

**ANNUAL FINANCIAL DATA  
FOR THE FISCAL YEAR ENDED  
MARCH 31, 2019**

**The Hachijuni Bank, Ltd.**

# I FINANCIAL REVIEW

## 1. Breakdown of income

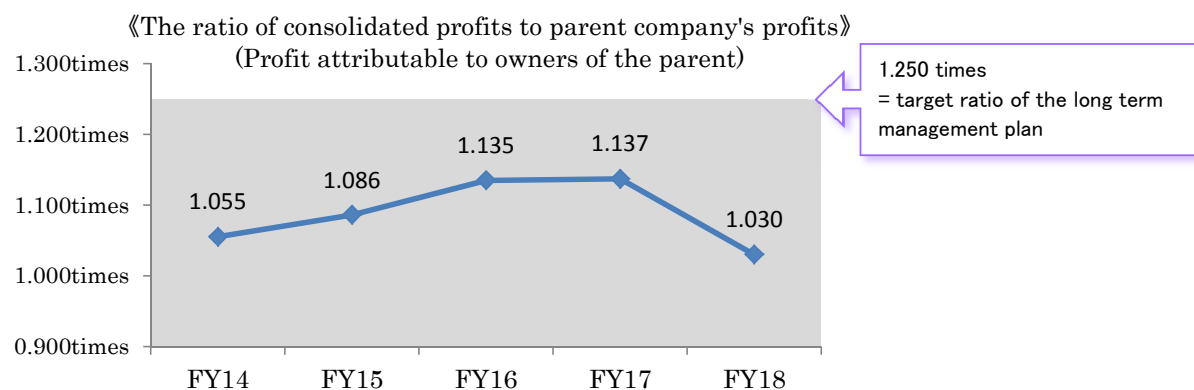
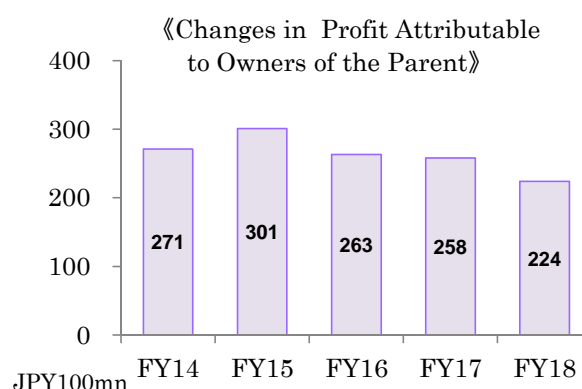
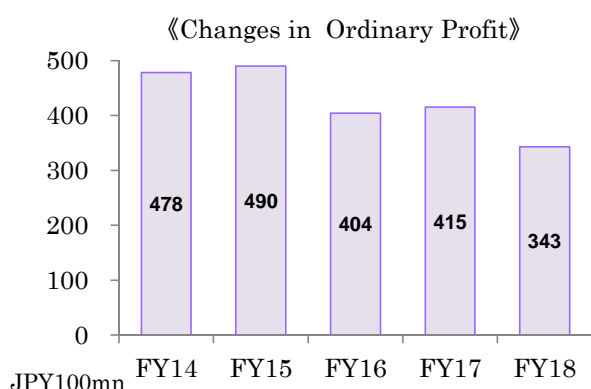
<Consolidated>

(Units: 1million yen)

	FY ended March 31, 2019 (A)	Inc/Dec (A-B)	FY ended March 31,2018 (B)
Consolidated gross business profit	98,390	(844)	99,235
Profit on interest	69,004	(1,215)	70,219
Profit on fees and commissions	13,472	(356)	13,828
Trading profit	2,099	(878)	2,978
Profit from other business transactions	13,814	1,606	12,208
General & administrative expenses	60,940	(1,968)	62,909
Credit related expenses	1,868	1,590	277
<b>Ordinary profit</b>	<b>34,354</b>	<b>(7,153)</b>	<b>41,507</b>
Extraordinary gains (losses)	(485)	1,696	(2,181)
Income before income taxes and minority interests	33,868	(5,457)	39,326
Total income taxes	10,058	(2,140)	12,199
Profit	23,810	(3,316)	27,127
Profit attributable to non-controlling interests	1,317	31	1,286
<b>Profit attributable to owners of the parent</b>	<b>22,492</b>	<b>(3,348)</b>	<b>25,840</b>

(Number of Consolidated Companies)

Number of consolidated subsidiaries	9	Δ 1	10
Number of companies accounted for by the equity method	—	—	—

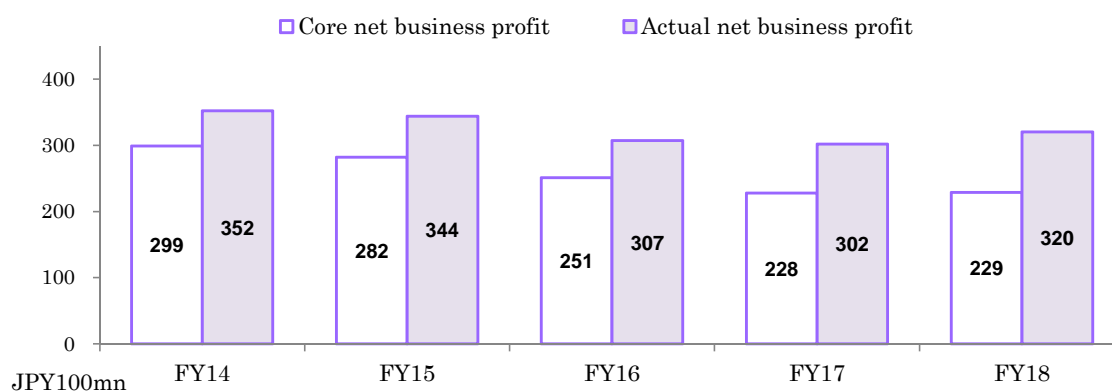


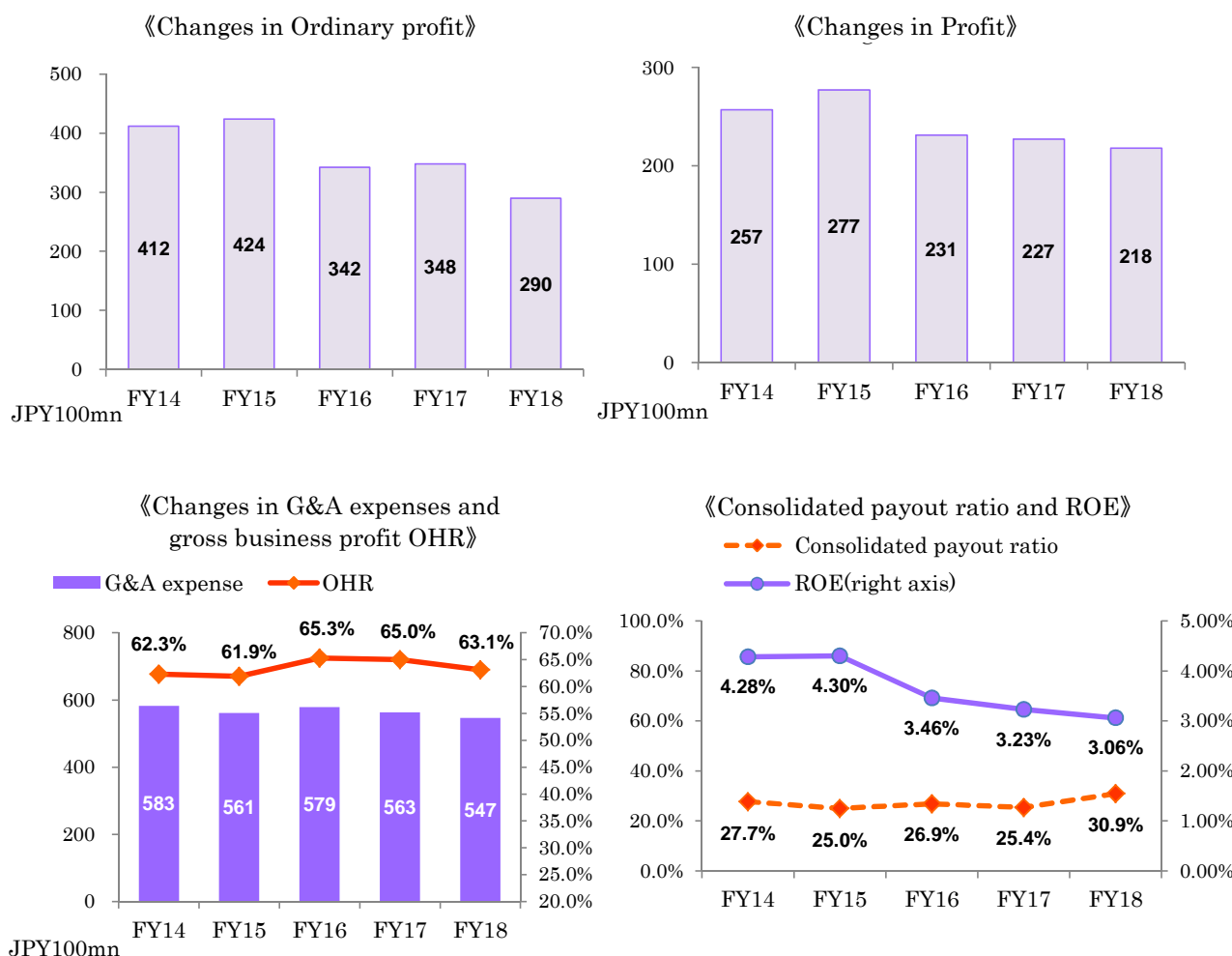
## &lt;Non-consolidated&gt;

(Units: 1million yen)

		FY ended March 31, 2019 (A)	Inc/Dec (A - B)	FY ended March 31,2018 (B)
Gross business profit	A	86,841	224	86,617
Profit on interest		68,829	(1,215)	70,045
Profit on fees and commissions		7,900	(475)	8,375
Trading profit		126	(18)	145
Profit from other business transactions		9,984	1,933	8,050
Gains (losses) related to bonds	B	9,064	1,684	7,379
General & administrative expenses	C	54,798	(1,566)	56,365
Personnel expenses		28,894	689	28,204
Non personnel expenses		22,653	(1,864)	24,518
<b>Core net business profit</b>	<b>A - B - C</b>	<b>22,978</b>	<b>105</b>	<b>22,872</b>
<b>Actual net business profit</b>	<b>A - C</b>	<b>32,042</b>	<b>1,790</b>	<b>30,252</b>
Transfer to general reserve for possible loan losses	D	(3,009)	(3,009)	—
Net business profit	A - C - D	35,051	4,799	30,252
Net gains (losses) related to equity securities	E	1,763	(2,218)	3,981
Profit (loss) on money held in trust		(4,146)	(5,118)	972
Disposal of nonperforming loans	F	4,759	4,686	73
Transfer to specific reserve		4,714	4,714	—
Reversal of allowance for loan losses	G=(a+b)	—	(447)	447
Reversal of general reserve	a	—	(1,956)	1,956
Reversal of specific reserve	b	—	1,509	(1,509)
Recoveries of written-off claims	H	12	(7)	19
<b>Ordinary profit</b>		<b>29,024</b>	<b>(5,874)</b>	<b>34,898</b>
Extraordinary gains (losses)		1,156	3,309	(2,153)
Income before income taxes		30,180	(2,564)	32,744
Total income taxes		8,350	(1,668)	10,018
<b>Profit</b>		<b>21,830</b>	<b>(895)</b>	<b>22,726</b>
Profit(losses) related to securities	B+E	10,827	(534)	11,361
Credit related expenses	D+F-G-H	1,737	2,132	(394)

## 《Changes in Core net business profit and Actual net business profit》





Note: Gross business profit OHR  
= G&A expense / gross business profit

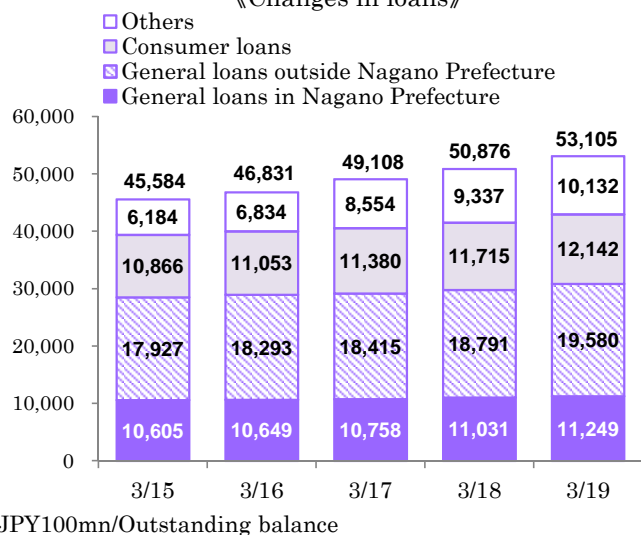
## 2. Major accounts

### ◆ Loans <Non-consolidated>

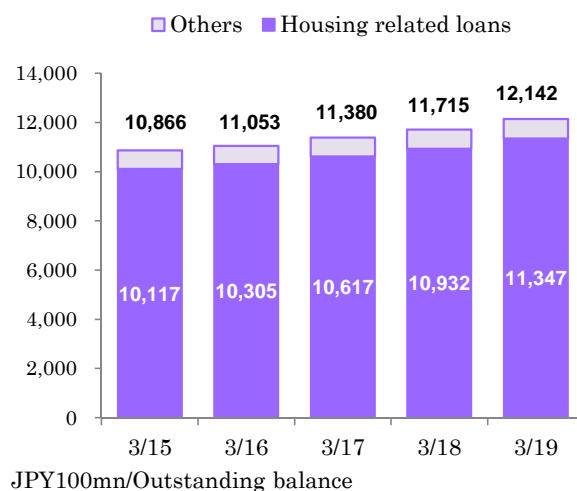
(Units: 100 million yen)

	FY ended March 31, 2019 (A)	Inc/Dec		First half year ended Sept.30, 2018(B)	FY ended March 31, 2018 (C)
		(A-B)	(A-C)		
<b>For all offices (outstanding balance as of the end of the period)</b>	<b>53,105</b>	<b>989</b>	<b>2,229</b>	<b>52,115</b>	<b>50,876</b>
Loans to general corporations	30,830	300	1,007	30,530	29,823
Loans to consumers	12,142	230	427	11,911	11,715
Housing related loans thereof	11,347	226	414	11,120	10,932
Others	10,132	458	795	9,674	9,337
<b>For all offices (average balance of the period)</b>	<b>52,474</b>	<b>689</b>	<b>2,327</b>	<b>51,784</b>	<b>50,146</b>
Loans to general corporations	30,838	405	981	30,432	29,857
Loans to consumers	11,897	106	401	11,790	11,495
Others	9,738	177	945	9,560	8,793

《Changes in loans》



《Changes in consumer loans》

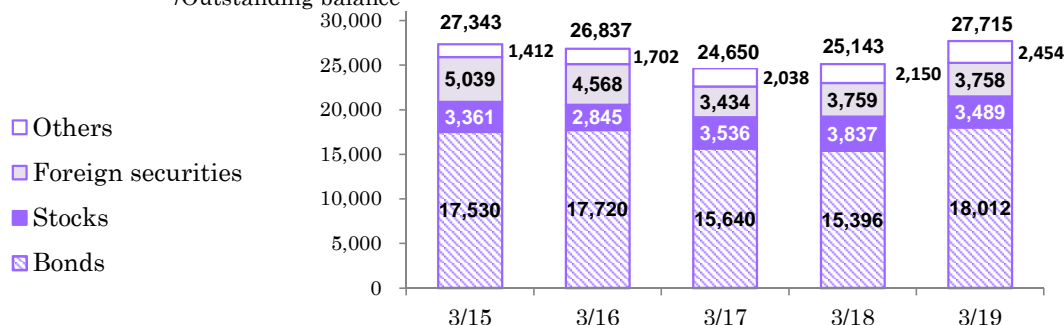


◆ Securities <Non-consolidated>

(Units: 100 million yen)

	FY ended	Inc/Dec		First half	FY ended
	March 31, 2019 (A)	(A-B)	(A-C)	year ended Sept.30, 2018(B)	March 31, 2018 (C)
<b>For all offices (outstanding balance as of the end of the period)</b>	<b>27,715</b>	<b>2,144</b>	<b>2,571</b>	<b>25,570</b>	<b>25,143</b>
Bonds	18,012	2,393	2,615	15,618	15,396
JGB thereof	10,010	(108)	40	10,119	9,970
Stocks	3,489	(420)	(347)	3,910	3,837
Foreign securities	3,758	(164)	(0)	3,922	3,759
Others	2,454	336	303	2,117	2,150
<b>For all offices (average balance of the period)</b>	<b>23,392</b>	<b>733</b>	<b>496</b>	<b>22,658</b>	<b>22,895</b>
Bonds	15,916	545	487	15,371	15,429
JGB thereof	10,046	83	(153)	9,962	10,199
Stocks	1,261	6	(7)	1,254	1,268
Foreign securities	4,059	109	14	3,949	4,045
Others	2,154	71	2	2,083	2,151

JPY100mn /Outstanding balance 《Changes in securities》

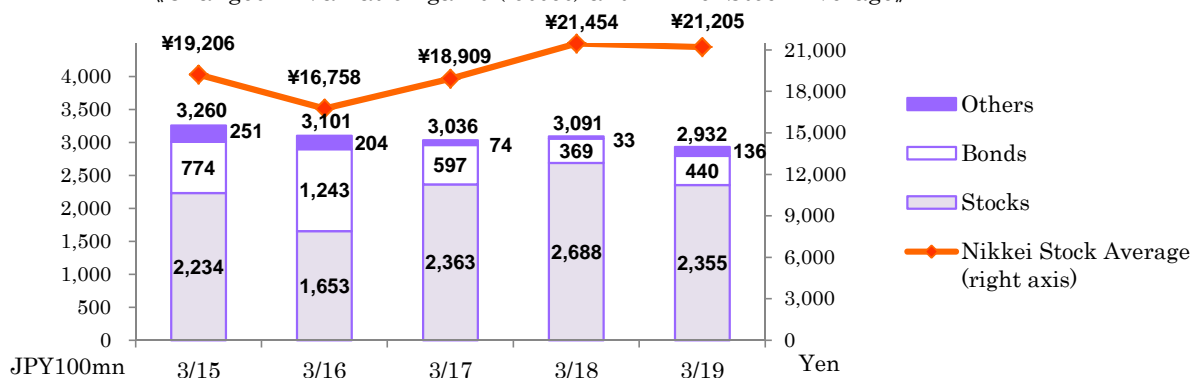


◆ Valuation gains (losses) <Non-consolidated>

(Units: 100 million yen)

	As of March 31, 2019			
	Valuation gains (losses)	Change from March 31, 2018	Valuation gains	Valuation losses
<b>Other securities</b>	<b>2,932</b>	<b>(159)</b>	<b>2,984</b>	<b>52</b>
Stocks	2,355	(333)	2,362	6
Bonds	440	71	442	2
Others	136	102	179	42

《Changes in Valuation gains (losses) and Nikkei Stock Average》



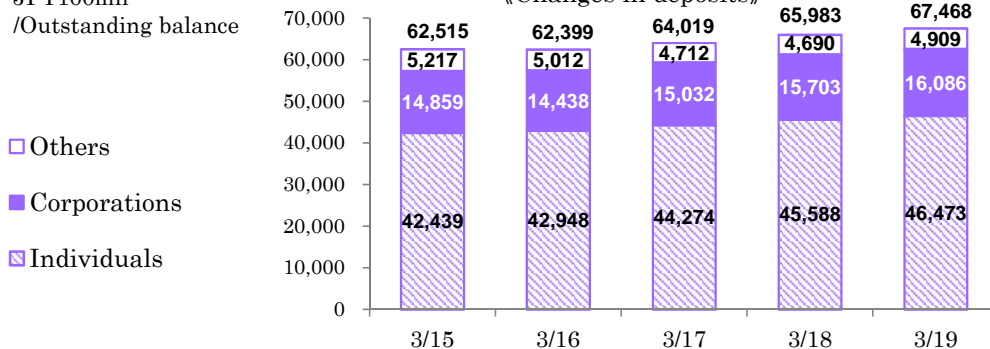
◆ Deposits <Non-consolidated>

(Units: 100 million yen)

	FY ended March 31, 2019 (A)	Inc/Dec (A-B)	Inc/Dec (A-C)	First half year ended	FY ended
				Sept.30, 2018(B)	March 31, 2018 (C)
<b>For all offices (outstanding balance as of the end of the period)</b>	<b>67,468</b>	<b>1,273</b>	<b>1,485</b>	<b>66,195</b>	<b>65,983</b>
Individuals	46,473	370	884	46,102	45,588
Corporations	16,086	(262)	382	16,348	15,703
Others	4,909	1,164	219	3,744	4,690
<b>For all offices (average balance of the period)</b>	<b>66,170</b>	<b>184</b>	<b>1,731</b>	<b>65,986</b>	<b>64,438</b>
Individuals	46,118	253	1,100	45,864	45,017
Corporations	16,150	38	305	16,112	15,844
Others	3,901	(107)	325	4,009	3,576

JPY100mn /Outstanding balance

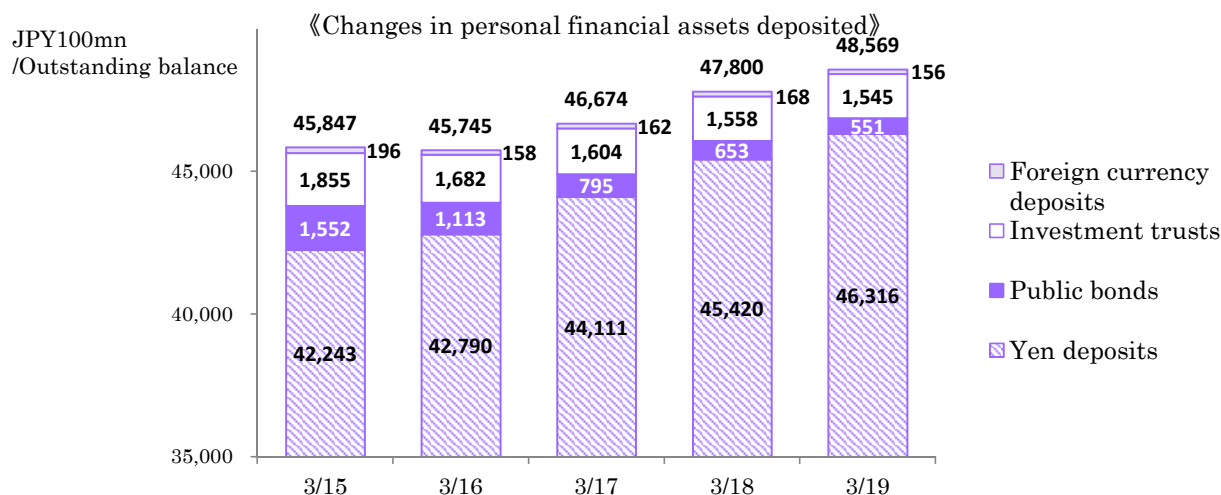
《Changes in deposits》



## ◆ Personal financial assets deposited &lt;Non-consolidated&gt;

(Units: 100 million yen)

	As of March 31, 2019 (A)			As of Sept. 30, 2018 (B)	As of March 31, 2018 (C)
		Inc/Dec (A-B)	Inc/Dec (A-C)		
<b>Total (outstanding balance)</b>	<b>48,569</b>	<b>299</b>	<b>769</b>	<b>48,270</b>	<b>47,800</b>
Yen deposits	46,316	381	895	45,935	45,420
Investment type products	2,253	(82)	(126)	2,335	2,379
Foreign currency deposits	156	(10)	(11)	167	168
Investment trusts	1,545	(14)	(12)	1,560	1,558
Public bonds (Government bonds, and other bonds)	551	(56)	(101)	608	653



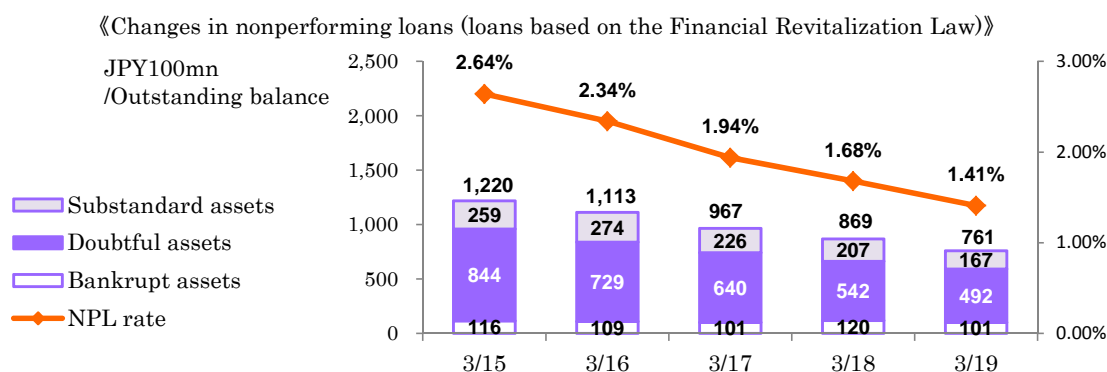
## 3. Financial soundness

## ◆ Disclosure of loans based on the Financial Revitalization Law

&lt;Non-consolidated&gt;

(Units: 100 million yen, %)

	As of March 31, 2019 (A)			As of Sept. 30, 2018 (B)	As of March 31, 2018 (C)
		Inc/Dec (A-B)	Inc/Dec (A-C)		
<b>Total</b>	<b>761</b>	<b>(37)</b>	<b>(107)</b>	<b>799</b>	<b>869</b>
Bankrupt and quasi-bankrupt assets	101	(18)	(18)	120	120
Doubtful assets	492	1	(49)	491	542
Substandard assets	167	(20)	(40)	187	207
<b>As a percentage of total credits</b>	<b>1.41</b>	<b>(0.10)</b>	<b>(0.27)</b>	<b>1.51</b>	<b>1.68</b>
Coverage ratio	77.4	1.4	1.8	76.0	75.6



## ◆ Capital ratio (Basel III standards)

## &lt;Consolidated&gt;

		As of March 31, 2019 (A)	Inc/Dec (A-B)	Inc/Dec (A-C)	As of Sept. 30, 2018 (B)	As of March 31, 2018 (C)
<b>Total capital ratio</b>	A/D	19.82%	0.08%	(0.69%)	19.74%	20.51%
Tier1 capital ratio	B/D	19.82%	0.08%	(0.69%)	19.74%	20.51%
Common Equity Tier1 capital ratio	C/D	19.82%	0.08%	(0.69%)	19.74%	20.51%

(Units: 100 million yen)

Total capital	A	6,960	(93)	(109)	7,054	7,070
Tier1 capital	B	6,960	(93)	(109)	7,054	7,070
Common Equity Tier1 capital	C	6,960	(93)	(109)	7,054	7,070
Risk weighted assets	D	35,102	(628)	644	35,731	34,457
Required capital	D×8%	2,808	(50)	51	2,858	2,756

## &lt;Non-consolidated&gt;

		As of March 31, 2019 (A)	Inc/Dec (A-B)	Inc/Dec (A-C)	As of Sept. 30, 2018 (B)	As of March 31, 2018 (C)
<b>Total capital ratio</b>	a/d	19.10%	0.04%	(0.60%)	19.06%	19.70%
Tier1 capital ratio	b/d	19.10%	0.04%	(0.60%)	19.06%	19.70%
Common Equity Tier1 capital ratio	c/d	19.10%	0.04%	(0.60%)	19.06%	19.70%

(Units: 100 million yen)

Total capital	a	6,588	(101)	(115)	6,690	6,703
Tier1 capital	b	6,588	(101)	(115)	6,690	6,703
Common Equity Tier1 capital	c	6,588	(101)	(115)	6,690	6,703
Risk weighted assets	d	34,478	(621)	462	35,100	34,015
Required capital	d×8%	2,758	(49)	36	2,808	2,721

Note: In the above Risk weighted assets calculation, credit risk assets was based on The Foundation Internal Ratings-Based Approach and operational risk amount was based on The Standardized Approach.



## II Earning projections for the fiscal year ending March 31, 2020

### <Consolidated>

(Units: 100 million yen)

		Projection for half year ending 2019/9/30	Projection for FY ending 2020/3/31 (A)	(A-B)	Results for FY ended 2019/3/31 (B)
Ordinary profit		160	320	(23)	343
Profit attributable to owners of the parent		110	220	(4)	224

### <Non-consolidated>

(Units: 100 million yen)

		Projection for half year ending 2019/9/30	Projection for FY ending 2020/3/31 (A)	(A-B)	Results for FY ended 2019/3/31 (B)
Gross business profit		408	814	(54)	868
Profit on interest		327	662	(26)	688
Profit on fees and commissions		42	85	6	79
Trading profit		1	3	2	1
Profit from other business transactions		35	64	(35)	99
(Gains (losses) related to bonds)	A	26	54	(36)	90
General & administrative expenses		282	559	12	547
(Personnel expenses)		145	289	1	288
(Non personnel expenses)		117	235	9	226
Core net business profit		100	200	(29)	229
Actual net business profit		125	255	(65)	320
Transfer to general reserve for possible loan losses	B	—	3	33	(30)
Net business profit		125	252	(98)	350
Net gains (losses) related to equity securities	C	28	56	39	17
Disposal of nonperforming loans	D	0	6	(41)	47
Reversal of allowance for loan losses	E	0	—	—	—
Recoveries of written-off claims	F	—	—	(0)	0
Ordinary profit		140	290	0	290
Profit		100	200	(18)	218
Profit(losses) related to securities	A+C	54	110	2	108
Credit related expenses	B+D-E-F	(0)	9	(8)	17

※ These projections are based on certain estimates which the bank believes are reasonable, based on information available as of the date of this filing; there is the possibility that the actual results may vary significantly due to various factors in the future.