The 14th Medium Term Management Plan

NEXTSTEP 2023

~ connect and go beyond, for the future ~

2020. 4. 1 **⇒** 2023. 3. 31

THE CHIBA BANK, LTD.

NEXT STEP 2023

Table of Contents

~ connect and go beyond, for the future ~

Review of the Previous Medium Term Management Plan Environmental Recognition Summery of the New Medium Term Management Plan Summery of the New Medium Term Management Plan Key Strategies and Targets Planned Figures Net Interest Income Net Fees and Commissions Income Expenses and Credit Costs Capital Policy 11

Strategies in the "NEXT STEP 2023"	
I. We will continue to evolve closely	
with our customers	13.14
① Personal Business	15
② Corporate Business	16.17
③ Regional Revitalization	18
Branches and Channels	19
II. We will continue to create new value	
for our customers' future	20
⑤ Digital and Information	21.22
New Businesses	23
III. We will advance alliance strategies	24
7 Collaboration with Other Banks	25
® Cross-industry Collaboration	26
IV. We will realize sustainable management	27
9 Human Resources	28
BPR	29
(II) SDGs	30
Business Management Structures	31
	~ -



Review of the Previous Medium Term Management Plan

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<Achievements in Key Issues>

Co-creating customer value

- Evaluation of business and regional revitalization
- ·Solution-related fees from corporate customers
- ·Cooperation with local governments
- Provision of comprehensive financial services for personal customers
- ·Collaboration with Hoken-no-Madoguchi
- ·Expansion of inheritance-related services
- New services respond to digitalization
- ·API platform / Digital passbooks
- •Expansion of non-face-to-face channel for consumer loans
- Expansion of retail base in Tokyo metropolitan area Opening new branches and offices

(Ebisu/Ikebukuro/Hamamatsucho)

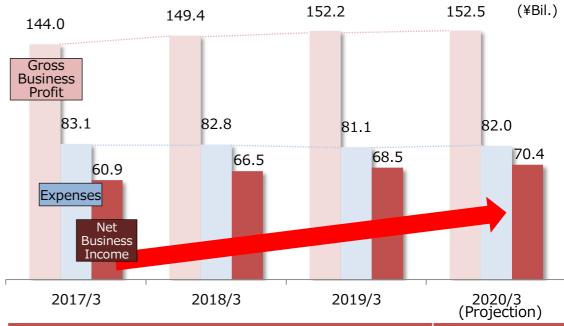
Realizing work style reforms that allow all employees to shine

- Promoting diversity
- ·Increasing a ratio of female managers
- ·Revision of HR courses
- Workstyle reforms
- •Electric work flow / Telework
- ·Flexible working hours

Strengthening a sustainable management structure

- Strategic alliances
- ·TSUBASA Alliance
- ·Chiba-Musashino Alliance
- ·Chiba-Yokohama Partnership
- Work efficiency improvements
- ·Centralize administrative work / TSUBASA Smile
- Initiatives on ESG issues
- ·Declaration on SDGs / Integrated report
- · Group Chief Officer system

Core profit growth by increasing top-line and reducing costs



Target for the Fiscal Year Ended N	Progress	
Profit attributable to owners of parent	¥60.0 Bil.	¥51.0 Bil. (2020/3 projection)
Consolidated ROE (based on total shareholders' equity)	7% range	6.15% (2019/3 actual)
Consolidated CET1 capital ratio	12% range	12.12% (2019/12 actual)
Balance of loans	¥10.5 Tri.	¥10.6 Tri. (2019/12 actual)
Balance of deposits	¥12.5 Tri.	¥12.5 Tri. (2019/12 actual)
Group total balance of financial products	¥2.5 Tri.	¥2.0 Tri. (2019/12 actual)

SDGs

- Increasing awareness of sustainable management
- · Strengthening countermeasures against natural disasters

Growth opportunities

Brand and business base

- $\boldsymbol{\cdot}$ Trust from customers cultivated through community-based business activities
- · Comprehensive financial services by the entire group

Regional economy

- · Concentrating functions in the metropolitan area
- Progress of large-scale development and infrastructure development
- Creative strategies tailored to regional characteristics



Digital

- · Advances in digital technology
- Transition to a digital generation and changes in values
- Possibility of business expansion due to deregulation

Depopulation and aging

- Population decline mainly in rural areas, increasing aging rate
- Decline in the working-age population

Risk

Monetary environment

· Continuation of negative interest rate

Population estimates		2020		2030	
	and aging rates	(Thousand people)	Over 65 years	(Thousand people)	Over 65 years
C	Chiba Prefecture	6,269	28.5%	6,104	31.2%
	Tokyo Bay Area	2,774	25.7%	2,782	28.2%
	Joban and TX lines Area	1,389	28.0%	1,370	30.7%
	Aqualine and Ken-o-Express Area	803	31.1%	751	34.6%
	Around Narita Airport, Inba Area	813	29.9%	781	33.9%
	Choshi, Kujukuri and Minamiboso Area	490	38.5%	420	42.5%

Summery of New Medium Term Management Plan

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Our Group's Mission

Contribute to the sustainable development of regional economies through the provision of the latest financial services as a partner for customers and regional communities

Title

The 14th Medium Term Management Plan NEXT STEP 2023 ~ connect and go beyond, for the future ~ (Plan period: April 1, 2020 to March 31, 2023)

Vision

Enhance customer experience by deepening financial functions and creating new models for regional finance

Basic Policy I

"We will continue to evolve closely with our customers"

- We will be a consulting partner that is closely linked to the lives of individual customers
- We will be the best partner as solving the diverse management issues of corporate customers
- We will continue to build branches that are both convenient and able to consult

Basic Policy II

"We will continue to create new value for our customers' future"

- We will provide new value to our customers by using digital technology and all kinds of information resources
- We will create new value by taking on challenges that go beyond the framework of banking

Basic Policies

Basic Policy III

"We will advance alliance strategies"

■ In order to provide new value and stand with our customers, we will further strengthen collaboration with other banks and companies in other industries

Basic Policy IV

"We will realize sustainable management"

- We will strive to build a rewarding company by enhancing human resource development and realizing diverse work styles
- We will further strengthen our internal control structures, including governance, compliance, and risk management

I. We will continue to evolve closely with our customers ① Strengthen consulting functions that are closely linked to the lives of individuals **Personal Business** 2 Increase capabilities for solving management issues as a partner **Corporate Business** Regional Revitalization 3 Strengthen initiatives for regional revitalization by increasing capabilities for solving regional issues Branches and Channels 4 Optimize branch functions and other aspects that support the enhancement of customer contact II. We will continue to create new value for our customers' future Digital and Information (5) Provide new value through the use of digital technologies and all types of information resources 6 Create new services and operate new businesses beyond the existing framework **New Businesses** Kev III. We will advance alliance strategies **Strategies** 7) Advance collaboration with other banks Collaboration with Other Banks **Cross-industry** ® Enhance collaboration with companies in other industries Collaboration

We will Dealize custoinable management

Structures

ΤΛ	. we will Realiz	e sustainable management
	Human resources	Build a rewarding company and enhance human resource development
		(organizational culture and human resources)
	BPR	Improve productivity and realize diverse work styles
	SDGs	Enhance SDGs initiatives together with the region
	Business Management	Establish solid management foundation

Toward	Profit attributable to the parent company	Consolidated ROE	Non-consolidated OHR
Target	¥60.0 Bil.	Mid-6%	In the lower 50% range

Planned Figures

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(¥Bil.)

	2019/3 Actual	2020/3 Projection	2023/3 Target	Change
Gross business profits	1,52.2	1,52.5	1,64.0	+11.5
Expenses (\triangle)	81.1	82.0	85.5	+3.5
Real net business income	71.1	70.5	78.5	+8.0
Net credit costs (\triangle)	11.3	7.4	8.8	+1.4
Ordinary income	67.0	70.0	78.9	+8.9
Profit	48.0	48.2	56.0	+7.8
Profit attributable to owners of parent	50.4	51.0	60.0	+9.0

Main points

■ Net interest income (⇒ Page 8)

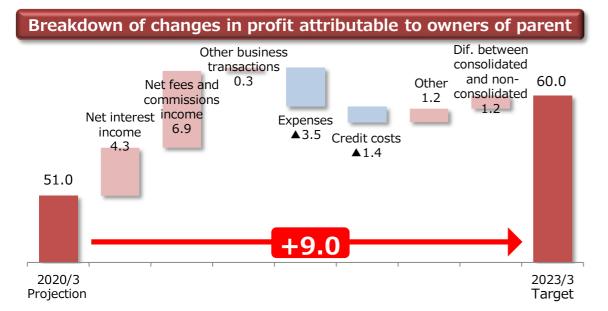
- Loan growth in mainly metropolitan areas
- Strengthen overseas business and fund management capabilities

■ Net fees and commissions income (⇒ Page 9)

- Cashless business +3.1
- Corporate solutions +1.4
- Trust business and inheritance-related services +0.9
- Financial product sales, others +1.5

■ Expenses (⇒ page 10)

- New headquarters building related +2.5
- Efficiency improvement, new businesses, etc. +4.3
- Reducing existing expenses ▲ 3.3



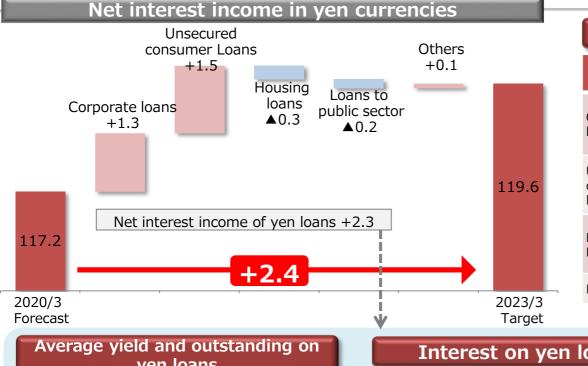
Investment plan (total in 3 years)

St	Strategic investments	
	For Customers (Digital, new services, etc.)	8.0
	Strengthen management (Efficiency improvement, internal management, etc.)	5.0
Re (Ir	12.0	
	tal investment xcluding headquarters building related)	25.0

Net Interest Income

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(¥Bil.)



Average balance plan

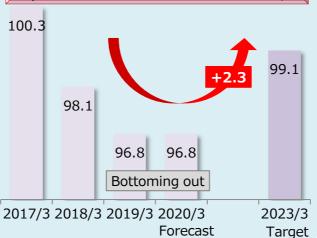
	2020/3 Forecast	2023/3 Target	Change	Measures and status
Corporate loans	5,980.0	6,900.0	+920.0	 Increase metropolitan area share Balance increase exceeds yield drop ⇒ increase in net interest income
Unsecured consumer loans	166.0	208.0	+42.0	Promote through advance credit estimation using AI, etc.
Housing Loans	3,550.0	3,880.0	+330.0	 Increase the number of employees in growth areas Yield drop exceeds balance increase ⇒ decrease in net interest income
Public	412.0	427.0	+15.0	Profits decreased due to lower yields

ven loans



Interest on yen loans

Interest on yen loans has been decreasing due to yield drop, but the balance increase has surpassed and bottomed out in FY2019 2020/3.



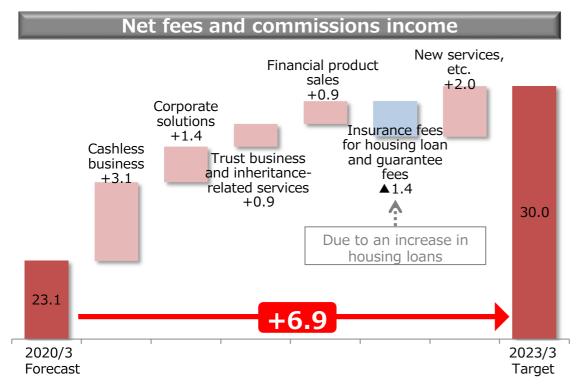
Net interest income in foreign currencies

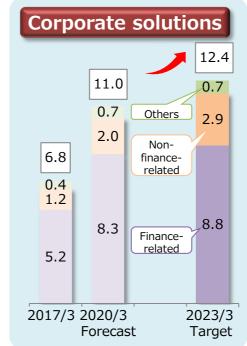
Net interest income in foreign currencies +1.9

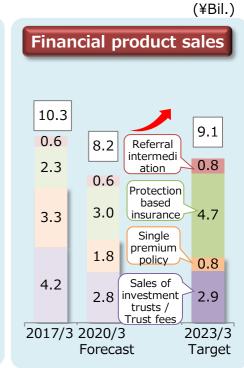
Because the market has been disrupted by the influence of CVOID-19, we will invest carefully. However we will increase the balance in the mid-term as its economic activity normalizes.

- > Increase bonds balance which have relatively lowrisk and mid-spread
- > Support for overseas expansion of our customers (including customers of alliance banks)
- > Increase foreign currency funds balance

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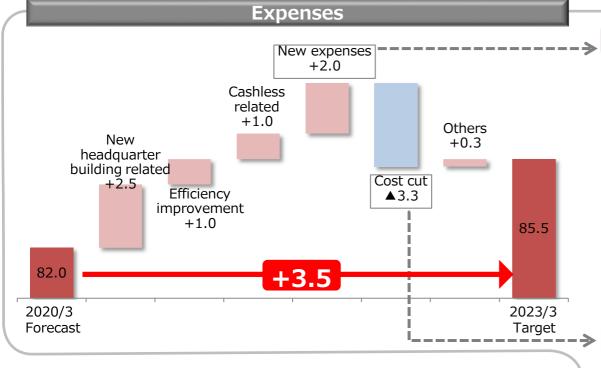


	2020/3 Forecast	2023/3 Target	Change	Measures and status	-
Cashless business (group total)	6.4	9.5	+3.1	• Expansion of cashless services for merchant by bank launched in Oct 2019 • Issuance of TSUBASA Visa debit cards in the first half of FY2020	Page 21
Corporate solutions	11.0	12.4	+1.4	 Provision of new financing schemes to fulfill diverse needs Response to management issues such as business succession 	Above graph Page 16, 17
Trust business and inheritance-related services	1.3	2.2		• Strengthen by increasing headquarters personnel, etc. • Provide products that respond to changes in the market environment, such as products for dementia	
Financial product sales	8.2	9.1	+0.9	Use of sales tools such as "Life Design System"Strengthen sales of protection based insurance to asset forming customers	Above graph
New services, etc.	-	-	+2.0	 Monetization of apps and corporate portals Increase in loan-related fees, etc. 	-

Expenses and Credit Costs

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Major new expenses

Item	Main measures
Investment in human resources	Expansion of training and trainee programsDigitization and compiling database of personnel information
Branches and equipment investment	 Review of branch network Use of remote terminals and introduction of the Web reservation system
Digital investment	 Apps and corporate portals Centralized of customer information and transaction history Use of RPA and AI to improve productivity
Others	Enhancement of BCP measuresSophistication of anti-money-laundering measures

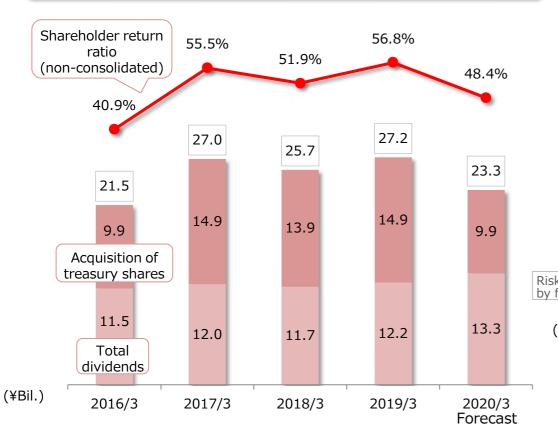
Major cost-cutting measures

Credit costs ratio		
Average 10bp	—	8bp
27 14 2 11 1 \(\triangle 0 \(\triangle 2 \(\triangle 4 \) 0 2009/3	2020/3 Forecast	2023/3 Target

Item	Main measures
Personnel expenses	 Reduction of overtime works and necessary personnel through various efficiency measures Reduction of retirement benefit cost
Branches, ATMs and buildings	Review of branches' functionsElimination of unprofitable ATMs, sharing of ATMs.
System outsourcing	 Unnecessary business or product elimination "discontinuation project" System reduction by using cloud system In-house production and collaboration of outsourcing
Use of alliances	Realizing TSUBASA platforms conceptFurther promotion of various systems sharing

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Shareholder returns: actual and forecast



Non-					
consolidated net income	52.5	48.6	49.6	48.0	48.2
Cash dividends per share	¥14	¥15	¥15	¥16	¥18

Shareholder returns policy

Return profits to shareholders by balancing growth-investments and a sound capital base

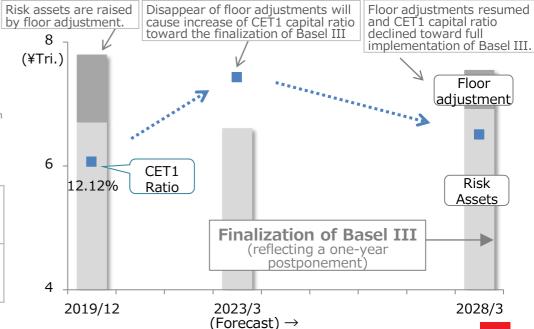
■ Dividends

Aim for a stable increase in dividends per share through earnings growth

Acquisition of treasury shares

Improve capital efficiency by flexibly and agilely acquiring treasury shares

CET1 capital ratio outlook



Strategies in the "NEXT STEP 2023"

1

We will continue to evolve closely with our customers

Approach aimed at

Providing value that "connects, for the future" [Deepen existing business]

Evolve our conventional approaches from the customer's perspective and provide truly valuable services to customers and communities



We will continue to create new value for our customers' future



We will advance alliance strategies



We will realize sustainable management

Basic Policy I

"We will continue to evolve closely with our customers" [Overview]

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Enhance customer experience by considering customer-first, providing optimal services in the optimal manner and at the optimal time

Key Strategy ①

Personal Business

Strengthen consulting functions that are closely linked to the lives of individuals

Provide optimum services at all life events

- > Provide optimum services which solve the problems and desires of our customers in a super-aging society
- Offer services tailored to customer asset conditions

Key Strategy 3

Regional Revitalization

Strengthen initiatives for regional revitalization by increasing capabilities for solving regional issues

- Group-wide efforts for regional revitalization in response to regional issues
- Continuous support for recovery and reconstruction from natural disasters
- Collaboration with local governments, local companies, universities, etc.

Strengthening consulting capabilities

- > Expansion of product solutions
- Maximize group functions
- > Specialize unit of the headquarters

Understanding of essential needs and management issues

- > Establishment of a system for information utilization
- > Establishment of sophisticated marketing methods such as specialists





Key Strategy 2

Corporate Business

Increase capabilities for solving management issues as a partner

Enhance advanced consulting services to respond the management issues of diverse companies

- Take advantage of advanced skills to offer M&A and business succession
- Coordinate business matching by using external partners
- > Support overseas business utilizing overseas networks

Key Strategy 4

Branches and Channels

Optimize branch functions and other aspects that support the enhancement of customer contact

Upgrade and optimize branch functions to improve consulting capabilities

Dialogue

Strengthening dialogue and communication capabilities

- ➤ Enhancement of human resources through implementation of practical training, etc.
- Sophistication of tools

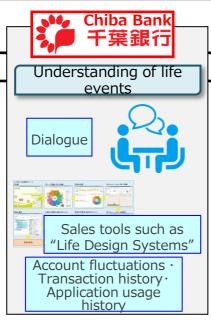
Deep understanding of customers

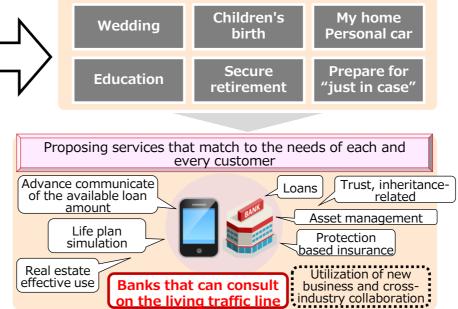
- Unification of customer information
- Understand the essential commercial condition highly by using the lending operation support system

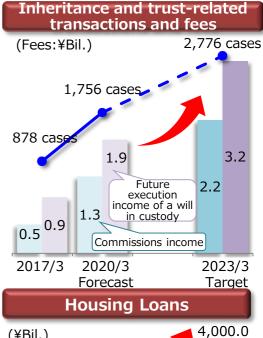
Consulting

Key Strategy 1 Strengthen consulting functions that are closely linked to the lives of individuals









Wealthy customers (Deposit balance of 10 million yen or more)

Approx. **280,000**

Asset forming customers

Approx. 4.02

million



There is always a digital contact, but face-to-face consultation is complementary to advanced consultation

Non-face-to-face (digital)

Digital Armed, Sophistication of specialty, Enhance consulting skills by strengthening human resources Strengthen branch functions to

functions to improve both service capabilities and efficiency

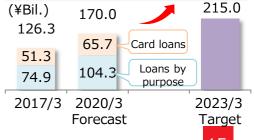
Over the counter



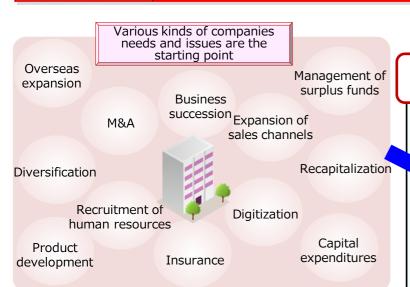
By expanding digital functions, we are able to provide services similar to over-the-counter transactions on a non-face-to-face basis







Increase capabilities for solving management issues as a partner **Key Strategy 2**



Sophistication of the functions of group companies

Reallocated 20 employees from parent company to strengthen and upgrade functions in growth fields

Research, consulting

> Strengthen consulting business

Personnel Difference between service, consolidated and nonoutsourcina consolidated

¥4.0Bil.

quarantee. credit management ➤ In-house

external

quarantees

Credit

production of

> Strengthen staffing consultancy ¥2.8Bil. services

Credit card

> Strengthen corporate cards

2020/3 Proj. 2023/3 Target

asset management

Collaboration with the Bank

Open new branches

Strengthen asset management capability

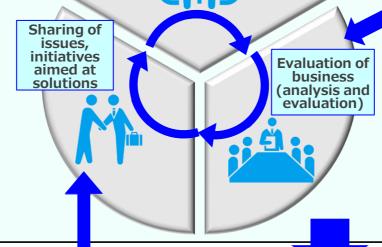
enture capital

Introduction of new leasing products

Advisory activities

As developing evaluation of business, creating corporate value by providing optimal solutions

> As a partner (advisor) continuous dialogue to identify potential challenges



Provide total solutions

External partners Overseas network

Creation of corporate value



Number and percentage of companies which we finance based on evaluation of business

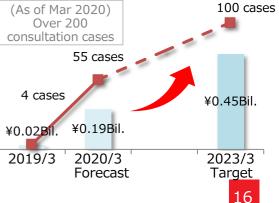
Certain customers' evaluation of business have been completed

⇒ Proceed better understanding of actual conditions and more sophisticated industrial analysis

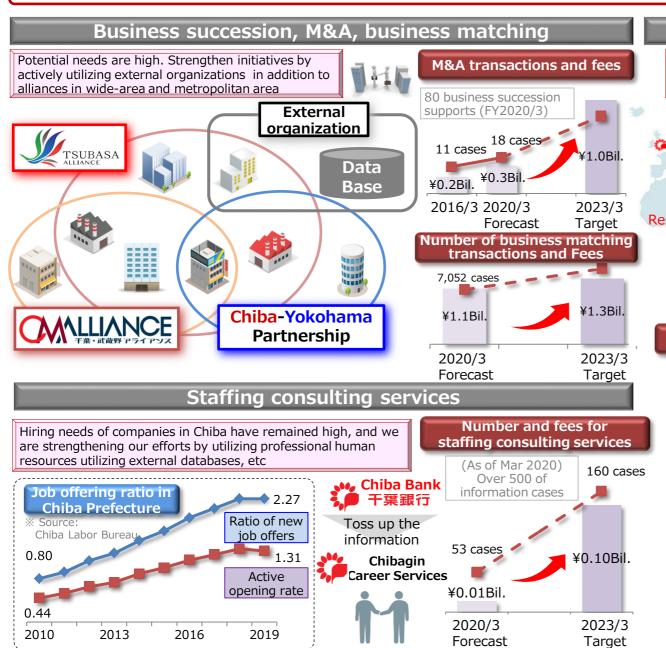


Number and fees of advisory contracts

Provide solutions to client companies facing a variety of management issues, including formulation of medium-term management plans, surveys of the external environment, and business analysis associated with financing



Providing a variety of solutions to address potential corporate issues



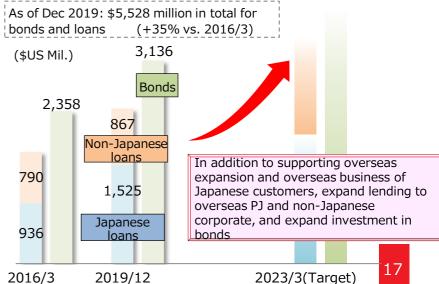
Support for overseas expansion

By utilizing the largest overseas network in regional banks Strengthen support for overseas expansion and overseas business

Shanghai Representative Office Bangkok Hong Kong Branch

Bangkok
Representative Office
Representative Office
Registered in Singapore

Credit outstanding in overseas branches



Regional Revitalization

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Key Strategy 3

Strengthen initiatives for regional revitalization by increasing capabilities for solving regional issues

> Attract companies and strengthen regional development

 Support regional revitalization from a financial perspective with loans and funds



- Strengthen support and responsiveness to natural disasters such as the disaster recovery fund
- Creation of local employment by attracting companies



Local

residents

- > Support for establishment of local governments revitalization projects
- Chibagin Research Institute supports regional comprehensive strategy
- > Strengthening relations with local governments

Universities



Establishment of a research consortium for the elderly in collaboration with universities, etc.

Regional revitalization in line with regional characteristics

Joban and TX lines area

- > Future environmental city
- ➤ Base for innovation
- ➤ Production and logistics bases

Around Narita Airport, Inba area

- To strengthening Narita Airport's capabilities to maximize economic spillovers and effects
- Medical, welfare and health industry
- > Production and logistics bases

Tokyo Bay area

- ➤ Sharing of capital functions
- Medical, welfare and health industry

Keiyo industrial area

➤ Japanese Silicon Valley

> Mother plant,

Direction Chiba Prefecture should take

Security, safety, comfort, and convenience

Strengthening the functions of Narita Airport and expanding the economic zone utilizing the expressway network

Cultivation of industries utilizing the location

New

Tokyo Bay Aqualine and Ken-O-Expressway area

- ➤ In addition to factories, attracted offices
- Production and logistics bases

Examples of regional revitalization

Utilization of historical resources

- > Utilization of old private houses, canals, etc.
- ➤ Promote the dissemination of Japanese culture

Utilizing regional resources

- > Recognition of a starry reserve
- > Revitalization of sports-related facilities

Promoting migration to rural areas

Promoting cycle tourism

- Donation of bicycles
- Managing campaign of collecting stamps at tourist spots

Collaboration with local governments

- > Promote cashless operations ---
- Promote more efficient collection operations
- > Utilization of vacant public facilities

In Feb 2020, Narashino City Introduced Chiba Bank's "cashless franchise service"

higher added value

➤ Introduction of cashless settlement at municipal office counters ⇒Expand to other local governments

In Mar 2020, conclusion of a "Collaboration Agreement Concerning the Handling of Taxes, Public Funds, etc. " with ALSOK and the Bank of Yokohama

 Promoting labor-saving and efficient collection operations, which are burdensome for both local governments and financial institutions

Choshi, Kujukuri and Minamiboso Area

- Exchange centers on the tourism industry
- ➤ Japanese CCRC
- ➤ Satellite office

Source: The Chiba Association of Corporate Executives
"Future vision of Chiba Prefecture 30 years from now"

18

Key Strategy 4

Optimize branch functions and other aspects that support the enhancement of customer contact

Joban area

Tokyo

area

+3.88%

Chiba I area

▲1.25%

Continuous optimization of the branch network

Continue to control and optimize the branch network through "opening new branches in growth areas" and "closing branches in areas with declining populations" in line with demographic trends

(Excluding virtual branches, exchange offices, and branches in-branch)				Number of	
		Chiba Pre.	Outside of Chiba	Over- seas	branches, offices
End of Mar 1992		163	11	4	178
	Newly opened	+16	+16	+4	+36
	Closed (including transition to branches in-branch)	▲ 33	▲ 4	▲ 2	▲39
Change		▲ 17	+12	+2	▲ 3
End of Mar 2020		146	23	6	175

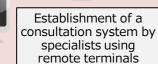
Branch functions

For enhancing the ability to respond to inquiries. upgrading and optimizing branch functions

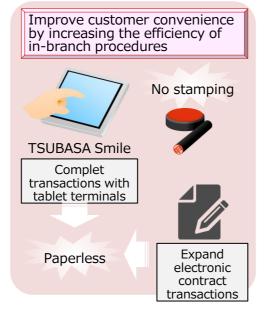


Branches



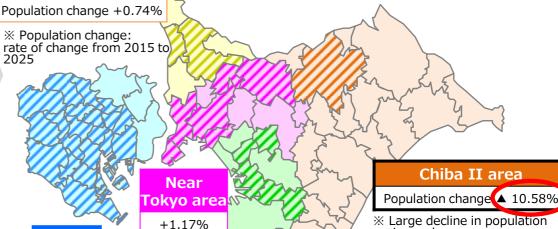


Expand business on weekends and evening hours



New branch strategy tailored to regional characteristics

Realize the branch network that enhances consultation capabilities and efficiency



 X Large decline in population in rural areas

> Increase efficiency while maintaining contact with customers

Strategic reallocation of staffs

New

Realize the integration of sales and operation as maintaining efficiency and relationships (Trial started in Tateyama area)

- ➤ Sharing branch GM's know-how and integrating local information to "Tateyama Area Sales Office"
- ➤ Integrating operation to "Tateyama Area Operating Center"



Straight line: Municipalities expected to see population increase between 2015 and 2025

Tateyama Area

7 branches

Ι

We will continue to evolve closely with our customers



We will continue to create new value for our customers' future

Approach aimed at

Providing value that "goes beyond, for the future" [New services and business initiatives for the future]

Develop new services and business domains from the customer's perspective that are not bound by the framework of banking



We will advance alliance strategies



We will realize sustainable management

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Key Strategy 5

Provide new value through the use of digital technologies and all types of information resources

Improve customer convenience and satisfaction

Increase of operation rate

Approach to new customer base

More sophisticated analysis and utilization of transaction histories and behavioral data

Renewal of customer experience





Financial functions

Deposits, investment, loans, etc.

Settlement, cashless, wallet

Acceptance of various notifications, financial statements

Non-financial **functions**

Disseminating information in response on attributes and trading conditions

Household and cash flow management

Provision of consulting functions

API

In-house linkages









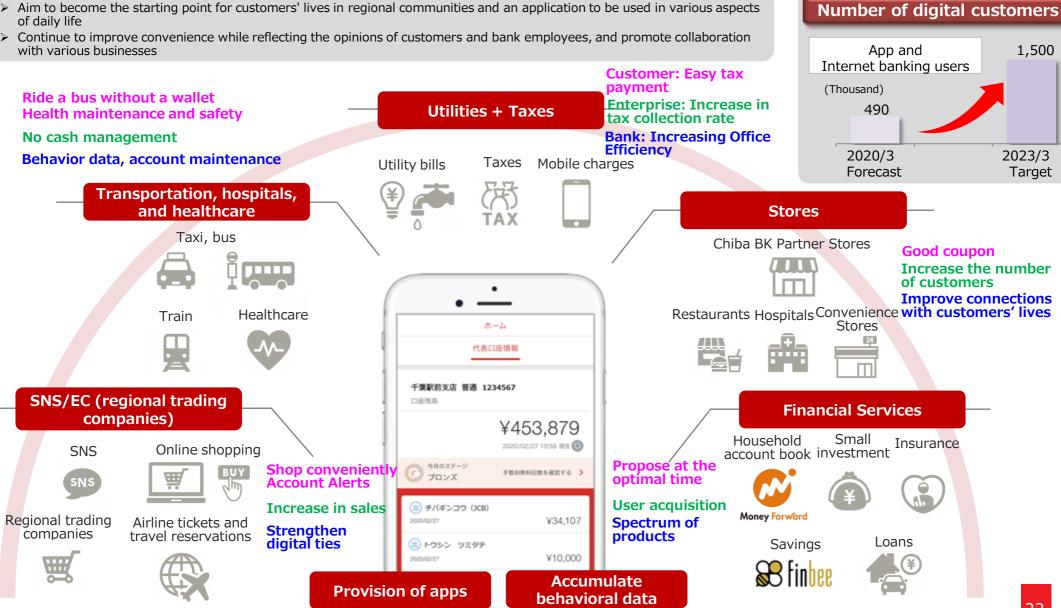




Cashless Number of cardholders Card business (group total) New 1,020 (Thousand) 800 TSUBASA Visa Debit Card 500 540 [First half of FY2020~] Debit Card VISA Planning issuance by TSUBASA Visa 0000 0000 0000 E004 the bank itself Debit Card 2023/3 In 5yr 2020/3 Forecast Target Cashless services for **Number of franchised** merchant stores (group total) (From Oct 2019) 51 (Thousand) > Entry into cashless services to 20 merchant by the bank itself 34 18 > Support customers' cashless service introduction By the bank itself Bar-code, QR-code Touch reader settlement 2020/3 2023/3 In 5vr **Forecast Target** Magnetic-IC card code reader reader

The Chiba Bank app to "an app that connects people's lives"

- > Aim to become the starting point for customers' lives in regional communities and an application to be used in various aspects of daily life



Key Strategy © Create new services and operate new businesses beyond the existing framework

- New business strategy officer
- New businesses co-creation project (Chiba-Yokohama Partnership)



Existing business



Regional issues

Business partners/other financial institutions

Deregulation , etc.

Cooperation with external partners

- Expansion of connectivity with API common infrastructure
- > Realization of business contest award-winning ideas
- > Utilization of old private houses and vacant facilities
- > Services for non-Japanese and senior citizens

Provision of the group's know-how and functions

- > Business improvement consulting for customers, etc.
- > Expand provision of group company functions

Deliberations in light of deregulation and other factors

- Regional trading companies
- > Cross-industry collaboration platform
- > Shared office utilizing vacant space in branches
- > Effective use of idle real estate
- > Subsidiary of financial intermediation platform

Ι

We will continue to evolve closely with our customers



We will continue to create new value for our customers' future



We will advance alliance strategies

Approach aimed at

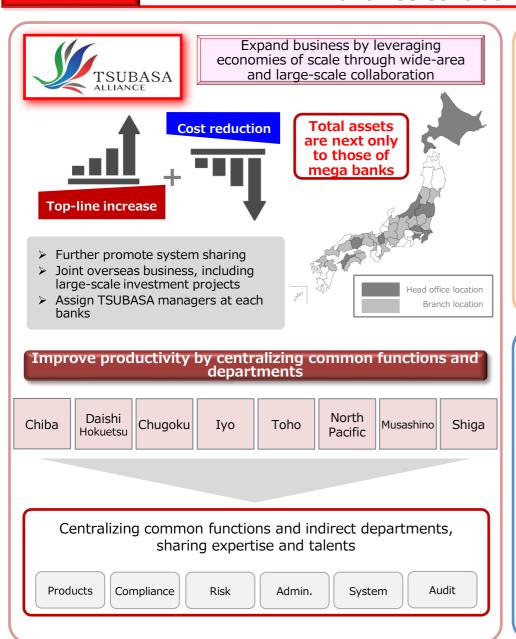
Deepen existing businesses and create new services and businesses that are difficult to achieve for us alone by enhancing collaboration with other banks and companies in other industries

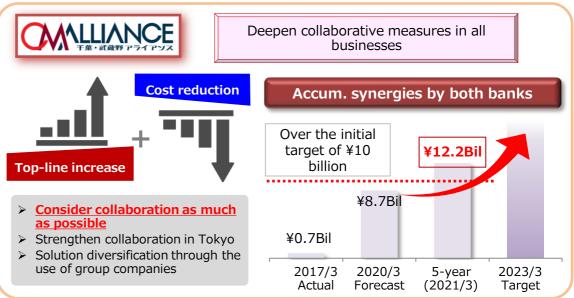


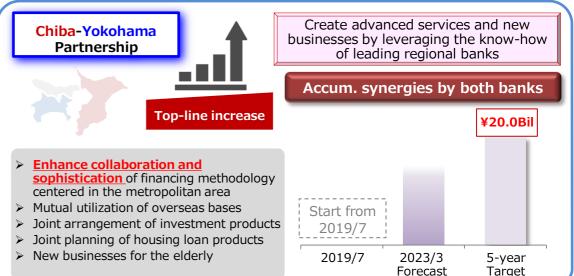
We will realize sustainable management

Key Strategy 7

Advance collaboration with other banks







Key Strategy 8

Enhance collaboration with companies in other industries





Collabora

Aim to provide 30 new services through cross-industry collaboration

Business models surveys and research

- Expansion of staff in charge of new business strategy
- > Strengthen the collection of external information

Expansion of mid-career recruitment and personnel exchanges

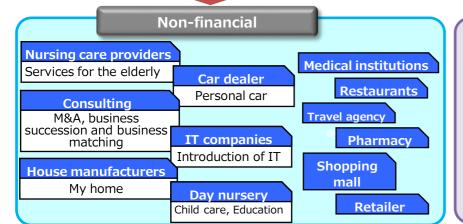
- > New trainees at other industries
- Assign to a FinTech company
- Reinforcement of mid-career recruitment from other industries

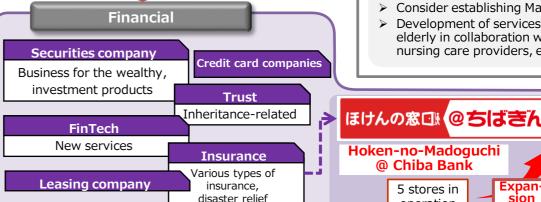
Create new businesses and advanced services by leveraging the know-how

- Consider establishing Marketplace
- Development of services for the elderly in collaboration with nursing care providers, etc.



Chiba Bank Providing optimum solutions and services for problems and needs from the customer's perspective that cannot be solved by the banking group alone with crossindustry collaboration





5 stores in operation



We will continue to evolve closely with our customers



We will continue to create new value for our customers' future



We will advance alliance strategies



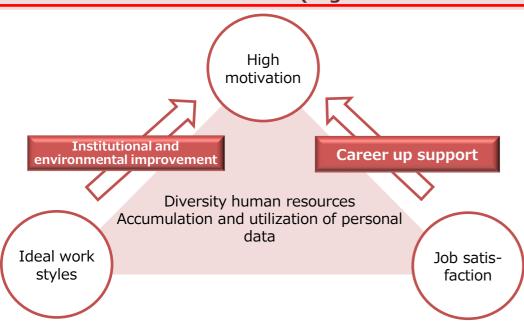
We will realize sustainable management

Approach aimed at

- Build an organization that encourages employees to grow and take on self-directive challenges, and enables them to work with a high level of motivation
- Promote SDGs initiatives to support the sustainable growth of regional communities
- Establish a robust governance, compliance, and risk management structures to respond to changes in the external environment and support the creation of new businesses



Build a rewarding company and enhance human resource development (organizational culture and human resources)



Promote diversity

- > Further promote women's active participation
- > Further enhance the employment of people with disabilities
- > Expand opportunities for senior and part-time employees





Enhance training and mid-career recruitment

- > Active involvement of specialists who are responsible for expanding the scope of business
- Number of mid-career recruits
- Digital (including new system-related technologies)
- Card business
- Staffing
- Management consulting
- Cross-industry collaboration
- Specialist area trainees (3-year cumulative total) Approximately 150 people



Innovate work styles

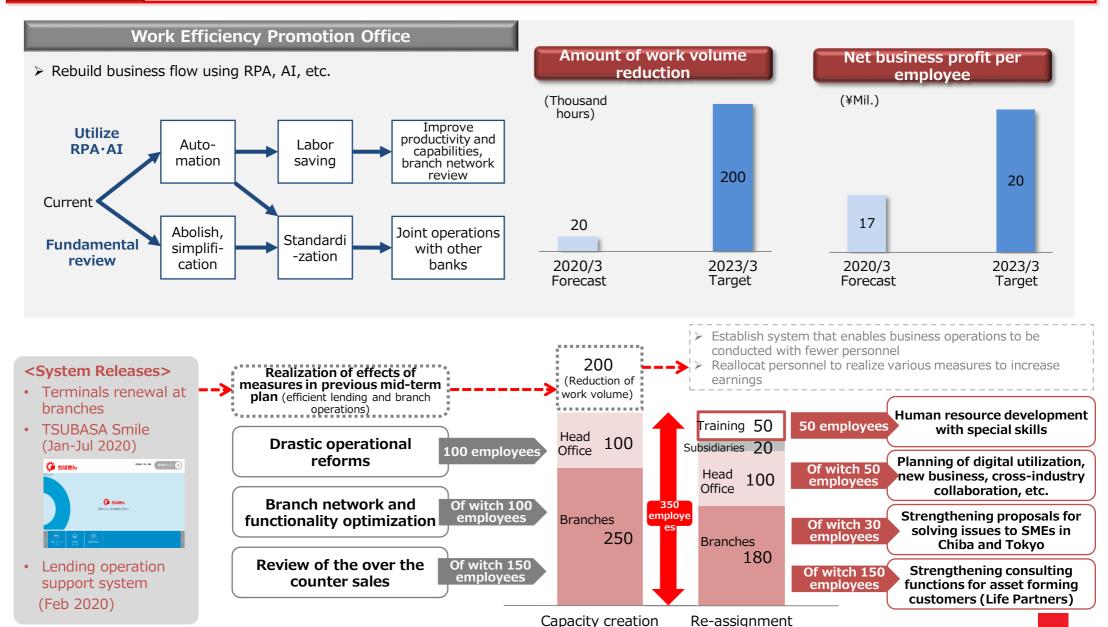
- Develop infrastructure such as mobile devices and promote telework
- > A free area is located on the central floor of the new headquarters building
 - The bank staff with different floors and departments intersect borderless and improve planning capabilities through agile approach





Key Strategy ®

Improve productivity and realize diverse work styles



Scheduled for

completion in 2020

Key Strategy (1)

Enhance SDGs initiatives together with the region

Sustainable management =

"long-term aim" +

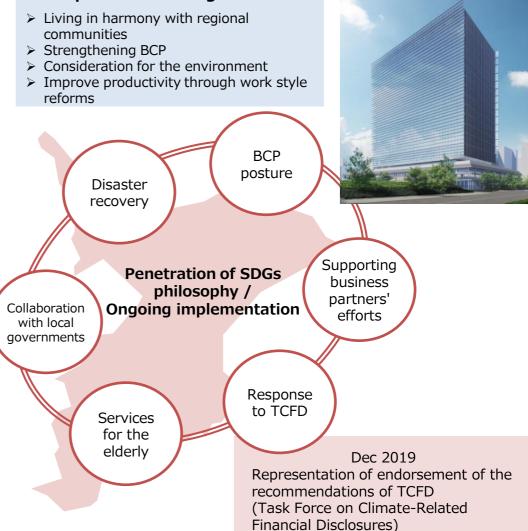
"social value (solving social issues) +

economic value"

Chiba Bank Group Declaration on SDGs

Theme	Key Issues	SDGs goals		
Regional economy and community	Contribute to the revitalization of the regional economy and local communities	8 contraction 9 mentioned 11 contraction 17 force out		
Population aging	Support safe and secure lives for the elderly	3 MONINGER 11 INCOMPANY 1 16 MILL ALTER 12 MILL ALTER 17 PRINCIPAL MILLION MIL		
Financial Service	Provide financial services for better life	1 Program 4 SOLET 1 CONSTRUCTION 1 CONSTRUC		
Diversity	Promote diversity and work style reforms	4 00UT		
Environ- mental conservation	Contribute to the conservation of a sustainable environment	2 AND CONTROL TO CONTR		

Basic Concept of the New Headquarters Building



Key Strategy @

Establish solid management foundation

Outside Director
Independent Auditor

General Meeting of Shareholders

Appointment, Remuneration, Management Advisory Board

22222

Board of Directors

22222

President

Board of Auditors

Corporate Auditors

Audit and Supervisory Support Office



Management Meeting

Reinforcement of the structure for promotion the digital strategy

■ Group CDTO*

X Chief Digital Transformation Officer

New

- Appoint a person in charge of promoting digital strategy across the Group
- **■** Digital Promotion Committee
- Discuss overall policies and measures for integrating digital and management strategies in order to realize business model transformation (digital transformation)
- Organization-wide framework chaired by the President

(Internal Audit and Inspection Unit)

Operations HQ

Sales HQ

(HR and Secretary Unit)

(Credit Unit)

Corporate Administration HQ

Corporate Planning HO

■ Audit and Supervisory Support Office

➤ Enhance independence from executives and facilitating audits by corporate auditors and the smooth operation of the Board of Corporate Auditors

■ Business Support Division

Integrate credit screening and management of borrowers, including credit policy planning, guidance and monitoring of branch offices, screening of individual projects, and management improvement support

■ Compliance and Risk Management Division

➤ Integrate management of compliance and risks to oversee and manage a broad range of risks across the group

■ Service Quality Management Division

- Collect and respond to customer feedback, monitor customer protection, and provide guidance to headquarters and branches.
- Strengthen the supervision and checks-and-balances function as a middle section to improve the quality of products, services, and operation, in addition to enhancing fiduciary duties

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