

*From “ACT 2003” to “100 Weeks of Innovation and Speed”*

# Financial Results for FY 2002, ended March 31, 2003

**The Chiba Bank, Ltd.**  
**June 6, 2003**

# Table of Contents

## Section I Summary of Financial Results for FY 2002

• Financial Results for FY 2002	4
• Key Points of Results for FY 2002	5
• Retail Business	
-Increase in Housing Loans	6
-Expansion in Fee-based Business	7
• Improvement in Management Efficiency	8
• Loan Portfolio	
-Improvement in asset quality	9
-Dispersed into small amounts	10
• Credit Costs	
-Below Actual Net Business Income	11
-Decrease in Disposals of NPLs	12
-Appropriate Level of Reserves	13
• Stock Portfolio – Decrease in Devaluation Losses	14
• Steady Improvement in Capital Ratio	15
• Results of Previous Medium-Term Plan	16

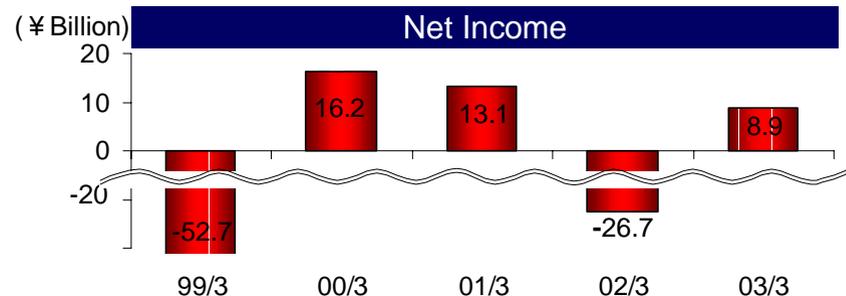
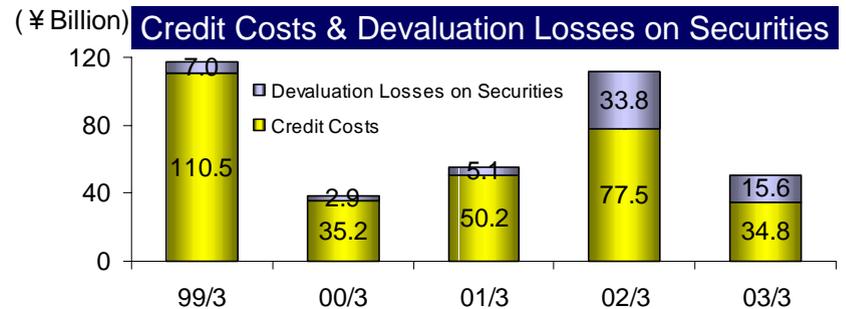
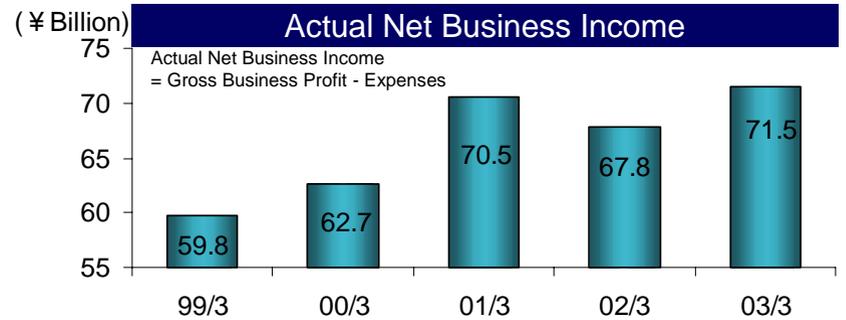
## Section II New Medium-Term Management Plan “100 Weeks of Innovation and Speed”

• “100 Weeks of Innovation and Speed”	18
• Management System	
-Restructuring Corporate Governance	19
-Revision of Headquarters Structure	20
-Revision of Personnel System	21
• Restructuring Business Promotion System	22
• Establishment of Business Center	23
• Optimum Placement of Staff	24
• Loan Repricing Activities	25
• Chiba Bank’s Comprehensive Group Strength	26
• Support for Revitalizing Business	27
• Numerical Targets in New Medium-Term Management Plan	28

## Appendix

# Introduction

- In FY 2002, **Actual Net Business Income increased** as retail business, such as housing loans and sales of stock funds, was successful. At the same time, **Credit Costs and Devaluation Losses on Securities decreased dramatically**. As a result, Chiba Bank recorded a Net Income of ¥ 8.9 billion.
- To make this business recovery stable and continue it into the medium and long term, Chiba Bank has launched a new medium-term management plan “**100 Weeks of Innovation and Speed**”.
- Today, we will summarize the financial results for FY 2002, and then explain the management policies and targets based on the new medium-term management plan.



# Summary of Financial Results for FY 2002

# Financial Results for FY 2002

( ¥ Billion)

	Period ended Mar. 02		Period ended Mar. 03	
	(Results) (X)	(Results) (Y)	(Y)-(X)	
Gross Business Profit	145.7	147.2	1.4	
Net Interest Income	129.3	124.9	(4.3)	
Fees and Commissions	12.4	15.1	2.7	
Trading Income	0.7	2.1	1.3	
Profit from Other Business Transactions	3.1	4.9	1.8	
Expenses	77.8	75.6	(2.1)	
Personnel Expenses	40.4	38.8	(1.6)	
Non-personnel Expenses	33.2	33.0	(0.1)	
Taxes	4.1	3.7	(0.3)	
Real Net Business Income	67.8	71.5	3.6	
Core Net Business Income**	66.8	68.3	1.5	
Net Transfer to General Reserve for Possible Loan Losses (a)	20.3	(6.3)	(26.6)	
Net Business Income	47.5	77.8	30.3	
Non-recurring Income and Losses	(92.8)	(59.2)	33.6	
Disposal of Non-performing Loans (b)	57.1	41.1	(15.9)	
Gains/Losses related to stocks	(31.1)	(13.8)	17.3	
Retirement benefit expenses	4.6	4.9	0.3	
Ordinary Profit	(45.3)	18.6	63.9	
Net Income	(26.7)	8.9	35.7	
Credit Costs (a)+(b)	77.5	34.8	(42.6)	

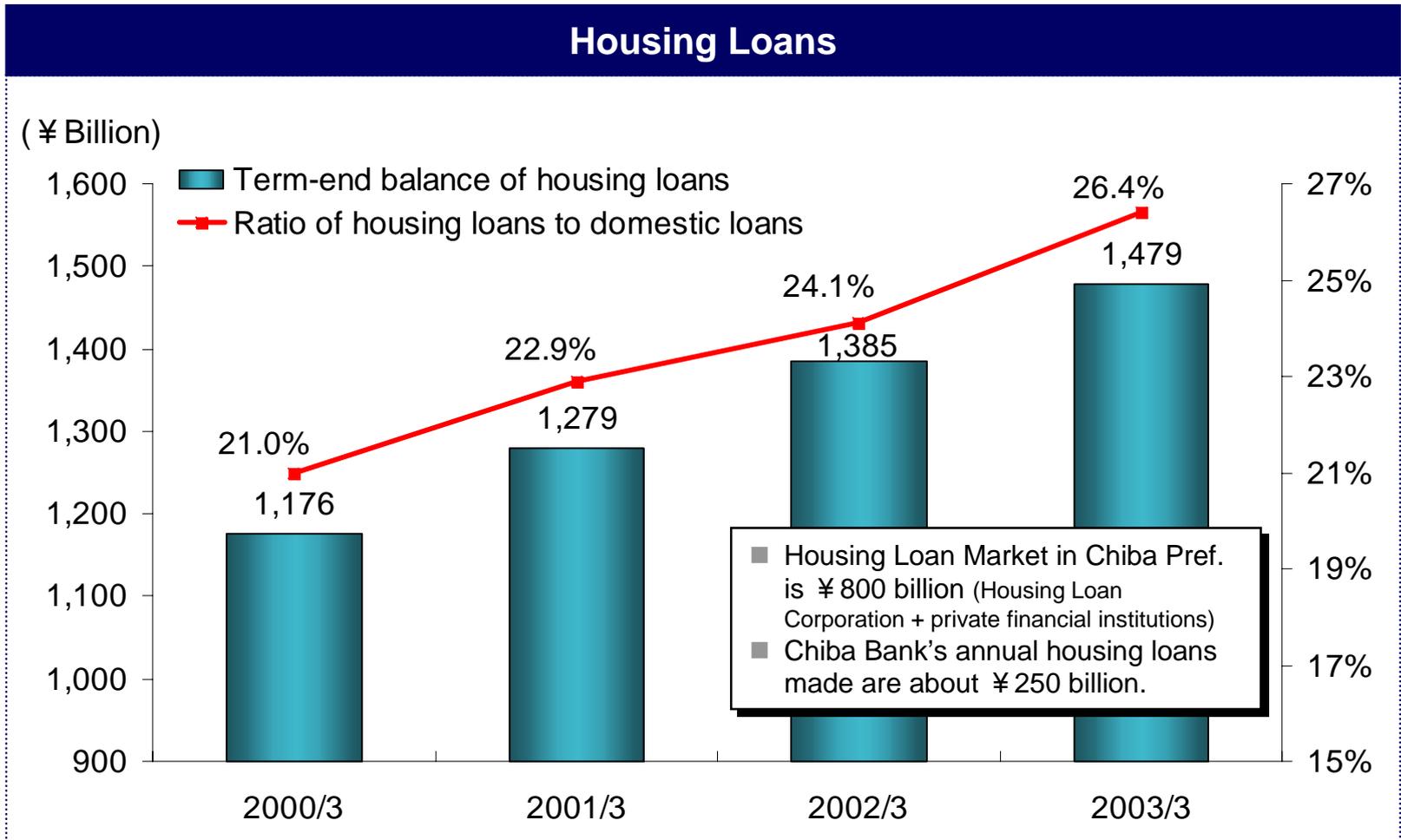
\*Real Net Business Income = Gross Business Profit - Expenses

\*\*Core Net Business Income = Real Net Business Income - Profit/Losses on Bonds (w hich is included in "Profit from Other Business Transactions")

## Key Points of Results for FY 2002

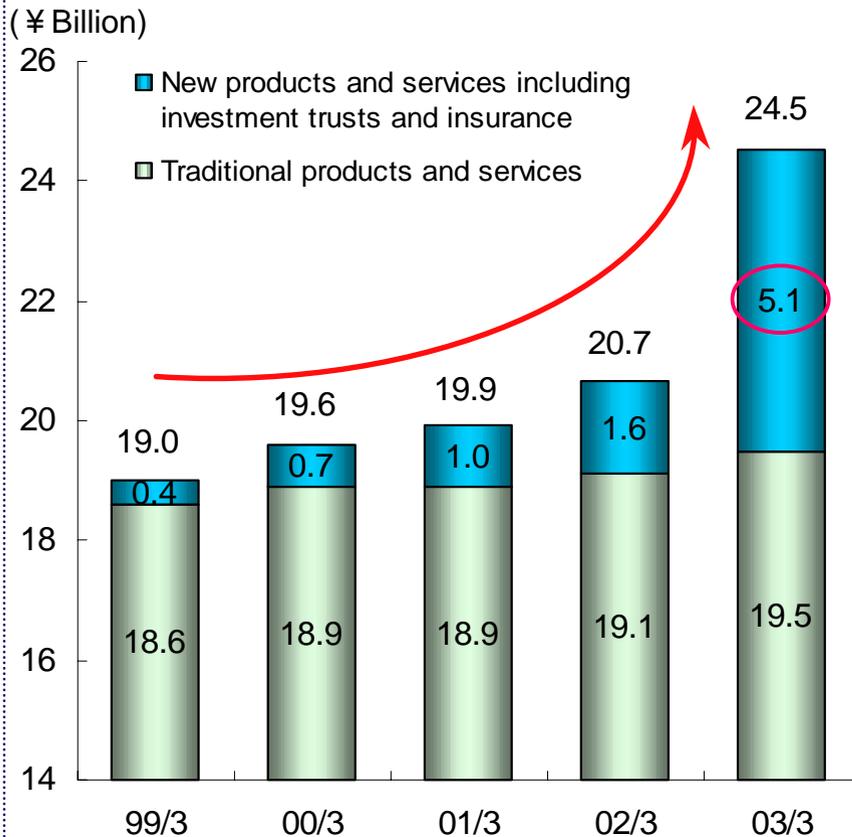
Chiba Bank's Activities	
<b>Transactions with Individuals</b>	Promotion of loans <ul style="list-style-type: none"> <li>◇ Intensify the relationship between customers, real estate agents and Chiba Bank (for housing loans), and improve products</li> </ul>
	Sales of stock funds <ul style="list-style-type: none"> <li>◇ Advanced strategy on products and promotions (Risk-limited type (Apr. 02), Foreign Bonds type (Apr. 02), Euro (Oct. 02))</li> <li>30 percent of sales are OTC transactions</li> </ul>
	Sales of annuity insurance <ul style="list-style-type: none"> <li>◇ Started with 8 brands. Chiba Bank is the top regional bank in terms of sales amount, mainly fixed annuity insurance</li> </ul>
<b>Management Efficiency</b>	Active use of information technology <ul style="list-style-type: none"> <li>◇ Completed the installation of computer terminals for the new branch operation system (Real-time document imaging, electronic filing, etc)</li> <li>◇ Utilizing Seal Verification System and Customer Relationship Management (CRM) System</li> </ul>
	Personnel reduction <ul style="list-style-type: none"> <li>◇ Reduced personnel by rationalizing and streamlining back-office operations</li> </ul>
<b>Credit Portfolio</b>	<ul style="list-style-type: none"> <li>◇ Improve the credit portfolio</li> <li>◇ Decrease the balance of large credits, disperse into small lots and concentrate on supporting business restructuring and revitalization</li> </ul>
<b>Credit Costs</b>	<ul style="list-style-type: none"> <li>◇ Decrease and stabilize credit costs</li> <li>◇ Decrease the effect of declines in land price</li> <li>◇ Adopt Discounted Cash Flow Analysis and adjust reserve guidelines as the credit portfolio is dispersed into small amounts</li> </ul>
<b>Stock Portfolio</b>	<ul style="list-style-type: none"> <li>◇ Decrease stocks held and the risk of stock price changes</li> </ul>
<b>Capital</b>	<ul style="list-style-type: none"> <li>◇ Enhance capital as a risk buffer</li> </ul>

# Retail Business - Increase in Housing Loans

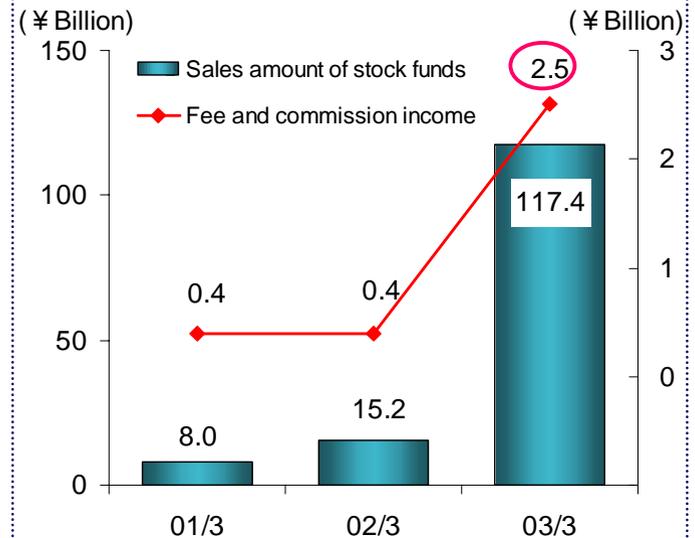


# Retail Business - Expansion of Fee-based Business

## Fees and Commissions



## Stock Funds



## Personal Annuities

Sales amount: ¥ 49.2 billion  
 Commission income: ¥ 1.1 billion  
 (6 months results)

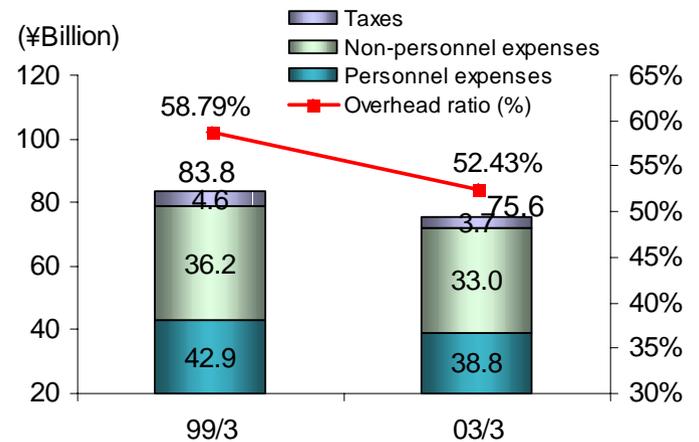
# Improvement in Management Efficiency

## Improvement in Management Efficiency

- Strengthen competitiveness by pursuing low-cost operations.
- Realize advanced management by utilizing Information Technology.
- Improve operational efficiency which is already in the top class among regional banks.

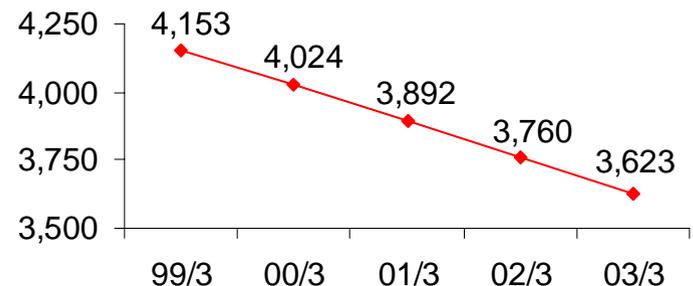
## Results

### Expenses & Overhead Ratio



### Number of Staff

(Excluding employees temporarily transferred to other companies)

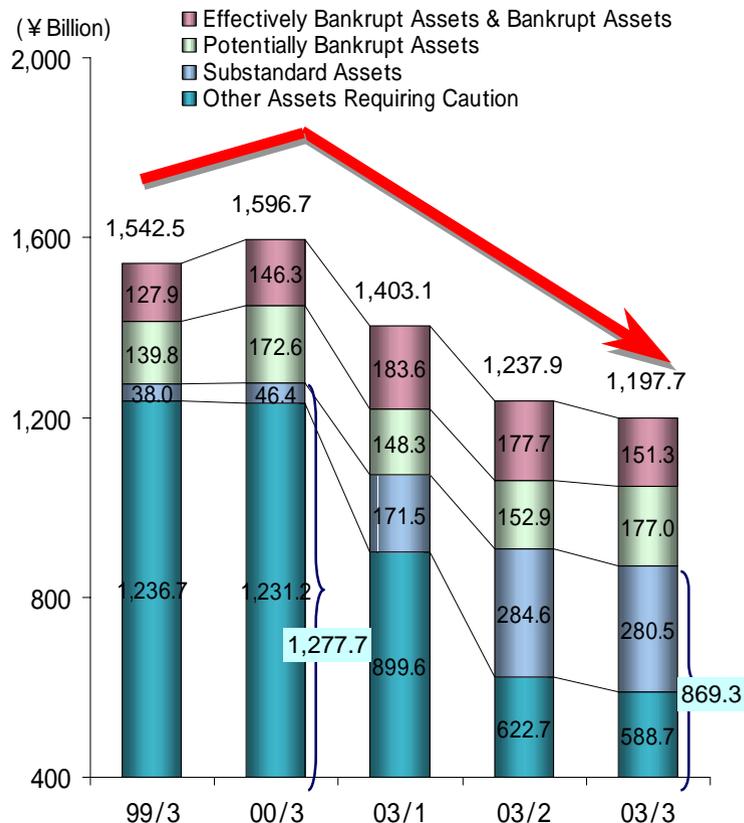


# Loan Portfolio - Improvement in asset quality

## Decrease of Non-performing loans

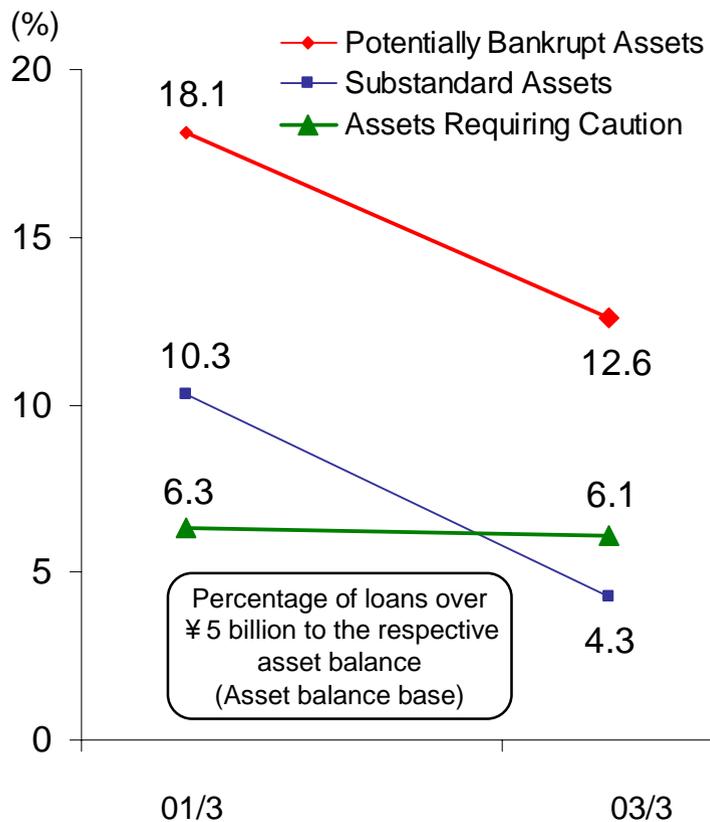
- Effective asset assessment based on the Financial Inspection Manual.
- Revitalization of debtors requiring caution or potentially bankrupt debtors.
- Active use of voluntary sales and auction of collateral.
- Removal of bankrupt assets and effectively bankrupt assets from the balance sheet.

## Loan breakdown by Borrower Classification

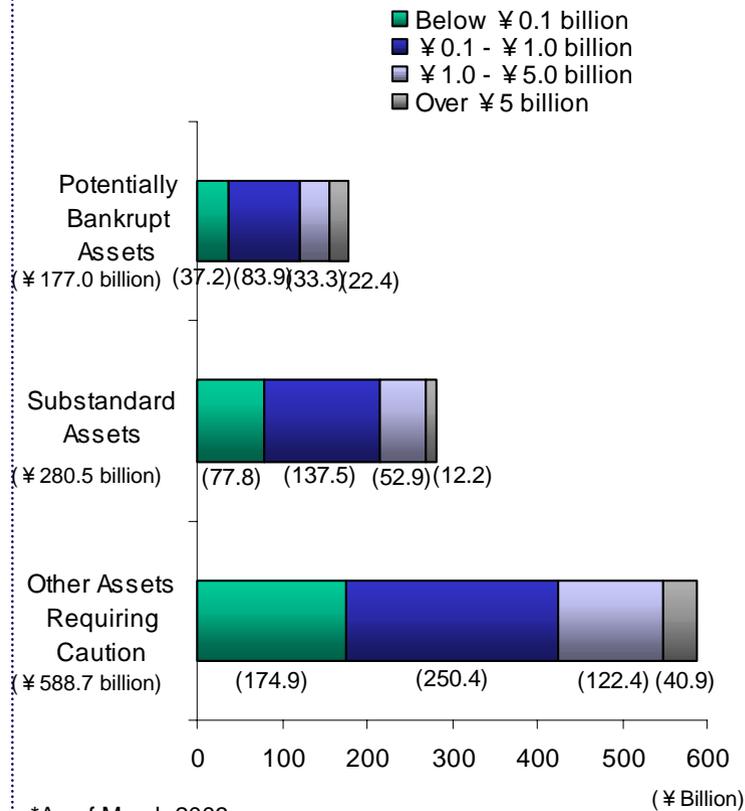


# Loan Portfolio - Dispersed into small amounts

## Loans Over ¥5 billion



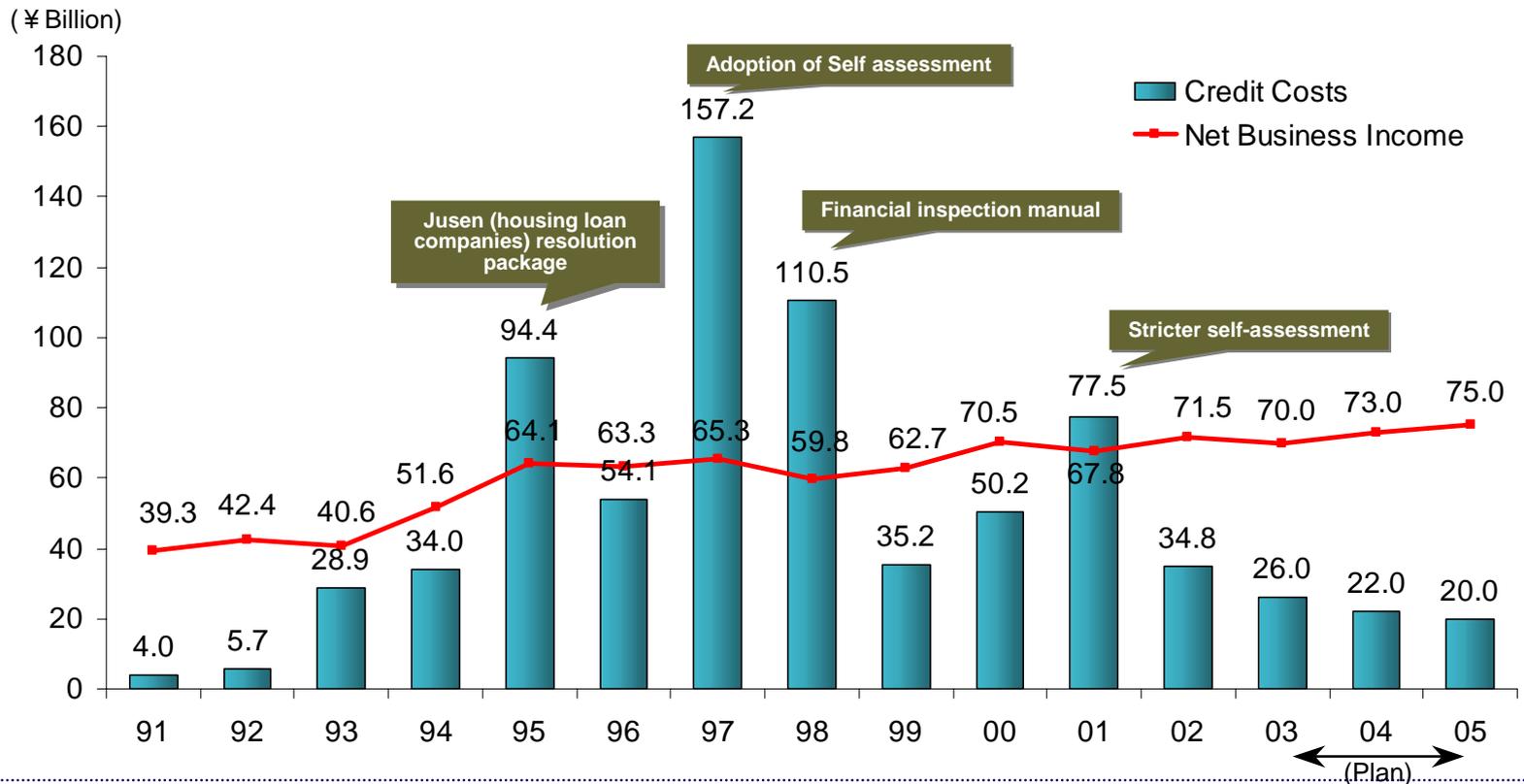
## Loan breakdown by Loan amounts



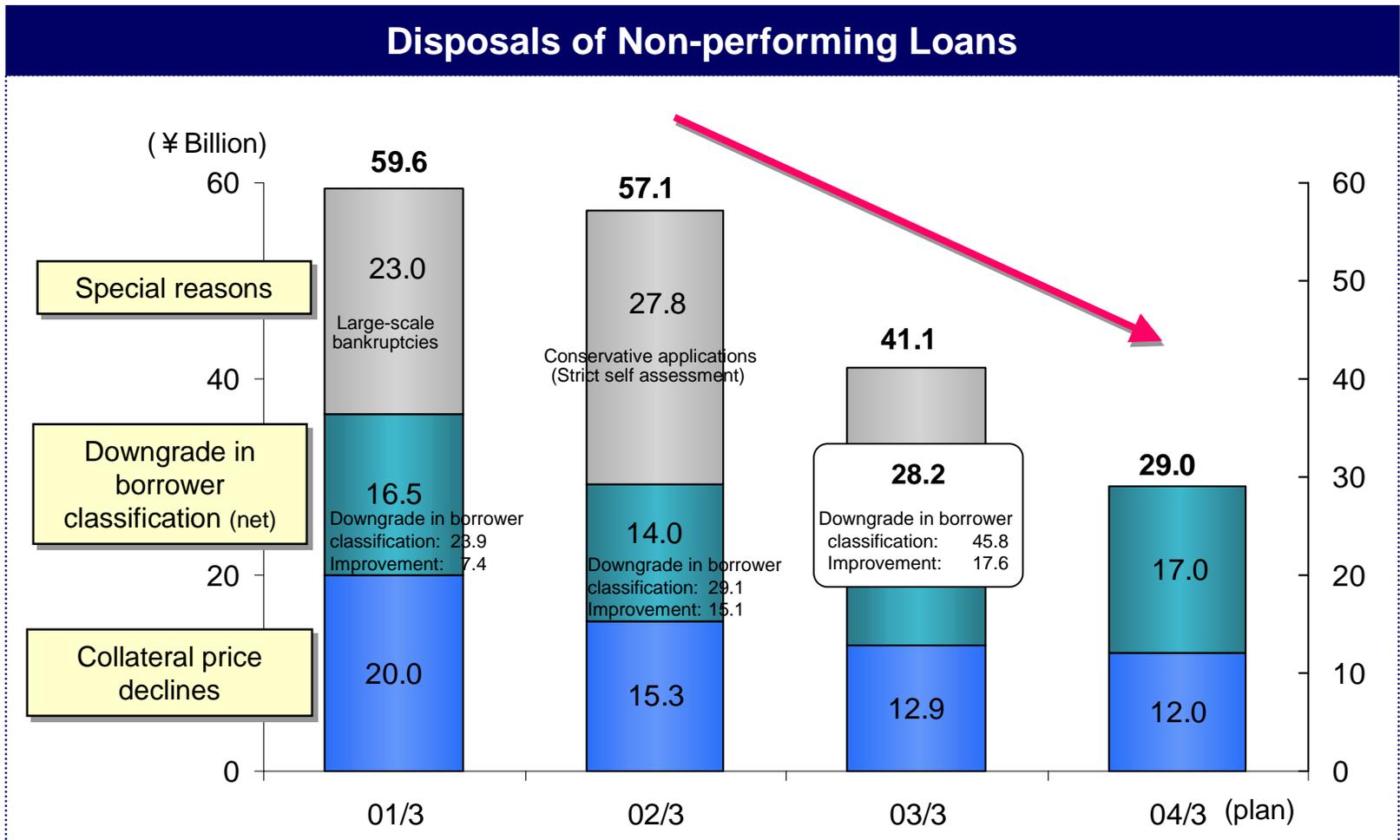
# Credit Costs - below Actual Net Business Income

## Credit Costs and Actual Net Business Income

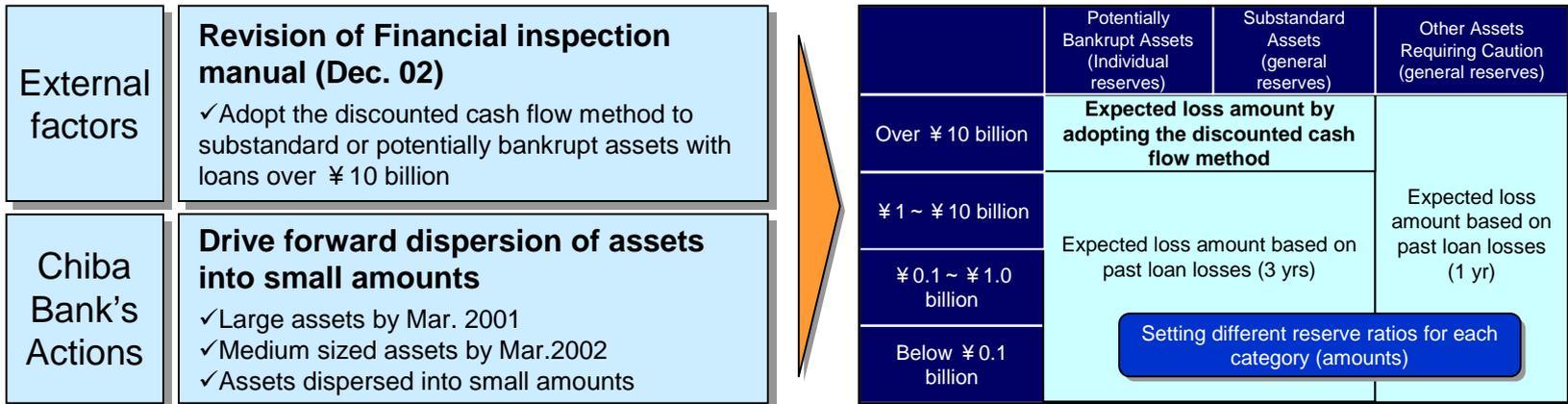
(Credit Costs = Disposals of Non-Performing Loans + Net transfer to (from) general reserve for possible loan losses)



# Credit Costs - Decrease in Disposals of NPLs



# Credit Costs - Appropriate Level of Reserves



## Reserve ratio\*

	Disclosed Claims under the Financial Reconstruction Law		
		Doubtful claims	Substandard claims
Chiba Bank	70.9%	68.0%	33.6%
Average among top 10 regional banks	61.2%	65.9%	33.8%

\*Unsecured/non-guaranteed portion as a percentage of the reserve for possible loan losses

For assets requiring caution (including Substandard assets), Chiba Bank calculates past records for asset amount then determines the reserve ratio.

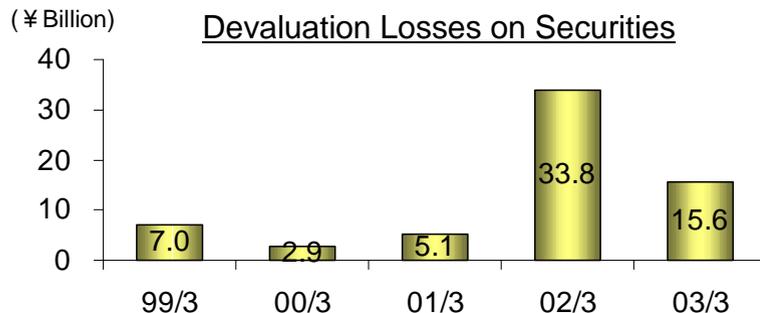
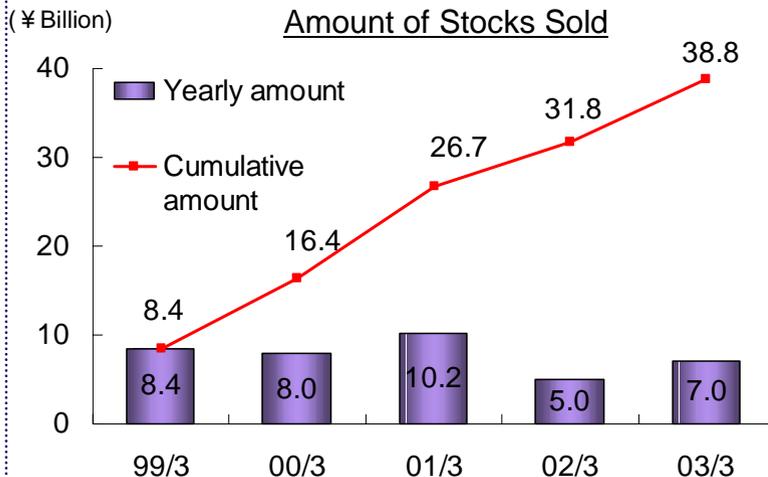
## Coverage ratio\*\*

	Disclosed Claims under the Financial Reconstruction Law		
		Doubtful claims	Substandard claims
Chiba Bank	85.6%	85.0%	75.3%
Average among top 10 regional banks	81.4%	85.2%	66.3%

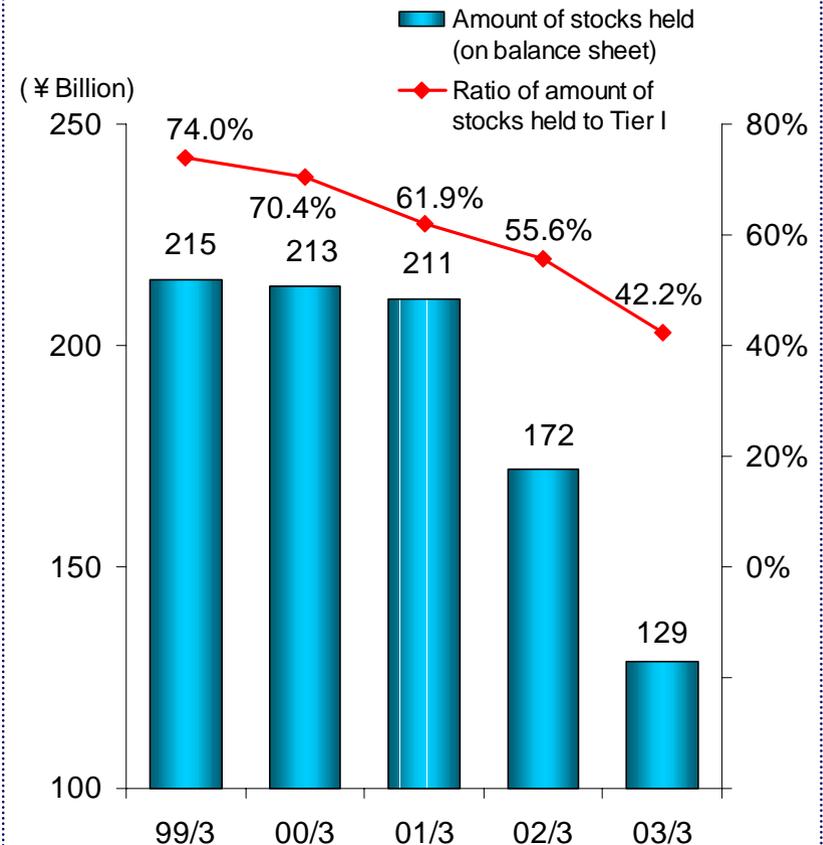
\*\*Percentage of total collateral/guarantees and reserves for loan losses to total assets.

# Stock Portfolio - Decrease in Devaluation Losses

## Reduction of Stocks Held

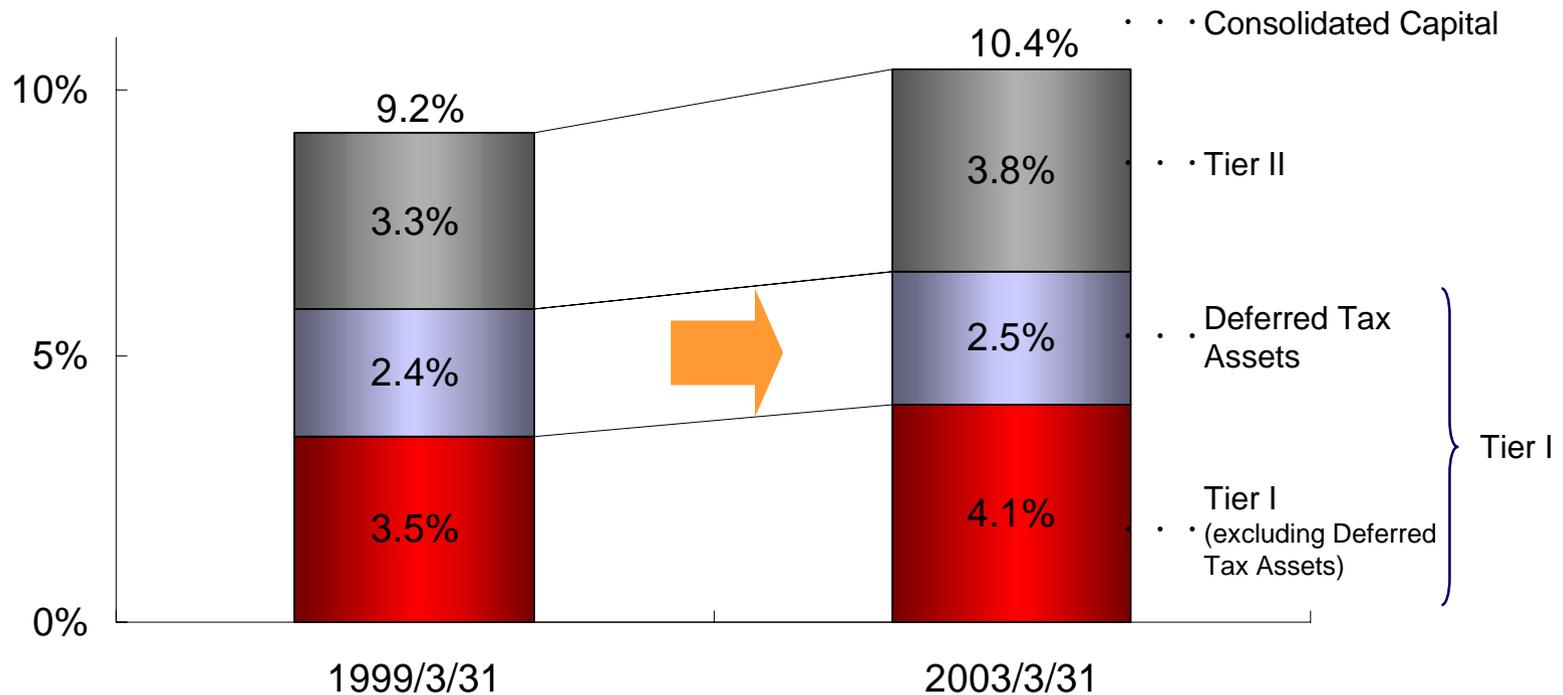


## Amount of Stocks Held and Tier I Ratio



# Steady Improvement in Capital Ratio

## Breakdown of Consolidated Capital Ratio (BIS guidelines)



## Results of previous medium-term plan "ACT 2003"

**Aiming to be the  
"Highest-quality comprehensive financial service group in the region"  
highly regarded by all stakeholders**

### ➤ Expansion of Customer Base

- ✓ Increase custody assets (investment trusts, annuity insurance, etc.)
- ✓ Increase main accounts of households (from Mar. 99 to Mar. 03: salary transfer accounts increased from 670,000 to 750,000 and pension transfer accounts increased from 210,000 to 280,000)
- ✓ Steady increase in deposits (in 4 years: +6.7%, especially personal deposits: +16.5%)
- ✓ Increase in loan share in Chiba Prefecture (in 4 years: +1.8%)

### ➤ Improvement of Credit Portfolio

- ✓ Disperse into small amounts
- ✓ Shift to personal loans (proportion of personal loans to domestic loans: + 6.0% in 4 years)
- ✓ NPLs which include assets requiring caution have been decreasing for the past 3 years. The credit cost ratio has been decreasing as well.
- ✓ Decrease in amount of stocks held

### ➤ ¥ 20 billion strategic investment to complete system infrastructure

- ✓ Expand and enhance sales channels (telephone, mobile phone and the Internet)
- ✓ New branch operation systems and headquarters systems (installation finished by Mar. 2003), real-time document imaging system, seal verification system, customer relationship management (CRM) system, loan business management system and profit management system

# New Medium-Term Management Plan

# “100 Weeks of Innovation and Speed”

**Build an organization to achieve consolidated net income of ¥ 36 billion in FY 2005**

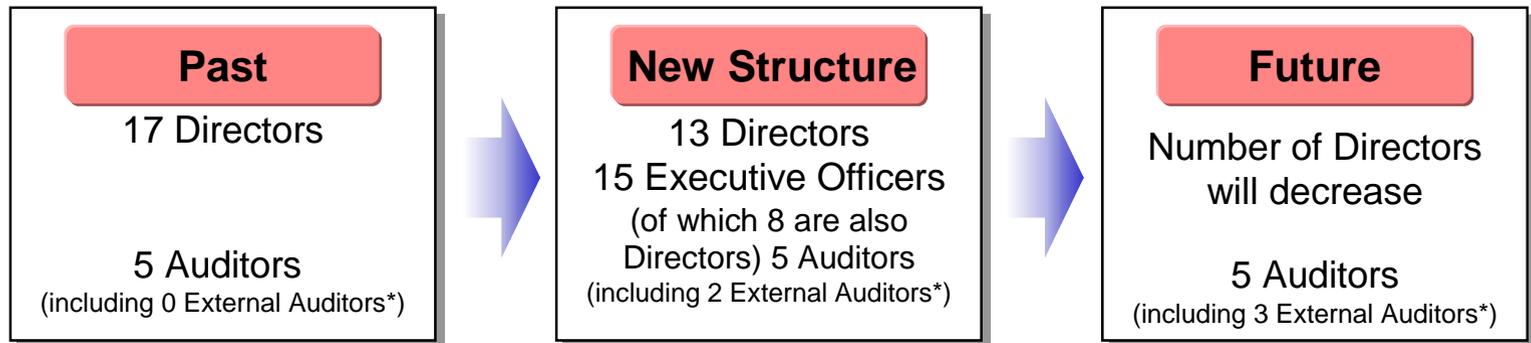


# Management System - Restructuring Corporate Governance

## Enhance Corporate Vitality by Reforming the Management System

- Adoption of the Executive Officer System (from Apr. 2003)
  - ✓ Separate business execution responsibility from management responsibility.
  - ✓ In major business areas, executive officers are appointed as general managers to assure flexibility of operations suitable for the respective area and to strengthen business authority.
  - ✓ Executive officers are responsible for all branch offices and certain headquarters business units such as Sales Promotion Unit and Credit Screening and Management unit.
- Establishment of a “Board of Designated Directors” and “Board of Directors and Executive Officers” (from Apr. 2003)

### New Management Structure



\*External Auditors are based on the revised Commercial Code as of May 2002



# Management System - Revision of Personnel System

## Structure to make the most of the Bank's human resources

< Effective on April 2003 >

- A more merit-oriented approach stressing responsibilities and achievement
  - 11 “function grades” were consolidated into 6 “responsibility classes”
  - Distribution of the limited budget for personnel expenses is to be made according to the responsibilities and contribution of each employee.
  - The annual salary increase for managerial posts is being abolished and annual salary increases for non-managerial posts are being limited. A system of downgrading and salary cuts is also being introduced
- A flatter organization (Reduction of positions and titles)
  - General Manager – Senior Deputy General Manager – Staff
- Fostering bank staff with specialized skills
  - “Special Items” for each business category are being introduced for evaluation in addition to “Basic Items” for each ‘responsibility class’.
  - A “Career Development Sheet” is being introduced to reflect the employee’s awareness and aspirations so that the General Manager can provide specific guidance.

# Restructuring the Business Promotion System

## Restructuring the Business Promotion System for a more profitable income structure

	<b>ACT 2003</b> (Oct.1999 ~ Mar. 2003)	<b>100 Weeks of Innovation and Speed</b> (Apr. 2003 ~ Mar. 2005)
<b>Office Network</b>	✓ Functional sales structure (Branch offices) <ul style="list-style-type: none"> <li>• Area Chief Branch</li> <li>• General Branch</li> <li>• Retail Branch</li> </ul>	✓ Strengthen functions of branch offices ✓ Improve business for each customer segment → <b>Establish a business call center for SME companies</b>
<b>Business Promotion System</b>	✓ Customer characteristics <ul style="list-style-type: none"> <li>• RM for companies</li> <li>• RM for individuals</li> </ul>	✓ Strengthen staff in charge of individuals (Improve consultation ability for customers' asset investment) → <b>Increase 250 Financial Planners</b> ✓ Strengthen the ability to provide total solutions
<b>Personnel Resources</b>	✓ 4,236 employees as of Mar. 1998 → 3,623 employees as of Mar. 2003 (excluding staff temporarily transferred to other companies)	✓ Improve training systems to provide total solutions <ul style="list-style-type: none"> <li>→ Learning asset investment skills for individuals</li> <li>→ Learning comprehensive businesses skill for companies</li> </ul>

# Establishment of Business Center

## Establishment of Business Center for SME companies

**Purpose:** To increase loans for small and medium & small-sized companies

**Targets:** Companies with sales less than ¥ 100 million (with loans less than ¥ 50 million)

**Staff:** About 50

**Targets:** More than 10,000

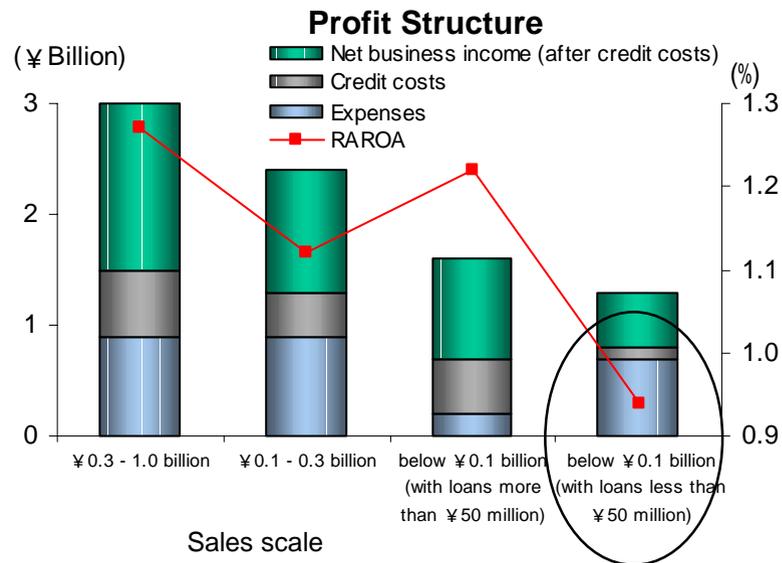
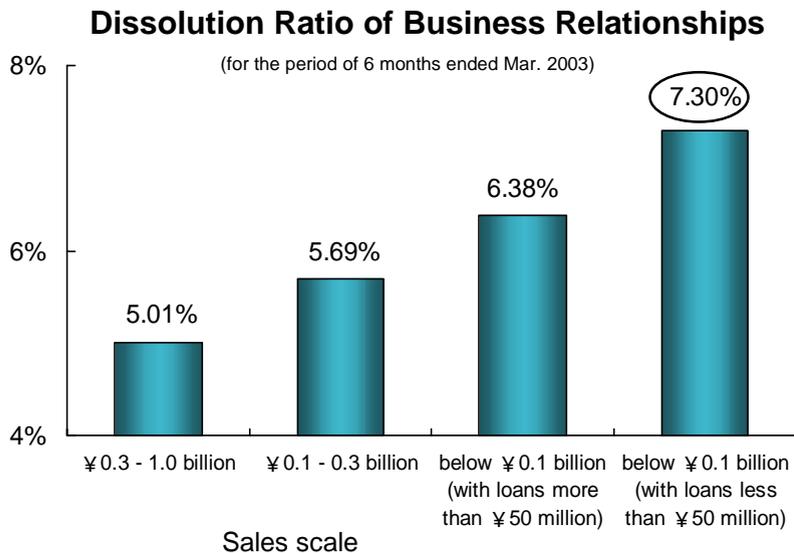
**Problems of loans to medium & small-sized companies**

High rate of dissolving business relationships  
High expense rate, low profitability



**Solutions**

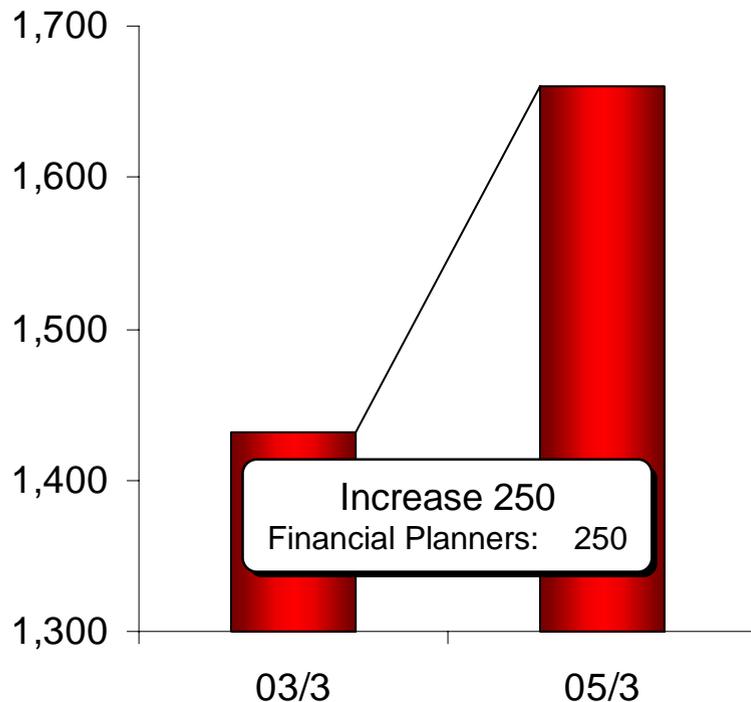
Increase contacts, quick response through low-cost operations



# Optimum Placement of Staff

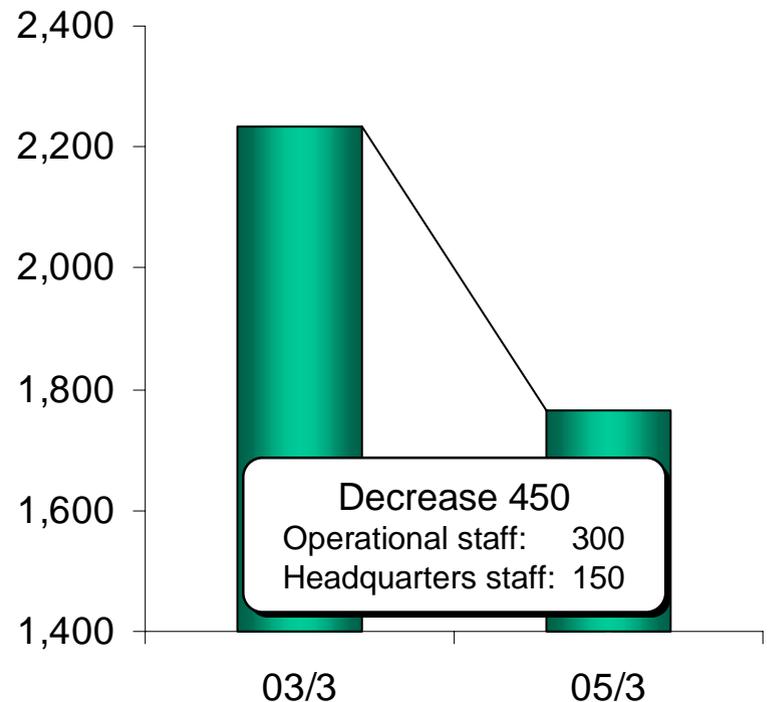
**Place 250 staff as Financial Planners to strengthen Profit Section**

Number of staff in income generation areas



Number of staff in support units

(Headquarters and staff in charge of back office work at branch offices)



# Loan Repricing Activities

## Repricing Activities for ¥7.5 billion

### ■ Raise interest rate to cover credit costs

- Targeting RAROA 1% for each company, repricing activities and securing fees and commission income are taking place.
- Total loans with below 1% of RAROA are about ¥ 1.1 trillion (21,000 borrowers)
- If RAROA of 1% is secured for all borrowers, it will bring in another ¥ 22 billion of interest income.



### ■ Segments

Required amounts by repricing to RAROA 1%

- Over ¥ 10 million
- ¥ 1 million - ¥ 10 million
- Below ¥ 1 million

Objectives (borrowers/loan amounts)

- about 200 borrowers / ¥ 300 billion
- about 1,400 / ¥ 340 billion
- about 17,000 / ¥ 350 billion



**¥ 7.5 billion improvement**

### ■ Repricing Promotion Tools

- Manuals for repricing loan interest rates, explanation sheet for remunerative interest rates, etc.

### ■ Restructuring of credit screening structure

- Key point of credit screening: Maximize profit after risk cost and putting priority on ratings.

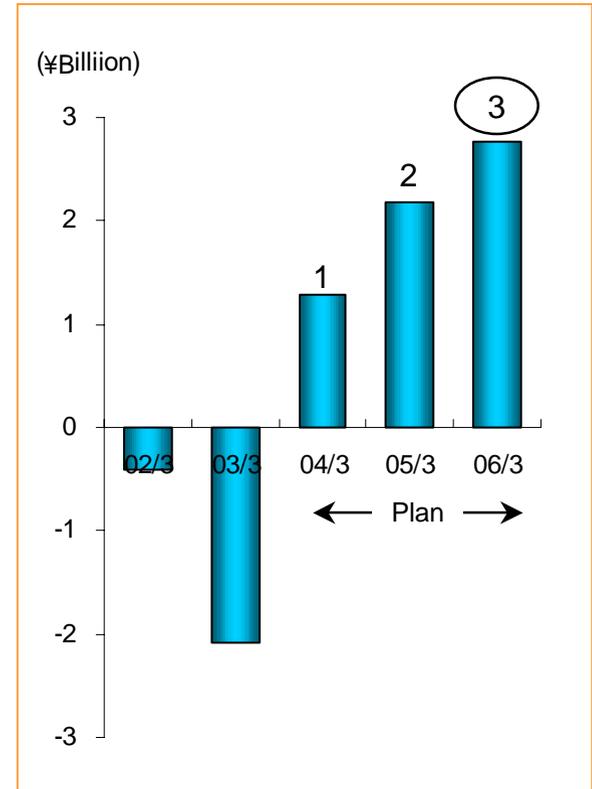
# Chiba Bank's Comprehensive Group Strength

## Making the Most of Chiba Bank's Brand Value to Expand Profit

### Strong Points of Chiba Bank Group

Company	Characteristics
Chibagin JCB Card Co., Ltd	The largest JCB franchisee among franchisees owned by regional banks with 0.3 million cardholders and 4,200 shops. (Chibagin DC Card Co., Ltd. with 170,000 cardholders)
Chuo Securities Co., Ltd.	A retail securities company closely related to the region with 16 branches (of which 11 branches are in Chiba Pref.). Top share in securities trading. 40,000 accounts and custodian assets of ¥ 300 billion.
Chibagin Leasing Co., Ltd.	Largest leasing company in Chiba Pref. with 4,000 customers and ¥ 45 billion contracted amount (about 10% share in Chiba Pref.). Withdrew from financing businesses and the management rehabilitation plan was completed in Mar. 2003. Intensifying businesses with growing companies, such as care businesses and environment businesses
Chibagin Computer Services Co., Ltd.	Software development and computing company. Ratio of sales excluding Chiba Bank Group is 82%, including sales to local public entities and other local companies. The e-Japan administrations and consolidation of municipalities in Chiba Prefecture bring a high possibility of sales increase

### Consolidated Companies' Net Income



# Support for Revitalizing Business

## Business Revitalization at Early Stage

Intensify Credit II Division  
(Intensify the structure for supporting revitalization)

- Increase staff (double)
- Appoint staff dedicated to providing direct support to debtors
- Establish “Company Strategy Support Team”

## Activate Business Revitalization by Utilizing Business Revitalization Tools

### { External Institutions }

- Business Revitalization Funds
- Small and Medium-Sized Companies Revitalization Conference
- Industry Revitalization Corporation of Japan
- Resolution and Collection Corporation
- Management Consultancies

### { Schemes }

- Debt Equity Swaps
- M&A, Assignment of business
- Debtors in Possession Finance
- Abandonment of Claims

# Numerical Targets in New Medium-Term Management Plan

## Target

( ¥ Billion)

Non-consolidated	FY 2003	FY 2004	FY 2005
Gross business profit	145.5	148.0	149.0
Expenses	75.5	75.0	74.0
Net business income before transfer to general reserve	70.0	73.0	75.0
Net transfer to general reserve for possible loan losses	(3.0)	(3.0)	(3.0)
Net business income	73.0	76.0	78.0
Non-recurrent income and losses	(33.0)	(30.0)	(23.0)
Disposal of non-performing loans	(29.0)	(25.0)	(23.0)
Ordinary profit	40.0	46.0	55.0
Net income	24.0	28.0	33.0

Net income (Consolidated)	25.0	30.0	36.0
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Non-consolidated indicator	FY 2003	FY 2004	FY 2005
Overhead ratio (OHR)	Around 52%	Around 50%	Below 50%
ROA	Around 0.3%	Above 0.3%	Around 0.4%
ROE	Around 6%	Around 7%	Around 8%
Tier I ratio	Around 7%	Above 7%	Around 8%

\*ROA,ROE:On a net income basis

## ■Gross business profit

	FY2005	Changes compared to FY 2003
Net interest income	124.5	(0.4)
Fees and commissions	19.5	+4.4
Trading income	2.0	+0.0
Profit from other business transactions	3.0	(2.0)

## ■Loans

- Volume: about the same as FY 2003  
(annual: Housing Loans + ¥ 100 billion,  
Corporate Loans - ¥ 100 billion)
- Interest yields: about the same as FY 2003  
(natural: -14 b.p.,by repricing activities: +14 b.p.)

# *Appendix*

# Table of Contents

## Appendix

• Economic Conditions in Chiba Prefecture	2	• Non-performing Loans removed from the Balance Sheet	23
• Economic Indicators for Chiba Prefecture(1)(2)	3	• Credit Costs	24
• Population of Chiba Prefecture (1)(2)	5	• Disposal of Collateral	25
• Management Indicators	7	• Land Price Trend in Chiba Prefecture	26
• Interest Yields	8	• Branch Network	28
• Working Assets and Liabilities	9	• Composition of Stockholders	29
• Domestic Loans (1)(2)(3)	10		
• Securities	13		
• Domestic Deposits (1)(2)	14		
• Share of Business in Chiba Prefecture	16		
• Investment Trust and Foreign-Currency Deposits	17		
• Loans Disclosed Under Self-Assessment and the Financial Reconstruction Law (1)(2)	18		
• Loans Classified by Industry (Non-consolidated)	20		
• Proportion of Assets by Debtor Category	21		
• Factors behind the Decrease in Assets Requiring Caution	22		

## Economic Conditions in Chiba Prefecture

	Population	Livable land area	Balance of Savings	Number of new housing starts	Prefectural Income
<b>Chiba</b>	<b>6.00 million</b> (ranked 6th nationwide)	<b>3,450 km<sup>2</sup></b> (ranked 6th nationwide)	<b>¥30 trillion</b> (ranked 7th nationwide)	<b>54,000</b> (ranked 6th nationwide)	<b>¥18 trillion</b> (ranked 6th nationwide)
Number one nationwide	Tokyo 12.22 million	Hokkaido 26,753 km <sup>2</sup>	Tokyo ¥102 trillion	Tokyo 175,000	Tokyo ¥52 trillion
Number two nationwide	Osaka 8.82 million	Niigata 4,563 km <sup>2</sup>	Osaka ¥56 trillion	Kanagawa 98,000	Osaka ¥29 trillion
Number three nationwide	Kanagawa 8.63 million	Fukushima 4,127 km <sup>2</sup>	Kanagawa ¥46 trillion	Osaka 87,000	Kanagawa ¥27 trillion

Source

Population: Ministry of Public Management, Home Affairs, Posts and Telecommunications, Statistic Bureau

Balance of savings: The Central Council for Financial Services Information

Number of new housing starts: Ministry of Land, Infrastructure and Transport

Prefectural Income: Economic and Social Research Institute, Cabinet Office

# Economic Indicators for Chiba Prefecture (1)

## Economic Indicators for Chiba Prefecture

	Population	Indices of Industrial Production			Power Consumption		Consumer Price Index 2000=100	New Car Registrations (total)	Building Starts	
	Total as of Oct. 1 (yearly)	Production	Shipment	Producers' Inventory ratio	Total				Building Total Area thousand m <sup>2</sup>	New Housing Starts
					1995=100					
1993	5,748,919	94.0	91.5	122.1	29,362	11,062	99.3	225,454	10,618	84,326
1994	5,789,275	96.6	96.7	103.6	31,745	11,620	99.9	223,369	10,916	87,278
1995	5,797,782	100.0	100.0	100.0	32,664	12,073	100.0	233,604	9,636	71,729
1996	5,826,019	104.8	106.0	99.2	33,081	11,986	98.9	242,480	10,426	73,805
1997	5,855,963	110.0	112.6	93.8	33,929	11,338	100.5	232,780	9,985	66,649
1998	5,888,880	104.8	106.8	104.9	34,099	11,591	101.1	195,718	9,211	61,187
1999	5,919,031	101.7	103.5	98.3	34,492	11,355	100.6	179,771	8,527	58,257
2000	* 5,926,349	104.6	103.9	93.8	35,240	11,588	100.0	189,134	8,668	59,652
2001	5,963,514	100.8	102.5	102.7	35,345	11,532	99.1	186,705	8,594	58,456
2002	6,001,020	99.0	98.9	96.4	35,290	11,405	-	184,512	8,148	57,669
2002/03	5,975,630	97.7	96.9	103.9	2,731	898	97.9	22,859	653	4,509
2002/04	5,967,923	100.7	101.1	94.8	2,697	931	98.3	12,233	620	3,743
2002/05	5,986,839	100.6	99.1	96.1	2,735	957	98.5	14,308	732	4,893
2002/06	5,990,789	97.2	95.9	100.1	2,774	987	98.5	15,577	713	5,252
2002/07	5,992,362	101.7	103.2	90.0	2,991	1,027	98.4	17,113	661	4,526
2002/08	5,994,437	101.2	101.5	90.1	3,554	998	98.4	12,138	826	6,012
2002/09	5,998,135	101.7	100.7	93.3	3,148	968	98.0	18,338	676	4,333
2002/10	6,001,020	98.2	98.7	93.2	2,822	998	97.8	14,428	740	5,293
2002/11	6,004,296	94.8	94.9	96.0	2,888	955	97.7	15,659	582	4,320
2002/12	6,005,351	98.2	95.2	100.8	2,905	967	97.7	14,044	579	4,612
2003/01	6,006,185	101.6	98.4	95.7	3,350	933	97.6	13,450	715	3,900
2003/02	6,005,836	-	-	-	3,115	930	-	17,616	562	3,715
2003/03	6,002,704	-	-	-	-	-	-	26,110	-	-
comparison to the corresponding month of the previous year	0.5%	3.9%	(2.3%)	(3.1%)	5.8%	8.6%	(0.5%)	14.2%	7.9%	(7.6%)
Source	Statistics Div., Policy Dept of Chiba Pref.				Tokyo Electric Power Company, Chiba Branch		Statistics Div., Policy Dept of Chiba Pref.	Chiba Toyota Motor Corporation	Ministry of Land, Infrastructure and Transport / Building Control Div. of Chiba Pref.	

\*Source: Census of the population FY 2000

For more information, please see the homepage of Chibagin Research Institute (<http://www.crinet.co.jp>)

# Economic Indicators for Chiba Prefecture (2)

## Economic Indicators for Chiba Prefecture

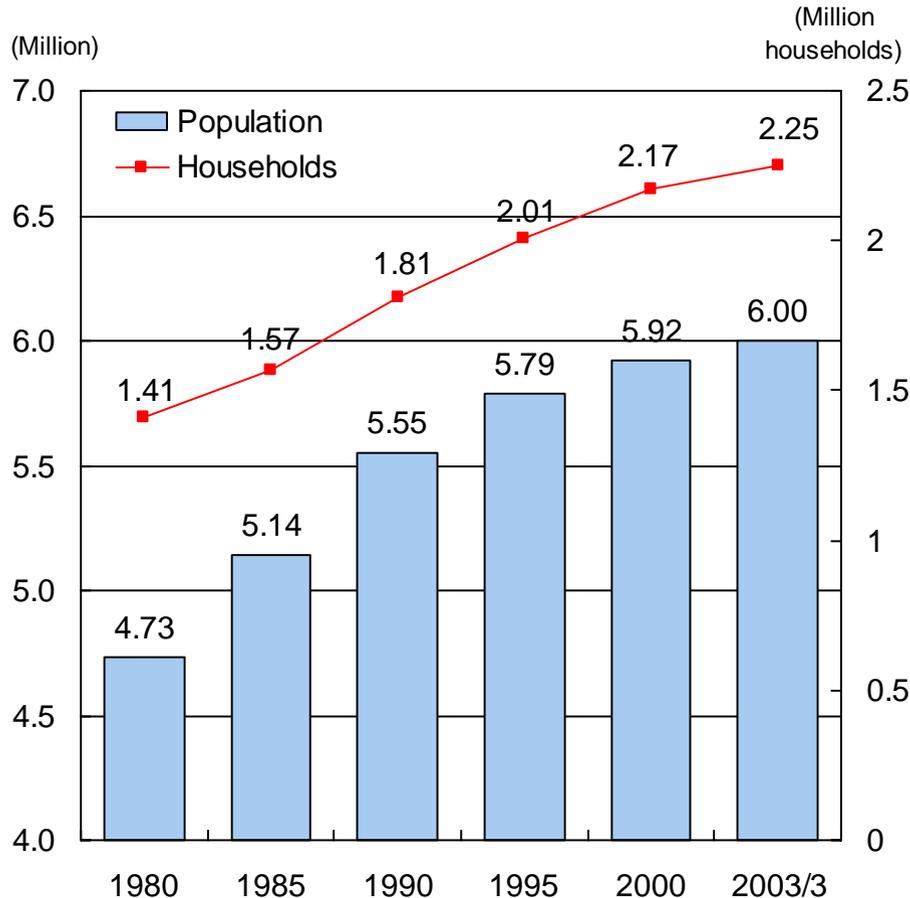
P: prompt report base

	Trade Customer Clearance (Chiba Port and Kaiserazu Port)		Business Bankruptcies (Companies whose head office is in Chiba and whose total debt is over		Labour Market			General Employment Index (No. of employees: 30 or more)		Actual Wage Index (No. of employees: 30 or more)	
	Export	Import	No. of bankruptcies	¥ million	Active job applicants	Active job offers	Ratio of active openings	All industries	Manufacturing	All industries	Manufacturing
	¥ million							2000 = 100			
1993	622,112	1,553,547	399	116,163	57,633	38,024	0.67	100.6	100.5	108.3	107.1
1994	568,268	1,546,548	396	82,841	67,262	33,842	0.50	100.3	97.5	107.3	110.2
1995	610,724	1,687,993	518	135,077	72,018	34,526	0.48	100.0	100.0	100.0	100.0
1996	685,129	2,096,700	428	174,619	74,856	41,034	0.55	110.1	128.4	99.4	94.9
1997	884,134	2,220,297	495	142,376	77,654	42,511	0.55	108.6	123.4	99.3	93.7
1998	1,059,085	1,680,481	638	322,846	90,871	38,912	0.43	105.8	117.4	99.8	96.0
1999	920,266	1,649,288	453	145,319	98,679	37,207	0.38	102.8	108.2	99.2	96.2
2000	901,210	2,121,206	560	889,791	97,444	46,475	0.48	100.0	100.0	100.0	100.0
2001	874,106	2,157,092	574	247,651	97,106	52,738	0.54	96.8	96.7	101.3	99.2
2002	1,125,808	2,163,284	606	350,456	104,905	49,037	0.47	-	-	-	-
2002/03	100,091	163,220	54	22,772	100,060	49,309	0.46	94.4	93.8	91.6	79.7
2002/04	91,400	181,232	45	49,235	113,118	48,742	0.45	95.3	95.1	85.3	80.6
2002/05	93,291	168,136	45	11,531	114,812	46,546	0.44	94.6	94.0	83.4	81.2
2002/06	82,073	166,143	43	19,328	110,100	45,019	0.44	94.8	93.8	160.1	141.0
2002/07	91,120	181,769	47	30,645	109,724	46,912	0.45	93.7	93.4	109.5	114.4
2002/08	77,885	169,599	47	59,590	106,736	48,488	0.47	93.3	91.5	91.2	84.7
2002/09	93,331	171,875	50	15,161	105,992	51,655	0.49	92.4	90.5	82.9	79.8
2002/10	118,050	192,167	67	18,070	108,684	53,625	0.48	92.3	89.9	82.6	81.3
2002/11	102,301	204,141	54	8,811	102,362	52,315	0.49	91.5	89.7	84.3	81.7
2002/12	90,772	222,813	46	19,804	93,535	48,462	0.49	92.3	89.4	199.4	193.9
2003/01	78,798	207,719	50	8,153	93,870	50,718	0.52	-	-	-	-
2003/02	P 87,233	P 210,762	47	11,611	94,136	52,732	0.52	-	-	-	-
2003/03	-	-	58	26,417	-	-	-	-	-	-	-
comparison to the corresponding month of the	0.8%	22.9%	7.4%	16.0%	(3.0%)	8.6%	-	(3.8%)	(6.0%)	8.5%	12.3%
Source	Chiba Customs Branch		Tokyo Shoko Research, Ltd., Chiba Branch		Chiba Labour Bureau			Statistics Div., Policy Dept. of Chiba Pref.			

\*Figures of the latest month are compared. Note: Figures for Active job applicants and Active job offers are the averages for each month.

# Population of Chiba Prefecture (1)

## Trends in Population and Number of Households in Chiba Pref.

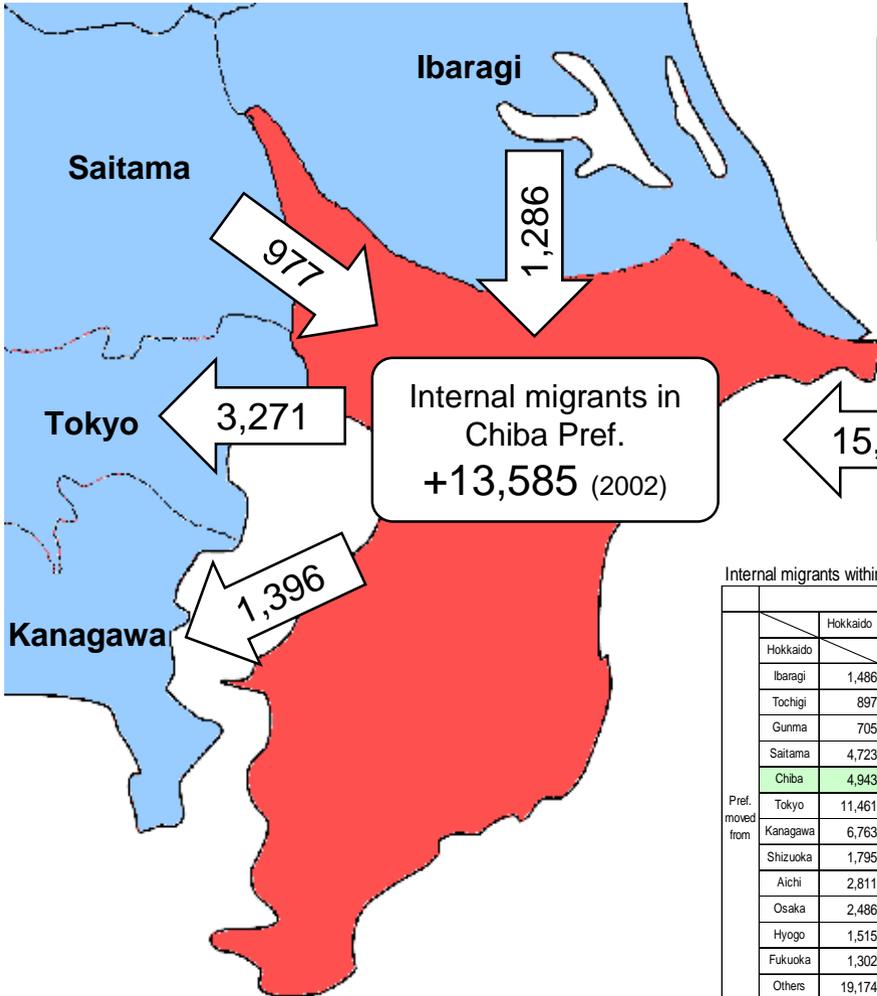


Source: Census of the population (For 2003/3, Chiba Pref. Monthly Population Survey)

## Leading Prefectures in terms of Population Increase (from 1995 to 2002)

	Prefecture	Increase (Thousand)
1	Tokyo	445
2	Kanagawa	379
3	Aichi	255
4	Saitama	242
5	Chiba	196
6	Hyogo	176
7	Fukuoka	110
8	Shiga	72
9	Okinawa	66
10	Shizuoka	48
Nationwide		1,865

# Population of Chiba Prefecture (2)



Though there is a movement of people going back to live in the central area of Tokyo, the population of Chiba Prefecture increased 13,585 in 2002 as people from other prefectures moved in.

- Osaka: +2,819
- Hyogo: +1,094
- Hokkaido: +969
- Fukuoka: +690

Internal migrants within the major prefectures

		Prefectures moved to															
		Hokkaido	Ibaragi	Tochigi	Gunma	Saitama	Chiba	Tokyo	Kanagawa	Shizuoka	Aichi	Osaka	Hyogo	Fukuoka	Others	Total	
Pref. moved from	Hokkaido		1,678	898	790	5,483	5,912	15,083	8,710	1,827	3,299	2,524	1,365	1,500	19,764	68,833	
	Ibaragi	1,486		3,778	1,071	6,297	10,981	14,433	6,150	1,064	1,193	1,174	735	744	11,212	60,318	
	Tochigi	897	3,531		3,146	5,839	2,963	8,130	4,019	773	716	652	456	405	7,923	39,450	
	Gunma	705	1,019	2,821		6,846	2,080	7,258	3,461	647	645	524	340	342	6,659	33,347	
	Saitama	4,723	5,833	5,371	6,530		16,252	66,688	17,478	4,051	4,336	4,489	2,864	3,335	32,808	174,758	
	Chiba	4,943	9,695	2,487	1,965	15,275		54,077	19,929	3,333	4,824	5,398	3,609	3,733	30,702	159,970	
	Tokyo	11,461	11,109	6,578	5,937	63,219	50,806		80,945	10,993	11,379	12,787	7,812	9,180	87,466	369,672	
	Kanagawa	6,763	5,696	3,736	2,889	15,045	18,533	83,568		10,457	7,800	7,390	5,274	5,511	51,767	224,429	
	Shizuoka	1,795	1,071	780	530	3,800	3,882	13,423	11,911		10,066	2,248	1,422	1,197	16,567	68,692	
	Aichi	2,811	1,100	649	640	4,520	5,368	14,748	9,250	9,489		7,751	4,016	3,423	52,170	115,935	
	Osaka	2,486	1,239	695	513	5,651	8,217	19,227	11,478	2,472	8,582		38,034	6,507	89,767	194,868	
	Hyogo	1,515	756	392	366	3,172	4,703	11,490	7,313	1,347	4,508	31,702		3,258	40,638	111,160	
	Fukuoka	1,302	914	350	302	3,668	4,423	12,379	6,915	1,296	4,049	6,999	3,343		66,092	112,032	
	Others	19,174	12,218	8,759	7,269	39,382	39,435	122,443	65,946	18,093	60,286	90,797	42,458	76,898		603,158	
	Total	60,061	55,859	37,294	31,948	178,197	173,555	442,947	253,505	65,842	121,683	174,435	111,728	116,033	513,535		

Source: Chiba Bank (based on the materials made by Ministry of Public Management, Home Affairs, Posts and Telecommunications)

## Management Indicators

( ¥ Billion)

	99/3	99/9	00/3	00/9	01/3	01/9	02/3	02/9	03/3
Net business income (before transfer to general reserve for possible loan losses)	59.8	29.7	62.7	32.5	70.5	34.5	67.8	36.8	71.5
Net business income ROA <sup>*1</sup>	0.74%	0.81%	0.86%	0.83%	0.86%	0.85%	0.84%	0.85%	0.85%
Net business income ROE <sup>*1</sup>	19.22%	19.65%	20.41%	18.81%	18.56%	18.95%	20.29%	20.45%	21.43%
OHR	58.79%	57.01%	55.62%	54.87%	53.48%	53.03%	53.80%	52.09%	52.43%
Capital ratio (BIS guidelines) <sup>*2</sup>	9.08%	9.48%	9.53%	10.22%	10.45%	10.18%	10.06%	10.39%	10.24%
Tier I ratio <sup>*2</sup>	5.78%	6.10%	6.24%	6.34%	6.99%	7.05%	6.35%	6.63%	6.45%

\*1 Core business income base

\*2 Non-consolidated base

## Interest Yields

### Domestic operations

	99/3	99/9	00/3	00/9	01/3	01/9	02/3	02/9	03/3
Average yield on interest earning assets	2.32%	2.30%	2.29%	2.11%	2.11%	1.95%	1.91%	1.79%	1.77%
Average yield on loans and bills discounted	2.47%	2.45%	2.45%	2.38%	2.40%	2.30%	2.24%	2.12%	2.09%
Average yield on loans and bills discounted (excluding loans to MOF)	-	-	-	-	2.41%	2.35%	2.31%	2.22%	2.19%
Average yield on securities	1.96%	1.98%	1.90%	1.31%	1.15%	0.89%	0.79%	0.88%	0.77%
Average yield on interest bearing liabilities	1.69%	1.57%	1.53%	1.37%	1.34%	1.20%	1.19%	1.06%	1.07%
Average yield on deposits and NCD	0.36%	0.26%	0.24%	0.18%	0.18%	0.11%	0.09%	0.04%	0.03%
Expense ratio	1.31%	1.24%	1.23%	1.15%	1.15%	1.09%	1.10%	1.01%	1.03%
Average interest rate spread	0.63%	0.73%	0.76%	0.74%	0.77%	0.75%	0.72%	0.73%	0.70%
Difference between average yield on loans and deposits	2.11%	2.18%	2.21%	2.20%	2.22%	2.19%	2.15%	2.08%	2.06%
Difference between average yield on loans and deposits (excluding loans to MOF)	-	-	-	-	2.23%	2.24%	2.22%	2.18%	2.16%

### Contract rate by type of borrowers

	99/3	99/9	00/3	00/9	01/3	01/9	02/3	02/9	03/3
Major companies	1.56%	1.44%	1.40%	1.50%	1.43%	1.28%	1.17%	1.13%	1.09%
Mid-sized companies	2.05%	2.06%	2.05%	2.01%	2.03%	1.92%	1.93%	1.85%	1.79%
Small and medium-sized companies	2.56%	2.55%	2.53%	2.57%	2.56%	2.49%	2.46%	2.43%	2.41%
Consumer loans	3.07%	3.00%	2.92%	2.85%	2.85%	2.75%	2.59%	2.56%	2.47%
Public sectors	2.59%	2.47%	2.47%	2.23%	2.22%	1.39%	1.25%	1.14%	1.13%

## Interest-bearing Assets and Liabilities

Overall

( ¥ Billion)

	Average amount			Interest yield		
	01/3	02/3	03/3	01/3	02/3	03/3
Interest-bearing Assets	7,358.6	7,481.9	7,472.5	2.42%	2.09%	1.85%
Loans and bills discounted	5,701.6	5,749.7	5,760.5	2.46%	2.26%	2.09%
Securities	1,249.1	1,354.7	1,256.5	2.00%	1.46%	1.29%
Due from banks	285.5	342.6	221.4	3.14%	1.59%	0.60%
Interest-bearing Liabilities	7,257.3	7,360.8	7,503.6	0.64%	0.36%	0.18%
Deposits	6,778.8	6,961.0	7,171.2	0.44%	0.20%	0.07%
Call money	206.3	132.8	49.8	0.72%	0.67%	0.55%
Borrowed money	141.3	132.5	129.1	2.34%	2.00%	2.07%

Domestic Operations

	Average amount			Interest yield		
	01/3	02/3	03/3	01/3	02/3	03/3
Interest-bearing Assets	6,984.3	7,128.7	7,184.8	2.11%	1.91%	1.77%
Loans and bills discounted	5,620.4	5,668.0	5,697.0	2.40%	2.24%	2.09%
Securities	986.2	1,064.3	982.6	1.15%	0.79%	0.77%
Interest-bearing Liabilities	6,885.2	7,010.8	7,217.9	0.25%	0.12%	0.06%
Deposits	6,495.0	6,711.6	6,980.2	0.18%	0.09%	0.03%
Borrowed money	101.1	81.2	77.9	2.32%	1.88%	2.01%

## Domestic Loans (1)

( ¥ Billion)

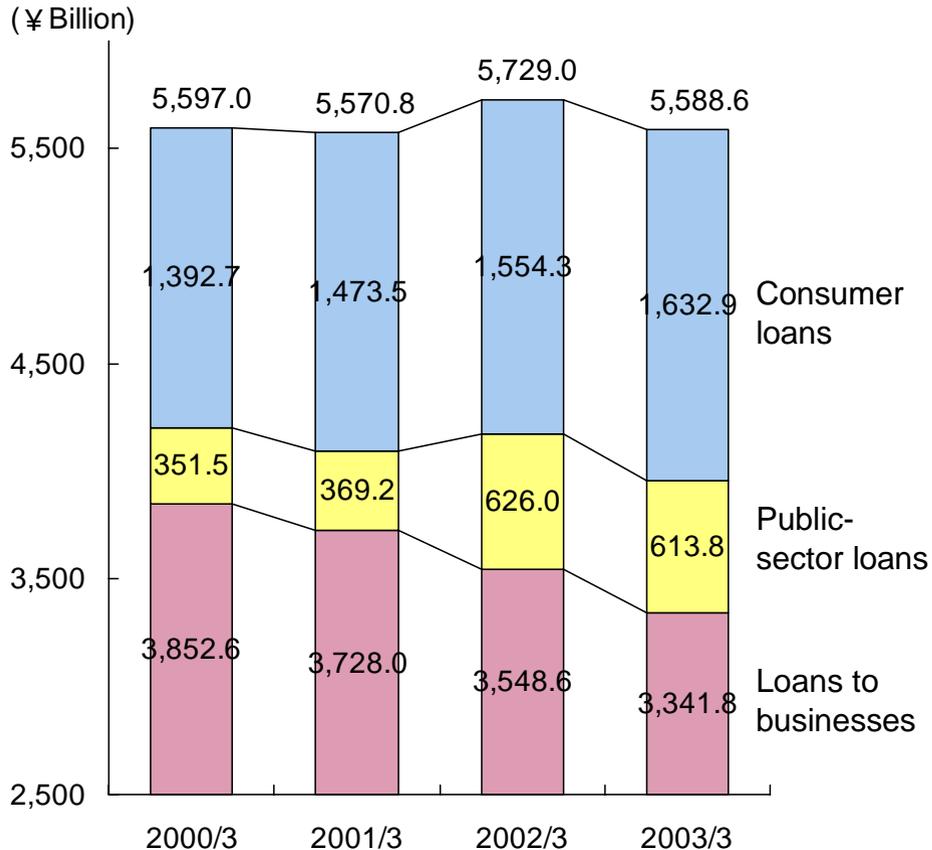
	00/3	00/9	01/3	01/9	02/3	02/9	03/3
Domestic loans	5,597.0	5,637.3	5,570.8	5,686.0	5,729.0	5,661.4	5,588.6
Major companies	550.0	541.0	551.2	517.8	540.6	539.9	530.2
Mid-sized companies	204.4	218.8	208.9	208.5	197.3	184.5	175.2
Small and medium-sized companies	4,490.9	4,489.8	4,441.3	4,416.9	4,365.0	4,301.9	4,269.3
Small and medium-sized companies	2,850.8	2,844.5	2,751.8	2,696.7	2,592.4	2,496.7	2,425.7
Consumer loans	1,392.7	1,430.7	1,473.5	1,504.7	1,554.3	1,587.1	1,632.9
Public sector	351.5	387.5	369.2	542.8	626.0	634.9	613.8

( ¥ Billion)

	00/3	00/9	01/3	01/9	02/3	02/9	03/3
Domestic loans	5,597.0	5,637.3	5,570.8	5,686.0	5,729.0	5,661.4	5,588.6
In Chiba Prefecture	4,874.8	4,875.9	4,834.3	4,775.2	4,734.7	4,682.7	4,639.8
Others	722.1	761.3	736.4	910.8	994.3	978.7	948.8

## Domestic Loans (2)

**Domestic Loans**  
(Term-end balance)



### Key Factors for Increases/Decreases

#### Concentration on Consumer loans

Increase in housing loans  
Increase in non-collateral loans has been a feature.

#### Public-sector loans remained on the same level

- Loans to MOF remained at the same level as the previous year as the interest yield dropped down.

As of Mar. 2003: ¥250 billion (ave. 6.3bp)

#### Decrease in Loans to businesses

New loans made to good quality companies  
2,500 loans / ¥99.6 billion

Person in charge of finding new borrowers in Tokyo: 10 staff (from Dec. 2002)

(Result: 23 borrowers / ¥1.3 billion)

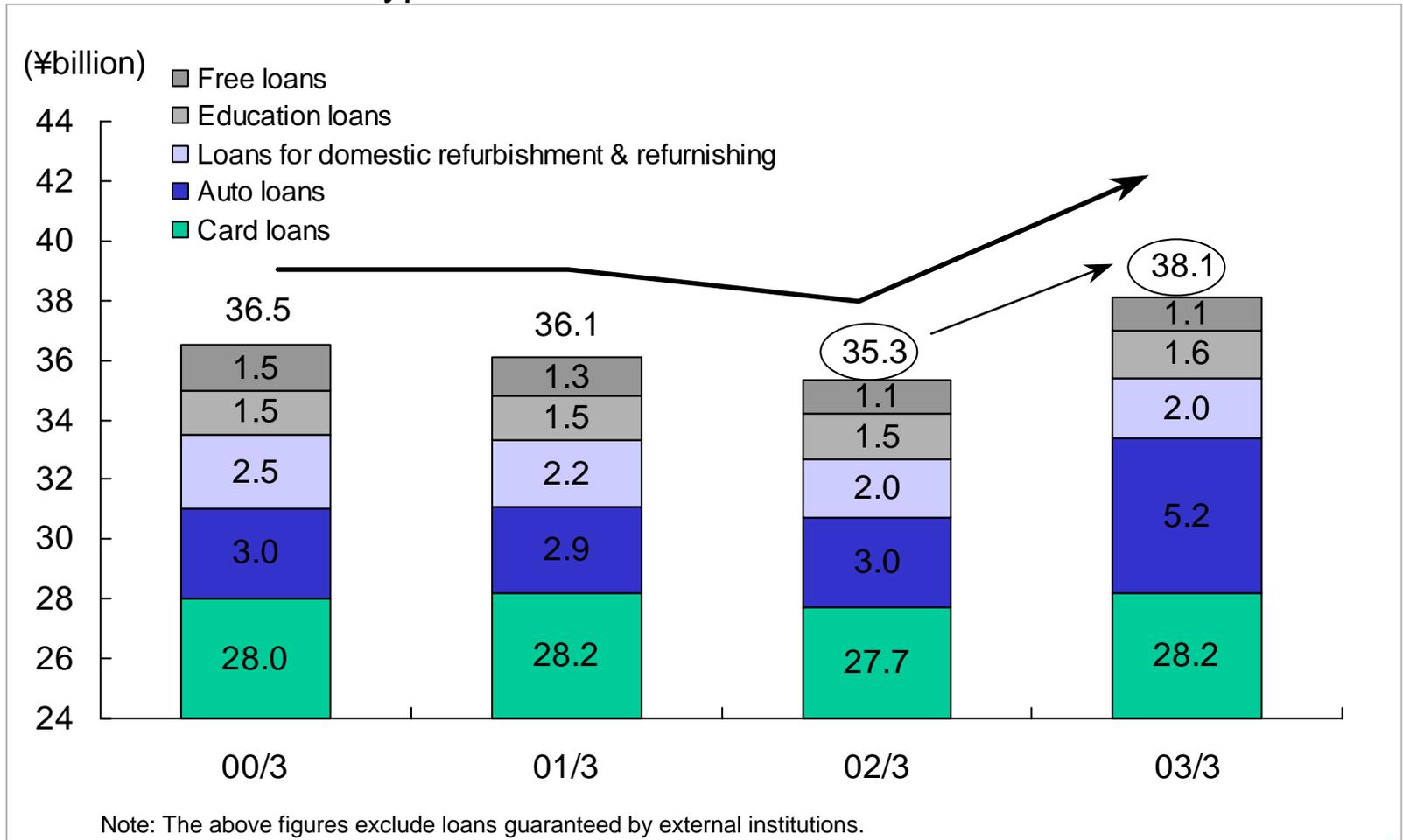
Syndicated loans (Large good companies)  
(as of Mar. 2002: ¥24.8 billion

as of Mar. 2003: ¥48.1 billion)

Active management of our portfolio continues

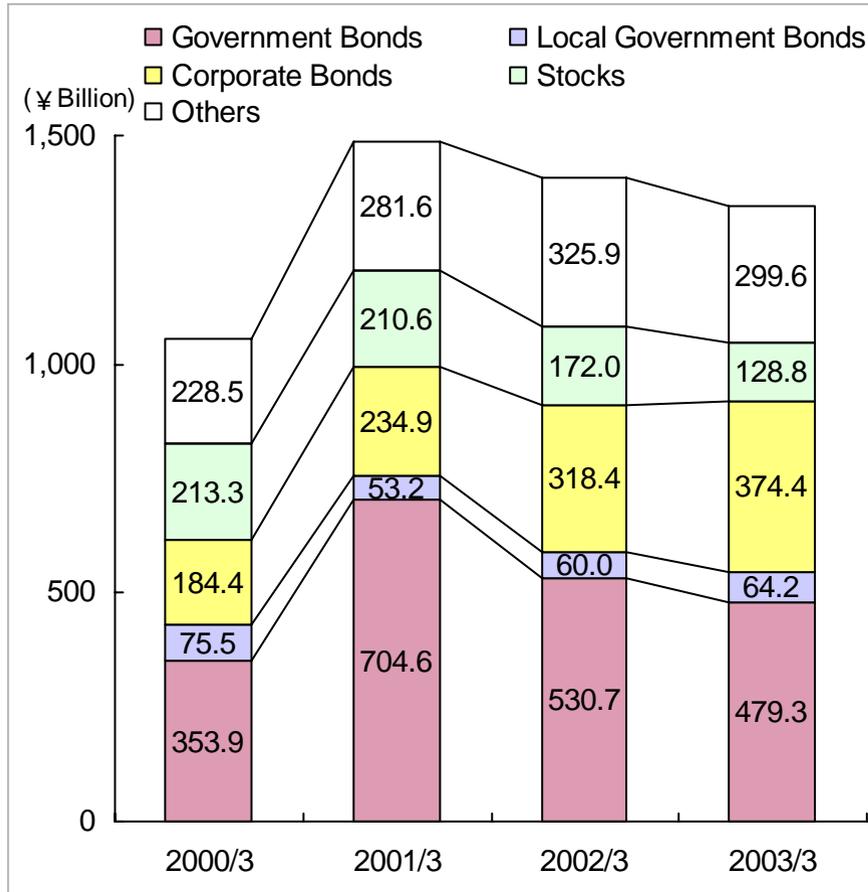
## Domestic Loans (3)

### Main types of Non-Collateral Consumer Loans

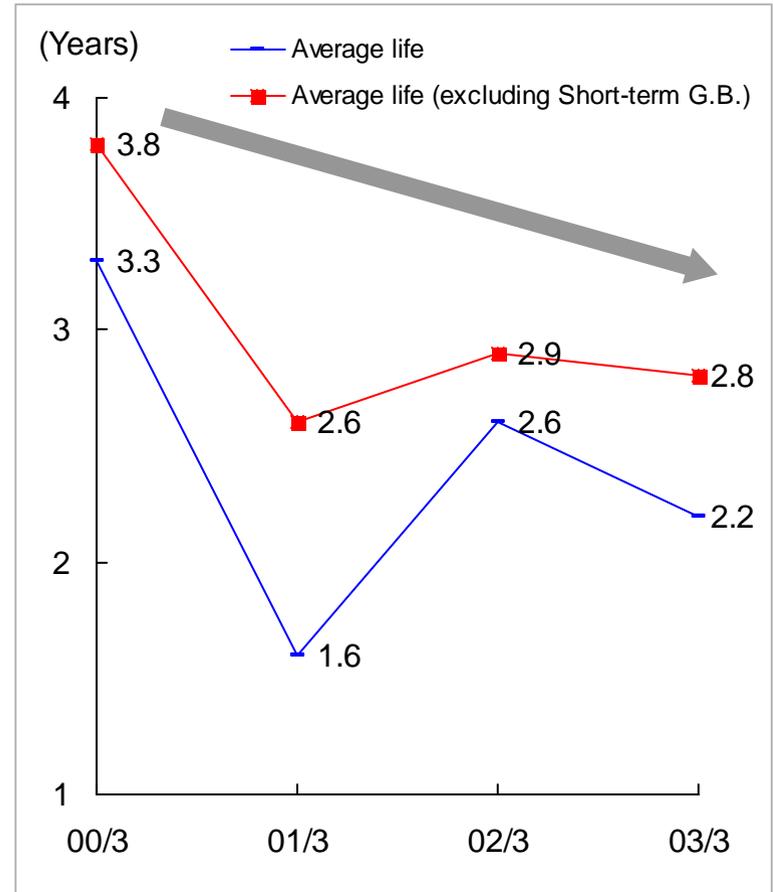


# Securities

## Securities (Term-end balance)



## Average life of Yen Bonds



Note: The above figures are based on the balance sheet.

## Domestic Deposits (1)

(¥ Billion)

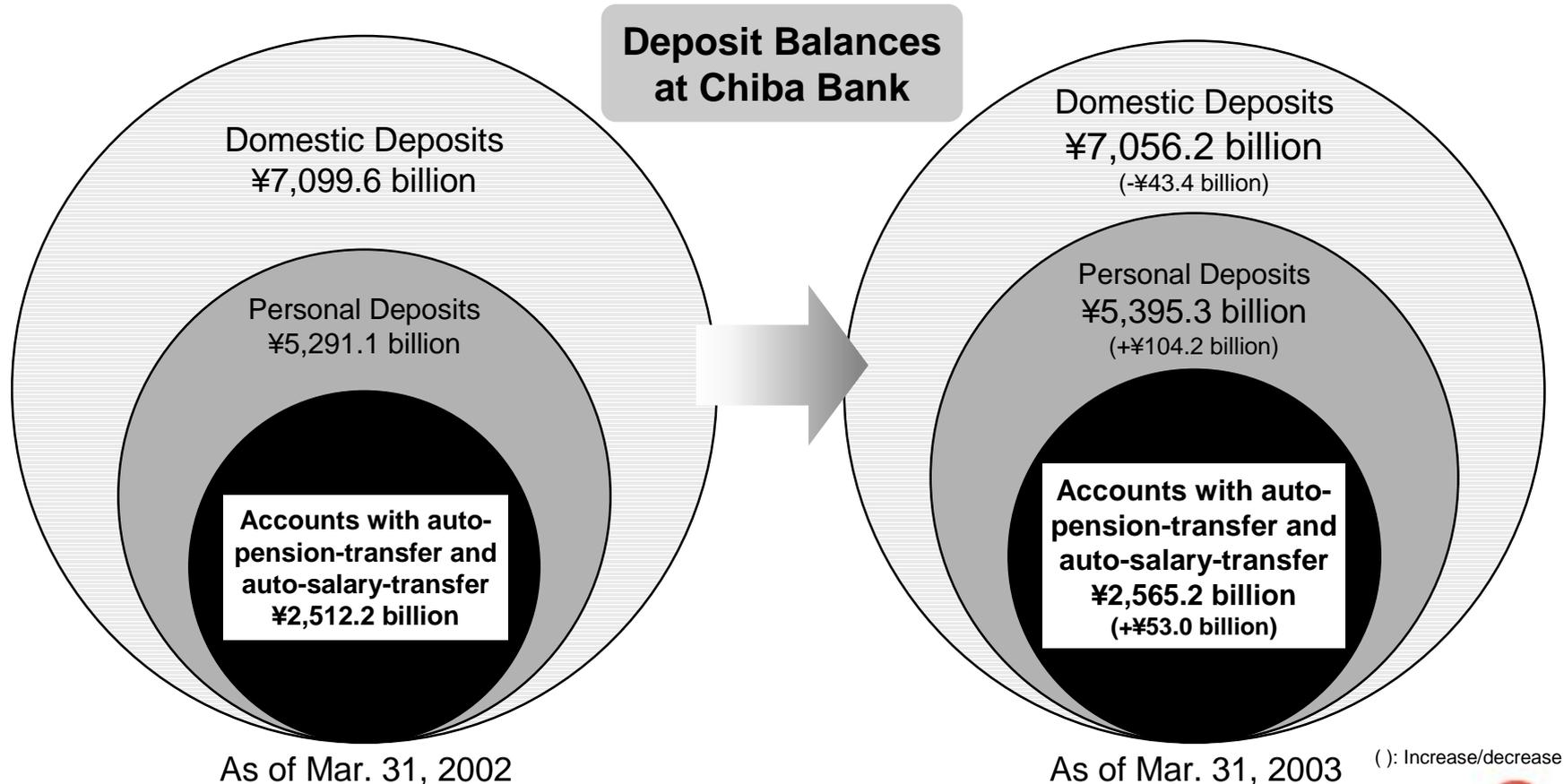
	1999/3	1999/9	2000/3	2000/9	2001/3	2001/9	2002/3	2002/9	2003/3
Domestic deposits	6,252.4	6,425.1	6,492.1	6,554.7	6,619.5	6,788.0	7,099.6	7,036.4	7,056.2
Personal	4,630.5	4,713.9	4,779.6	4,855.4	4,994.1	5,155.3	5,291.1	5,324.7	5,395.3
Corporate	1,147.6	1,186.7	1,179.6	1,184.2	1,191.6	1,161.7	1,166.8	1,162.8	1,157.6
Non-profit organizations	70.6	172.7	79.5	148.3	57.3	152.5	107.6	138.9	87.5
Financial institutions	37.1	44.1	55.0	35.4	41.4	35.8	29.9	25.7	23.3
National and local government	327.9	292.8	355.3	319.8	309.3	271.5	468.7	371.9	366.7
Bank of Japan	38.5	14.8	42.9	11.2	25.7	10.9	35.3	12.1	25.4
Liquid deposits	2,587.8	2,566.0	2,845.0	2,793.4	3,023.7	3,095.9	3,932.9	3,987.5	4,093.8
Personal	1,651.4	1,734.1	1,843.2	1,914.2	2,031.6	2,157.6	2,526.3	2,655.1	2,787.1
Corporate	646.5	613.6	669.3	676.5	715.7	700.8	831.8	868.3	883.7
Non-profit organizations	25.2	74.7	32.9	60.3	23.6	75.6	86.2	118.3	67.8
Financial institutions	25.2	29.5	31.3	22.0	34.3	33.7	28.2	24.5	22.3
National and local government	200.9	99.0	225.2	109.0	192.7	117.0	424.9	308.8	307.1
Bank of Japan	38.5	14.8	42.9	11.2	25.7	10.9	35.3	12.1	25.4
Time deposits	3,642.5	3,828.4	3,602.6	3,709.7	3,553.4	3,654.8	3,118.0	2,997.5	2,917.2
Personal	2,970.0	2,965.2	2,918.3	2,920.6	2,943.1	2,971.2	2,720.8	2,623.1	2,570.1
Corporate	496.4	567.5	506.5	504.6	472.1	456.0	330.3	289.5	266.9
Non-profit organizations	45.3	97.9	46.6	88.0	33.7	76.3	21.4	20.5	19.6
Financial institutions	9.7	9.4	8.8	8.3	7.1	2.0	1.7	1.2	1.0
National and local government	120.8	188.2	122.2	187.9	97.1	149.0	43.6	63.0	59.4
Foreign currency deposits	21.9	30.6	44.3	51.5	42.3	37.2	48.6	51.3	45.0
Personal	9.1	14.5	18.0	20.6	19.2	26.3	43.9	46.3	38.0
Corporate	4.5	5.4	3.6	3.0	3.6	4.9	4.5	4.9	6.9
Non-profit organizations	0.0	0.0	0.0	0.0	0.0	0.5	0.0	0.0	0.0
Financial institutions	2.1	5.0	14.9	5.0	0.0	0.0	0.0	0.0	0.0
National and local government	6.1	5.5	7.8	22.8	19.4	5.4	0.2	0.0	0.0

	1999/3	1999/9	2000/3	2000/9	2001/3	2001/9	2002/3	2002/9	2003/3
Domestic deposits	6,252.4	6,425.1	6,492.1	6,554.7	6,619.5	6,788.0	7,099.6	7,036.4	7,056.2
in Chiba Prefecture	6,007.0	6,181.2	6,245.7	6,320.1	6,384.8	6,567.4	6,876.2	6,827.4	6,840.8
Others	245.3	243.9	246.4	234.6	234.7	220.6	223.3	208.9	215.3

## Domestic Deposits (2)

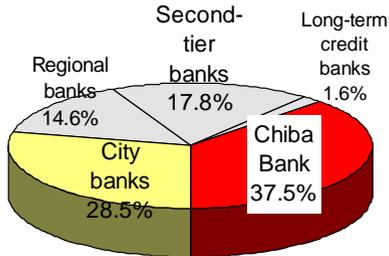
**Domestic deposits increased steadily thanks to the implementation of “pay-off” and the expansion of the individual customer base.**

(The number of pension payment accounts increased to 284K (as of 3/2003) from 265K (as of 3/2002) and the number of payroll receipt accounts increased to 755K (as of 3/2003) from 738K (as of 3/2002))

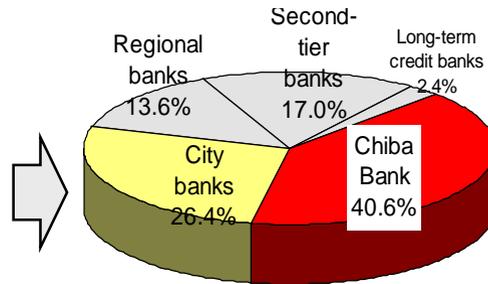


# Share of Business in Chiba Prefecture

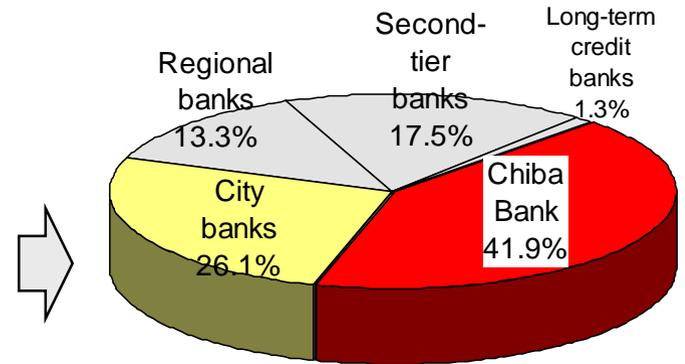
## Loans



3/1992 ¥10.5 trillion

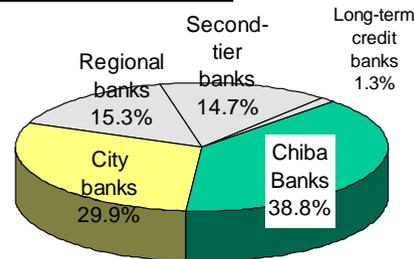


3/1999 ¥12.1 trillion

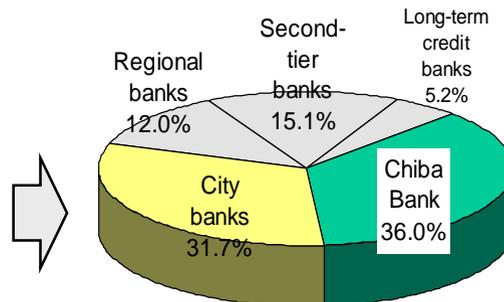


3/2002 ¥11.3 trillion

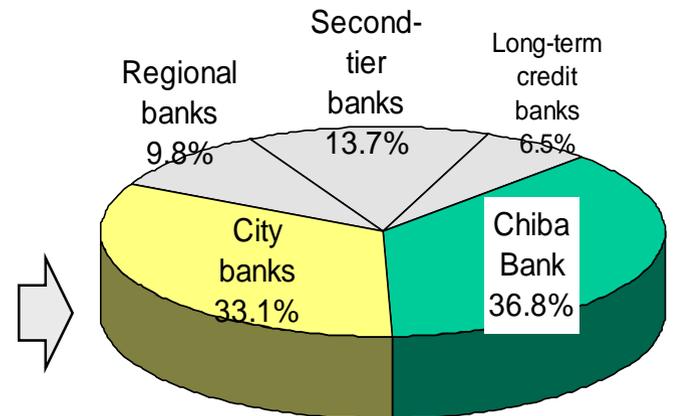
## Deposits



3/1992 ¥14.0 trillion



3/1999 ¥16.8 trillion



3/2002 ¥18.7 trillion

Note: Shares of the Bank among banks operating in Chiba Prefecture.  
Source: Monthly Kinyu Journal

## Investment Trusts and Foreign-Currency Deposits

(¥ Billion)

Term end of	2000/3	2000/9	2001/3	2001/9	2002/3	2002/9	2003/3
Investment trusts	83.9	106.8	103.5	125.5	108.4	150.1	175.2
Bond funds	80.0	100.6	93.7	113.9	86.3	72.1	53.4
Stock funds	3.9	6.3	9.8	11.6	22.1	78.0	121.8
Number of investment trusts	24,160	31,000	40,701	53,202	56,153	70,220	78,829
Bond funds	21,467	24,904	23,276	25,278	19,796	17,064	13,653
Stock funds	2,693	6,096	17,425	27,924	36,357	53,156	65,176

(¥ Billion)

Term end of	2000/3	2000/9	2001/3	2001/9	2002/3	2002/9	2003/3
Foreign currency deposits	44.4	51.6	42.3	37.3	48.7	51.4	45.0
Non-financial customers	21.6	23.7	22.9	31.8	48.5	51.3	44.9
Personal	18.0	20.6	19.3	26.3	43.9	46.4	38.0
Corporate	3.6	3.1	3.6	4.9	4.5	4.9	6.9
Non-profit organizations	0.0	0.0	0.0	0.5	0.0	0.0	0.0
Financial institutions	14.9	5.0	0.0	0.0	0.0	0.0	0.0
National and local governments	7.8	22.9	19.4	5.5	0.2	0.1	0.0

## Loans Disclosed Under Self-Assessment and the Financial Reconstruction Law (1)

### Self-Assessment Results (Non-consolidated)

(¥ Billion)

	99/9	00/3	00/9	01/3	01/9	02/3	02/9	03/3
Assets Requiring Caution or worse	1,635.2	1,596.7	1,524.5	1,403.1	1,311.0	1,237.9	1,159.0	1,197.7
Assets Requiring Caution	1,347.0	1,277.7	1,185.9	1,071.2	994.0	907.3	848.3	869.3
Potentially Bankrupt Assets	140.8	172.6	163.3	148.3	134.2	152.9	134.6	177.0
Bankrupt and Potentially Bankrupt Assets	147.2	146.3	175.2	183.6	182.6	177.7	176.0	151.3
Normal Assets*	4,218.8	4,206.4	4,341.9	4,396.0	4,586.7	4,695.9	4,685.8	4,564.0
Total	5,854.0	5,803.1	5,866.4	5,799.2	5,897.7	5,933.9	5,844.8	5,761.7

\*Including loans with no classification of obligors.

### Disclosed Claims Under the Financial Reconstruction Law

(¥ Billion)

	99/9	00/3	00/9	01/3	01/9	02/3	02/9	03/3
Disclosed Claims under the Financial Reconstruction Law	318.5	347.2	464.1	452.6	438.4	556.4	529.4	528.6
Bankrupt and Substantially Bankrupt Claims	147.2	146.3	175.2	183.6	182.6	177.7	176.0	151.3
Doubtful Claims	140.8	172.6	163.3	148.3	134.2	152.9	134.6	177.0
Substandard Claims	30.3	28.2	125.6	120.7	121.4	225.8	218.7	200.2
Normal Claims	5,535.5	5,455.9	5,402.2	5,346.5	5,459.3	5,377.4	5,315.4	5,233.1
Total	5,854.0	5,803.1	5,866.4	5,799.2	5,897.7	5,933.9	5,844.8	5,761.7
Proportion to total claims (before partial direct write-offs)	5.44%	5.98%	7.91%	7.80%	7.43%	9.37%	9.05%	9.17%
Proportion to total claims (after partial direct write-offs)	4.38%	4.89%	6.39%	6.10%	5.66%	7.72%	7.25%	7.62%

Note: Chiba Bank does not execute partial direct write-offs.

# Loans Disclosed Under Self-Assessment and the Financial Reconstruction Law (2)

## Self-Assessment Results and Disclosed Claims under the Financial Reconstruction Law

(¥Billion)

Self-Assessment	Classification of obligors and amounts outstanding	Bankrupt	Effectively Bankrupt	Potentially Bankrupt	Requiring Caution 869.3		*Normal 4,564.0	Total 5,761.7
	Classification by type	52.1	99.2	177.0	Substandard 280.5	Other 588.7		
	I	39.7	72.2	80.8	37.5	149.9	4,564.0	4,944.4
	II	12.4	26.9	69.6	242.9	438.8		790.9
	III	-	-	26.4				26.4
IV	-	-					-	

\*Including assets with no classification of obligors.

Disclosed Claims under the Financial Reconstruction Law	Classification of obligors and amounts outstanding	528.6	Bankrupt and Substantially Bankrupt	151.3	Doubtful Claims	177.0	Substandard	200.2	Normal	5,233.1	Total	5,761.7
	Coverage by collateral and guarantees	267.5		47.5		94.1		125.7				
	Reserves	185.2		103.8		56.4		25.0				
	Coverage ratio	85.6%		100.0%		85.0%		75.3%				

## Loans Classified by Industry (Non-consolidated)

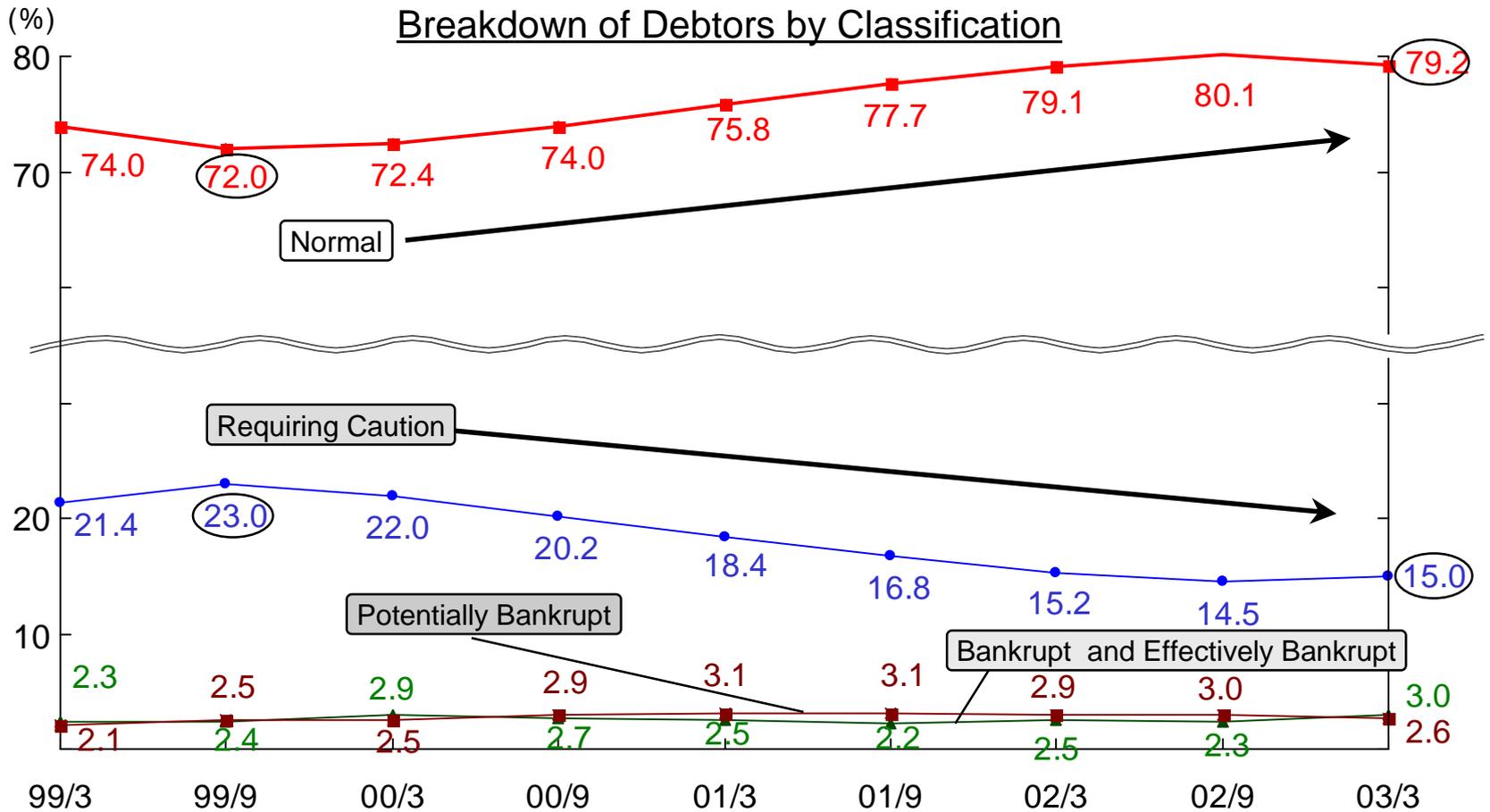
Domestic Operations	(¥ Billion)		
	2002/3	2003/3	Composition
Manufacturing	489.7	458.8	8.2%
Agriculture, Forestry, Fishery and Mining	25.9	24.6	0.4%
Construction	356.1	302.0	5.4%
Electricity, Gas, Heat Supply and Water	5.4	6.9	0.1%
Transport and Communications	125.6	-	-
Information and Communications	-	22.2	0.4%
Transport	-	123.2	2.2%
Wholesale and Retail Trade, and Restaurants	717.3	-	-
Wholesale and Retail Trade	-	591.3	10.6%
Finance and Insurance	173.9	164.6	2.9%
Real Estate	1,145.1	1,143.0	20.5%
Services	507.4	-	-
Various Services	-	517.5	9.3%
Government and Local Public Sector	409.7	390.5	7.0%
Others (Mainly Consumer Loans)	1,772.5	1,843.5	33.0%
<b>Total</b>	<b>5,729.0</b>	<b>5,588.6</b>	<b>100.0%</b>

Loans to the Construction Industry	(¥Billion)		
	2002/3	2003/3	Change
Major companies	62.8	53.3	(15.1%)
Mid-sized companies	1.0	1.3	37.6%
Small and medium-sized companies	292.2	247.2	(15.4%)
<b>Total</b>	<b>356.1</b>	<b>302.0</b>	<b>(15.2%)</b>

Loans to the Real Estate Industry	(¥Billion)		
	2002/3	2003/3	Proportion
Apartments and condominium rentals	545.6	560.3	49.0%
Joint Public/Private-sectors	211.6	217.5	19.1%
Offices and commercial rentals	182.6	176.3	15.4%
Home construction and development	88.4	83.7	7.3%
Real estate agency, rental and management	116.8	105.2	9.2%
<b>Total</b>	<b>1,145.1</b>	<b>1,143.0</b>	<b>100.0%</b>

Note: The "Japan Standard Industrial Classification" was revised by public notice No. 139 from the Ministry of Public Management, Home Affairs, Posts and Telecommunications, which was released on Mar. 7, 2002 and took effect on Oct 1, 2002. Consequently, loans and bills discounted, classified by industry regarding "domestic operations (except for JOM account)" before Mar. 31, 2002 are based on the "Japanese Standard Industrial Classification" before its revision, and those as of Mar. 31, 2003 are based on "Japan Standard Industrial Classification" after this revision.

# Proportion of Assets by Debtor Category

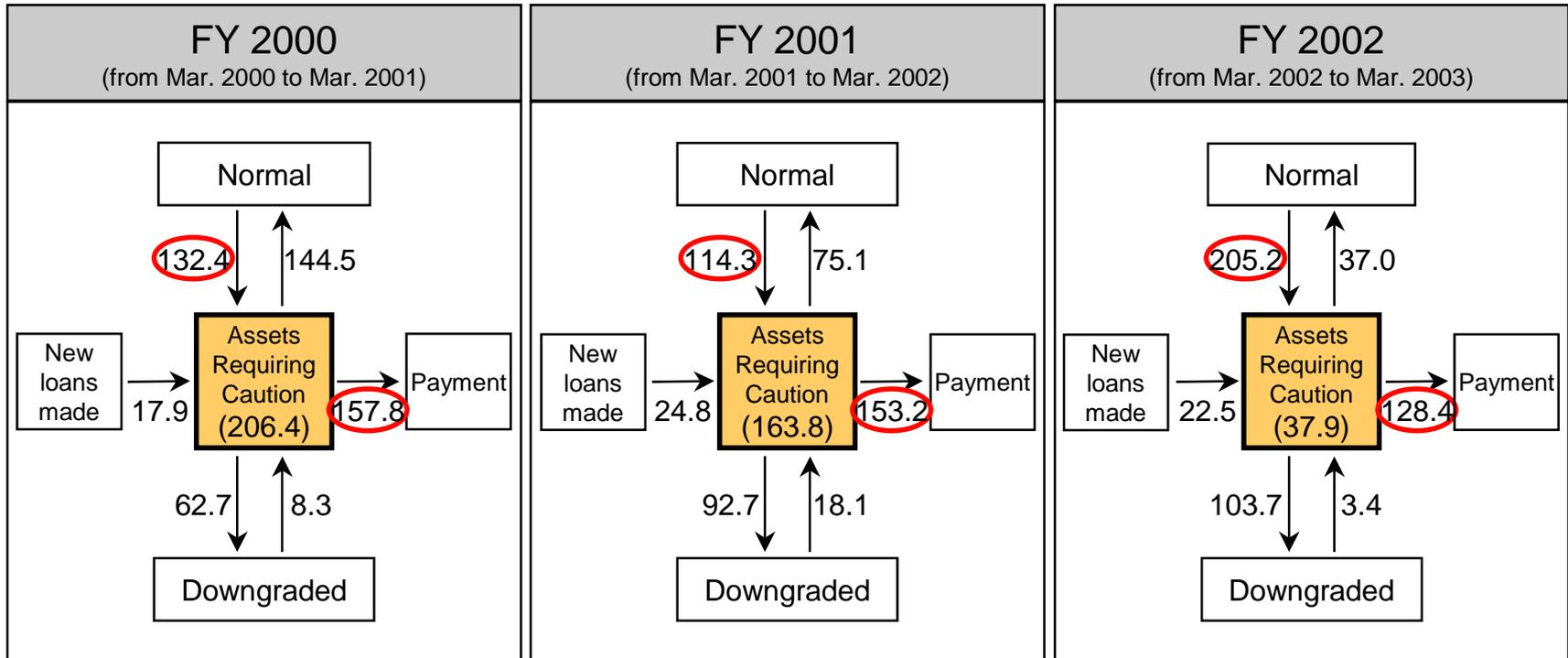


# Factors behind the Decrease in Assets Requiring Caution

## Analysis of yearly net change of Assets Requiring Caution

(including Substandard loans)

(¥billion)



## Non-performing Loans removed from the Balance Sheet

( ¥ Billion)

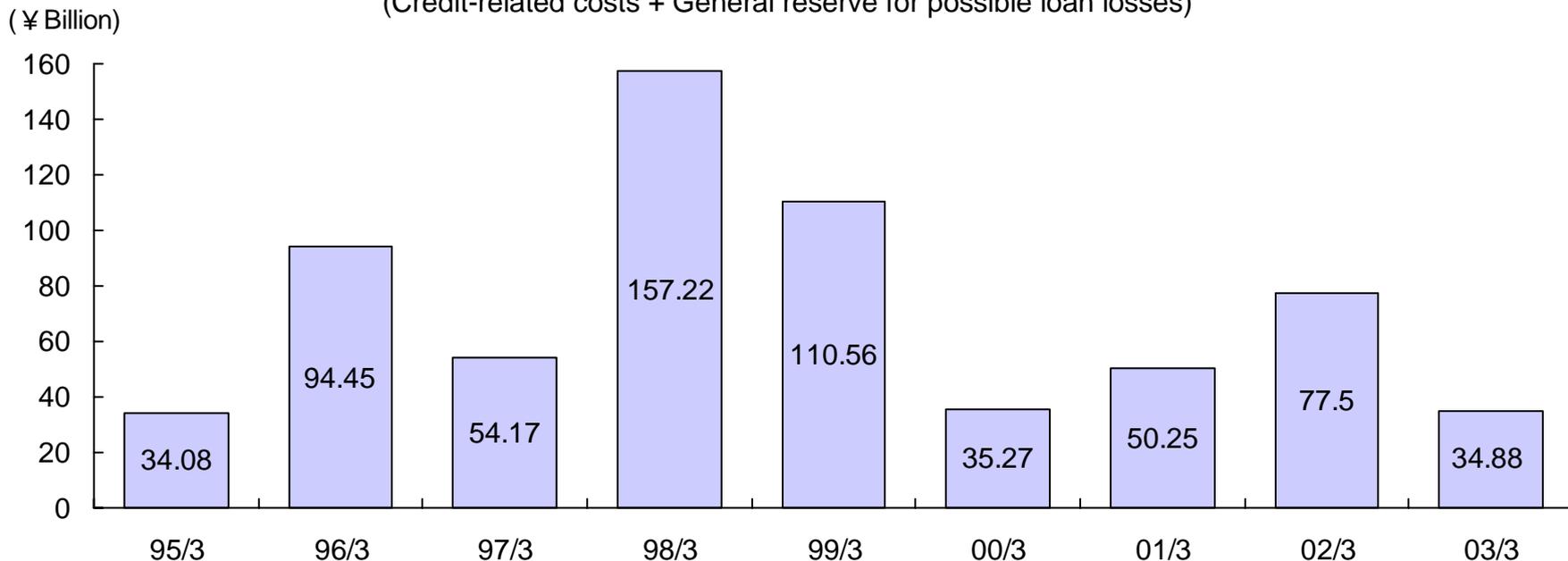
	FY 2001	FY 2002
Total	111.4	116.5
Disposition by borrowers' liquidation	4.1	0.7
Disposal by reconstruction	23.7	1.5
Loan sales to secondary market	21.8	36.1
Write-offs	0.1	5.4
Collection/repayment	43.0	56.7
Improvement in debtors' performance	18.5	15.9

Note: Bankrupt and Substantially Bankrupt Claims and Doubtful Claims only.

# Credit Costs

## Changes in Credit Costs

(Credit-related costs + General reserve for possible loan losses)

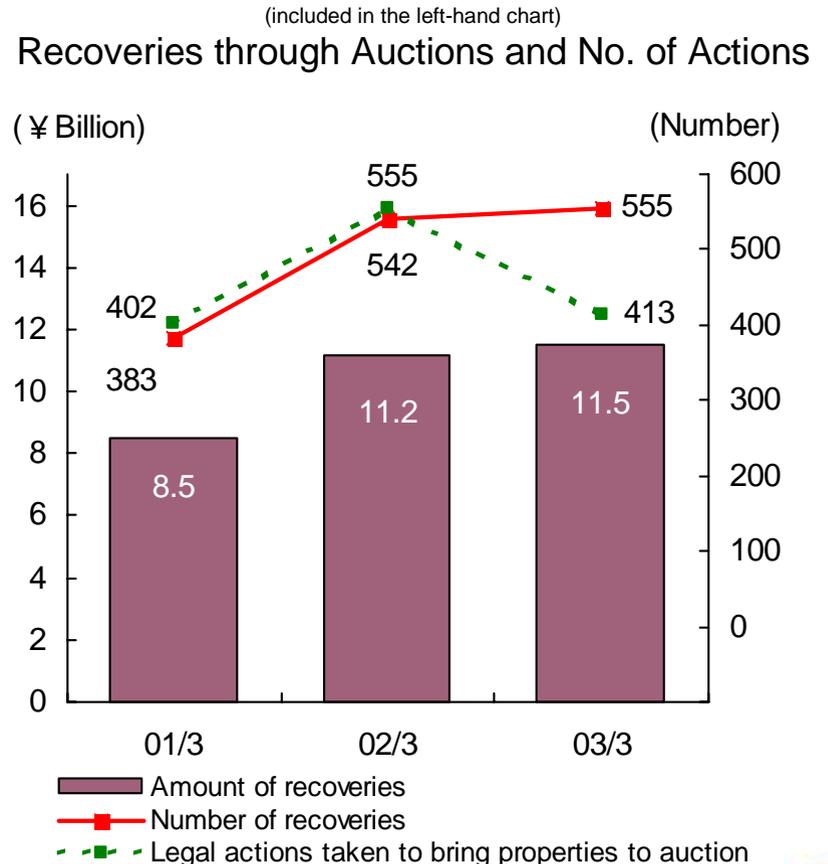
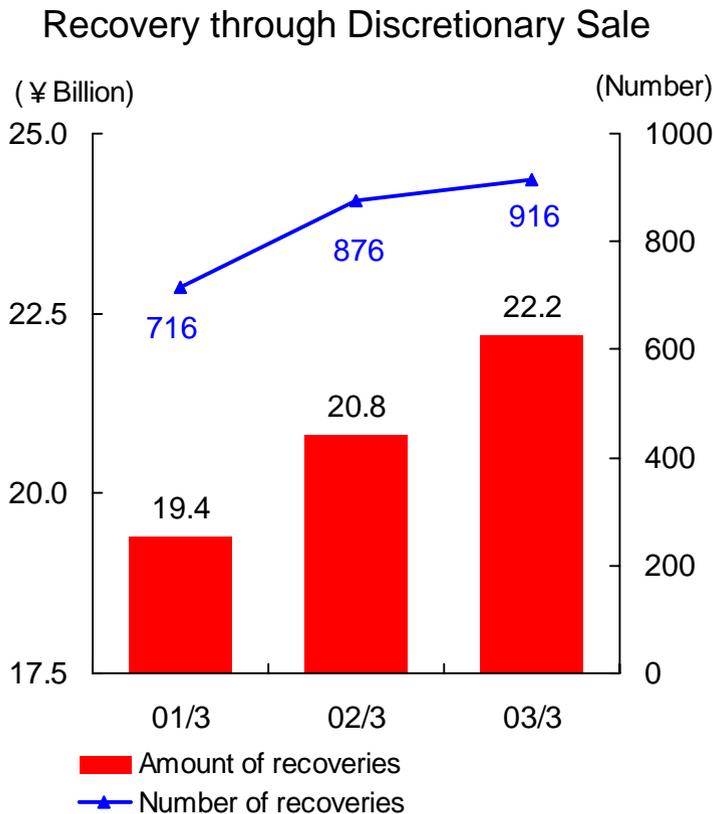


(¥ Billion)

	95/3	96/3	97/3	98/3	99/3	00/3	01/3	02/3	03/3	04/3 (est.)
Credit-related costs	34.30	93.98	54.46	157.25	84.56	38.64	59.13	57.17	41.19	29.00
General reserve for possible loan losses	(0.21)	0.47	(0.29)	(0.03)	26.00	(3.37)	(8.88)	20.33	(6.31)	(3.00)
Total	34.08	94.45	54.17	157.22	110.56	35.27	50.25	77.50	34.88	26.00

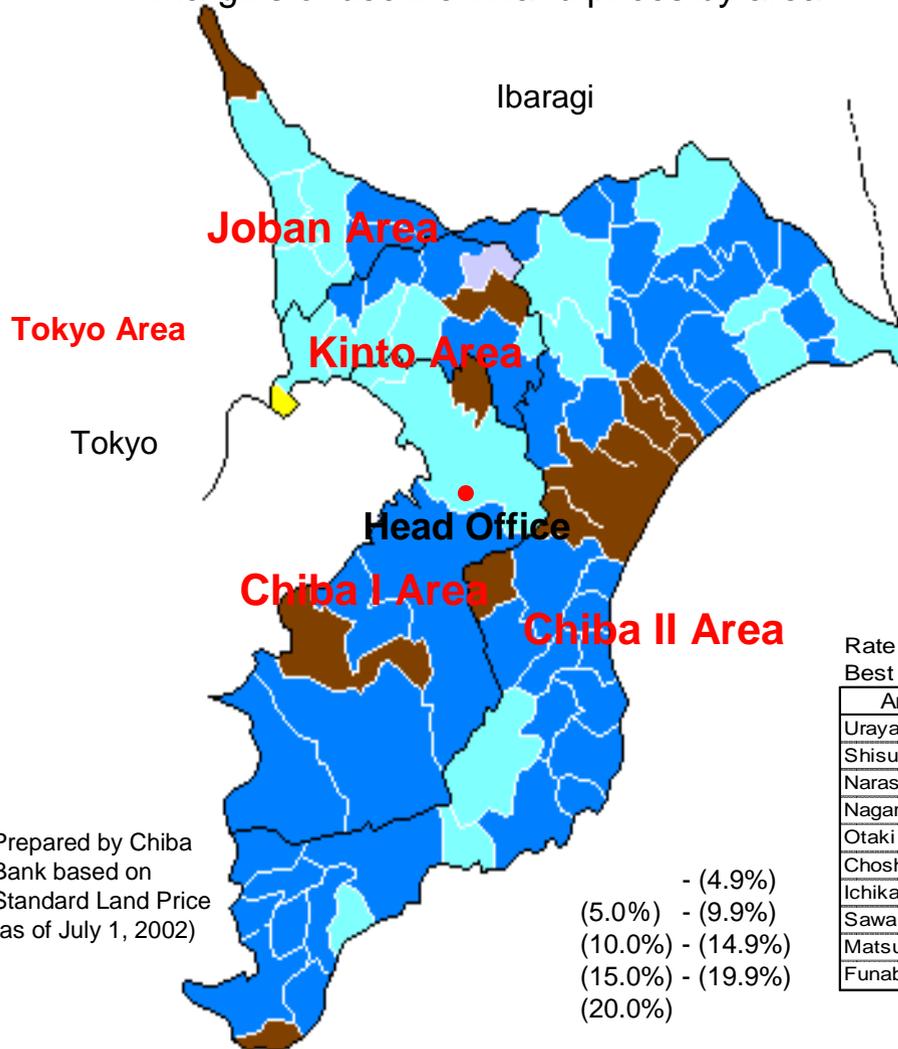
# Disposal of Collateral

Chiba Bank further accelerated disposals of collateral, which resulted in an increase in both the amounts involved and the number of cases. The amount recovered through legal action taken to bring properties to auction is increasing.



# Land Price Trends in Chiba Prefecture (1)

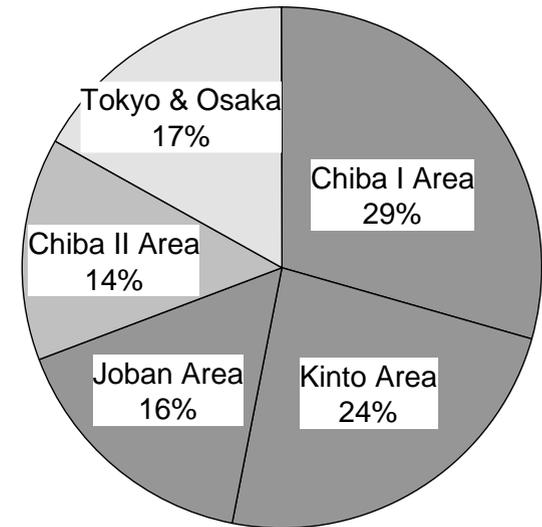
Margins of decline in land prices by area



Prepared by Chiba Bank based on Standard Land Price (as of July 1, 2002)

(4.9%) - (5.0%)  
 (9.9%) - (10.0%)  
 (14.9%) - (15.0%)  
 (19.9%) - (20.0%)

Loans classified by Area  
 (As of Mar. 31, 2003)

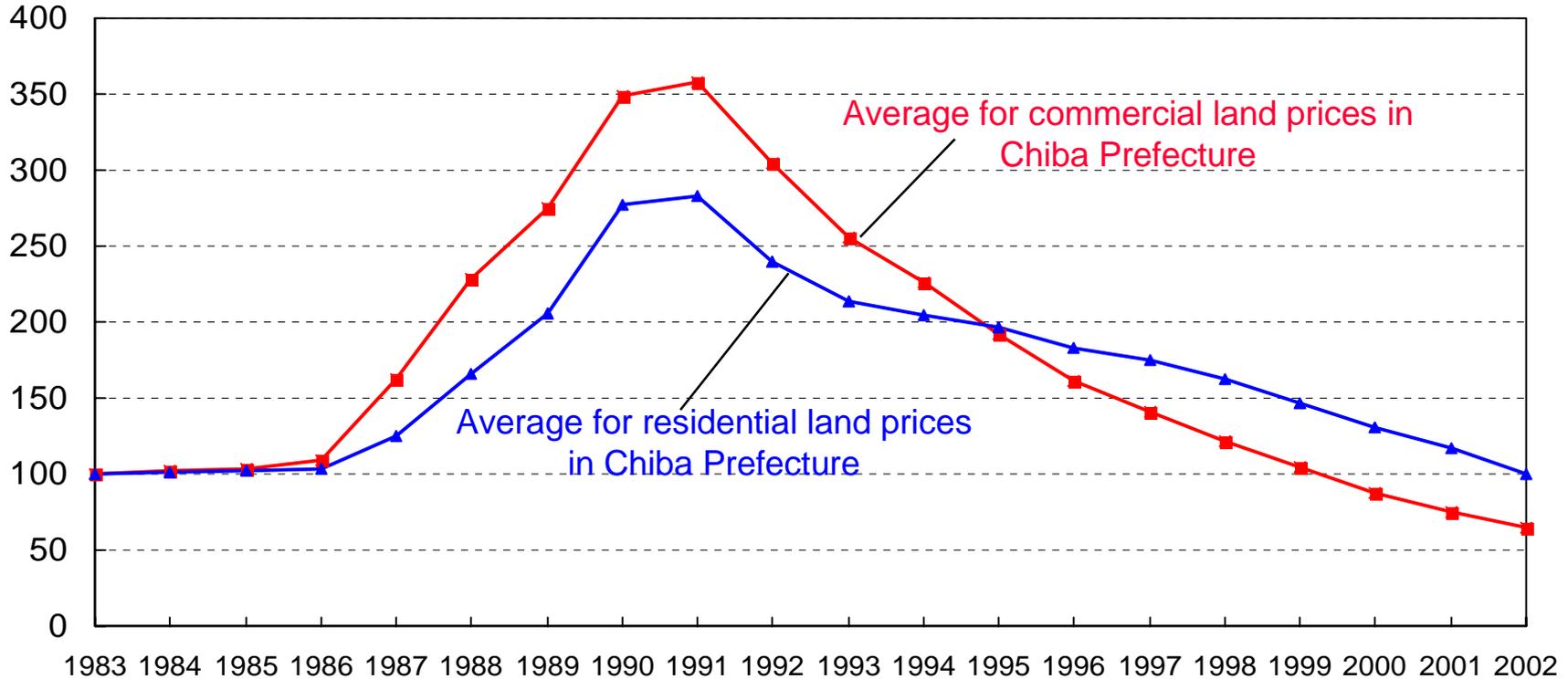


Rate of change in Standard Land Prices by area

Area	Best 10			Worst 10			
	Residential	Commercial	All uses	Area	Residential	Commercial	All uses
Urayasu	(3.8%)	(7.6%)	(5.3%)	Sekiyado	(18.4%)		(18.8%)
Shisui	(6.2%)		(5.9%)	Kujukuri	(18.3%)	(16.7%)	(17.9%)
Narashino	(6.2%)	(11.3%)	(6.7%)	Inba	(17.7%)		(14.8%)
Nagareyama	(6.3%)	(10.2%)	(6.7%)	Togane	(17.6%)	(18.9%)	(17.5%)
Otaki	(6.4%)	(8.5%)	(6.8%)	Naruto	(16.8%)	(14.7%)	(15.6%)
Choshi	(6.4%)	(13.8%)	(8.4%)	Shirahama	(16.5%)		(16.5%)
Ichikawa	(6.5%)	(5.0%)	(6.6%)	Matsuo	(16.2%)	(14.8%)	(15.9%)
Sawara	(6.5%)	(12.0%)	(9.5%)	Hasunuma	(16.0%)	(15.2%)	(15.8%)
Matsudo	(6.8%)	(10.5%)	(7.4%)	Kisarazu	(15.8%)	(21.4%)	(17.1%)
Funabashi	(7.1%)	(12.0%)	(8.3%)	Nagara	(15.3%)		(15.3%)

## Land Price Trends in Chiba Prefecture (2)

(1983=100)

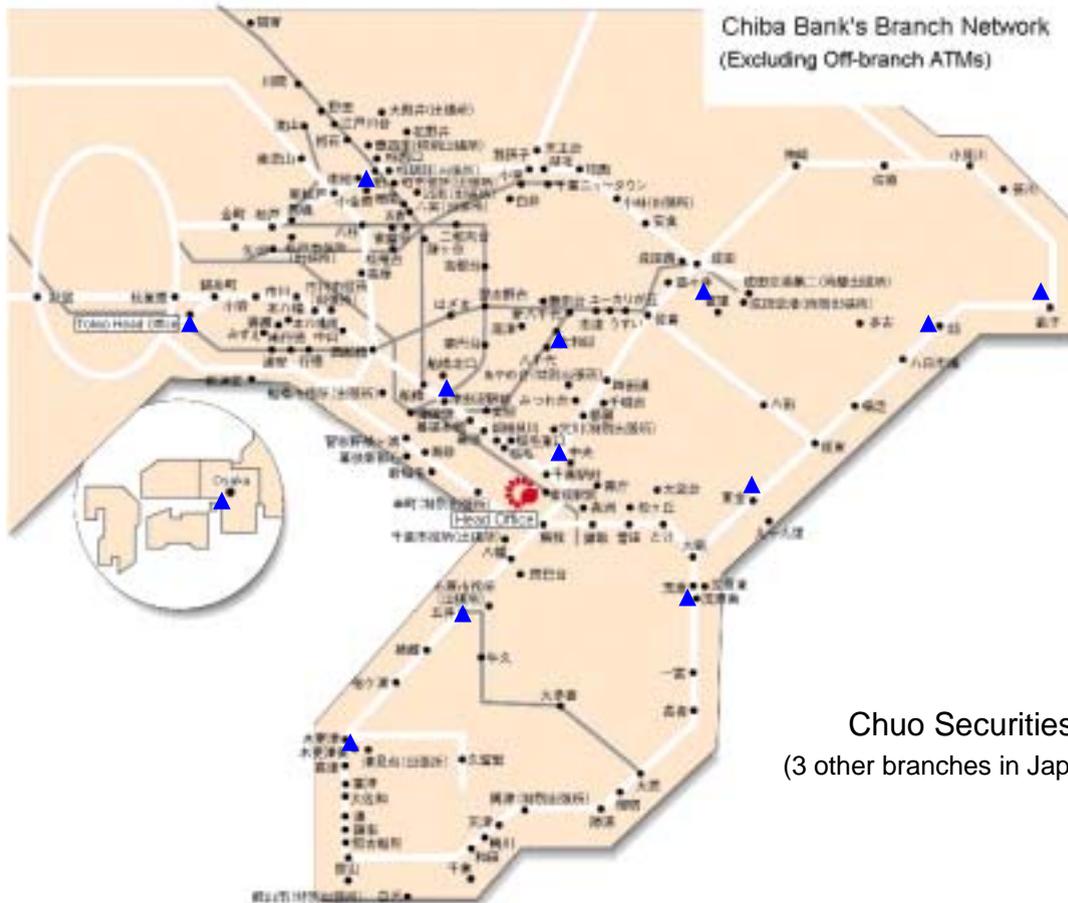


Rate of Change in Standard Land Price in Chiba Prefecture

	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002
Residential	2.9%	1.3%	0.6%	1.1%	21.2%	33.0%	24.2%	34.5%	1.9%	(15.2%)	(10.7%)	(4.3%)	(4.0%)	(7.5%)	(4.4%)	(6.8%)	(10.2%)	(10.8%)	(10.3%)	(10.4%)
Commercial	2.0%	1.5%	1.9%	5.5%	48.9%	40.3%	20.8%	26.9%	2.3%	(14.9%)	(15.8%)	(11.9%)	(14.8%)	(17.4%)	(12.7%)	(12.9%)	(15.3%)	(15.5%)	(14.6%)	(13.4%)
All uses	2.7%	1.3%	0.8%	1.7%	23.3%	34.0%	23.9%	34.0%	2.2%	(14.7%)	(11.1%)	(5.2%)	(5.3%)	(8.5%)	(5.5%)	(7.5%)	(10.8%)	(11.6%)	(11.1%)	(11.1%)

# Branch Network

## Chiba Bank's Branch Network (Domestic)



## Number of Branches of leading banks (As of Mar. 31, 2003)

Name of bank	No. of branches
<b>The Chiba Bank, Ltd.</b>	<b>*152</b>
The Keiyo Bank, Ltd.	115
The Chiba Kogyo Bank, Ltd.	70
Mizuho Bank, Ltd.	37
Sumitomo Mitsui Banking Corporation	24
The Bank of Tokyo-Mitsubishi, Ltd.	20
UFJ Bank Limited	11

\*Including 2 virtual branches.

## Composition of Stockholders

Number of Shares (in thousands)

	2001/3/31		2002/3/31		2003/3/31	
	No. of Shares	Proportion	No. of Shares	Proportion	No. of Shares	Proportion
National and local governments	16	0.00%	16	0.00%	24	0.00%
Financial institutions	444,276	53.01%	479,694	57.22%	480,778	57.32%
including stocks held by trust and pension accounts	170,305	20.31%	192,223	22.92%	198,566	23.67%
Securities companies	12,593	1.50%	14,533	1.74%	14,234	1.70%
Other companies	167,385	19.97%	159,872	19.07%	149,173	17.79%
Foreign investors	89,153	10.64%	62,476	7.45%	72,182	8.61%
Individuals and others*	124,744	14.88%	121,757	14.52%	122,306	14.58%
<b>Total</b>	<b>838,167</b>	<b>100.00%</b>	<b>838,348</b>	<b>100.00%</b>	<b>838,697</b>	<b>100.00%</b>

\*Individuals and others include treasury stocks and stocks at Japan Securities Depository Center, Inc..

### Principal Shareholders

2001/3/31		2002/3/31		2003/3/31	
Name	No. of Shares*	Name	No. of Shares*	Name	No. of Shares*
The Bank of Tokyo-Mitsubishi, Ltd.	38,893	The Bank of Tokyo-Mitsubishi, Ltd.	38,893	The Master Trust Bank of Japan, Ltd. (Trust Account)	39,166
The Sanwa Bank, Limited	38,893	UFJ Bank Limited	38,893	The Bank of Tokyo-Mitsubishi, Ltd.	38,893
Japan Trustee Services Bank, Ltd. (Trust Account)	31,528	Nippon Life Insurance Company	30,670	UFJ Bank Limited	38,893
Nippon Life Insurance Company	30,670	UFJ Trust Bank Limited (Trust Account A)	30,015	Japan Trustee Services Bank, Ltd. (Trust Account)	37,847
Nippon Fire & Marine Insurance Co., Ltd.	28,905	Japan Trustee Services Bank, Ltd. (Trust Account)	29,259	Nippon Life Insurance Company	29,691
The Dai-ichi Mutual Life Insurance Company	25,678	NIPPONKOA Insurance Company	28,905	NIPPONKOA Insurance Company	28,905
Sumitomo Life Insurance Company	21,294	Mitsubishi Trust and Banking Co., Ltd. (Trust Account)	28,107	The Dai-ichi Mutual Life Insurance Company	25,678
Meiji Life Insurance Company	19,079	The Dai-ichi Mutual Life Insurance Company	25,678	Sumitomo Life Insurance Company	21,294
MG and Co. PB605	18,990	Sumitomo Life Insurance Company	21,294	Meiji Life Insurance Company	19,079
The Toyo Trust & Banking Co., Ltd. (Trust Account A)	18,060	Meiji Life Insurance Company	19,079	UFJ Trust Bank Limited (Trust Account A)	18,780

\*In thousands

Inquiries related to this presentation should be addressed to

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