



# Financial Highlights for the Nine Months of FY2024 ending March 2025

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### **Purpose**

To create a local community better suited to bringing each person's hope to life

### Vision

An Engagement Bank Group that works closely with the community

The 15<sup>th</sup> Mid-term Plan

Engagement
Bank Group
~ Phase 1 ~

Plan period April, 2023 ~ March, 2026

### Summary of Financial Results

Non-consolidated	(D:II)	FY2023	FY2024	CI.
	(Billion yen)	1-3Q	1-3Q	Change
Gross business profit		125.9	142.7	16.8
Net interest income		104.5	117.2	12.7
Net fees and commissions		20.8	22.6	1.8
Net Trading income		0.9	0.7	-0.2
Net other ordinary income		-0.5	2.0	2.6
Gains/losses related to b	onds	-4.9	-1.4	3.4
G&A expenses (-)		63.3	66.9	3.6
Net business income (before provisions to general allowan	ce for loan losses)	62.6	75.7	13.1
Core business income		67.5	77.2	9.7
Excl. gains/losses on the cance of investment trusts	lation	65.2	75.1	9.8
Net provisions to general allowance for lo	oan losses (-)	-	1.7	1.7
Net business income		62.6	74.0	11.4
Non-recurring gains/losses		8.3	5.6	-2.7
Disposal of non-performing	Joans (-)	0.1	4.9	4.8
Reversal of loan loss rese	rves	1.6	-	-1.6
Gains/losses related to sto	cks, etc.	8.6	10.2	1.6
Ordinary profit		70.9	79.6	8.7
Extraordinary gains/losses		-0.1	-0.3	-0.1
Net income		50.7	56.4	5.6
Credit-related expenses (-)		0.1	6.6	6.5
Consolidated	(Billion yen)	FY2023 1-3Q	FY2024 1-3Q	Change
Ordinary profit		72.5	79.7	7.1
Profit attributable to owners	of parent	50.1	54.5	4.4
(Ref.)	•			
Consolidated net business income		68.4	80.8	12.4

<b>♦</b>	Net interest income YoY+12.7 billion yen
	Balance of loans at term-end (YoY+4.1%)

Domestic operations yield of loans and bills discounted (YoY+0.06%)

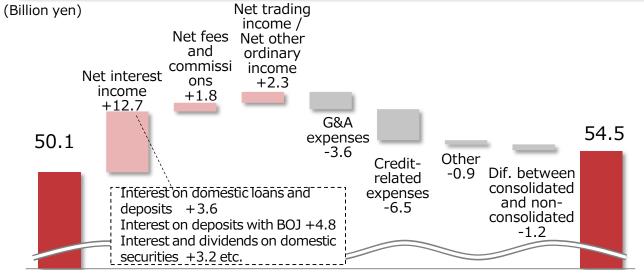
Net Fees and Commissions YoY + 1.8 billion yen (record high for 3Q)

Corporate solutions (YoY + 1.7 billion yen)

- **G&A** expenses YoY +3.6 billion yen (progress rate 74.8%)
- Credit-related expenses YoY +6.5 billion yen (progress rate 49.6%)
- Net income reached record highs on non-consolidated and consolidated basis (non-consolidated for 4 consecutive terms, consolidated for 3 consecutive terms)

### Breakdown of Profit Attributable to Owners of Parent

(non-consolidated + difference between consolidated and non-consolidated results)



FY2023 1-3Q

FY2024

Plan 189.8

> 153.9 32.2

> > 1.4

2.2

-0.2

89.5

100.3

100.5

97.2

2.7

97.6

1.2

10.8

12.0

98.8

-0.3

70.0

13.5

98.8

70.0

108.6

FY2024

Plan

**Progress** 

75.2%

74.8%

75.5%

76.8%

77.2%

75.8%

80.6%

80.5%

49.6%

**Progress** 

80.6%

77.9%

74.3%

FY2024 1-3Q

(before provisions to general allowance for loan losses)

# **Summary of Financial Results (Consolidated)**

Consolidated		FY2023	FY2024 I	
Consolidated	(Billion yen)	1-3Q	1-3Q	Change
Consolidated net revenue		130.5	146.0	15.5
Net interest income		100.5	113.1	12.5
Net fees and commissions		29.2	30.0	0.8
Net trading income		1.3	0.7	-0.5
Net other ordinary income		-0.5	2.1	2.6
G&A expenses (-)		68.5	71.7	3.2
Credit-related expenses (-)		0.9	7.2	6.2
Net provisions to general allowance for loan losses (-)			1.7	1.7
Disposal of non-performing loar	ns (-)	0.9	5.4	4.4
Gains/losses related to stocks, etc		9.6	10.8	1.2
Gains/losses on equity-method investme	ents	0.1	0.1	-0.0
Other		1.6	1.6	-0.0
Ordinary profit		72.5	79.7	7.1
Extraordinary gains/losses		-0.0	-0.3	-0.3
Net income pre-tax adjustment		72.5	79.3	6.8
Total corporate income taxes (-)		22.3	24.8	2.4
Net income		50.1	54.5	4.4
Profit attributable to non-controlling inte	erests	-	-	-
Profit attributable to owners of pa	rent	50.1	54.5	4.4
(Ref.)				
Consolidated net business income (before provisions to general allowance for lo	an losses)	68.4	80.8	12.4

### Subsidiaries

\*Showing profit/loss after reclassification for consolidated financial statements

### [Consolidated subsidiaries]

Company name  Company name  Investment ratio (including indirect)		FY2023 1-3Q	FY2024 1-3Q	C
100%	Ordinary profit	-0.3	-0.3	
100 /0	Net income	-0.3	-0.3	
100%	Ordinary profit	0.5	0.4	
100 70	Net income	0.3	0.3	
Chibagin Guarantee		3.9	4.3	
10070	Net income	2.5	2.8	
100%	Ordinary profit	1.3	0.2	
10070	Net income	0.8	0.1	
100%	Ordinary profit	0.3	0.2	
companies*2		0.3	0.1	
Total of 9 companies		5.8	5.0	
		3.7	3.0	
	ratio (including indirect)  100%  100%  100%  100%	ratio (including indirect)  100%  Cordinary profit Net income  100%  Ordinary profit Net income  Ordinary profit Net income	ratio (including indirect)         (after deduction of intersubsidiary dividends)         FY2023           100%         Ordinary profit         -0.3           100%         Ordinary profit         0.5           Net income         0.3           100%         Ordinary profit         3.9           Net income         2.5           100%         Ordinary profit         1.3           Net income         0.8           100%         Ordinary profit         0.3           Net income         0.3           Net income         0.3           Ordinary profit         0.3           Net income         0.3           Ordinary profit         0.3           Net income         0.3           Ordinary profit         5.8	ratio (including indirect)         (after deduction of intersubsidiary dividends)         FY2023         FY2024           100%         Ordinary profit         -0.3         -0.3           100%         Ordinary profit         0.5         0.4           Net income         0.3         0.3           100%         Ordinary profit         3.9         4.3           Net income         2.5         2.8           100%         Ordinary profit         1.3         0.2           Net income         0.8         0.1           100%         Ordinary profit         0.3         0.2           Net income         0.3         0.1           nies         Ordinary profit         5.8         5.0

<sup>\*1</sup> In April 2024, Chibagin JCB Card Co., Ltd. and Chibagin Card co., Ltd. merge in an absorption-type merger (Chibagin Card Co., LTD. is the surviving company)

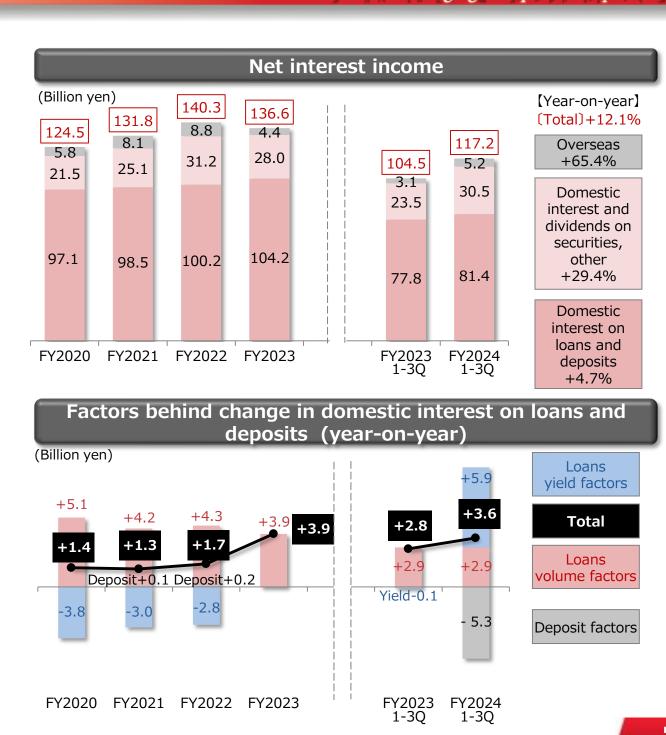
[Equity method subsidiaries]				
Total of 6 companies	Net income according to equity method	0.1	0.1	
	Dividends to			
	parent company (-)	4.4	4.6	
	Dif. between consolidated and non-consolidated*	-0.5	-1.8	

<sup>\*</sup>After adjusting for unrealized gains, etc.

<sup>\*2</sup> In December 2024, acquisition of EDGE Technology as a wholly owned subsidiary

# **Net Interest Income**

	FY2023	FY2024	
(Billion yen)	1-3Q	1-3Q	Change
Net interest income	104.5	117.2	12.7
Domestic	101.3	111.9	10.6
Interest on loans and deposits	77.8	81.4	3.6
Loans and bills discounted	78.0	87.0	8.9
Deposits incl. NCDs (-)	0.1	5.5	5.3
Interest and dividends on securities	22.2	25.5	3.2
Bonds	3.2	5.4	2.2
Stock dividends	10.7	11.7	1.0
Investment funds	0.8	1.6	0.7
Investment trusts	7.4	6.7	-0.7
Gains on cancellations	2.2	1.5	-0.6
Other (market operations, etc.)	1.2	4.9	3.6
Overseas	3.1	5.2	2.0
Loans and bills discounted	18.7	23.9	5.1
Foreign securities	19.1	25.6	6.5
Foreign securities	17.6	23.4	5.7
Foreign currency funds	1.1	1.3	0.2
Investment trusts	0.3	0.8	0.4
Gains on cancelations	0.0	0.5	0.5
Other (funding, market operations, etc.)	-34.7	-44.3	-9.6
Net interest income (excluding gains on the cancellation of investment trusts)	102.3	115.1	12.8
Gains on the cancellation of investment trusts	2.2	2.1	-0.1

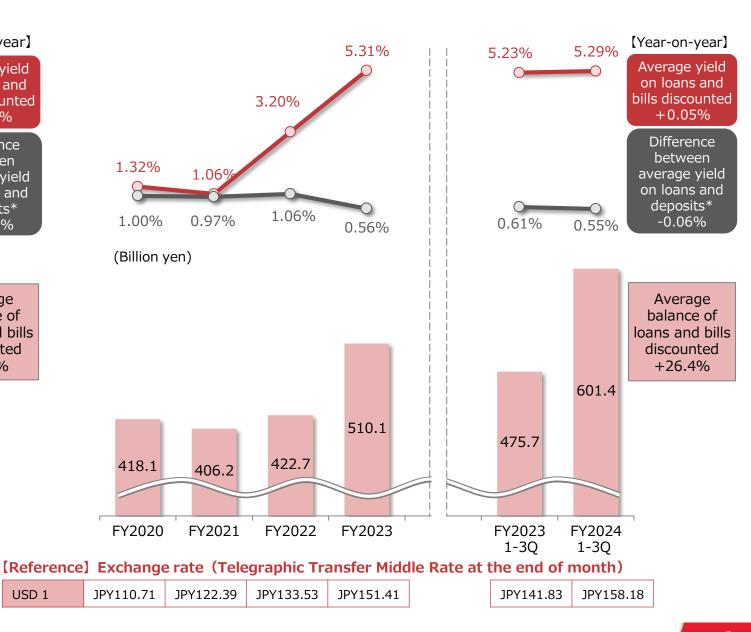


# Domestic Operations Average balance / yield of loans and bills discounted

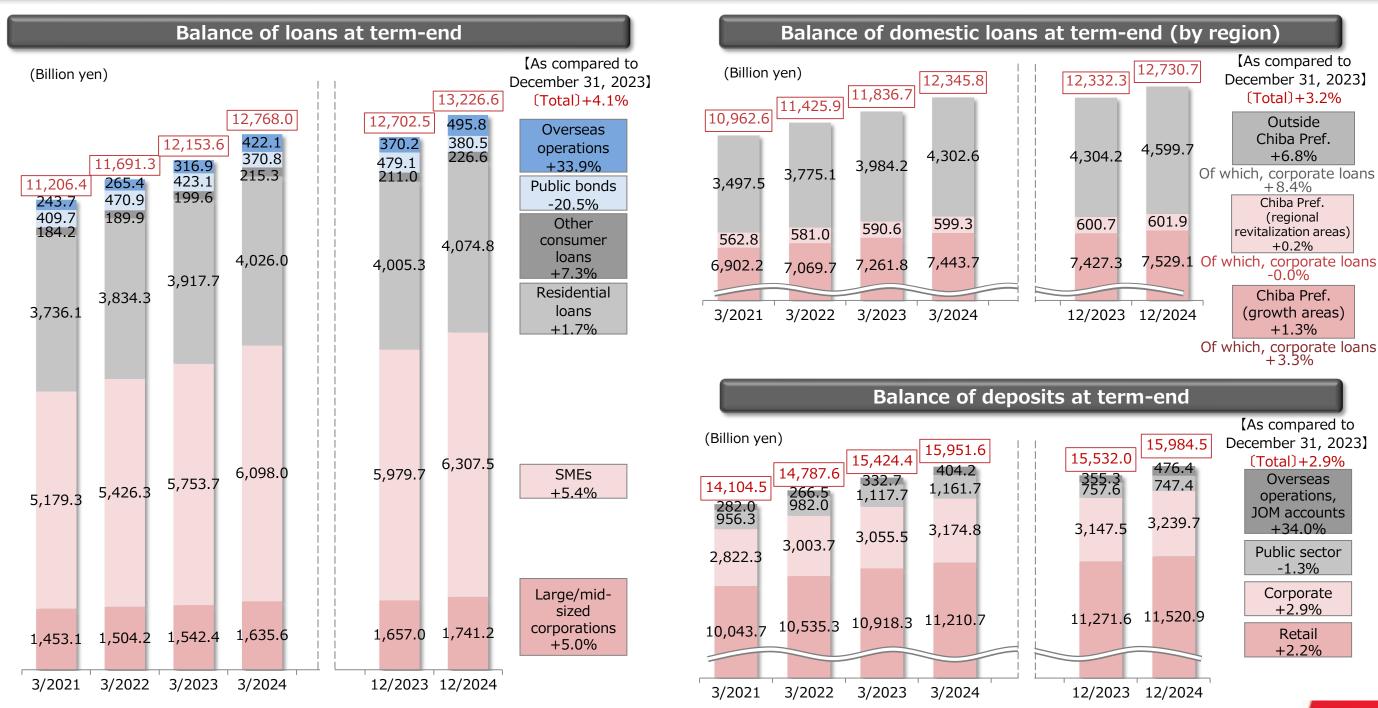
\* ① "Yield on loans and bills discounted" and ②" Yield on deposits" (which includes NCDs) are rounded down to the second decimal place. "Difference between average yield on loans and deposits" is the difference between ① and ②.

### [Year-on-year] Average yield 0.93% on loans and 0.92% 0.89% bills discounted 0.87% 0.87% 0.86% +0.06% 0.92% Difference 0.89% 0.87% between 0.86% average yield on loans and deposits\* +0.03% (Billion yen) Average balance of loans and bills 12,377.7 discounted 11,986.3 11,048.2 11,921.6 +3.8% 10,584.5 FY2020 FY2021 FY2022 FY2023 FY2023 FY2024 1-3Q 1-3Q **Excluding Ministry of Finance loans** Avg. balance 10,391.5 10,844.0 11,276.1 11,782.2 12,197.5 11,719.6 USD 1 0.89% 0.88% 0.94% 0.88% 0.94% Yield 0.91%

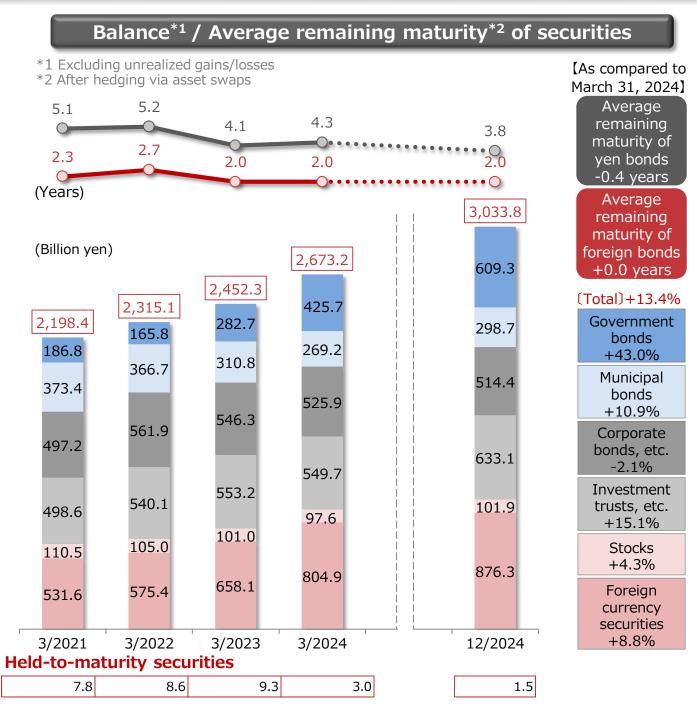
# Overseas Operations Average balance / yield of loans and bills discounted



### **Balance of Loans / Deposits at Term-end**

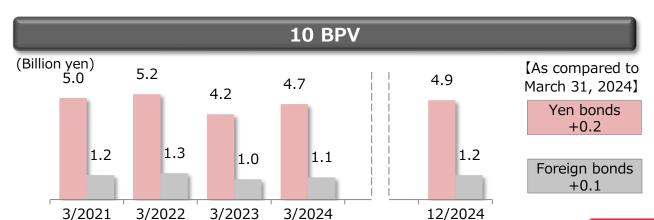


# **Securities** ①



### **Gains/losses on securities**

	FY2023	FY2024	
(Billion yen)	1-3Q	1-3Q	Change
Interest income on securities	41.4	51.2	9.7
Bonds	20.8	28.8	7.9
Domestic	3.2	5.4	2.2
Overseas	17.6	23.4	5.7
Stocks	10.7	11.7	1.0
Investment trusts, etc.	9.7	10.5	0.7
Gains/losses from investment trust cancellations	2.2	2.1	-0.1
Gains/loses related to bonds (Government bonds, etc.)	-4.9	-1.4	3.4
Gains on sales	0.9	0.7	-0.1
Losses on sales (-)	5.6	1.5	-4.1
Redemptions (-)	0.2	0.7	0.5
Gains/losses related to stocks, etc.	8.6	10.2	1.6
Gains on sales	9.5	11.2	1.6
Losses on sales (-)	0.9	0.9	0.0
Redemptions (-)	0.0	0.0	-0.0



# **Securities 2**



### ■ After taking into account unrealized gains/losses on deferred hedge swaps 250 (Billion yen) (As compared to 20.9 228.7 March 31, 2024] 174.9 200 Other **179.7** 26.4 30.0 -2.9 Yen 0.4 150 Foreign 0.3 155.5 239.5 Total 212.9 100 -48.9 115.7 144.1 144.4 150.3 50 Stocks ↑ Gains -26.6 Yen -5.1 -10.2 Yen bonds -14.0 -13.7 -24.1 -39.9 ↓ Losses -15.7 -10.5-6.8 -50 Foreign bonds -3.6 -100 3/2021 3/2022 3/2023 3/2024 12/2024

### Ratio of cross-shareholdings to consolidated net assets \*Cross-shareholdings are shown on a non-consolidated basis (As compared to 24.45% March 31, 2024] 21.95% 19.90% 17.06% 16.53% Ratio of cross-(Billion yen) shareholdings to consolidated net assets (Market value) -0.53% 254.6 Market value 201.6 232.5 211.1 -9.3 192.2 Book value +9.0 110.5 95.9 82.1 65.6 Increase 56.6 mainly due to acquisition of EDGE 3/2021 3/2022 3/2023 3/2024 12/2024 Technology subsidiary Cross-shareholdings/number of stocks held **Status of pure investment** stock held Unlisted stock Listed stock 306 285 265 241 235 139 138 139

141

12/2024

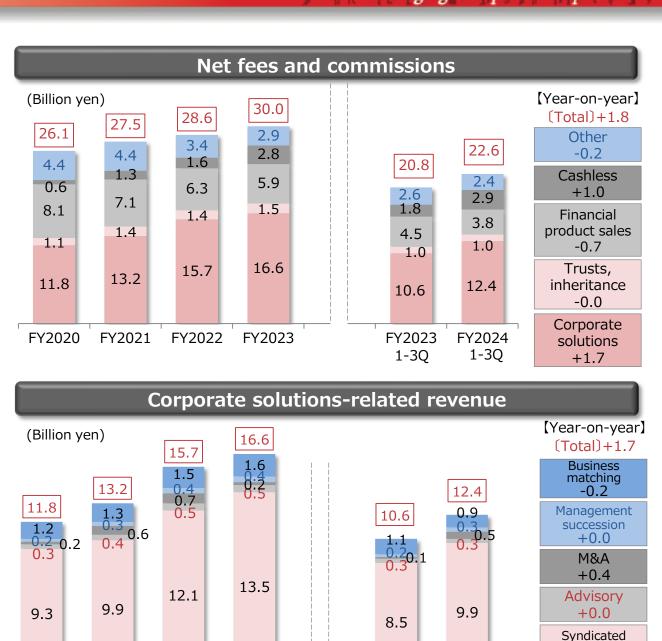
141

100

3/2021 3/2022 3/2023 3/2024

	3/2024	12/2024	As compared to 3/2024
Market value (Billion yen)	135.6	122.6	-12.9
Book value (Billion yen)	41.0	36.2	-4.7
Number of stocks held	42	30	-12

(Billion yen)	FY2023 1-3Q	FY2024 1-30	Change
Net fees and commissions	20.8	22.6	1.8
Fees and commissions received	37.6	41.5	3.8
Fees and commissions payments (-)	16.8	18.9	2.0
<main breakdown=""></main>			
Investment trusts and personal annuities	4.5	3.8	-0.7
Investment trusts (trust fees)	1.3	1.4	0.0
Investment trusts (sales fees)	0.5	0.7	0.1
Annuities and whole-life insurance	1.1	0.8	-0.2
Level-premium life insurance	1.3	0.7	-0.5
Financial instrument intermediary	0.1		-0.1
Corporate solutions	10.6	12.4	1.7
Private placement bonds	0.2	0.2	0.0
Syndicated loans	8.5	9.9	1.4
Advisory contracts	0.3	0.3	0.0
M&A	0.1	0.5	0.4
Management succession	0.2	0.3	0.0
Business-matching	1.1	0.9	-0.2
Trust/inheritance-related business	1.0	1.0	-0.0
Cashless operations	1.8	2.9	1.0
Payment and settlement transactions	9.6	9.8	0.1
Guarantee charges and group insurance costs (-)	9.8	10.4	0.5



0.2

FY2023

FY2020

FY2021

FY2022

loans, etc. +1.4

Private-placement bonds

+0.0

0.2

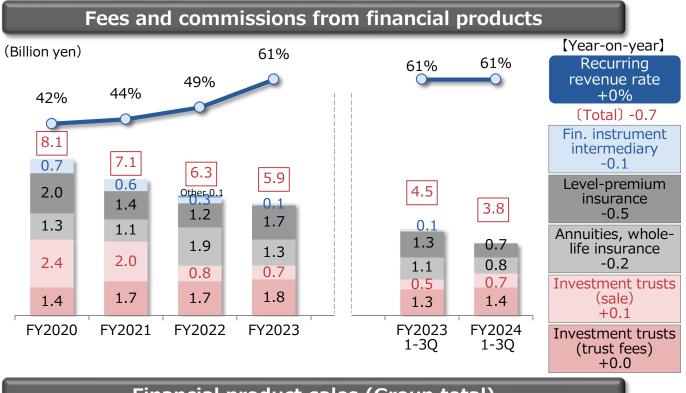
1-3Q

FY2024

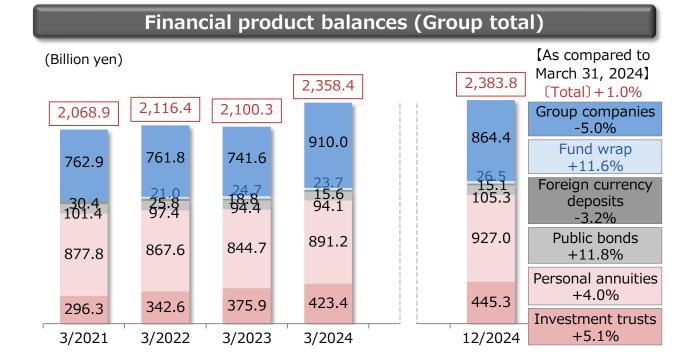
FY2023

1-3Q

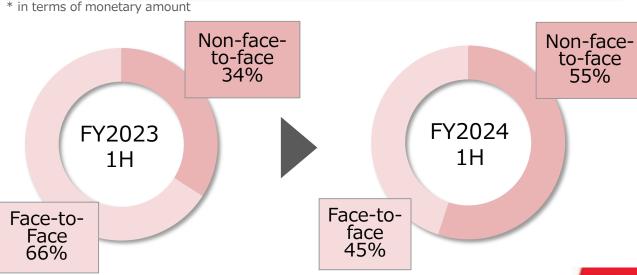
## Net Fees and Commissions 2 -Financial Products-



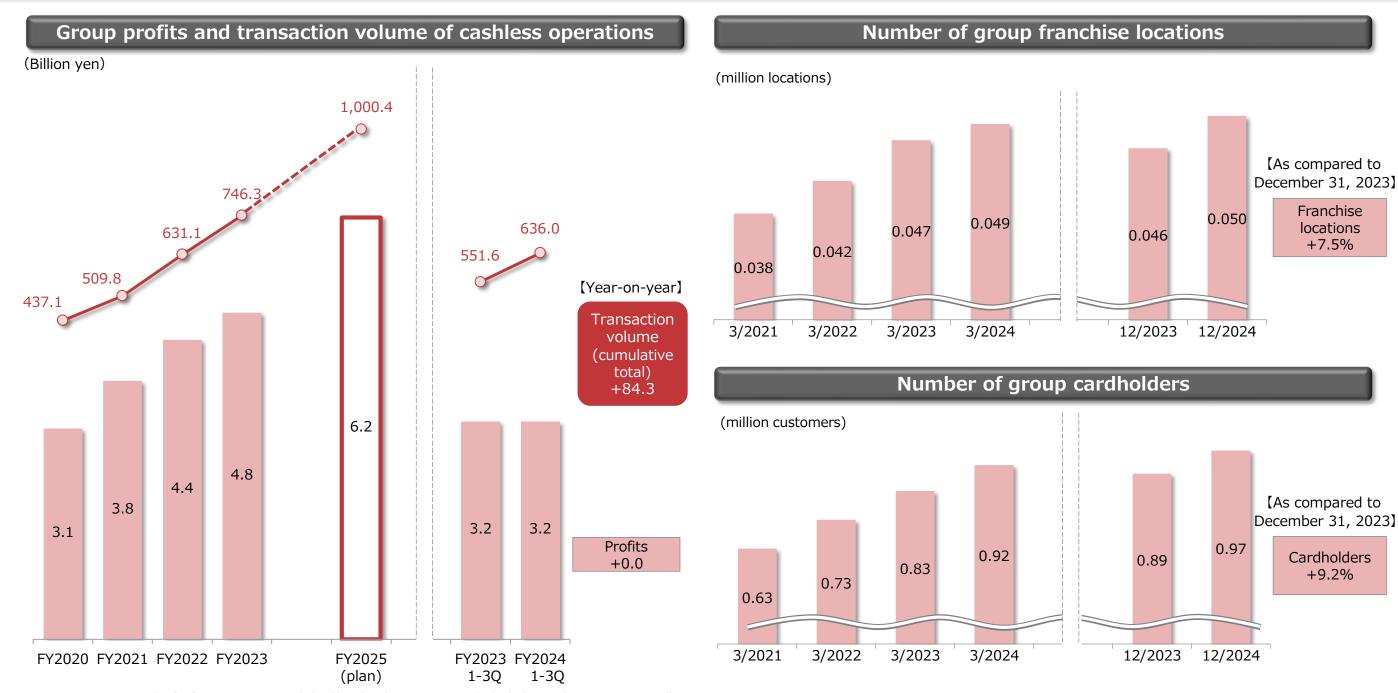
### Financial product sales (Group total) (Billion yen) [Year-on-year] 328.7 (Total)+10.5%300.6 Fund wrap 22.0 +769.4% 168.1 Chibagin 206.8 175.7 116.3 Securities 147.9 133.8 1.0 26.9 +8.5% 48.3 4.3 0.4 36.5 37.9 Personal 23.0 21.2 66.2 annuities 83.2 60.6 69.6 -12.8% 124.0 124.4 86.1 64.4 Investment 59.9 42.5 trusts FY2023 FY2024 FY2020 FY2021 FY2022 FY2023 +40.9% 1-3Q 1-3Q \*From 3Q of FY2024, sales of Chibagin Securities include sales of call centers, etc.



### **Investment trust sales by channel**



# Net Fees and Commissions 3 -Cashless Operations-



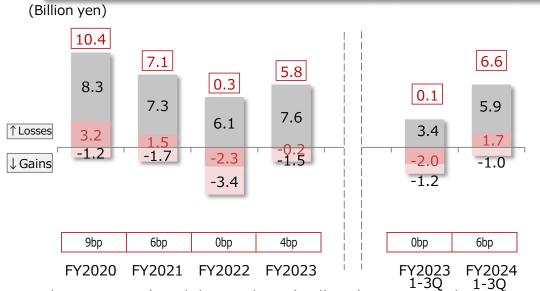
\*Profit of group company are calculated based on the same criteria as the banks (Fees and commissions received)

# Credit-related Expenses / FRA Claims

### FY2023 FY2024 1-3Q 1-3Q Change (Billion yen) Credit-related expenses (-) 6.6 6.5 0.1 Net provisions to general allowance for loan losses -2.0 1.7 3.7 2.2 2.7 Disposal of non-performing loans (-) 4.9 Write-offs/net provisions to specific allowance, etc. (-) 3.4 5.9 2.5 Net provisions to specific allowance for loan losses (-) 0.3 0.9 0.6 6.7 2.4 New downgrades (-) 4.3 Existing non-performing loans (-) 0.2 0.0 0.2 Collections, etc. -0.0 1.0 1.0 Recoveries of written-off claims -0.2 1.0 1.2 6bp Net credit cost ratio (-) 0bp 6bp

**Credit-related expenses** 

# Net credit costs( – )transition



### [Year-on-year] (Total)+6.5

Write-offs / Net provision to specific allowance, etc. (-) +2.5

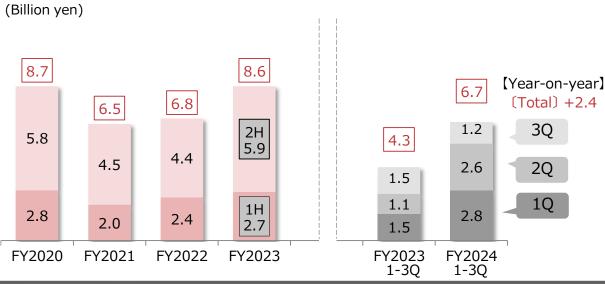
Net provisions to general allowance for loan losses (-) +3.7

Recoveries of written-off claims

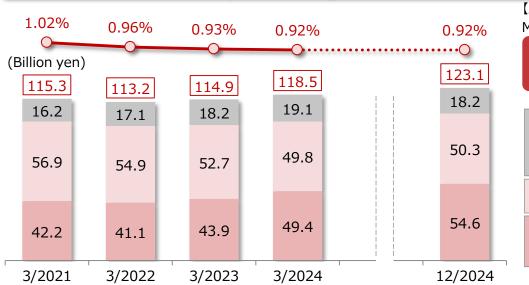
Ratio (-) +6bp

-0.2

### **New non-performing loans**



# Disclosed claims under the Financial Reconstruction Act / non-performing loan ratio



[As compared to March 31, 2024] Non-performing loan ratio

> +0.00% (Total) +4.6

Bankrupt and effectively bankrupt claims -0.9

Doubtful claims +0.4

Need-attention claims +5.1

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# **General & Administrative Expenses**

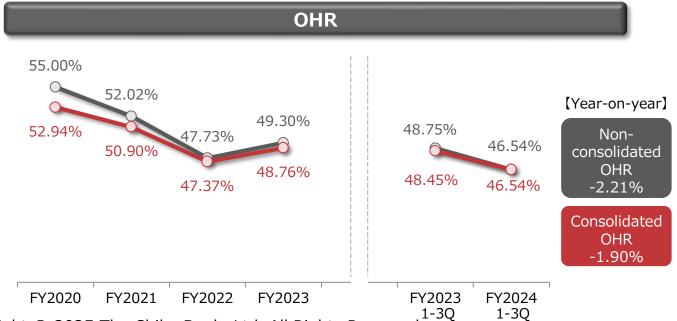
### **G&A** expenses / OHR

	Non-consolidated		FY2023	FY2024	
		(Billion yen)	1-3Q	1-3Q	Change
G	&A expenses		63.3	66.9	3.6
	Personnel expenses	}	30.3	31.3	0.9
	Non-personnel expe	enses	28.1	30.4	2.3
	Taxes		4.8	5.1	0.3
0	HR		48.75%	46.54%	-2.21%

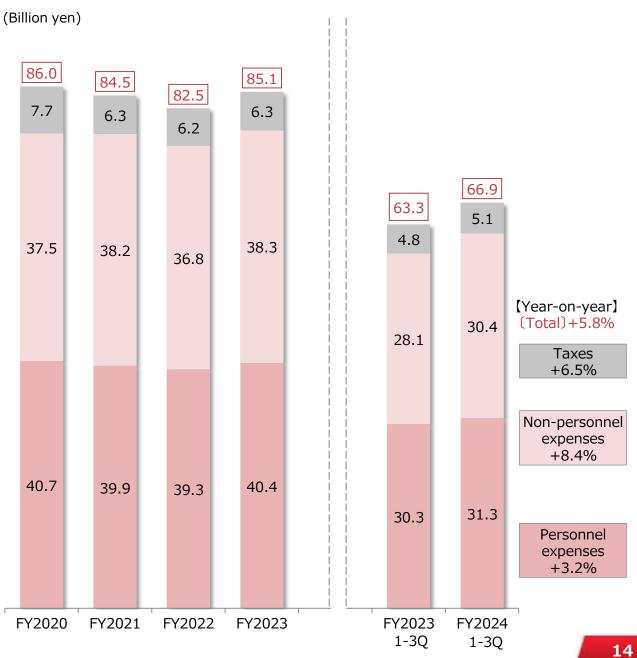
### Consolidated

OHR	48.45%	46.54%	-1.91%
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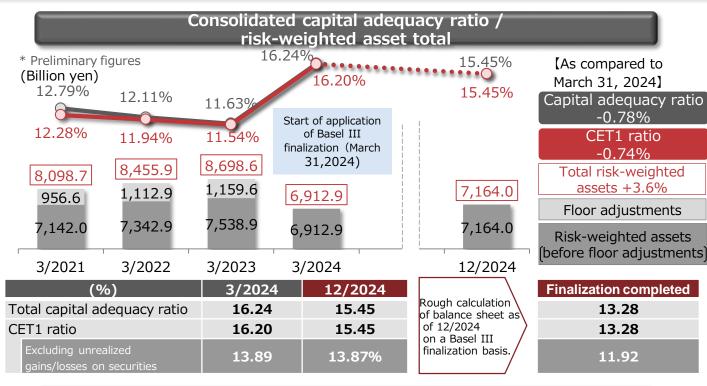
X OHR: Expenses / (net business income – bond-related gains/losses, etc. + net provisions to general allowance for loan losses + expenses)

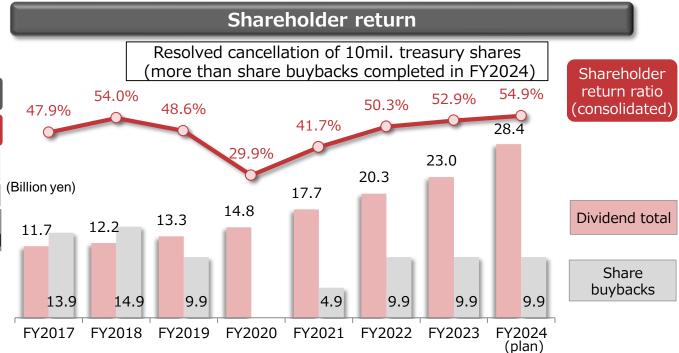


### **Non-consolidated G&A expenses**

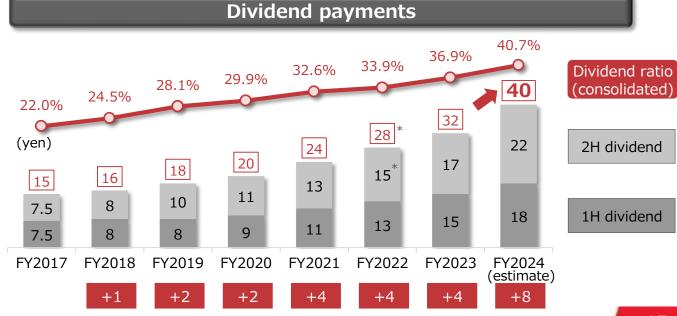


# Capital Adequacy Ratio / ROE / Shareholder Return



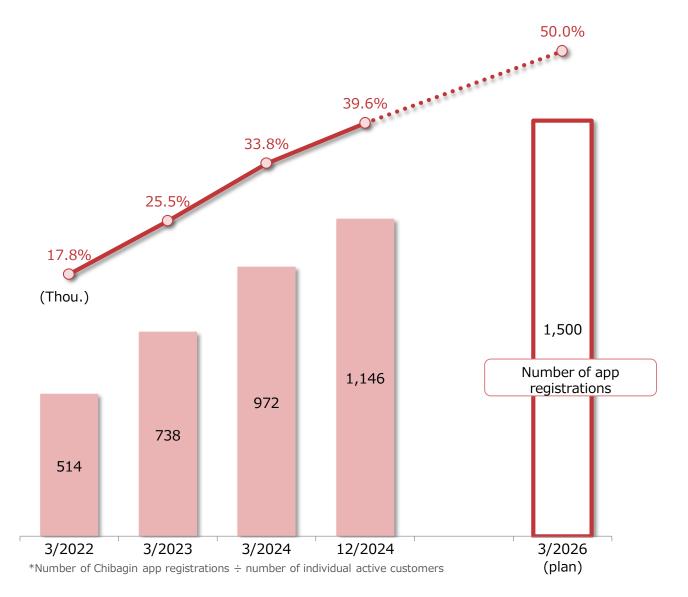


### ROE \*Presented on a "total shareholders' equity" basis, a B/S calculation unaffected by changes in unrealized gains/losses 7.22% 6.85% 6.38% 6.40% Consolidated 5.97% ROE\* 5.65% 6.17% 6.08% (TSE base) 5.68% 5.56% 5.19% 5.03% FY2022 FY2023 FY2023 FY2024 FY2020 FY2021 1-30 1-3Q



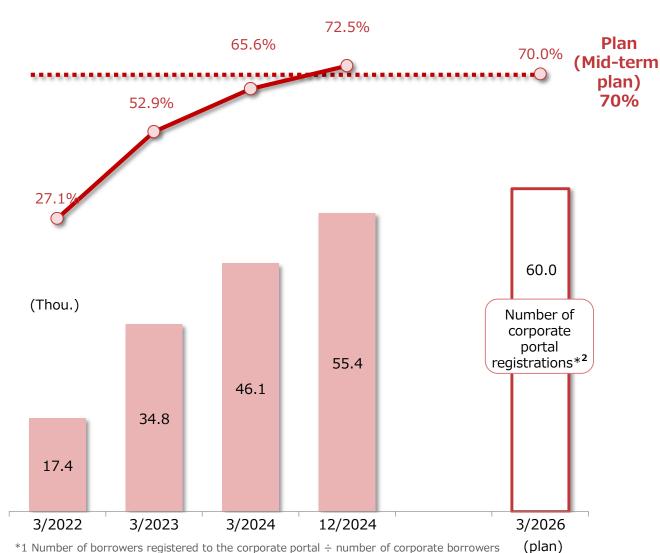


App penetration rate\*



### Number of portal registrations / borrower penetration rate

Corporate portal borrower penetration rate\*1



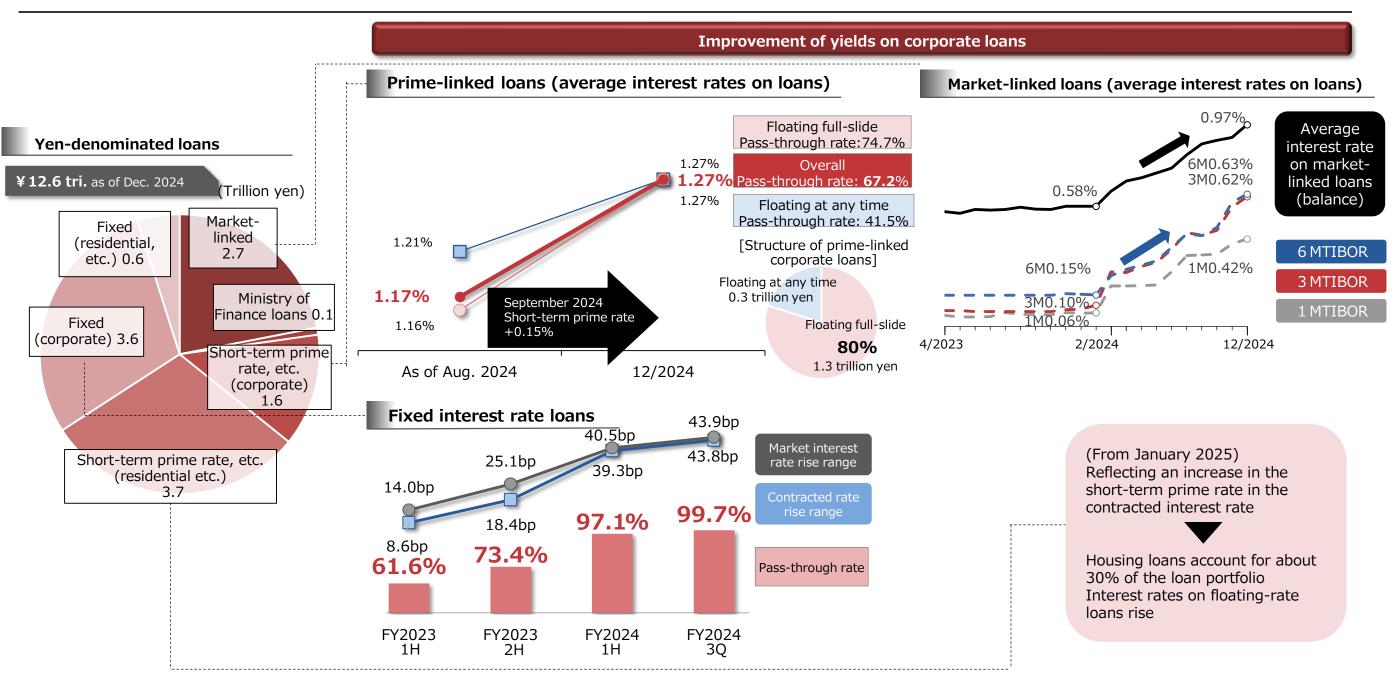
<sup>\*1</sup> Number of borrowers registered to the corporate portal  $\div$  number of corporate borrowers

<sup>\*2</sup> Going forward, this result will now exclude accounts that have no history of logging in



## Interest Rate Rise (Current Incorporating Interest Rate Hikes)

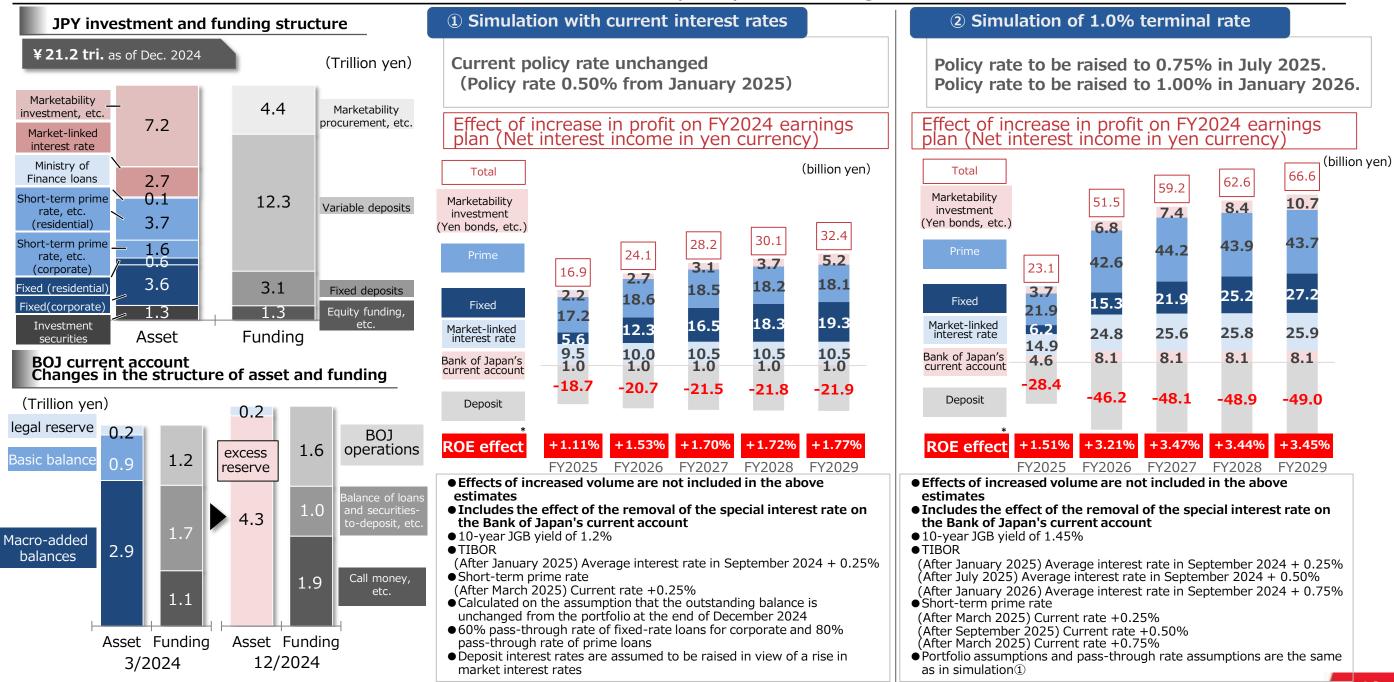
As policy interest rates rose, loan interest rates rose steadily. Increase in all loan interest rates regardless of interest rate sensitivity.



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### Interest Rate Rise (Interest Rate Rise Simulation)

### Estimate the effect of the BOJ's policy rate change on interest rates

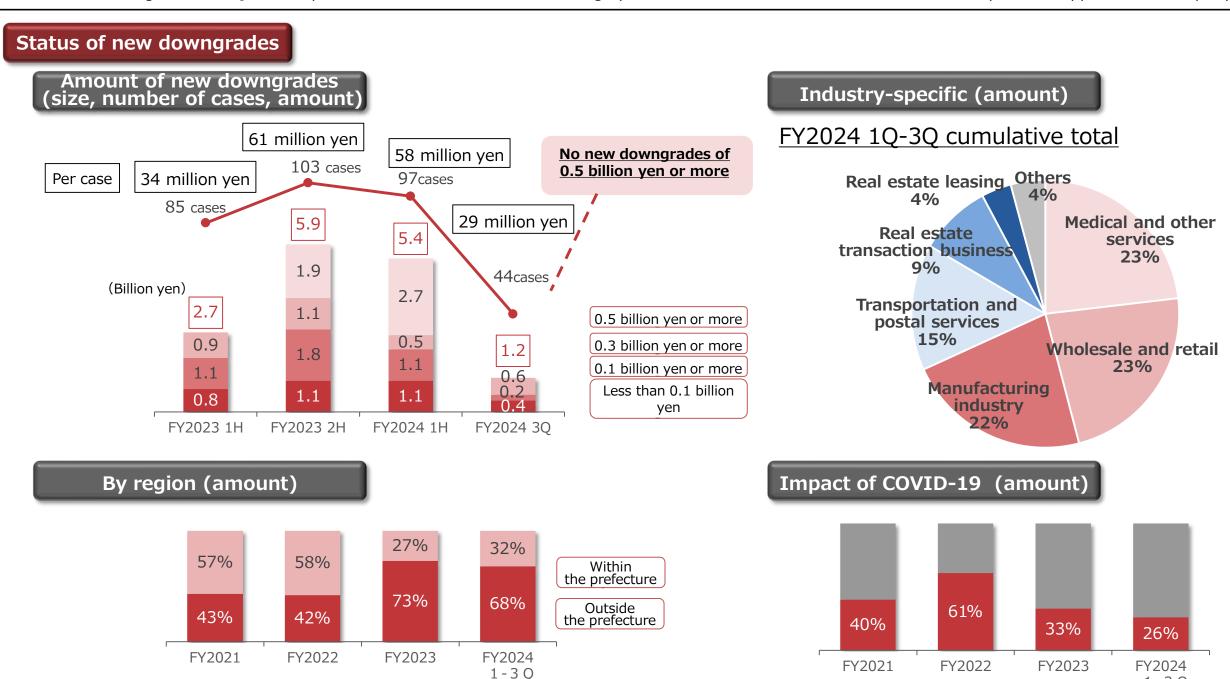


<sup>\*</sup> ROE effect is presented on a "total shareholders' equity" basis, a B/S calculation unaffected by changes in unrealized gains/losses

1-3Q

### Credit-related Expenses (Status of New Downgrades)

New downgrades in 3Q were kept at a low level. Continue to thoroughly understand the actual situation of clients and provide support for accompanying them.



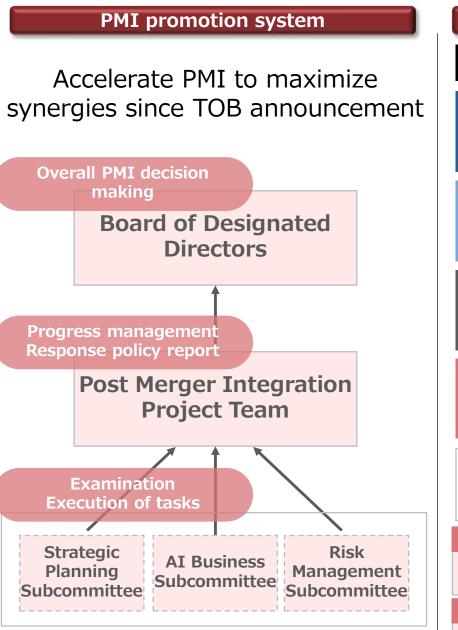
### **EDGE Technology / Post Merger Integration (PMI)**

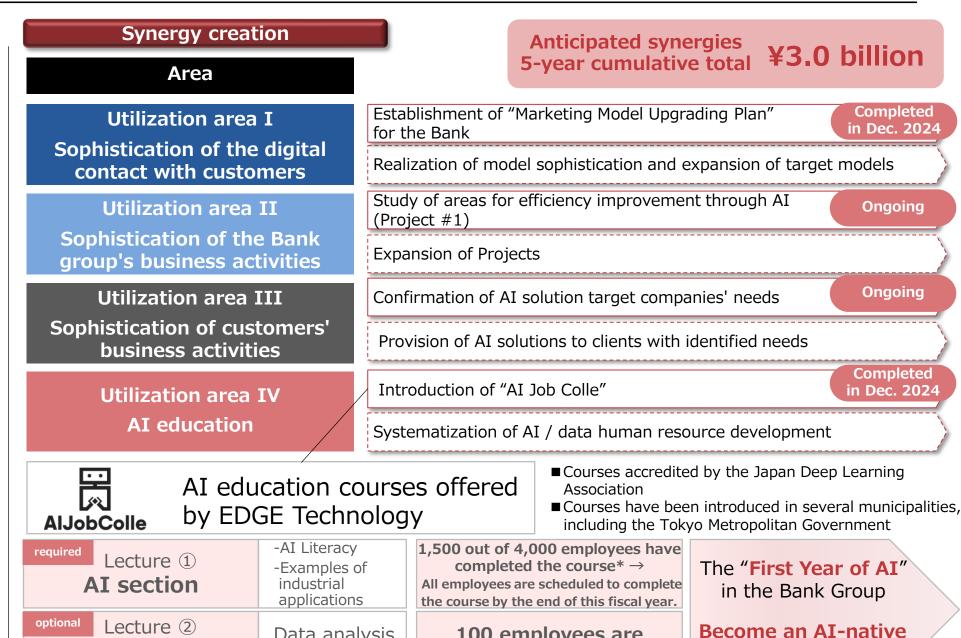
Promoting PMI for synergy creation. Concretize efforts in each synergy area.

Data analysis

methodology

Data science section





100 employees are

enrolled in a course\*

corporate group

Inquiries related to this presentation should be addressed to:

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