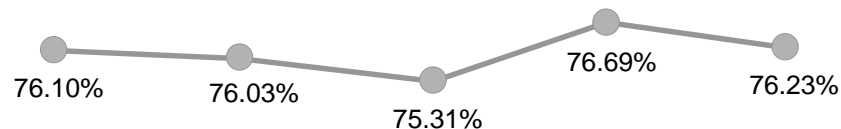


Credit costs rose year-on-year mainly due to changes in the method of calculating the general allowance for loan losses.

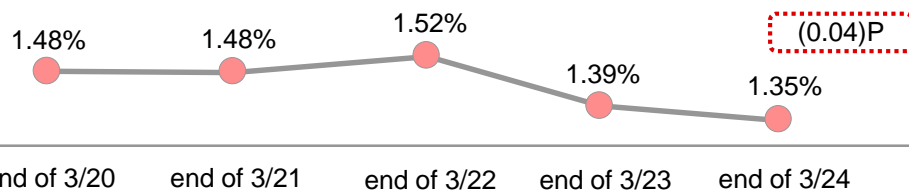
	(Million yen)		
	FY 3/23	FY 3/24	Year-on-year
Credit costs	4,091	7,147	3,056
Of which, provision of general allowance for loan losses	555	2,940	2,385
Of which, provision of specific allowance for loan losses	3,134	3,444	309
Of which, loss on sale of receivables and other securities	173	530	357
Credit cost ratio	0.08%	0.14%	0.06P

	end of 3/23	end of 3/24	Year-on-year
Non-performing loans	64,668	67,359	2,690

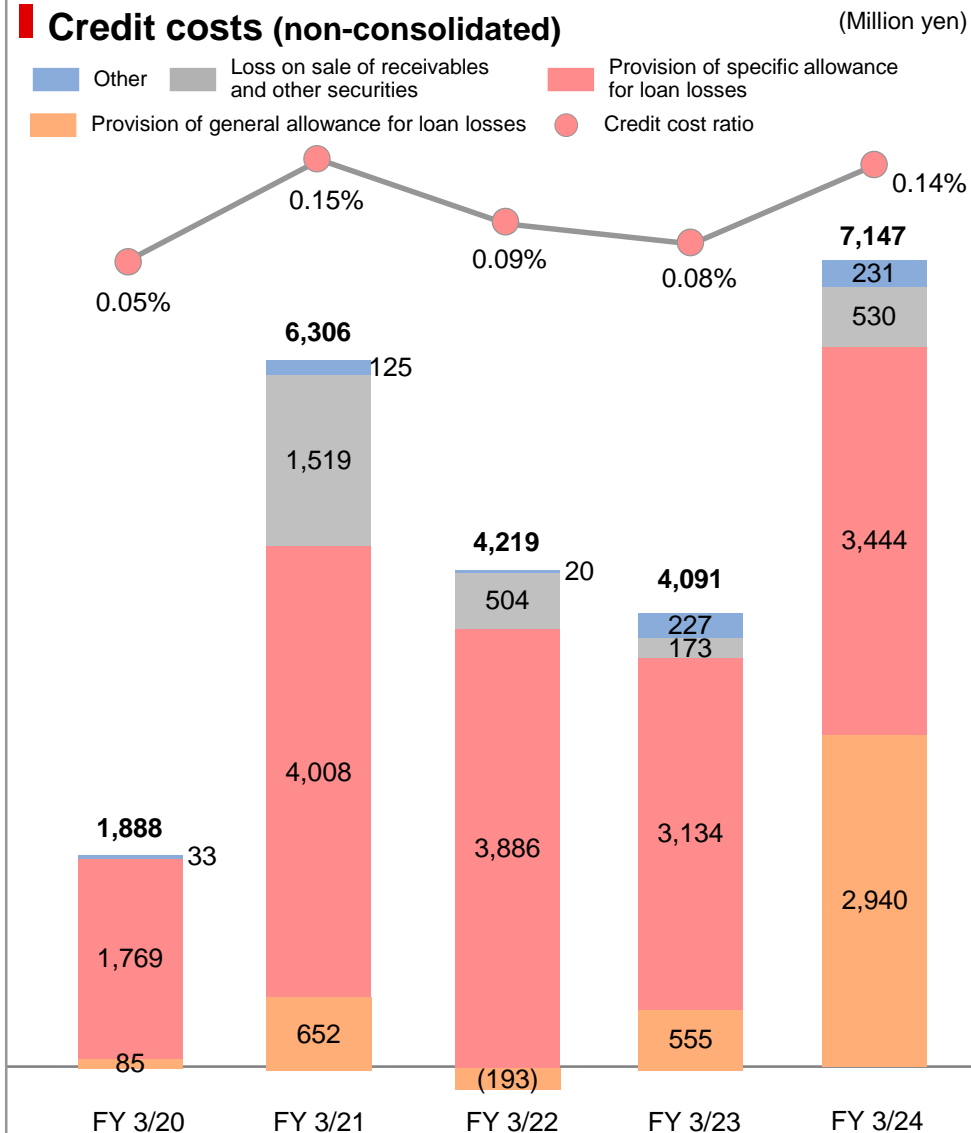
Non-performing loans coverage ratio



Non-performing loans ratio



Credit costs (non-consolidated)



Individual deposits and corporate deposits both remained strong, with total deposits up 1.8% year-on-year

(100 million yen)

	FY 3/23	FY 3/24	YoY change
Total deposits (average balance)	59,152	60,212	1,059
Mie Prefecture	53,529	54,364	835
Aichi Prefecture	5,388	5,540	152
Tokyo, Osaka	235	307	72

up
1.8%

(100 million yen)

	FY 3/23	FY 3/24	YoY change
Individual deposits (average balance)	42,952	43,512	559
Mie Prefecture	39,520	39,925	405
Aichi Prefecture	3,401	3,554	153
Tokyo, Osaka	31	32	0

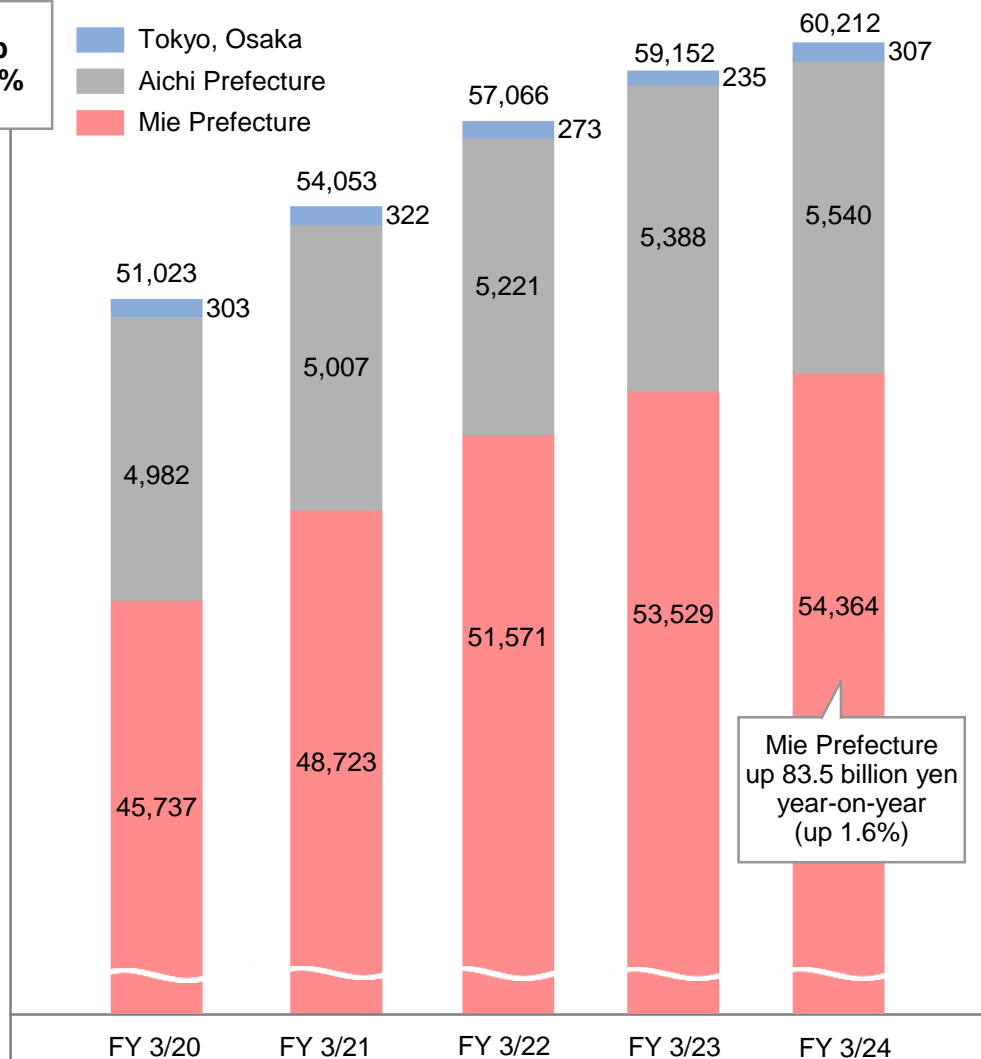
(100 million yen)

	FY 3/23	FY 3/24	YoY change
Corporate deposits (average balance)	12,443	12,661	217
Mie Prefecture	10,285	10,516	231
Aichi Prefecture	1,957	1,964	6
Tokyo, Osaka	199	179	(19)

Total deposits (average balance)

(100 million yen)

- Tokyo, Osaka
- Aichi Prefecture
- Mie Prefecture



Loans increased 8.1% year-on-year, mainly due to an increase in loans to individuals, such as housing loans, and loans to small and medium-sized businesses

(100 million yen)

	FY 3/23	FY 3/24	YoY change
Total loans (average balance)	43,785	47,333	3,547
Mie Prefecture	19,189	19,822	633
Aichi Prefecture	16,731	19,188	2,457
Tokyo, Osaka	7,865	8,322	456

up
8.1%up
14.7%

(100 million yen)

	FY 3/23	FY 3/24	YoY change
Loans to SMEs (average balance)	14,564	15,375	810
Mie Prefecture	8,573	8,778	204
Aichi Prefecture	4,026	4,389	362
Tokyo, Osaka	1,964	2,208	243

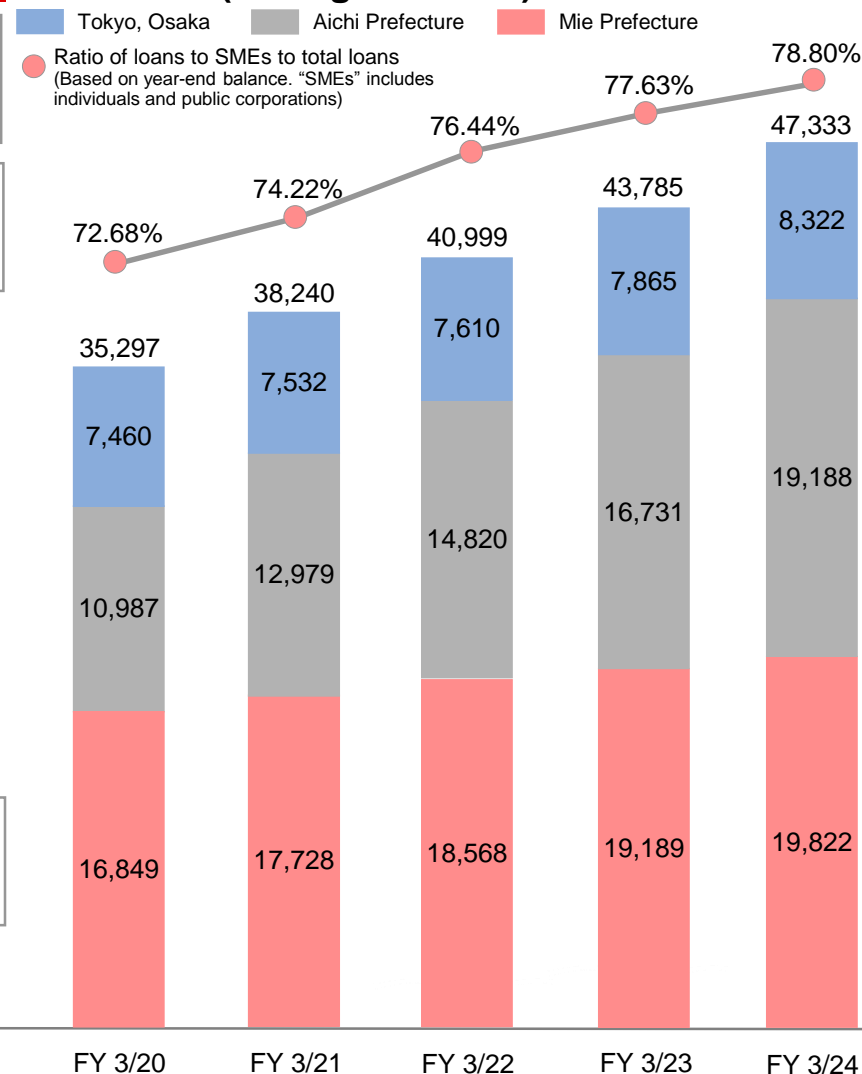
(100 million yen)

	FY 3/23	FY 3/24	YoY change
Housing loans (average balance)	18,425	20,895	2,469
Mie Prefecture	7,379	7,827	448
Aichi Prefecture	10,567	12,526	1,959
Osaka	479	541	62

up
13.4%

Total loans (average balance)

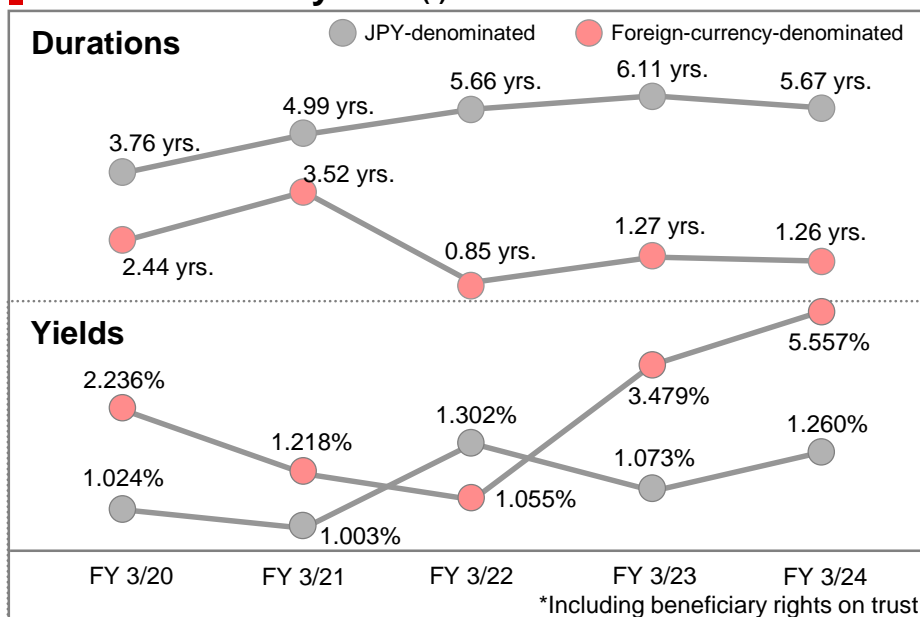
(100 million yen)



Valuation gains (losses) on securities increased, mainly in stocks and investment trusts

(100 million yen)	end of 3/23	end of 3/24	Year-on-year
Securities balance	14,019	15,621	1,601
Government bonds	1,521	1,712	191
Municipal bonds	4,568	4,517	(50)
Corporate bonds	2,083	2,260	176
Stocks	2,029	3,111	1,082
Investment trusts	1,274	1,430	156
Foreign securities	2,449	2,499	50
Other	93	89	(4)
JPY-denominated average balance*	11,729	11,320	(408)
Foreign-currency-denominated average balance*	1,842	1,929	87

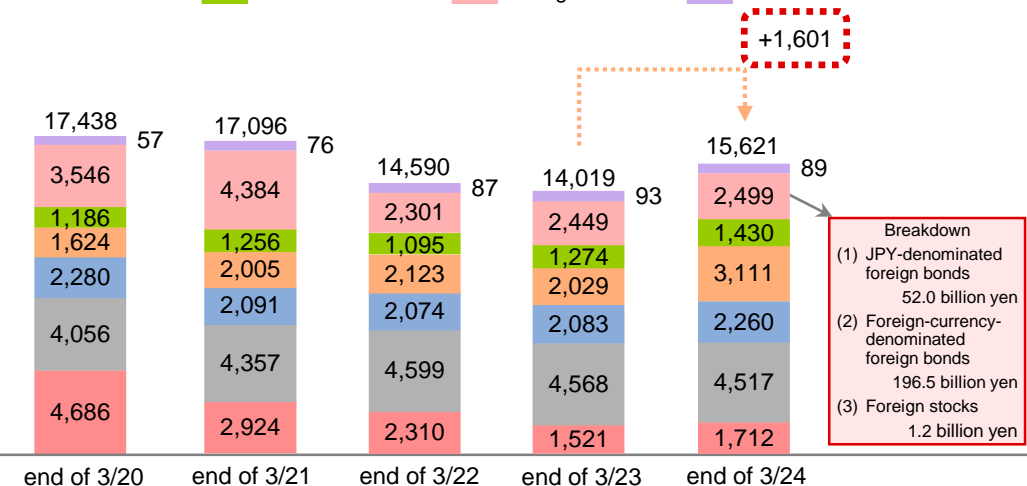
Durations and yields (*)



Securities balance

(100 million yen)

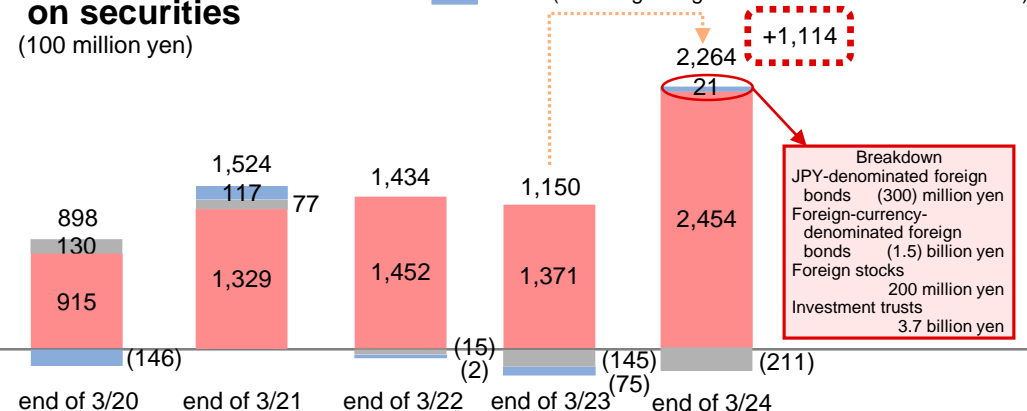
Government bonds Municipal bonds Corporate bonds Stocks
Investment trusts Foreign securities Other



Valuation gains (losses) on securities

(100 million yen)

Stocks Bonds
Other (including foreign securities and investment trusts)



The equity ratio fell 0.01 percentage points year-on-year, due to an increase in risk assets, resulting from an increase in loans and other factors

(100 million yen)

	end of 3/22	end of 3/23	end of 3/24
Equity capital (For equity ratio calculation purposes)	2,470	2,595	2,682
Risk assets	25,089	21,210	21,952
Equity ratio	9.84%	12.23%	12.22%

(0.01)P

Shareholders' equity	2,821	2,934	3,011
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Method of computing value-at-credit-risk asset value: Approach based on fundamental internal ratings

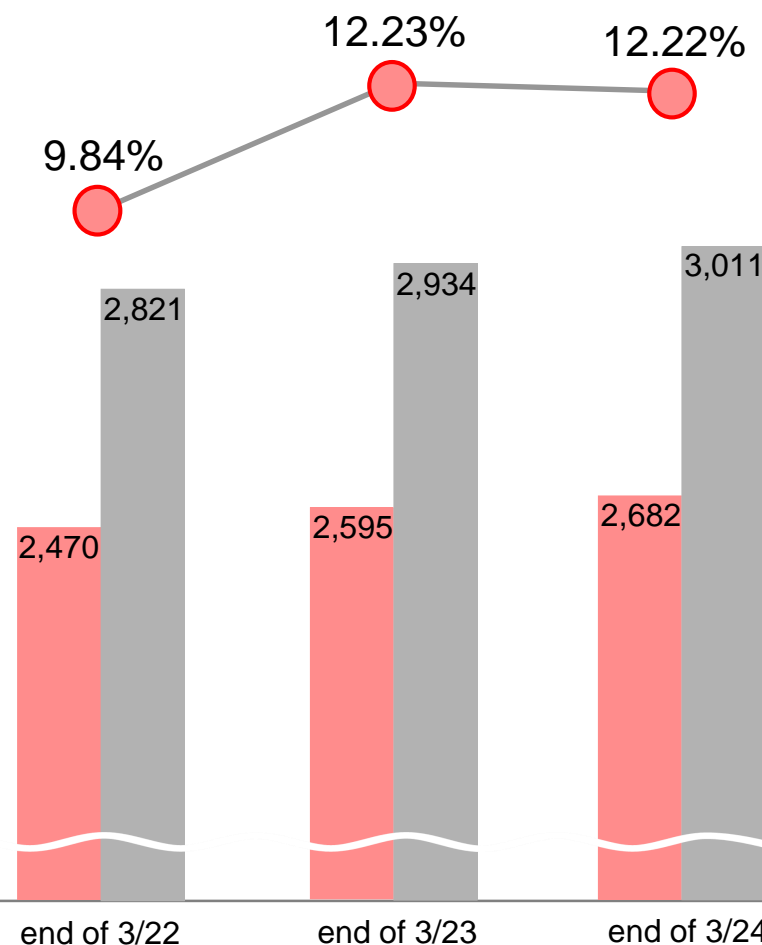
Method of computing value-at-operational risk: Standard approach

The finalization of Basel III was early adopted from the end of March 2023.

Equity capital, shareholders' equity, and equity ratio

(100 million yen)

Equity capital Shareholders' equity Equity ratio
(JGAAP, non-consolidated)



Expectations of higher income based on an improvement in gain and loss from government bonds and other bonds and a decrease in credit costs

Forecast (non-consolidated)

(Million yen)

	FY 3/24	FY 3/25 (forecast)
Gross operating income	57,706	60,200
Interest income	64,874	58,200
Fees and Commissions	11,555	10,400
Other operating income	(18,722)	(8,400)
Net operating income	15,151	19,100
Ordinary income	19,046	21,400
Net income	13,787	15,200

Credit costs	7,147	3,500
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Forecast (consolidated)

(Million yen)

	FY 3/24	FY 3/25 (forecast)
Ordinary income	20,054	22,200
Consolidated net income attributable to shareholders of the parent	14,281	15,600

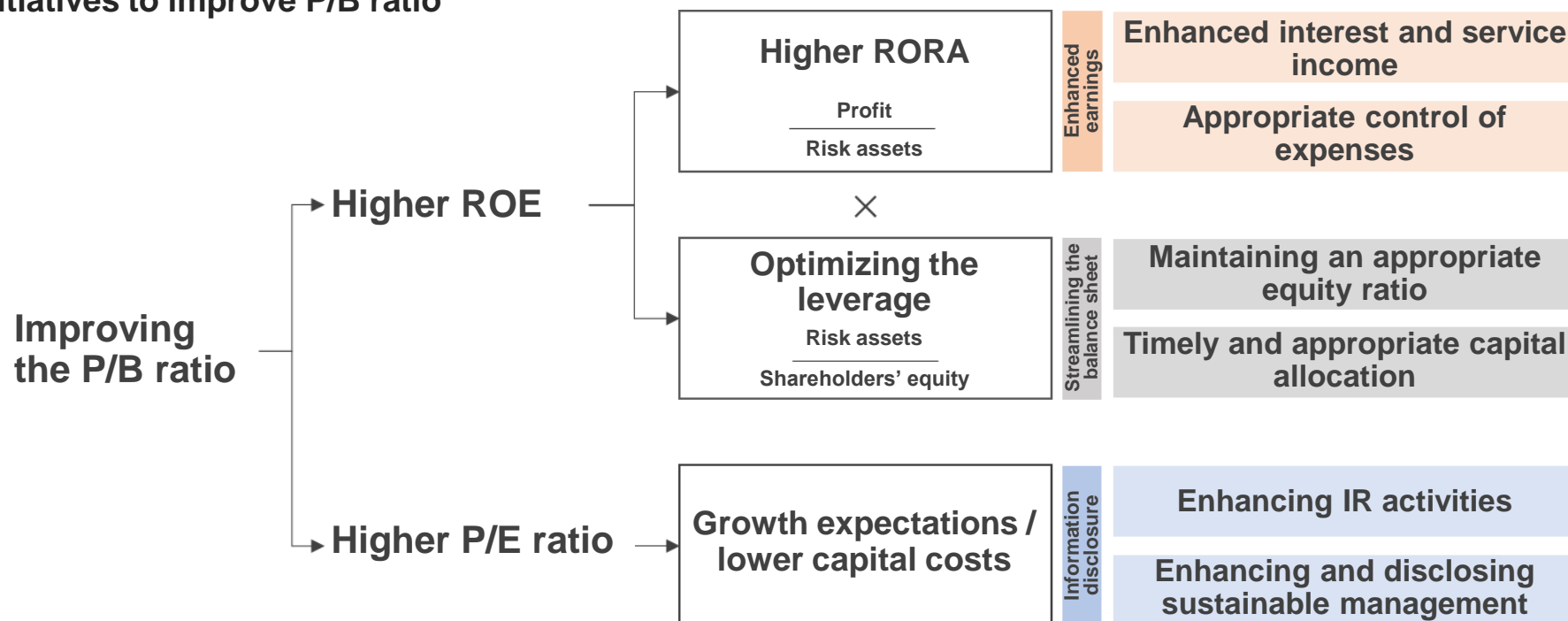
Dividend forecast

Interim	Year-end	Full year
8.00 yen	8.00 yen	16.00 yen

Income is expected to increase for both consolidated and non-consolidated financial results due to an expected improvement in gain and loss from government bonds and other bonds and a decrease in credit costs, despite a decrease in interest income.

The Bank will promote initiatives to improve P/B ratio in line with its basic policy of capital allocation to enhance corporate value

Initiatives to improve P/B ratio



<Study strategies for the next Medium-Term Plan>

Enhance interest income and service income with RORA in mind

Make strategic investment in human capital and DX while reducing cross-shareholdings

Actively disclose information and enhance dialogue with markets and shareholders

Past initiatives for shareholder returns and forecast for FY2024

Approach to shareholder returns

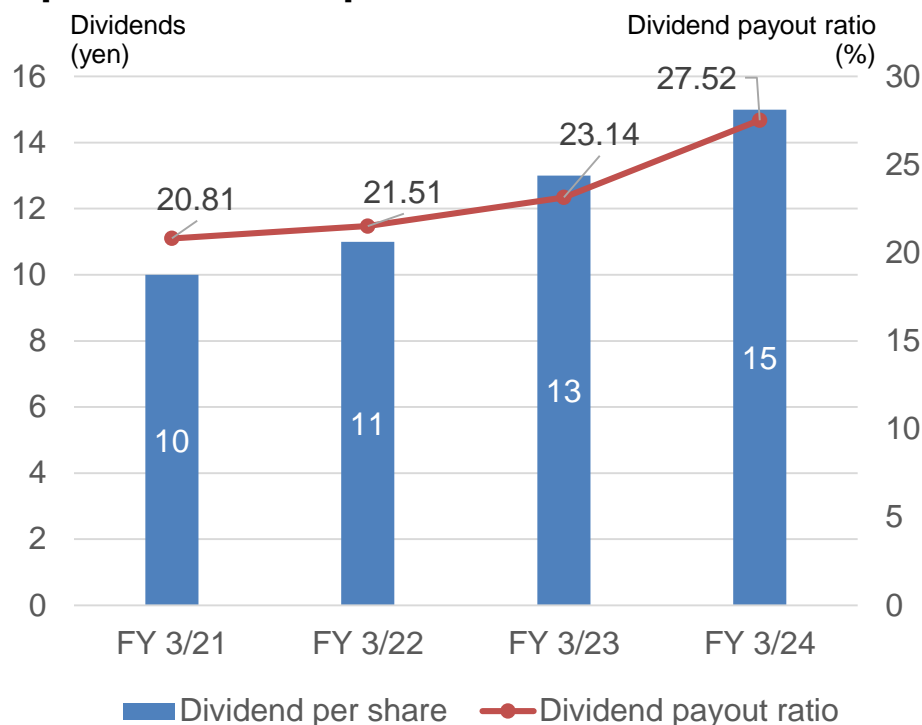
Long-term, stable dividends

The Bank returns profits to shareholders based on the principle of long-term, stable dividends, while taking care to increase internal reserves to ensure a solid management foundation.

Medium- to long-term enhancement of corporate value

The Bank aims to enhance its corporate value over the medium to long term by striking an appropriate balance between “investment for growth,” “internal reserves,” and “shareholder returns,” while giving due consideration to the Bank’s performance in the fiscal year under review and future business development.

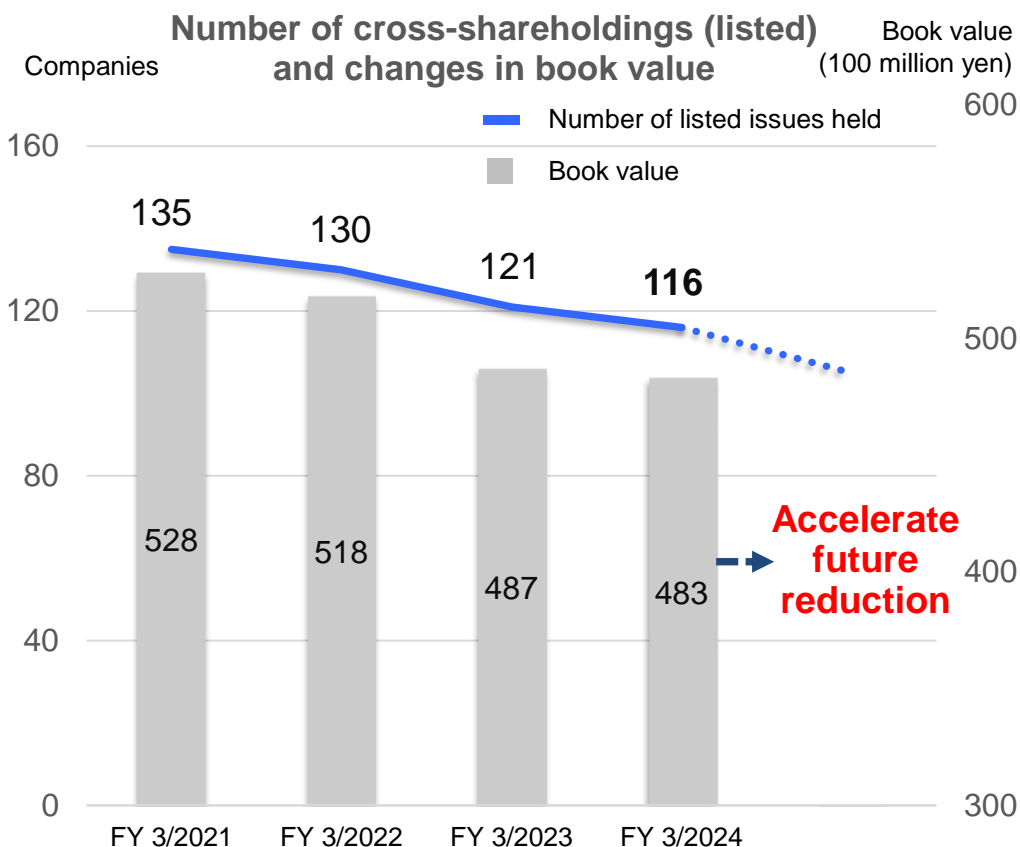
[Shareholder Returns]



- Target a long-term dividend payout ratio of 30%
- Repurchase of treasury stock will be carried out flexibly based on market conditions, etc. including stock prices
- Dividend per share for FY 3/2024: 15 yen, annual dividend: 3.7 billion yen, dividend payout ratio: 27.52%
- Dividends for FY 3/2025 will be 16 yen per year based on stable dividends

Review cross-shareholdings from the viewpoint of significance of holding and economic rationality

Policy for reducing cross-shareholdings



* Excluding group company shares

Accelerate the use of funds for the sale of cross-shareholdings in strategic investments such as human capital and DX

Number of issues held and book value

Listed stock

135 companies (3/2021) ⇒ 116 companies (3/2024)

Book value

52.8 billion yen (3/2021) ⇒ 48.3 billion yen (3/2024)

Listed stocks have declined by 19 companies in the last 3 years

Book value decreased by 4.5 billion yen in the last 3 years

With regard to cross-shareholdings, the basic policy is to determine the significance of holding and whether it will contribute to the improvement of corporate value, and to reduce cross-shareholdings through continuous dialogue with investment partners.

If the investment partners that have agreed to be sold continue to conduct banking transactions, etc., they will continue to be managed as cross-shareholdings.

When selling, the Bank compares the capital cost and other factors and prioritizes them in terms of operational efficiency

Medium-term Management Plan

KAI-KAKU 150 2nd STAGE “Gateway to the Future II”

Aiming to Transform into a Green & Consulting Bank Group

State of Progress

Medium-term Management Plan KAI-KAKU 150 2nd STAGE “Gateway to the Future II”
consists of five basic policies and 11 key strategies

Five Basic Policies		11 Key Strategies	
I	Strengthening Efforts Towards Carbon Neutrality	1	Carbon Neutral Strategy
		2	Strategy to Enhance Loan Income and Fees and Commissions
II	Strengthening Business Model	3	Securities Strategy
		4	Group Company Strategy
		5	Channel Strategy
III	Increased Productivity	6	IT Strategy
		7	Human Resource Strategy
IV	Strengthening Management Foundation	8	Governance Strategy
		9	Organizational Strategy
		10	Diversity Strategy
V	Increased Awareness of SDGs/ESG	11	SDGs/ESG Strategy

Continue to face difficult conditions due to the market environment and other factors, but the Group promotes various measures to achieve the final targets of the Medium-Term Management Plan

		Results in FY 3/23	Results in FY 3/24	Targets in FY 3/25 (Final targets of the Medium-term Management Plan)
KGI	Consolidated net income	14.4 billion yen	14.2 billion yen	15.0 billion yen or more
	ROE in consolidated net assets	3.65%	3.21%	3.50% or more ^{*1}
	Core OHR	63.78%	60.89%	Less than 67%
	Equity ratio	12.23%	12.22%	11% or more
KPI	Housing-loan-related fees	3.36 billion yen	3.55 billion yen	4.4 billion yen
	Commissions related to depository assets	2.80 billion yen	3.01 billion yen	3.4 billion yen
	Corporate solutions fees	2.90 billion yen	2.97 billion yen	3.0 billion yen ^{*2}
	Number of personnel with professional qualifications	371 persons	390 persons	450 persons

^{*1} Aiming for 5% in the long term ^{*2} Excluding income from derivatives

Target for the end of FY2030

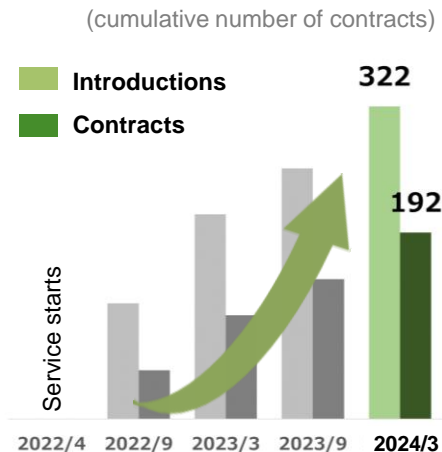
Greenhouse gas emissions	Achieve net zero (Scope1,2)
Amount of sustainable finance executed	1 trillion yen (Of which, more than 500 billion yen is environment-related loans)

* Cumulative total since FY2022

The Bank implemented initiatives to support local decarbonization

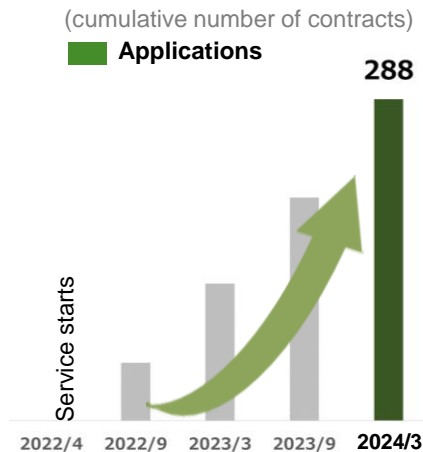
Initiatives to support decarbonized management

Assistance in calculating emissions (Business matching)



Hyakugo Decarbonization Support Services*

* Support for the development of reduction simulations, delivery of declarations, and posting of activities on the Bank's website



Provided various solutions to realize decarbonized management

Seminar on decarbonization

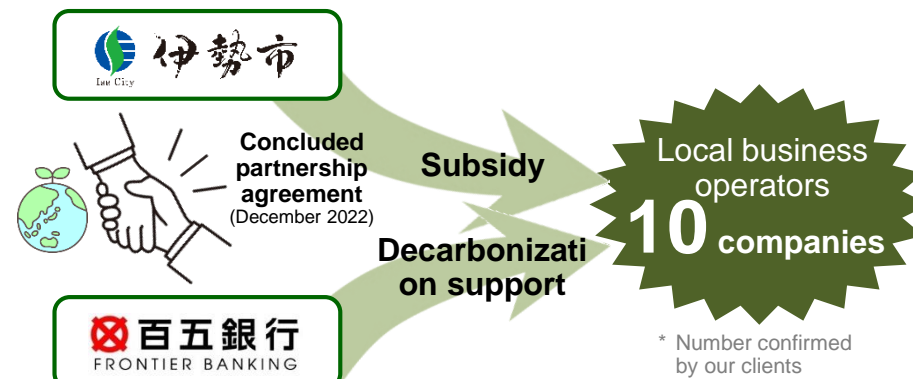
In March 2024, the Bank held a “seminar on decarbonization management” to provide information on promoting and supporting businesses’ efforts to decarbonize their operations



Initiatives with local governments

Promoted activities for decarbonization among businesses in cooperation with Ise City

Contributed to the decarbonization of the region by providing decarbonization support to business operators through the use of the Ise City Office Decarbonization Support Subsidy established in Ise City



Collaboration with Toba City on regional decarbonization promotion

Concluded partnership agreement on the promotion of carbon neutrality in February 2024



Cooperation with each other in promoting awareness and supporting decarbonization management

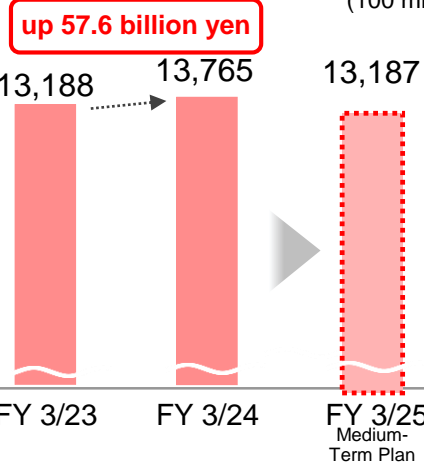


Strategy to Enhance Loan Income and Fees and Commissions (General)

Steadily increase loans to small and medium-sized businesses and consumer loans in the region, leading to an increase in loan and service revenues

Loans to medium-sized companies and SMEs in the region

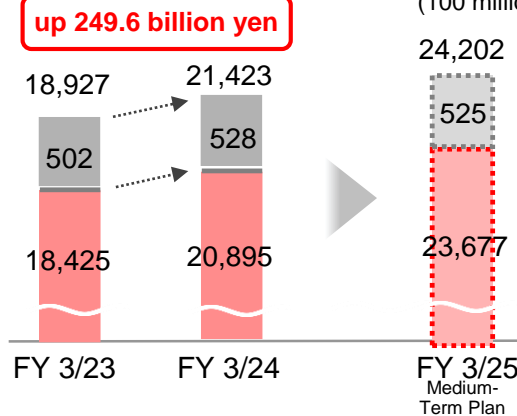
(100 million yen)



Consumer loans

Housing loans Unsecured loans, etc.

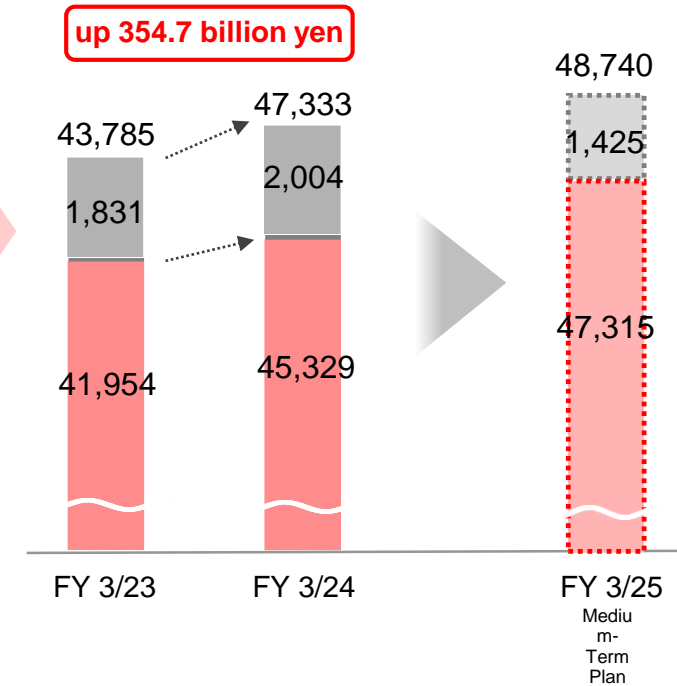
(100 million yen)



Total loans Average balance plan

JPY-denominated loans Foreign-currency-denominated loans

(100 million yen)



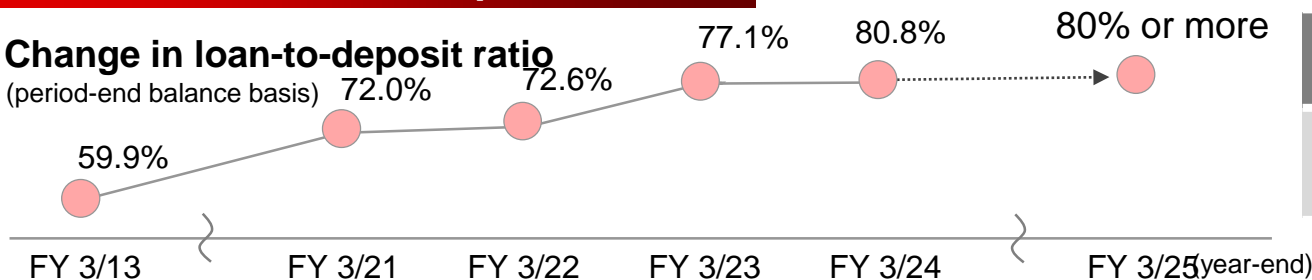
Foreign-currency-denominated loans Average balance plan

- Initiatives for industries that play a role in social infrastructure (electricity, gas, telecommunications, etc.)
- Continued approaches in collaboration with overseas representative offices

Increase in loan-to-deposit ratio

Change in loan-to-deposit ratio

(period-end balance basis)



FY 3/24 (actual)	FY 3/25 (Medium-Term Plan)
80.8%	80.0% or more

Strategy to Enhance Loan Income and Fees and Commissions (Housing Loans)

Achieved synergy between personal plazas' network and sales force

FY2022 Initiatives

1H 2022

Launch of new bases and reorganization of existing ones
Increase in sales personnel

2H 2022

HQ-led training
Training sales personnel



The personnel acquired sales skills

The personnel gained thorough knowledge of products

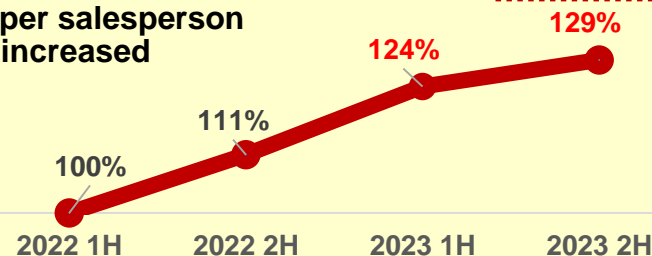
The personnel gained more administrative knowledge

Achievements in FY2023

FY2023

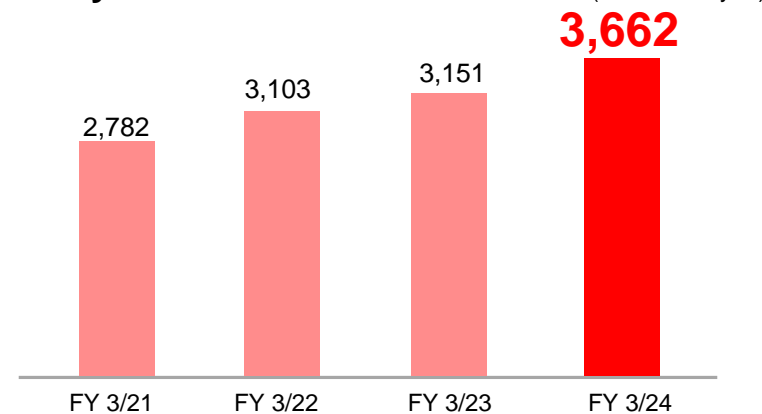
Sales per salesperson increased

compared with 1H 2022 level
Approx. 1.3 times



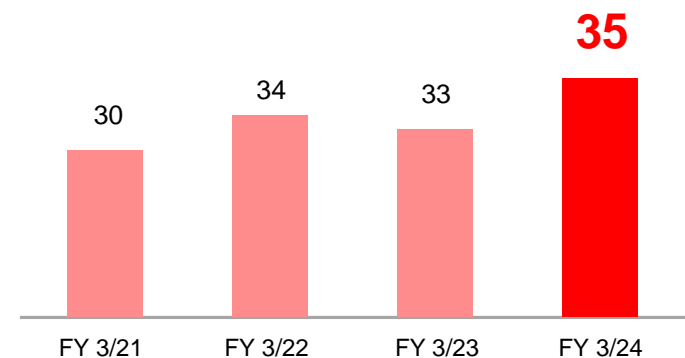
Housing loans offered in a single year in value

(100 million yen)



Housing-loan-related fees

(100 million yen)



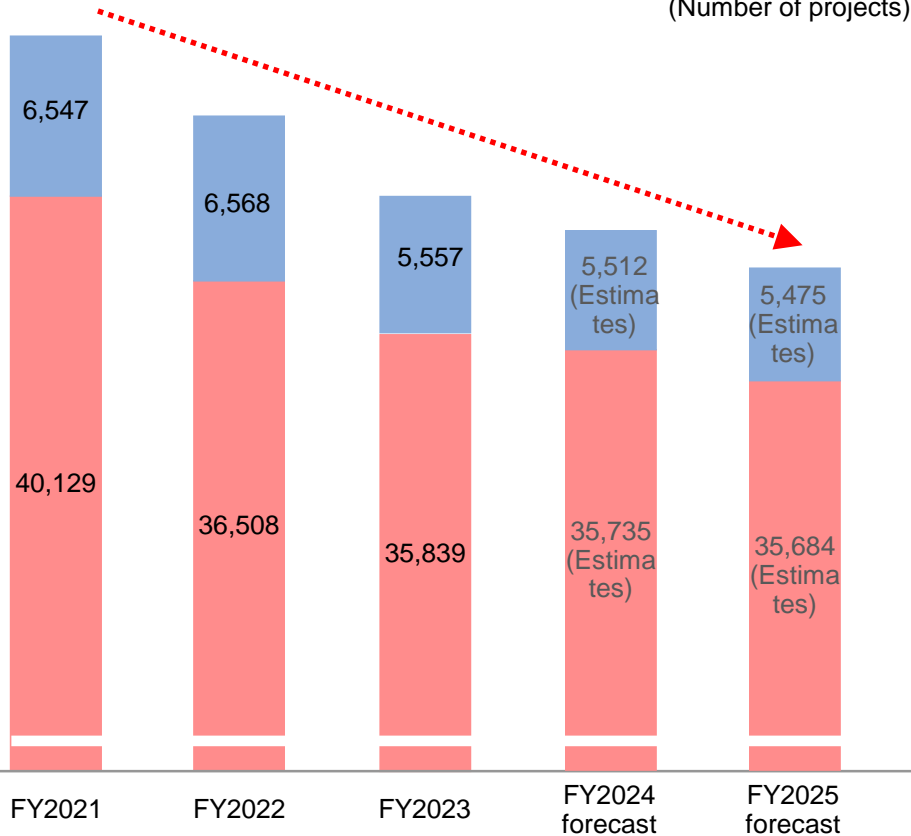
Revise mortgage targets in response to changes in external market conditions, accumulated higher quality assets

Reorient mortgage acquisition plans as external market conditions change

Trends in number of housing starts

* Number of newly owned houses and houses for sale in Housing Starts Statistics

Mie Prefecture Aichi Prefecture
(Number of projects)



(Reference) Actual figures are from the Ministry of Land, Infrastructure, Transport and Tourism's "Housing Starts Statistics." The forecast is based on data from the website of the research company and the National Institute of Population and Social Security Research's "Regional Population Projections for Japan."

Strategically reorient mortgage financing plans against a backdrop of declining housing starts and declining yields as other banks compete

- Increase the amount earned per person by streamlining and improving the efficiency of sales activities through promotion of DX investment and consolidation of branches
- Redeploy personnel generated through streamlining and efficiency to more profitable areas such as business loans

Housing loan plan (100 million yen)	FY 3/2025 Initial plan	FY 3/2025 Revised plan
Mortgage financing	4,000	3,000
Housing-loan-related fees	44	26*

* Due to the changes in customer preferences, the plan was changed in consideration of the fact that the "fixed-rate type" with a fixed administration fee is on the rise from the "fixed-amount type," in which the administration fee varies depending on the loan amount

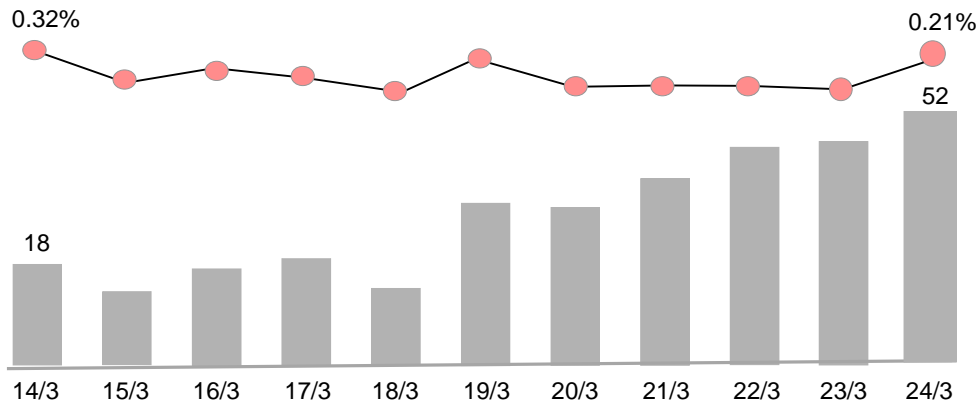
Strategy to Enhance Loan Income and Fees and Commissions (Housing Loans)

Maintain financial health even as new housing loans and balance increased, and develop housing loan policies to prepare for market changes

Housing loan delinquency and default status

Delinquent loan balance and rate

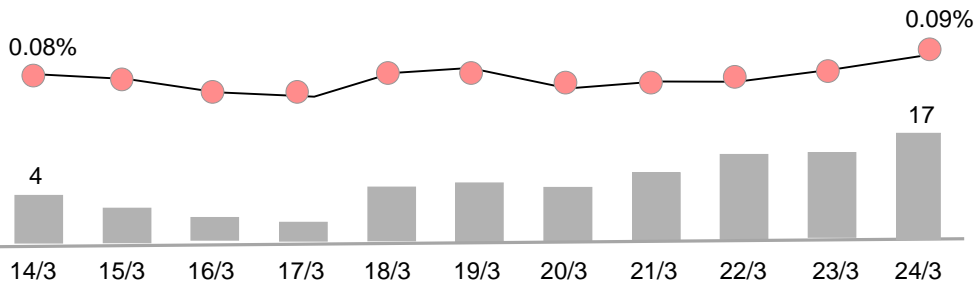
(Balance: 100 million yen)



Amount and rate of defaults, etc.

* Including guaranteed loans (payment under guarantee)

(Amount: 100 million yen)



Provision for further increases in market interest rates

Meeting fixed interest rate needs

Fixed 3 years
Fixed 5 years
Fixed 10 years



Flat 35

Strengthen customer base
by incorporating child-
rearing generation with fixed
interest rate needs

Future steps for housing loan operations

Computerize operations and centralize administrative work through the introduction of electronic contracts, etc.

Facilitate non-face-to-face procedures by incorporating home loan procedures into smartphone banking

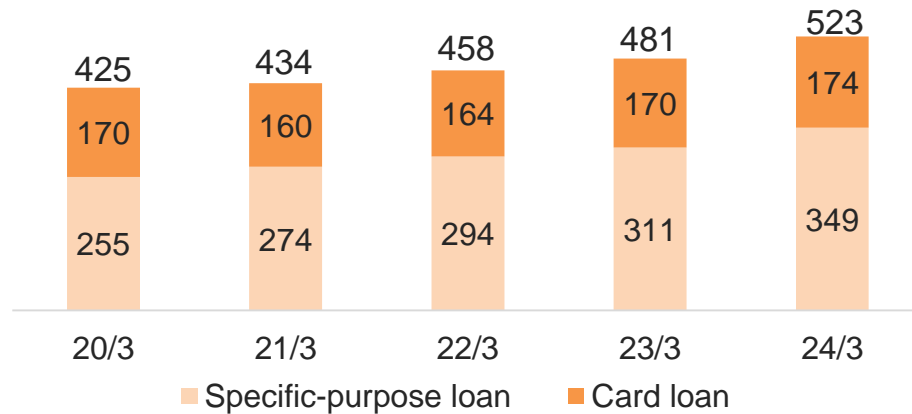
Establish systems to prepare for delinquencies and defaults

Strategy to Enhance Loan Income and Fees and Commissions (Unsecured Loans)

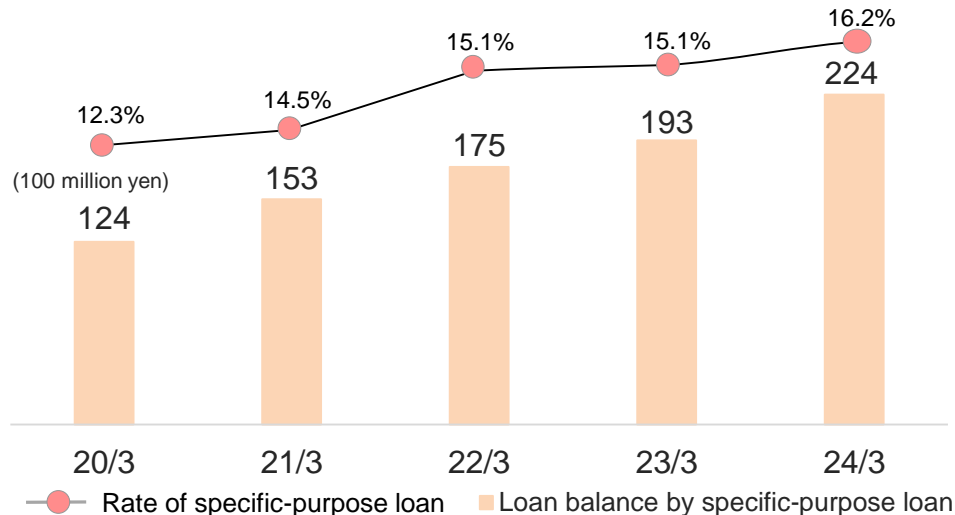
Promote unsecured loans by capturing the funding needs of housing loan customers

Outstanding balance of unsecured loans

(100 million yen)

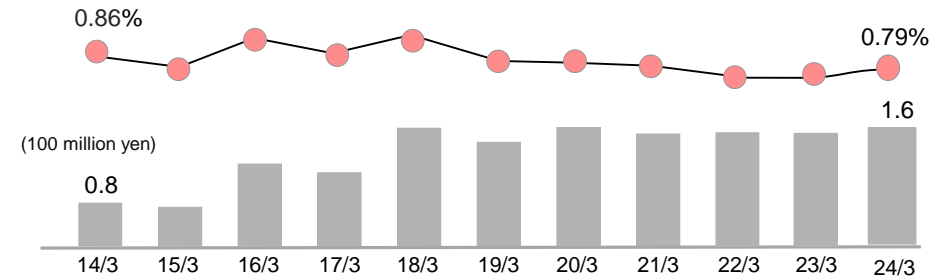


Rate of housing loan users' use of specific-purpose loan and balance of loans

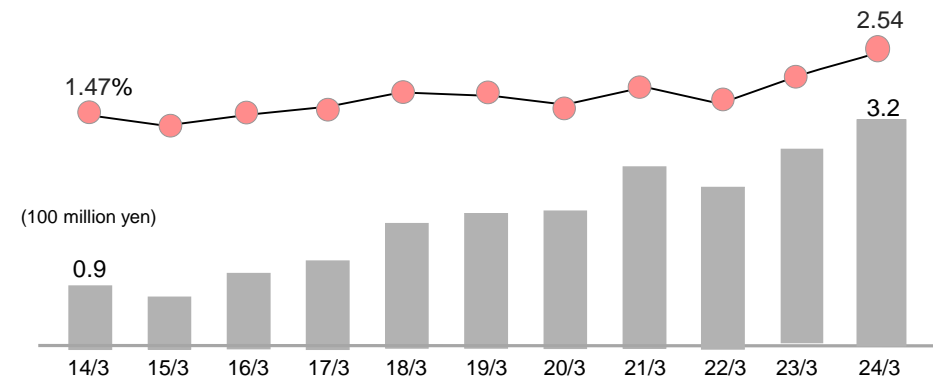


Delinquent unsecured loan balance and rate

Specific-purpose loan



Card loan



Strategy to Enhance Loan Income and Fees and Commissions (Depository Assets)

Leverage synergies between face-to-face and non-face-to-face sales, and conduct customer-oriented business operations and increase overall income from depository assets

Organization of the depository assets division of the Hyakugo Bank Group

<Hyakugo Bank>

Consulting plaza for “face-to-face sales”

Increase effective points of contact with customers through a network of nine locations (of which seven are co-located with the Hyakugo Securities functions)

Depository asset center for “non-face-to-face sales”

Provide consulting services and services to fulfil various needs via telephone and the internet



<Hyakugo Securities>

“For the wealthy and corporations (including owners)”

Deepening engagement with highly specialized proposals and transactions



Commissions related to depository assets (Hyakugo Bank)

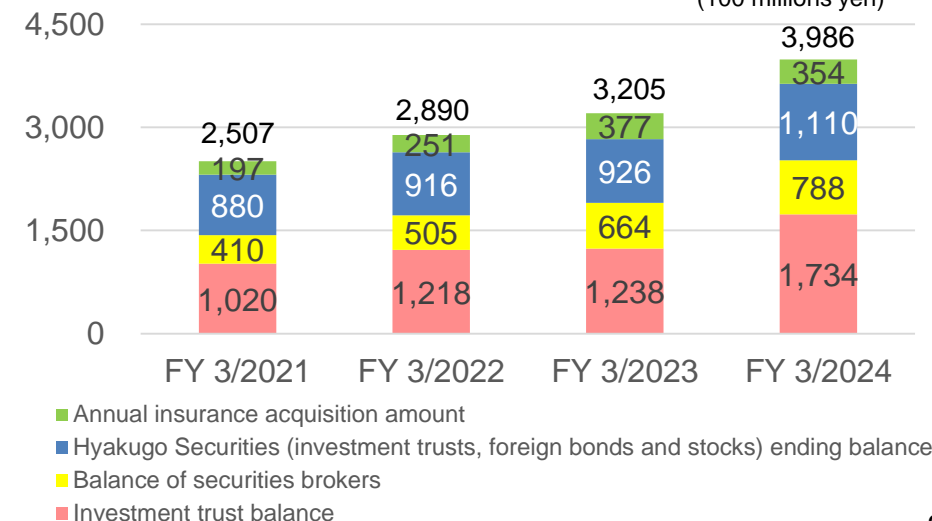
* Breakdown of four major items

(millions of yen)

	FY 3/23 (actual)	FY 3/24 (actual)	FY 3/25 (Medium-Term Plan)
Investment trusts	960	1,431	1,570
Insurance	1,402	1,199	1,247
Financial instrument brokerage	296	228	502
Defined contribution pension	136	145	153
Total	2,805	3,016	3,497

Depository assets balance (Hyakugo Bank + Hyakugo Securities)

(100 millions yen)

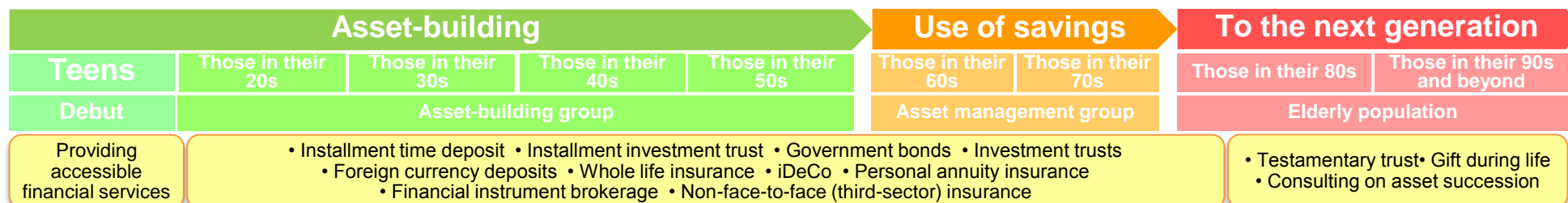


Strategy to Enhance Loan Income and Fees and Commissions (Depository Assets)

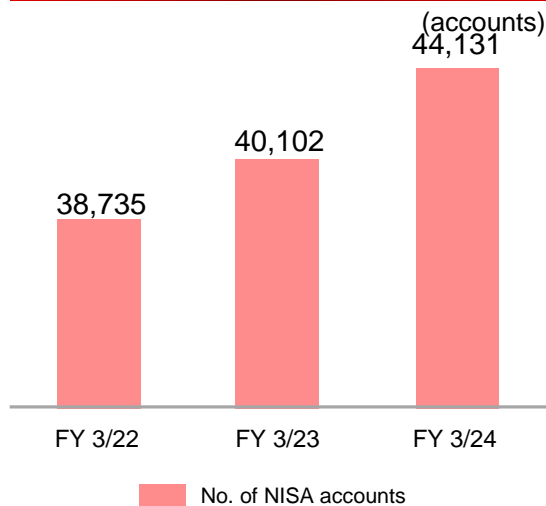
Evolve face-to-face and non-face-to-face sales to establish a stock business

Provide optimal services according to each customer's "life stage"

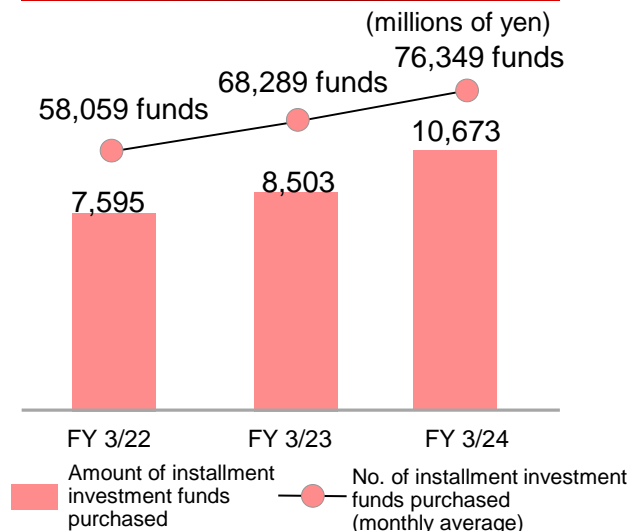
- Appropriately apply face-to-face and non-face-to-face sales to customers of different age groups, create opportunities for proposals regarding depository assets, and acquire new customers through "long-term flat" policies
- Further promote "iDeCo" and "New NISA" to expand the customer base, especially among asset builders
- Make the Bank's "consulting sales" services more known to customers and strengthen the flow of services at the stages where customers want to increase and maintain their assets
- The Wealth Management Department to capture needs for "inheritance and gift during life" and approach wealthy individuals



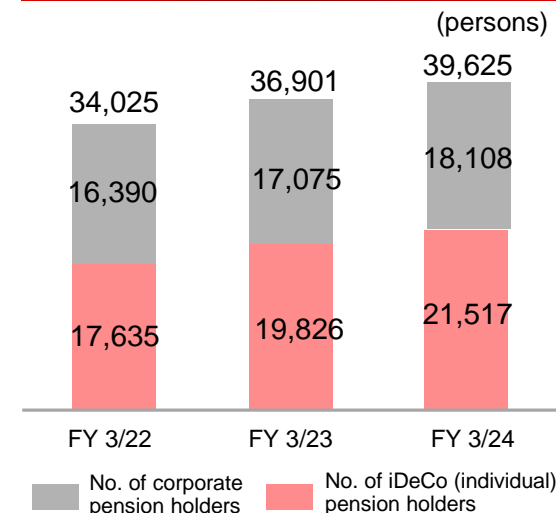
NISA



Installment investment trusts



Defined contribution pension



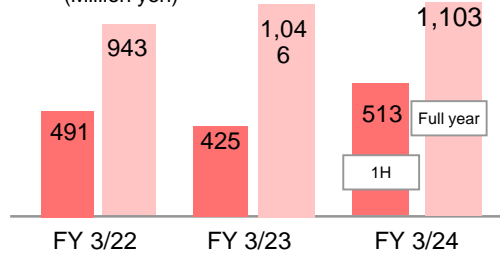
Strategy to Enhance Loan Income and Fees and Commissions (Corporate Consulting)

Provide optimal solutions to customers' diverse management issues and needs and increase non-interest income

Increased corporate solutions fees

Structured finance-related fees

(Million yen)



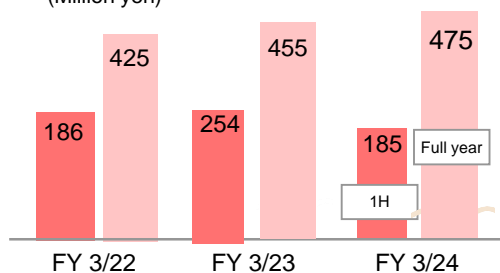
1,103 million yen

(Results as of March 31, 2024)

◇ Provide financing methods in line with customers' needs, and engage in PPP/PFI project financing

M&A fees

(Million yen)



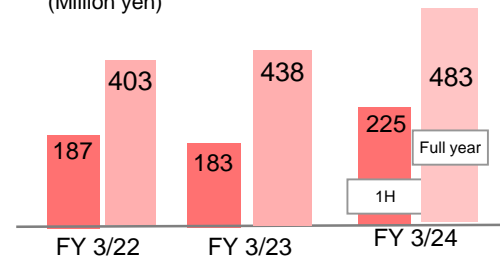
475 million yen

(Results as of March 31, 2024)

◇ Support companies in resolving business succession issues and further growth strategies with M&A operations

Business matching fees

(Million yen)



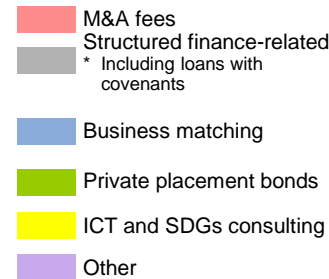
483 million yen

(Results as of March 31, 2024)

◇ Facilitate business matching based on current trends such as active use of construction benchmarking for business expansion, decarbonization, and digital transformation

Results and plan of corporate solutions fees

(Million yen)



* Excluding income from derivatives

2,909

2,979

3,027

FY 3/23
Full year
results

FY 3/24
Full year
results

FY 3/25
Medium-
Term Plan

Strategy to Enhance Loan Income and Fees and Commissions (Corporate Consulting)

Examples of initiatives that demonstrate the Bank's consulting capabilities — promotion of structured financing

Promotion of project finance for PFI business

- The Bank participated in the first PFI project in 2002, soon after the PFI Act was enacted in 1999
 - ⇒ Orders for new projects through long-term relationships with business operators and accumulated know-how since 2002
 - ⇒ Increased the presence of the Bank through continuous business orders
- Enhanced personnel structure (increased personnel in sales and management teams)
- Diversified support system as Hyakugo Group
- Contribution to regional development and sustainable finance

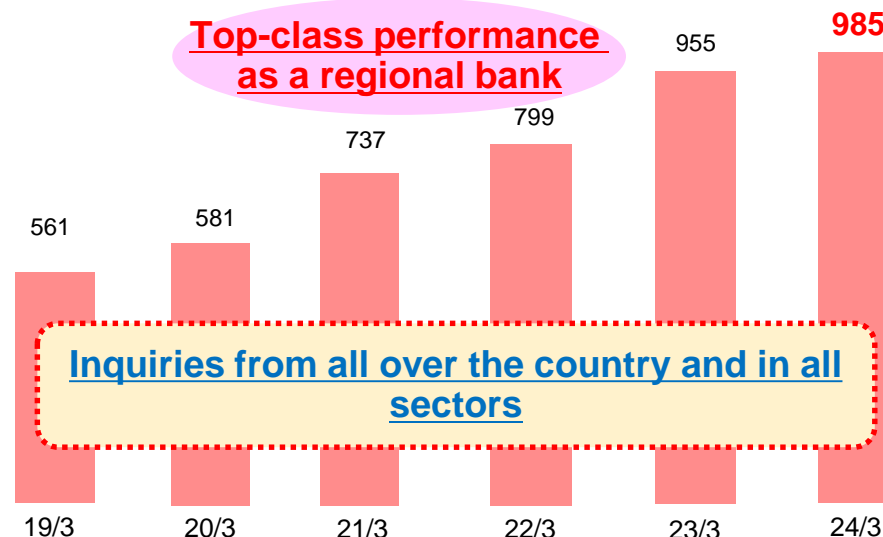
* Recent PFI Initiatives (Shunan Green Space Development Management Project)

Project size:
approx. 9.5 billion yen

山口県のスポーツレクリエーションパーク
の融資契約を締結！



Cumulative total of PFI loans underwritten (100 million yen)



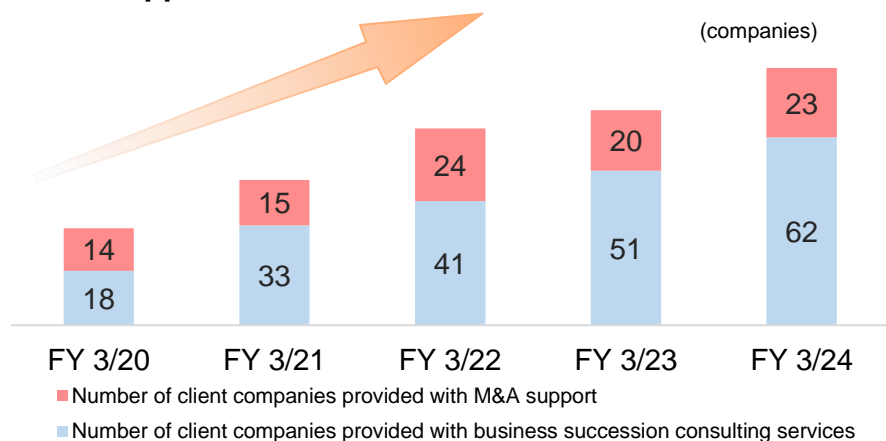
Prefecture	No. of projects	Sector	No. of projects	Cumulative no. of projects participated in
Aichi	22 projects	Accommodations, government buildings, housing	19 projects	66 projects Approx. 98.5 billion yen of which,
Osaka	10 projects	Educational and cultural facilities	14 projects	
Tokyo	8 projects	School meal service centers	11 projects	
Mie	8 projects	Sports and health facilities	8 projects	37 arranger projects Approx. 55.0 billion yen
Kanagawa	5 projects	Resource utilization and water treatment plants	7 projects	
Shizuoka and elsewhere	13 projects	Other (funeral halls, concession projects, etc.)	7 projects	

Strategy to Enhance Loan Income and Fees and Commissions (Corporate Consulting)

Enhance the scheme to support business succession as part of the Bank's commitment to sustainable community development, and increase earnings also

Support for business succession

Number of consultations on business succession and M&A support



Held The 5th Hyakugo Successor Training School



- Held The 5th Hyakugo Successor Training School.
- This time, the venue was moved from Tsu City to Nagoya City, and 27 young managers and executives from their twenties to fifties participated.
- In addition to acquiring knowledge about the necessity of business succession, countermeasures, management, etc., provided a place for networking across industries and ages.

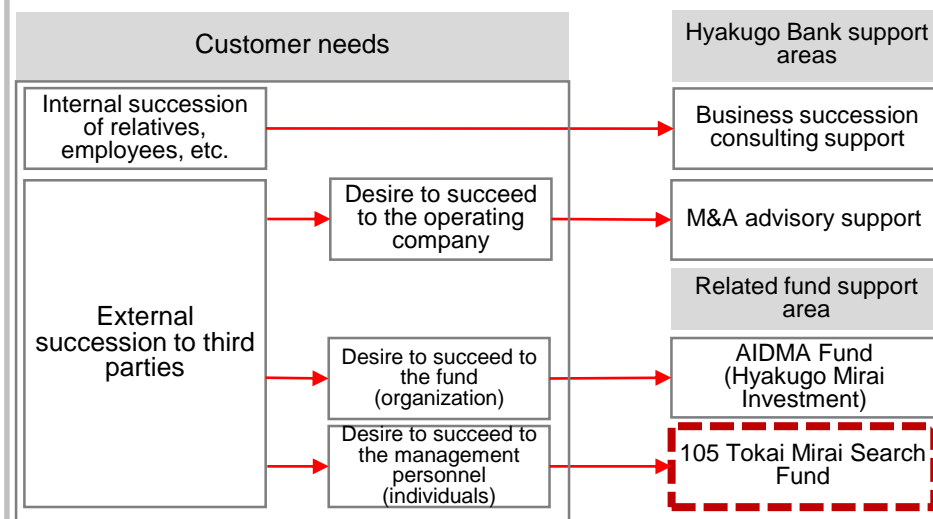
Establishment of the “105 Tokai Mirai Search Fund”

Established the first regional search fund in the Tokai region



- Hyakugo Bank provided smooth business succession support to successors and M&A support to third parties, and Hyakugo Mirai Investment Co., Ltd., a group company, provided business succession support using funds.
- The establishment of the search fund, which is based on management talent, provides regional clients with new options for business succession.

Support system for business succession of the Group

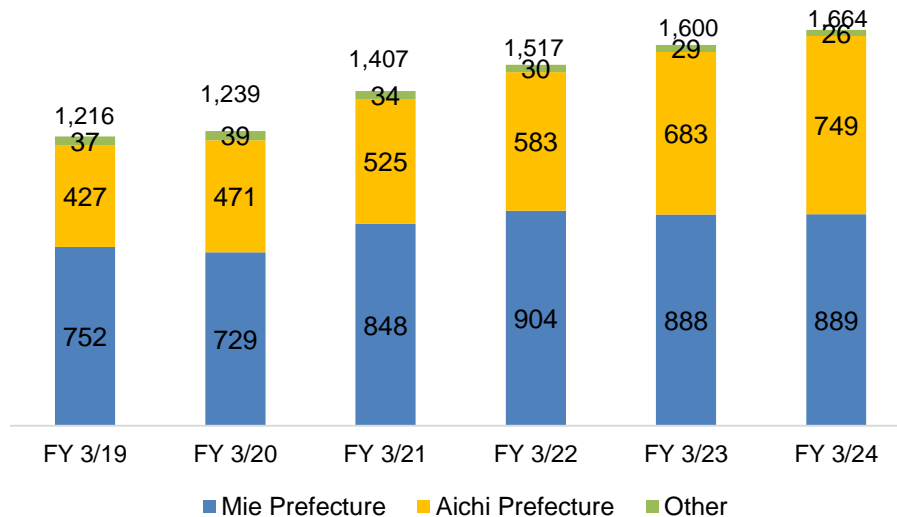


Enhance the sustainability of the region by continuing to strengthen its support for medical and welfare services, which are an important part of the region's infrastructure

Active support for needs including capital investment

Changes in lending to the health and welfare sectors

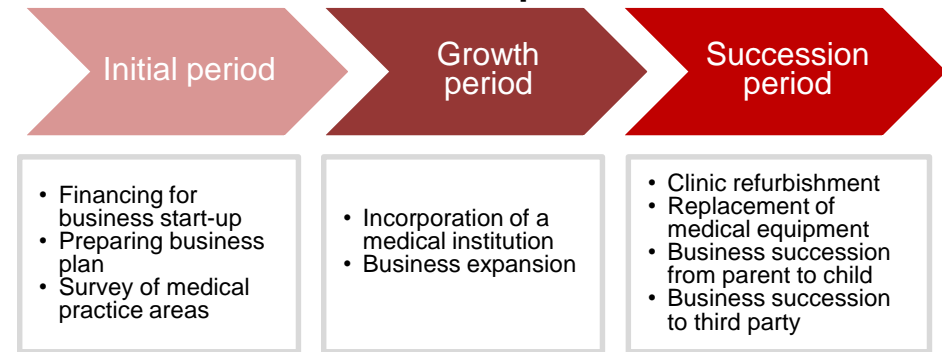
(100 million yen)



- Outstanding loans to the medical and welfare industries have been on an increasing trend for the past 13 years and are the largest among regional financial institutions headquartered in three Tokai prefectures (Aichi, Gifu, Mie).
- The Bank has had dedicated medical and welfare officers for over 40 years, and will continue to strengthen support for business partners by utilizing accumulated data and business partners
- Social loans based on the SDGs can be used to finance the relocation of clinics and the establishment of nursing homes.

Consulting services to medical institutions

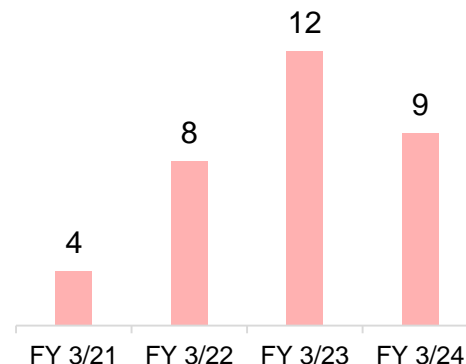
Building a support system to meet customer needs from business start-up to succession



Of the above, the need for third-party succession due to the absence of successors is increasing markedly

Status of support (no. of third-party successions)

Support effectiveness (client feedback)



[Seller]

- We were able to protect our employees and existing patients through third-party succession
- I am glad that my clinic, which I have cherished for so many years, will continue and remain in the community

[Buyer]

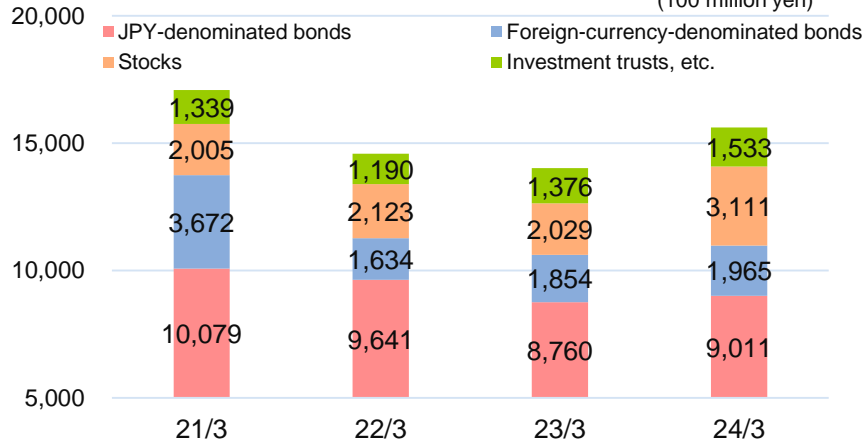
- I was able to keep my initial investment low
- The clinic has existing patients, making it easier to forecast sales

Gradually restructured the yen-bond portfolio as monetary policy normalized, and implemented portfolio improvements through exchange trading

Changes in securities portfolio

Securities balance bottomed out due to resumption of long-term bond investment and rising stock prices

(100 million yen)



Improvement of JPY-denominated bond portfolios

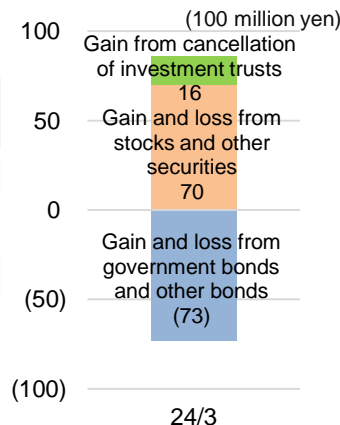
Portfolio improvement through replacement of low-yield stocks

- Purchase and sale of low-yield bonds using gains on the sale of stocks that became profitable during the rise in stock prices

Status of JPY-denominated bonds	3/24	(3/23 ratio)
Balance	901.1 billion yen	(up 25.1 billion yen)
Valuation gains (losses) on hedges	(21.1) billion yen	(6.4) billion yen
Holding yield	0.37%	(+0.07P)
Duration	5.67 yrs.	(-0.44 yrs.)

⇒ New investment and replacement trading have increased holding yields while shortening the maturity

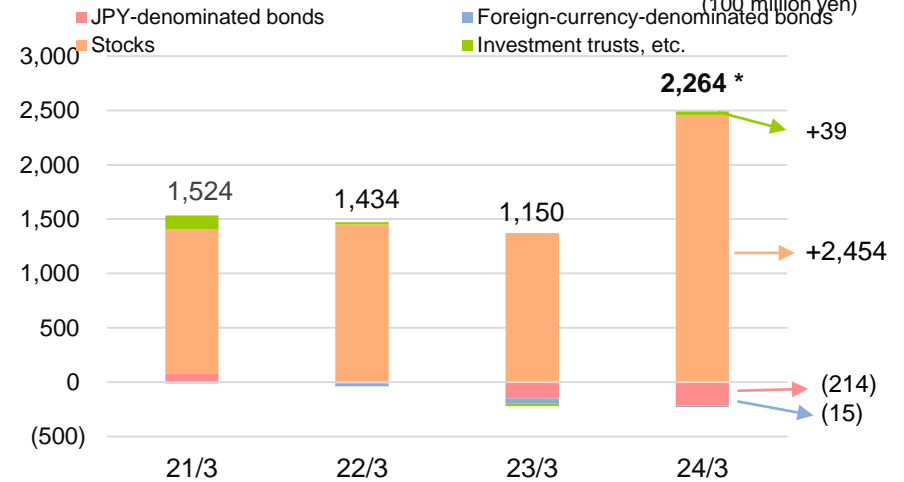
[Trading profit/loss]
Total 13



Valuation gains (losses) on securities

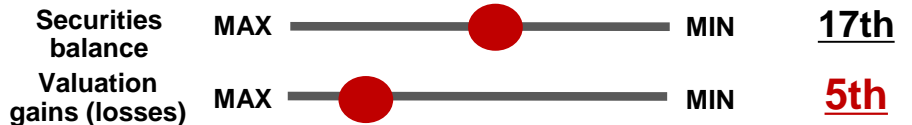
Unrealized gains increased due to rising stock prices

(100 million yen)



* 229.2 billion yen of valuation gains after taking hedging into account

Ranking of Hyakugo Bank among 34 regional banks with at least 1 trillion yen in securities outstanding



* Figures announced by each bank and compiled by the Bank (as of March 31, 2024). Valuation gains (losses) are before taking hedging into account

Impact of interest rate risk

(100 million yen)

	Yen bonds	Foreign bonds
Impact on valuation gains (losses) if interest rates rise 10 basis points in parallel (after taking hedging into account)	(52)	(3)

* As of March 31, 2024. Impacts on credit risk and foreign exchange, associated with rising interest rates, are not taken into account

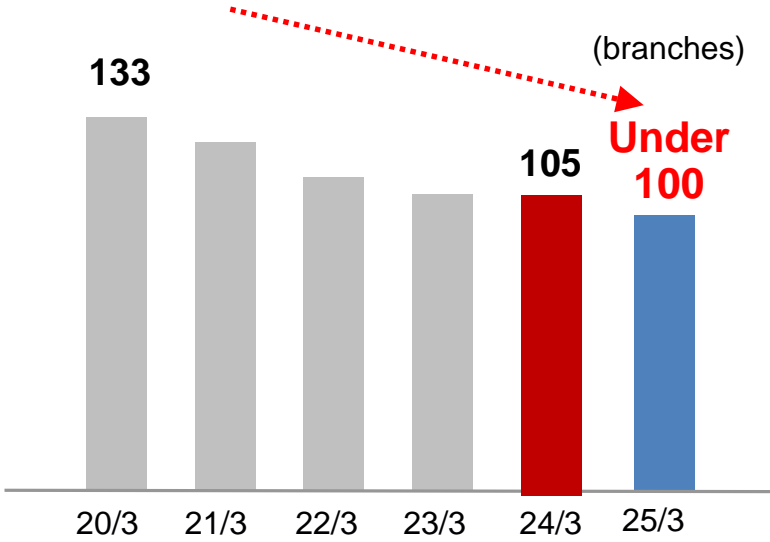
Aim to build an optimal sales structure by developing a channel strategy that captures the changing needs of customers

Optimize the branch and ATM network

Consolidation of branches through branch-in-branch method

Plan

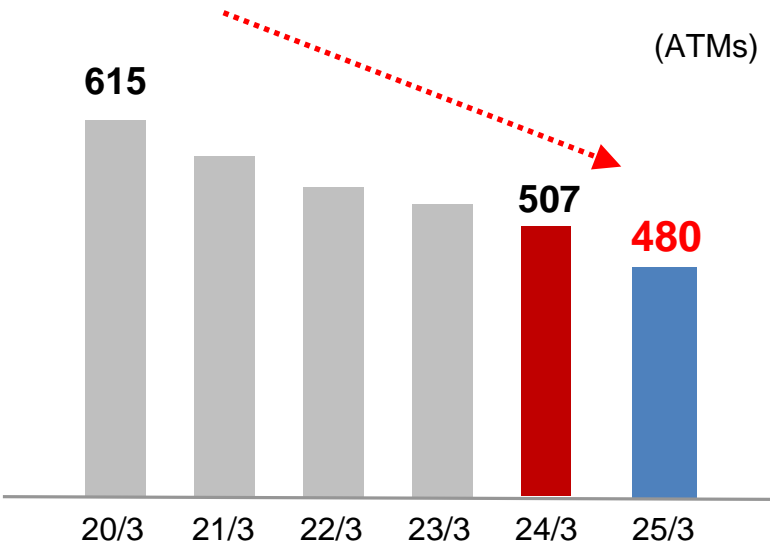
Aim to reduce number of branches to less than **100** over the three years of the Medium-term Management Plan



Review of ATMs

Plan

Aim to reduce number of ATMs by **10%** over the three years of the Medium-term Management Plan



As the non-face-to-face channel has become usual practice, the Bank seeks to reorganize its branches with a view to the future of banking branches

Consider the operating status of each ATM and optimize the number of ATMs to secure both convenience and cost reduction

Establish alternative customer contact channels to in-store customer service

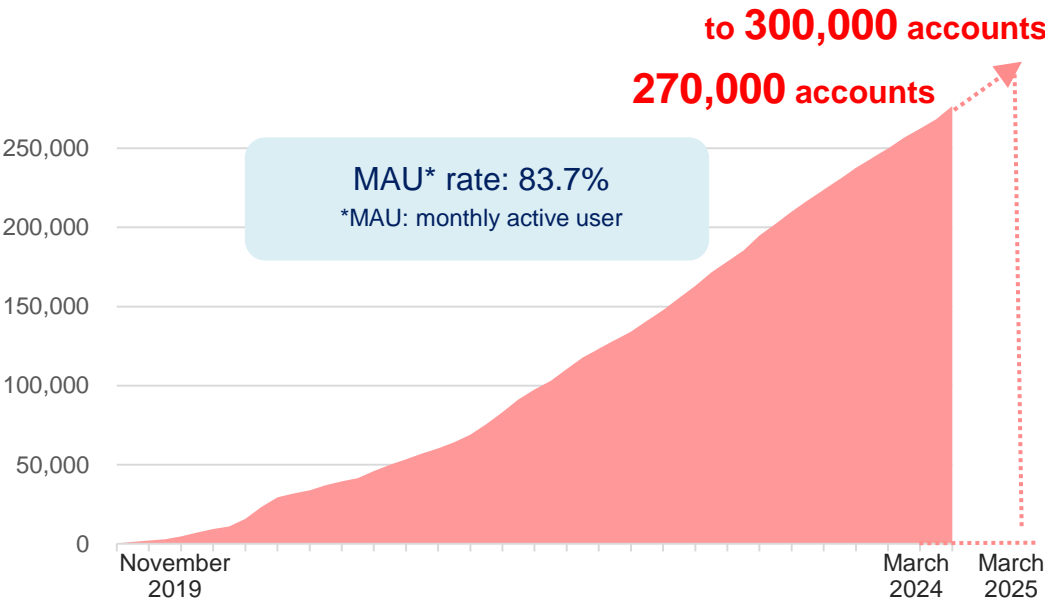
Smartphone

Changes in number of passbook-less accounts

Target of Medium-term Management Plan

300,000 accounts covering about half of household accounts

* Household accounts are accounts with payroll transfers and pension payments



SDGs

Reduction of paper resource use

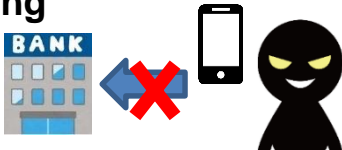


Digitization

Increased convenience

Improve the quality of monitoring

Introduction of unauthorized access detection service



Improve the quality of monitoring in response to increasingly complex financial crimes



Provide services that customers can use with confidence

External sales of app functions

The Bank began selling the application to domestic financial institutions through BIPROGY Inc. in 2023

Service delivery typeAdopted three additional Shinkin bank

Contract form	Contents of the contract	Hiring
Service delivery type	BIPROGY builds a new banking application based on “Hyakugo Bank Smartphone Banking” and provides it to financial institutions	4
In-house development and operation type	The Bank provides the program source code for “Hyakugo Bank Smartphone Banking” to financial institutions, which will develop their own banking applications	1

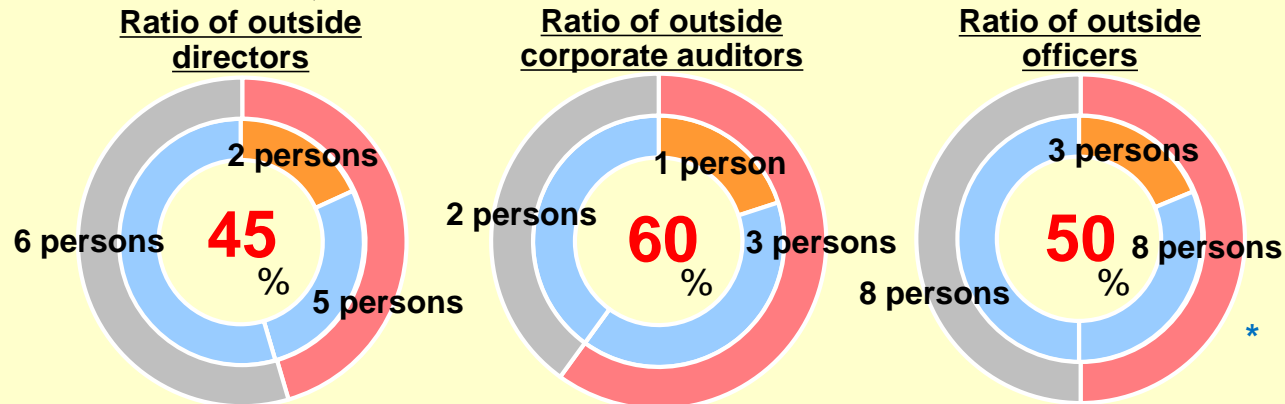
Strengthen corporate governance to ensure the Bank's sustainable growth and enhance its corporate value over the medium to long term

Appointment and diversification of outside officers

Ratio of outside officers

* Scheduled for June 30, 2024

Outside Inside Female Male



[Future policy]

The Bank will make further efforts to appoint and diversify individuals who meet the independence requirements and who can contribute to the Bank's management

* Eight outside officers are all independent

Enhance governance through appropriate involvement and advice from outside officers

Corporate Governance Committee

(non-mandatory nomination/compensation committee)

Chair is elected from among
outside directors

Title	No. of persons
Outside directors	4
Inside directors (representative director)	2
Total	6

* No. of officers as of March 2024

Decision-making of
Board of Directors

for higher
transparency

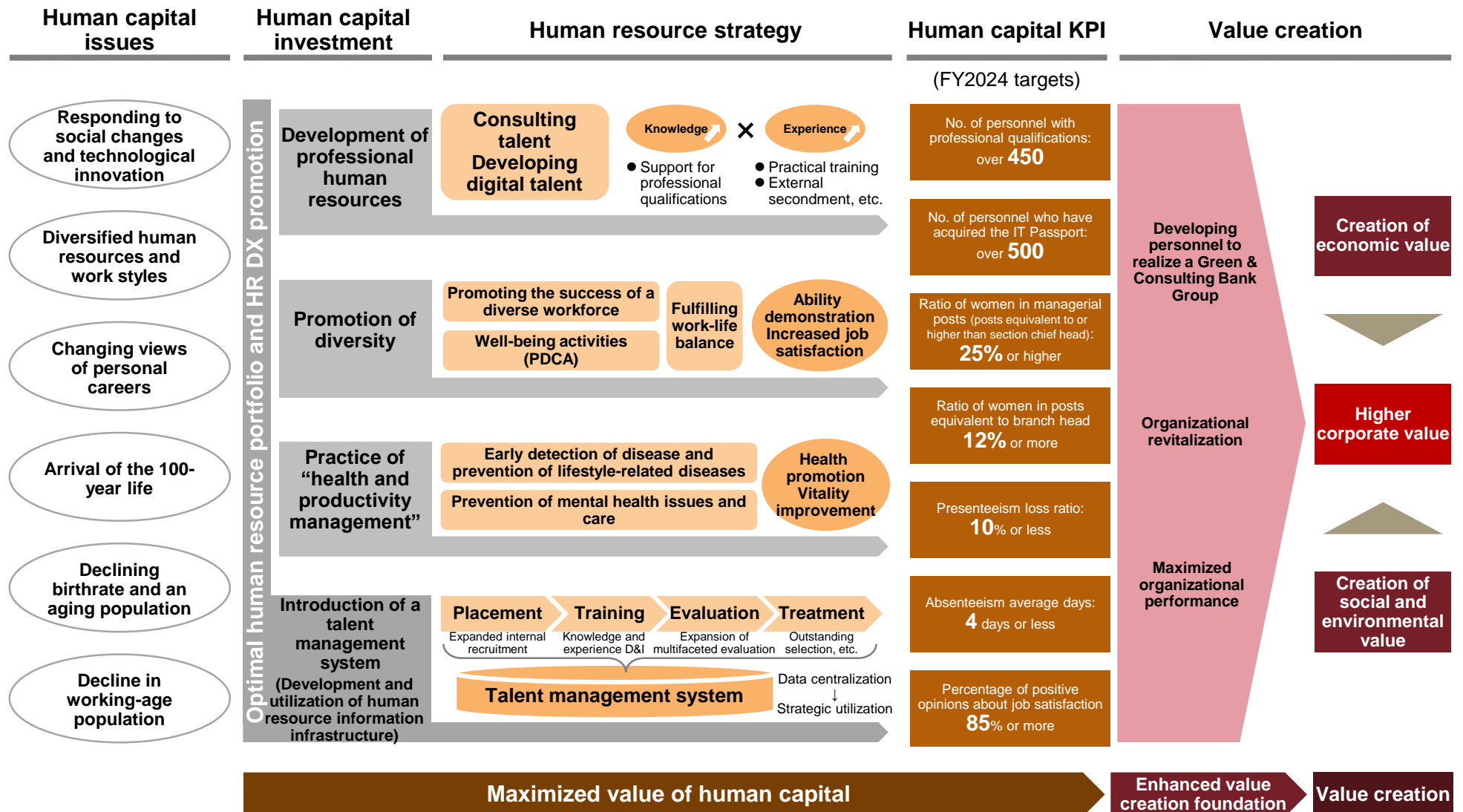
for higher
objectivity

[Functions]

Providing advice on the following matters to Board of Directors

- Matters concerning candidates for directors and corporate auditors
- Matters concerning compensations, etc. to directors
- Other significant matters concerning management (such as fostering of successors and initiatives for diversity)

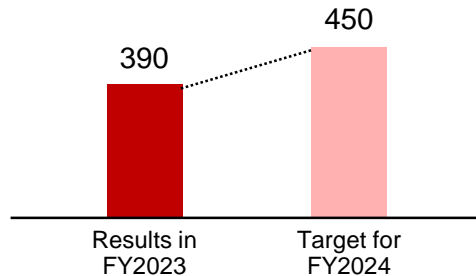
Promote human resource strategy and initiatives to strengthen engagement to enhance human capital



Key measurable indicators and targets related to investment in human capital and human resource strategy

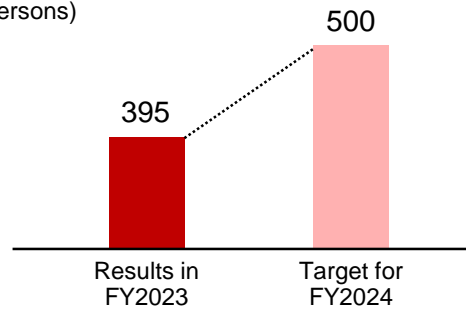
No. of personnel with professional qualifications (7 qualifications including FP1)

(persons)



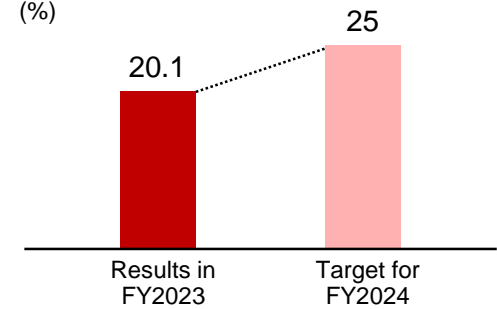
No. of those who have acquired the IT Passport

(persons)



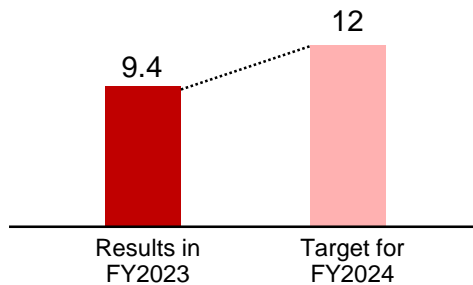
Ratio of women in managerial posts (posts equivalent to or higher than section chief head)

(%)



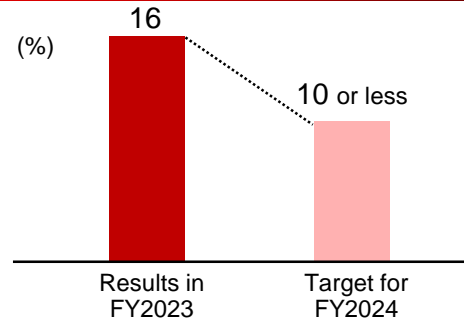
Ratio of women in posts equivalent to branch head

(%)



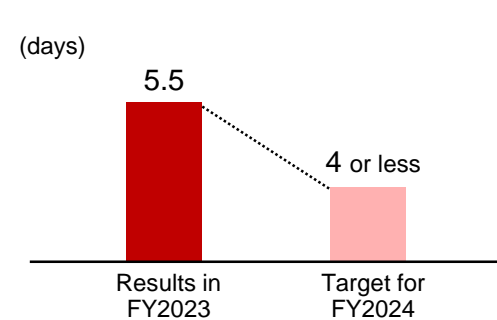
Presenteeism loss ratio *1

(%)



Absenteeism average days *2

(days)

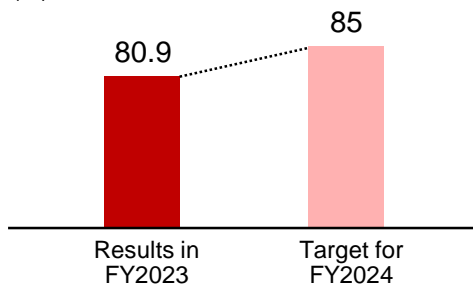


*1 Presenteeism loss ratio: Percentage of work performance reduced due to illness or injury

*2 Absenteeism average days: Number of days employees are absent from work due to illness, injury, or other physical condition (including paid leave, and calculated excluding those with no days of absence)

Percentage of positive opinions about job satisfaction

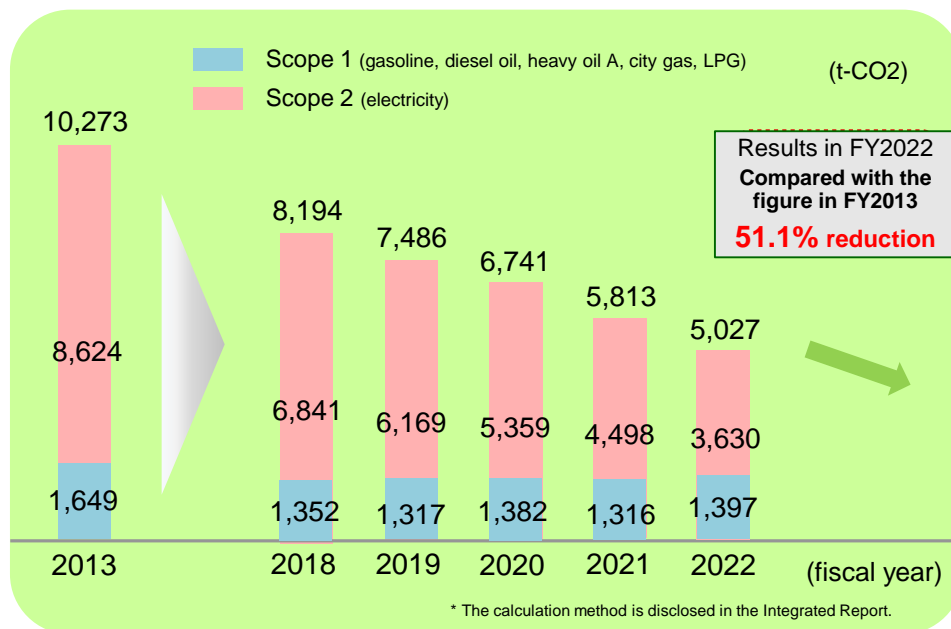
(%)



Greenhouse gas (GHG) emissions have been steadily declining. Information disclosure based on the TCFD concept is also implemented

Greenhouse gas (GHG) emissions

Changes in greenhouse gas (GHG) emissions



Scope 3 measurement and calculation (disclosed July 2023)

- The Bank started measuring and calculating GHG emissions (Scope 3) in its supply chain
- It will consider increasing measurement items and improving measurement methods

Category 6
(Business Travel)

389 t-CO2

Category 7
(Employee Commuting)

1,823 t-CO2

Category 15
(Investments)

5,715,383 t-CO2

* The calculation method is disclosed in the Integrated Report.

Scenario analysis and carbon-related assets

Physical risk to 2050

Additional credit cost up to **5.8 billion yen**

Transition risk to 2050

Additional credit cost up to **8.3 billion yen**

Carbon-related assets

4 major sectors

* Based on the end of March 2023.

Energy, utility

1.94%

Transport

4.74%

Materials and buildings

17.72%

Agriculture, food and forest products

1.98%

* The calculation method is disclosed in the Integrated Report.

Sustainable finance

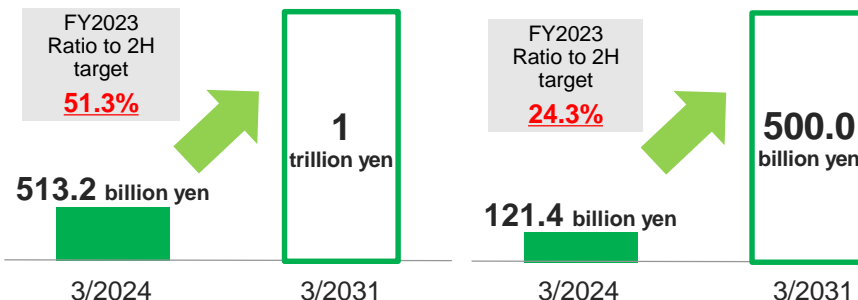
Sustainable finance* Targets and results

Sustainable finance
Cumulative execution target

1 trillion yen

of which, target for cumulative
amount of execution in the
environmental area

500.0 billion yen



* Investments and loans that contribute to the realization of a sustainable society by resolving social and environmental issues, etc.

Sustainable finance: Project examples

PIF's efforts to issue evaluation reports in
video format

Positive impact finance (PIF)

Evaluation
and
financingSupport efforts to increase
positive economic, social
and environmental impacts
and mitigate negative
impactsFirst time in Japan! Issue the evaluation report
published at runtime in video formatConventional
Written formThis time
Video formatHyakugo Bank Official Channel
Available on (YouTube)

Project finance for renewable energy

Green finance

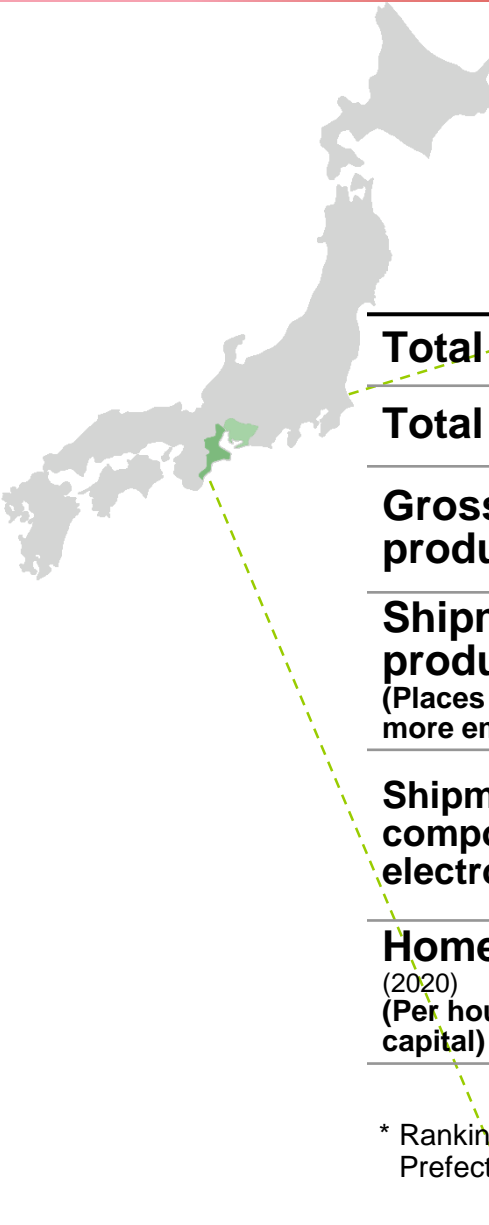
Supporting renewable
energy power generation
projects and contributing to
the resolution of climate
change issues

Nagasaki Solar Power Generation Project

Conform to the Green Finance Framework acquired
from the Japan Credit Rating Agency (JCR)

Appendix

Mie Prefecture: the main business area of Hyakugo Bank
Aichi Prefecture: A neighboring prefecture with a large market; accelerating expansion into the market there



Item	Unit	Mie Prefecture	Rank *	Aichi Prefecture	Rank *
Total area (January 2024)	100 km ²	57.74	25	51.73	27
Total population (2020)	tens of thousands	177	22	754	4
Gross prefectural product (nominal) (2020)	billion yen	8,273	18	39,659	3
Shipments of products, etc. (2021) (Places of business with four or more employees)	100 million yen	110,344	9	478,946	1
Shipments of electronic components, devices, and electronic circuits (2021)	100 million yen	18,750	1	3,082	23
Homeownership ratio (2020) (Per household of the prefectural capital)	%	72.4	9	60.3	40

* Ranking of Mie Prefecture and Aichi Prefecture among the 47 prefectures

Source: Geospatial Information Authority of Japan "Area Survey by Prefecture and Municipality"; the Ministry of Internal Affairs and Communications "National Census," and "Annual Report of Household Income and Expenditure Survey"; Cabinet Office "Prefectural Economic Accounts"; the Ministry of Economy, Trade and Industry "Survey of Economic Structure"; the Ministry of Land, Infrastructure, Transport and Tourism

Deposits (ending balance)

(Million yen)

	end of 3/20	end of 3/21	end of 3/22	end of 3/23	end of 3/24
Corporate deposits	957,260	1,140,057	1,148,376	1,172,626	1,269,046
JPY liquid	652,847	812,544	827,444	851,893	890,169
JPY time	296,535	321,973	315,830	313,082	373,903
Foreign currency	7,877	5,539	5,102	7,650	4,973
Individual deposits	3,821,661	4,086,211	4,244,558	4,318,085	4,375,943
JPY liquid	2,122,226	2,424,830	2,628,110	2,759,168	2,874,467
JPY time	1,680,890	1,643,569	1,602,595	1,549,352	1,493,236
Foreign currency	18,544	17,811	13,851	9,565	8,239
Public fund deposits	129,009	117,530	190,852	232,316	212,219
JPY liquid	104,235	85,817	156,486	204,216	183,537
JPY time	24,774	31,713	34,365	28,099	28,681
Foreign currency	0	0	0	0	0
Other	42,955	44,176	65,728	56,550	41,857
Total deposits	4,950,887	5,387,976	5,649,515	5,779,579	5,899,067
Deposits in Mie Prefecture*	4,485,158	4,874,667	5,122,798	5,242,287	5,285,922
Deposits outside Mie Prefecture	465,729	513,308	526,717	537,291	613,144
Tokyo, Osaka	18,776	13,513	13,081	13,035	31,934
Aichi	446,952	499,794	513,635	524,256	581,209
Negotiable certificates of deposit	160,490	154,505	171,666	149,858	177,288

Loans (ending balance)

(Million yen)

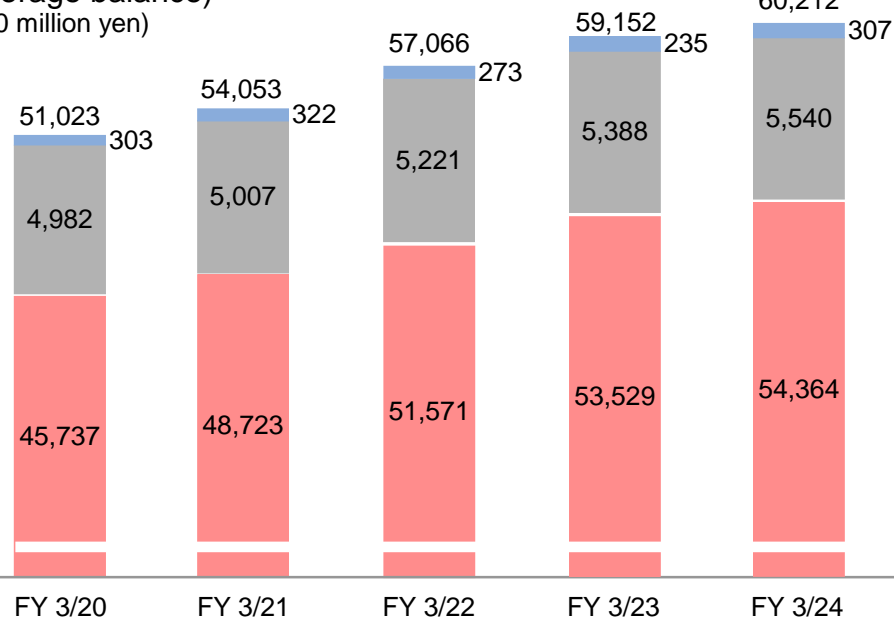
	end of 3/20	end of 3/21	end of 3/22	end of 3/23	end of 3/24
Corporate sector	2,038,320	2,211,389	2,230,098	2,361,962	2,453,861
Large companies	706,445	764,085	741,121	777,801	806,934
Medium-sized companies	76,523	72,632	70,012	67,575	74,849
Small and medium-sized companies	1,255,350	1,374,671	1,418,965	1,516,584	1,572,077
Individual sector	1,378,725	1,581,166	1,806,575	2,026,234	2,291,793
Public corporations	214,004	195,812	187,096	182,989	165,259
Total loans	3,631,051	3,988,368	4,223,771	4,571,185	4,910,914
Consumer loans	1,363,812	1,568,347	1,793,865	2,014,300	2,281,352
Housing loans	1,315,068	1,519,349	1,744,239	1,963,438	2,226,755
Other loans	48,744	48,998	49,626	50,862	54,597
Loans in Mie Prefecture*	1,705,231	1,827,164	1,883,944	1,959,791	2,010,620
Loans outside Mie Prefecture	1,925,819	2,161,204	2,339,826	2,611,394	2,900,294
Tokyo, Osaka	738,003	765,891	763,513	805,503	855,963
Aichi	1,187,816	1,395,312	1,576,313	1,805,890	2,044,330

* Deposits and loans in Mie include those in Shingu.

Deposits (including negotiable certificates of deposit), Depository Assets

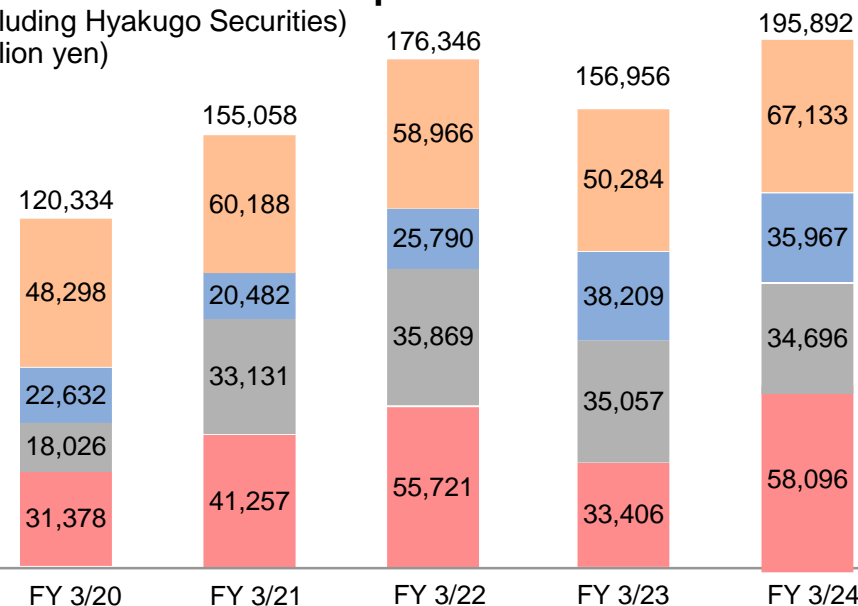
Total deposits (average balance) (100 million yen)

Mie Prefecture Aichi Prefecture Tokyo, Osaka



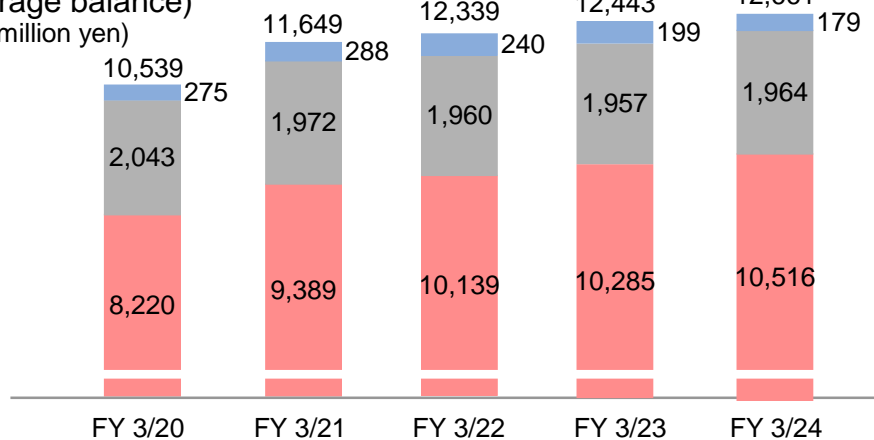
Depository assets, amount of contracts acquired (including Hyakugo Securities) (million yen)

Hyakugo Securities (after excluding the Bank's brokerage)
Insurance Financial instrument brokerage Investment trusts



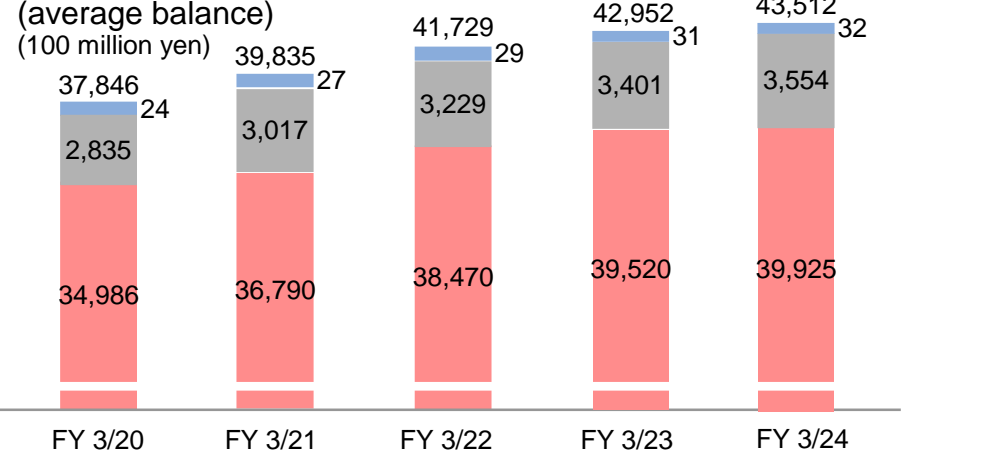
Corporate deposits (average balance) (100 million yen)

Mie Prefecture Aichi Prefecture Tokyo, Osaka

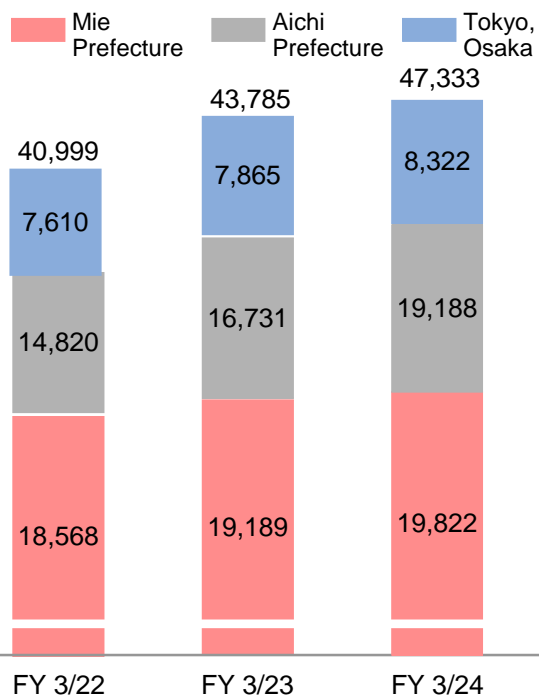


Individual deposits (average balance) (100 million yen)

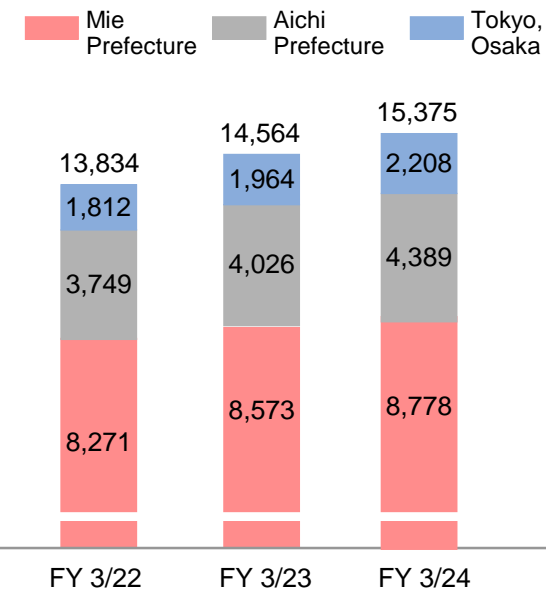
Mie Prefecture Aichi Prefecture Tokyo, Osaka



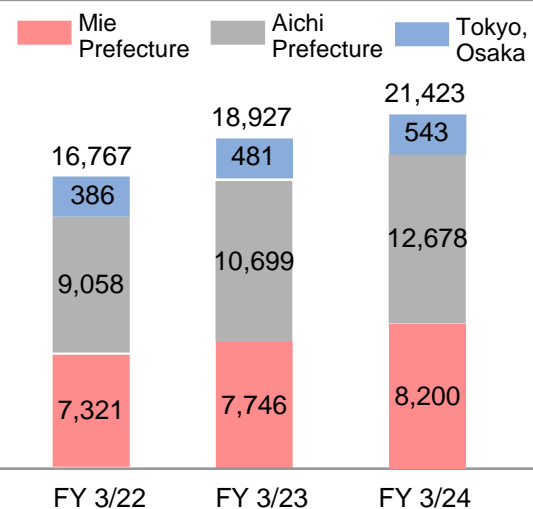
Total loans (average balance) (100 million yen)



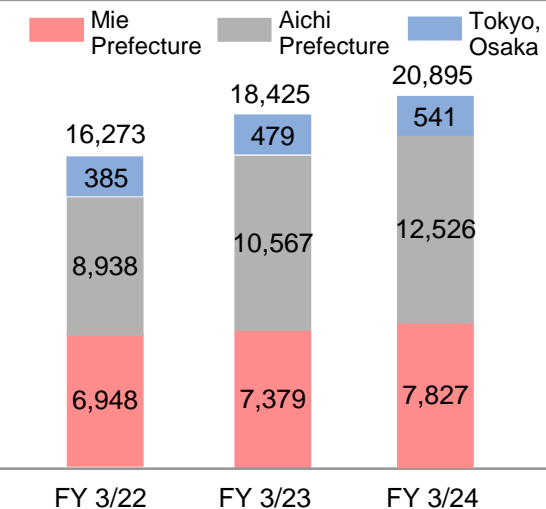
Loans to SMEs (average balance) (100 million yen)



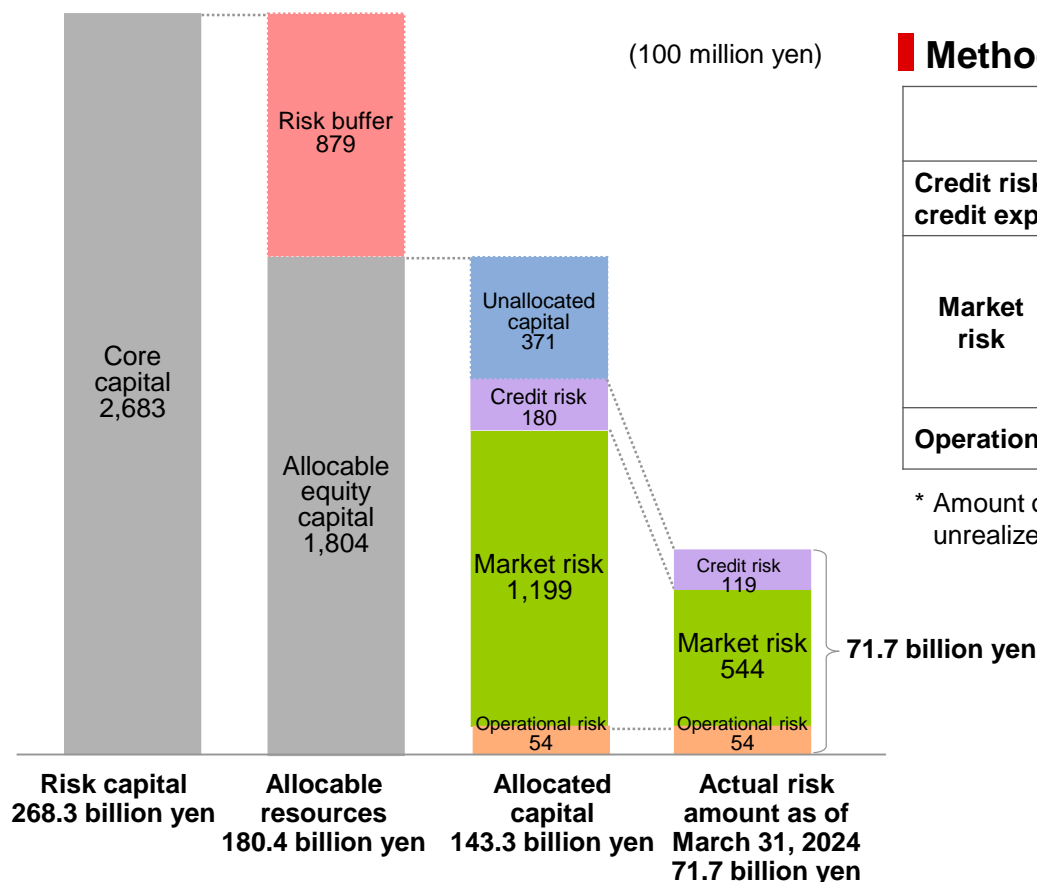
Consumer loans (average balance) (100 million yen)



Housing loans (average balance) (100 million yen)



- Risk is kept within an appropriate range according to the Bank's operating capabilities based on integrated risk management.
- Compared with core capital of 268.3 billion yen and allocable capital of 180.4 billion yen, actual amount of risk is 71.7 billion yen.



Method of measuring risk

		Method of measurement	Confidence interval	Holding period
Credit risk (including market-related credit exposure)		VaR	99 %	1 year
Market risk	Cross-shareholdings	VaR *	99 %	6 months
	Investment rates, portfolio investment, investment trusts	VaR	99 %	3 months
Operational risk		Standard measurement approach		

* Amount of risk of cross shareholdings is measured after taking into consideration unrealized gains or losses (valuation gains (losses) minus the VaR equivalent value)

* Risk buffer : Capital not allocated to risk limits in the case of emergencies (equivalent to 4% of equity ratio)

* Unallocated capital : Unused portion of allocable capital

Outstanding Non-performing Loans by Disclosure Standard and Coverage

Non-performing Loans under Internal Assessment Standard (target: total credit exposure)							Loans disclosed under the Financial Reconstruction Act and risk-managed claims (target: total credit exposure) *Special attention loans, loans that are delinquent for three months or more and restructured loans are loans only					
Classification		Credit outstanding	Category				Classification	Credit outstanding		Amount covered by collateral and guarantee	Reserve for possible loan losses	Coverage ratio
			Non-categorized	Category II	Category III	Category IV						
Failure		8<3>	7	0	- (0)	- (5)	Bankrupt and quasi-bankrupt assets	100<59>		51	49	100.00%
Substantial failure		91<56>	75	15	- (7)	- (35)						
Possible failure		493	298	72	122 (125)		Doubtful assets	493		245	125	75.18%
Watch list	Under control	121	31	90		Substandard loans	80	Debts past due by three months or more -		34	7	52.91%
								Restructured loans 80				
	Sub-total		673<632>		330	182	76.23%					
	Others		947	412	535		Normal assets	48,955		Ratio of loans disclosed under the Financial Reconstruction Act (subtotal) over total credit exposure: 1.35%		
Normal		47,966	47,966						Reference Ratio of loans disclosed under the Financial Reconstruction Act over total credit exposure if partial direct write-offs were carried out: 1.27%			
Total		49,628<49,588>	48,792	714	122 (133)	- (40)	Total	49,628<49,588>				

(100 million yen) * Amounts less than stated units are rounded down.

- * Total credit: Loans, customers' liabilities for acceptances and guarantees, private placement bonds guaranteed by the bank, foreign exchange, suspense payments and accrued interest similar to loans, etc.
- * Values shown in the section "Non-performing Loans" under "Internal Assessment Standard" are after loan loss reserves, with the value indicated in parentheses representing amounts of reserves corresponding to the respective sections.
- * The Bank does not carry out partial direct write-offs, but the amounts that would be derived if a partial direct write-off were carried out are shown in angled brackets.

Trends of loans disclosed under the Financial Reconstruction Act

(100 million yen)

	end of 3/20	end of 3/21	end of 3/22	end of 3/23	end of 3/24	Year-on-year
Bankrupt and quasi-bankrupt assets	66	87	91	73	100	27
Doubtful assets	387	419	456	493	493	0
Substandard loans	92	90	103	79	80	1
Total	547	598	651	646	673	27
Non-performing loans ratio	1.48%	1.48%	1.52%	1.39%	1.35%	(0.04)P

Upper: Number of debtors / Lower: Credit exposure

(Million yen)

			Debtor Classification as of March 31, 2024								Ratio of downgrading to possible failure or lower	Upgrade	Downgrade
			Normal	Other under close observation	Under control	Possible failure	Substantial failure	Failure	Other	Bulk, etc.			
Credit by borrower category as of March 31, 2023	Normal	199,237	176,435	558	35	68	169	6	21,966	10	0.12%	-	836
		4,438,484	3,992,247	23,338	2,994	5,469	3,337	148	410,949	369	0.20%	-	35,287
	Other under close observation	2,130	364	1,397	9	71	19	1	269	4	4.27%	364	100
		87,891	8,374	64,977	792	5,106	365	36	8,239	17	6.27%	8,374	6,300
	Under control	178	17	19	124	6	1	-	11	-	3.93%	36	7
		12,067	1,566	677	8,020	239	15	-	1,548	-	2.11%	2,243	254
	Possible failure	1,094	10	37	3	879	34	3	128	15		50	37
		49,251	1,257	2,383	34	37,755	1,789	91	5,940	1,039		3,674	1,880
	Substantial failure	474	4	6	1	3	279	8	173	26		14	8
		6,346	1	148	39	53	3,547	483	2,072	525		241	483
	Failure	34	-	11	-	2	-	9	12	7		13	-
		973	-	331	-	20	-	80	540	317		352	-
	Total	203,147	176,830	2,028	172	1,029	502	27	22,559	62		477	988
		4,595,015	4,003,447	91,857	11,880	48,645	9,054	840	429,291	2,269		14,888	44,206

Units: no. of borrowers

	1H 2018	2H 2018	1H 2019	2H 2019	1H 2020	2H 2020	1H 2021	2H 2021	1H 2022	2H 2022	1H 2023	2H 2023
Eligible for Head Office support	48	53	62	58	64	64	60	71	84	85	78	77
Eligible for branch support	271	259	202	217	212	205	196	205	216	219	216	216
Number of instances of upgrading	32	25	22	18	15	10	20	11	18	15	16	11
Number of instances of downgrading	14	15	14	15	7	15	12	23	31	14	12	13
Change in loans of branches eligible for support	(800) million yen	100 million yen	300 million yen	2.1 billion yen	60 million yen	900 million yen	1.3 billion yen	3.3 billion yen	1.0 billion yen	1.1 billion yen	(900) million yen	2.6 billion yen

Compliance of Hyakugo Credit Policy (March 31, 2024)

(100 million yen)

Classification	Content	Limit	Compliance	
Loans for individuals engaging in housing leasing business	7% or less of total loans	3,437	1,954	3.98%
Loans for other real estate industry	7% or less of total loans	3,437	2,603	5.30%
Loans for non-banks	10% or less of total loans	4,910	1,918	3.91%
Loans for large companies	Total loans for large companies by Tokyo and Osaka sales departments should be 20% or less of the Bank's total loans	9,821	5,033	10.25%
Loan balance per borrower	Credit for a borrower should be 10% or less of the Bank's equity capital	268	220	8.20%
Loan balance per corporate group	Credit per corporate group should be 25% or less of the Bank's equity capital	670	416	15.52%

Changes in loans by industry

(100 million yen)

Industry	end of 3/20	end of 3/21	end of 3/22	end of 3/23	end of 3/24	Share by industry
Manufacturing	3,758	4,035	4,056	4,210	4,187	8.52%
of which, transportation equipment manufacturing	865	849	851	877	842	1.71%
Agriculture, Forestry, Fishery, Mining, Quarrying and Gravel Quarrying	239	241	218	235	241	0.49%
Construction	1,099	1,388	1,418	1,605	1,550	3.15%
Utilities	977	1,047	1,176	1,302	1,404	2.86%
Telecommunication	123	149	135	130	118	0.24%
Transport and Post	1,237	1,374	1,354	1,398	1,484	3.02%
Wholesale and Retail	2,718	3,028	2,899	3,149	3,090	6.29%
Finance and Insurance	3,049	3,138	2,979	3,112	3,416	6.95%
Real Estate and Rental	4,780	4,913	5,098	5,364	5,870	11.95%
of which, Real Estate	3,524	3,524	3,705	3,908	4,274	8.70%
Academic Research, Specialist and Technical Services	147	183	203	256	292	0.59%
Accommodation and Food and Beverage	316	397	379	361	345	0.70%
Lifestyle-related Services and Entertainment	263	308	294	302	258	0.52%
Education and Learning Support	76	83	91	96	90	0.18%
Medical and Social Welfare	1,239	1,406	1,517	1,600	1,674	3.40%
Other Services	407	463	508	554	572	1.16%
Local Governments	2,088	1,911	1,839	1,768	1,591	3.23%
Other	13,787	15,811	18,065	20,262	22,917	46.66%
Total by industry	36,310	39,883	42,237	45,711	49,109	100.00%

Deposits

Loans

Including megabanks

Megabank Other Shinkin Bank A				Hyakugo Bank	Mie Prefecture	Hyakugo Bank	Bank A	Shinkin	Other	Megabank
9.1	9.1	11.3	24.4	46.1		39.8	28.3	11.2	16.0	4.7

* Excludes Agricultural Cooperative, Fisheries Cooperative, JP Bank, and Hyakugo Bank's Shingu Branch

(%)(as of end of September 2023)

Excluding megabanks

Other	Shinkin	Bank A	Hyakugo Bank	Mie Prefecture	Hyakugo Bank	Bank A	Shinkin	Other
10.0	12.5	26.8	50.7		41.7	29.6	11.7	17.0
18.9	23.9	16.0	41.2	Kuwana District	33.9	18.1	18.5	29.5
8.7	11.5	40.2	39.6	Yokkaichi District	32.0	38.1	12.6	17.3
8.5	5.6	36.9	49.0	Suzuka District	37.3	39.8	7.6	15.3
19.3	22.4	16.5	41.8	Iga District	36.0	15.6	23.8	24.6
7.7	6.3	17.6	68.4	Tsu District	59.9	25.6	4.3	10.2
6.0	15.0	30.1	48.9	Matsusaka District	40.5	33.1	13.9	12.5
10.0	6.1	19.6	64.3	Ise District	56.4	22.4	5.2	16.0
0.9	1.5	29.0	68.6	Toba Shima District	61.7	32.1	2.0	4.2
5.7	33.9	28.1	32.3	Kishu District	30.1	27.5	30.4	12.0

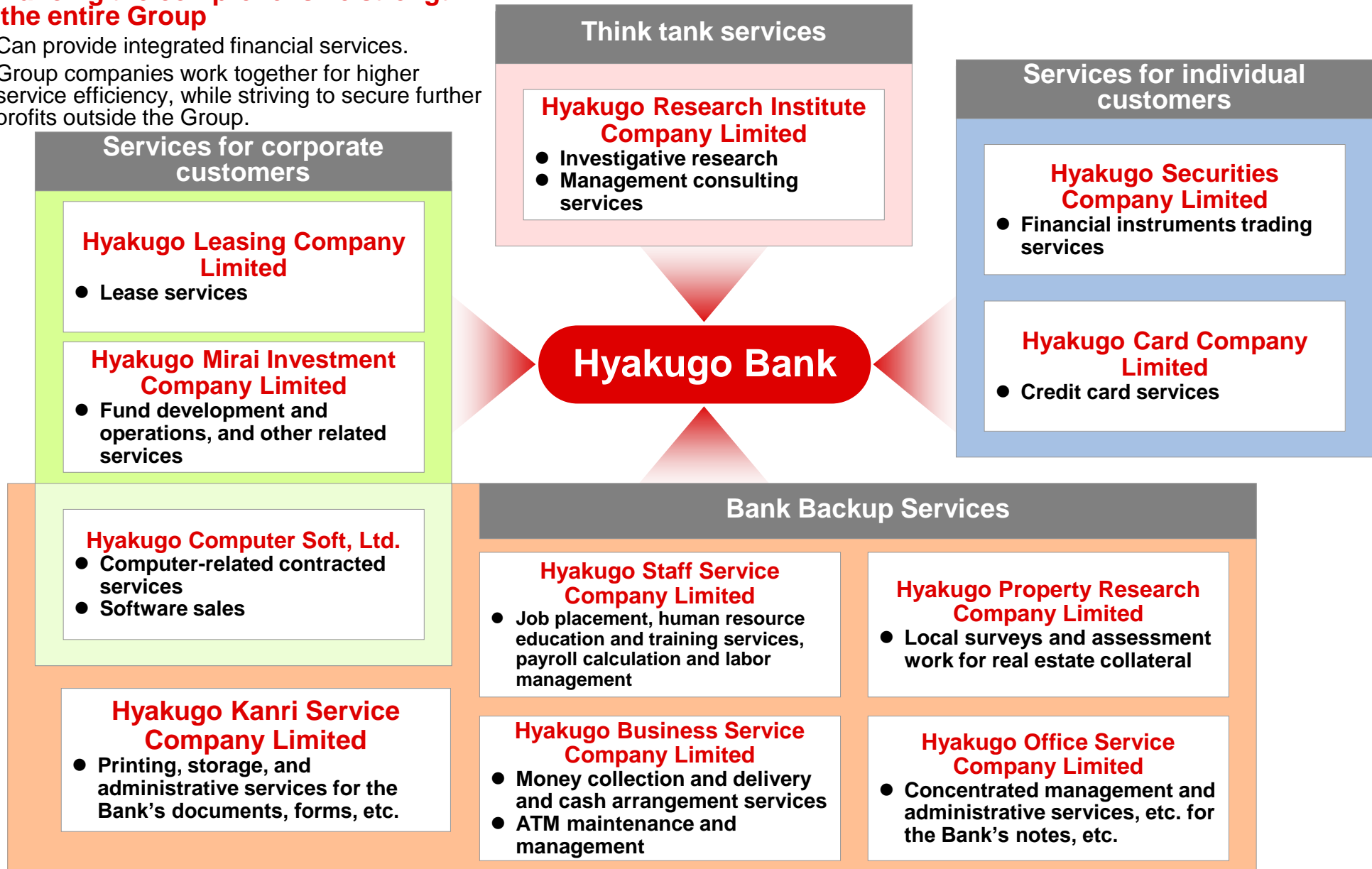
* Excludes megabanks, Agricultural Cooperative, Fisheries Cooperative, JP Bank, and Hyakugo Bank's Shingu Branch.

* Bank's share is calculated excluding Osaka Net Branch and Aichi Net Branch

(%)(as of end of September 2023)

Enhancing the comprehensive strength of the entire Group

Can provide integrated financial services.
 Group companies work together for higher service efficiency, while striving to secure further profits outside the Group.



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