

# Financial Results for Interim FY 2004 ended September 30, 2004

# December 2004 THE CHIBA BANK, LTD.



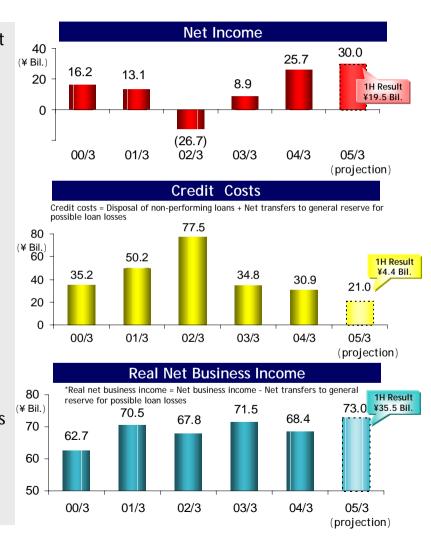


# Foreword

For the 6 months ended September 2004, as interest income increased and disposals of non-performing loans decreased sharply, Ordinary profit recorded ¥28.8 billion and interim net income reached ¥19.5 billion (both historical highs). Additionally, financial conditions became sounder as the consolidated Tier I ratio improved by 0.5 points to 7.4 percent from the corresponding period of the previous fiscal year.

Gross business profit increased mainly because of growth in housing loans and sales of investment trusts. Real net business income was ¥35.5 billion, a 5.9% increase from the corresponding period of the previous fiscal year.

In a time of rapid change, the ability to make a timely & accurate response to customers' needs is the key. Today, we would like to outline our results so far under the medium-term management plan "100 Weeks of Innovation and Speed" and our future plans under the new medium-term management plan.





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# Summary of Interim Results for FY 2004



# Summary of Interim Results (1) P/L

# Achieved record Ordinary Profit and Net Income due to increase in Gross Business Profit and decrease in Credit Costs

	For the six months ended	2003/9	2004/9	
	< ¥ Billion>	(b)	(a)	(a)-(b)
Gro	oss business profit	70.5	72.5	1.9
	Net interest income	60.5	61.5	0.9
	Fees and commissions	8.2	8.3	0.0
Ex	penses	37.0	36.9	(0.0)
	Personnel expenses	18.9	18.2	(0.7)
	Non-personnel expenses	16.2	16.6	0.4
Re	al net business income	33.5	35.5	2.0
Со	re net business income	33.3	34.9	1.6
	t transfer to general reserve for possible n losses	(3.6)	-	3.6
Ne	t business income	29.8	35.5	5.6
No	n-recurrent income and losses	(13.4)	(6.7)	6.7
	Disposal of non-performing loans	(13.8)	(8.3)	5.5
	Gains (Losses) related to stocks	0.5	0.8	0.2
	Retirement benefit expenses	(1.3)	(0.4)	0.8
Ord	dinary Profit	16.4	28.8	12.4
Ex	traordinary Gains (Losses)	4.7	5.1	0.4
	Transfer from general reserve for possible loan losses	-	3.8	3.8
	Collection of written-off claims	0.0	1.5	1.5
	Gains on return of the agency element of the state pension to the national government	4.9	-	(4.9)
Ne	tincome	11.7	19.5	7.8

Top-line	Increase
Credit Costs	Decrease

Net Interest Income		(¥ Billion)			
For the six months ended	2004	l/9	change		
Domestic	6	0.0	0.3		
International		1.5	0.5		
Total	6	1.5	0.9		

### **Fees and Commissions**

	For the six months ended	2004/9	change
F	ee and commission income	14.2	0.5
	Investment Trusts and Personal Annuities	3.5	0.6
F	ee and commission expenses	5.8	0.4
۱ſ	Loan related expenses	3.7	0.3
	Total	8.3	0.0

### Credit Costs

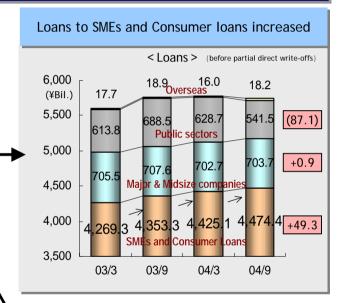
For the six months ended	2004/9	change
General Reserves	0.0	3.6
Write-offs	(4.5)	9.3
Dow ngrades	(11.3)	3.5
Decrease in collateral value	(2.9)	1.7
Upgrades, repayments	9.8	4.1
Total	(4.4)	13.0



# Summary of Interim Results (2) B/S

# Loans to SMEs and Consumer Loans kept increasing, deposits increased, mainly personal deposits

	<¥Billion>	2004/3	2004/9	
		(b)	(a)	(a)-(b)
A	ssets	8,217.8	8,424.4	206.6
	Cash and Due from Banks	281.3	175.8	(105.5)
	Call Loans	172.6	85.3	(87.2)
	Loans	5,678.1	5,655.4	(22.6)
	Securities	1,458.7	1,794.6	335.9
	Deferred tax assets	73.3	69.2	(4.0)
L	iability	7,837.4	8,037.6	200.2
	Deposits	7,266.4	7,387.9	121.4
	Negotiable certificates of deposit	99.4	138.0	38.5
S	tockholders' equity	380.3	386.7	6.3
	Common stock	121.0	121.0	-
	Capital surplus	98.1	98.1	0.0
	Retained earnings	119.1	134.6	15.4
Ĺ	Net unrealized gains on other securities	29.3	19.2	(10.1)



### Increased mainly by personal deposits

			(¥ BIIIION)
posits	04/3	04/9	change
al deposits	7,266.4	7,387.9	121.4
Personal	5,511.3	5,576.2	64.8
	al deposits	al deposits 7,266.4	al deposits 7,266.4 7,387.9



# Target Indicators in the Management Plan

# Chiba Bank is on course to meet the management target indices for FY 2004

	Target			
Management Indices		03/9 (interim)	04/9 (interim)	05/3
				(¥ Billion)
Profit	Consolidated net income	11.7	20.7	30.0
Profit	Real net business income*1	33.5	35.5	73.0
Efficiency	Overhead ratio	52.6%	51.4%	Around 50%
	Net income ROA *2	0.29%	0.46%	Over 0.3%
	Net income ROE *3	6.74%	10.08%	Around 7%
Soundness	Tier I ratio	6.71%	7.13%	Over <b>7%</b>

<sup>\*1</sup> Real net business income = Net business income - Net transfers to general reserve for possible loan losses

<sup>\*2</sup> Net income ROA = Net income/Term Average Total Assets (excluding Acceptances and guarantees)

<sup>\*3</sup> Net income ROE = Net income/Term-end Total Assets



# Earnings Projections for FY 2004

# Ordinary Profit = ¥50 billion, Net income = ¥30 billion

	<¥Billion>	2004/3	2004/9	2005/3	
		(Results)	(Interim results)	(Projection)	Change (A)-(B)
Gr	oss business profit	142.5	72.5	147.0	4.5
	Net interest income	120.8	61.5	124.0	3.2
	Fees and commissions	16.8	8.3	17.0	0.2
Ex	penses	74.1	36.9	74.0	(0.1)
	Personnel expenses	37.1	18.2	36.0	(1.1)
	Non-personnel expenses	33.2	16.6	33.8	0.6
Re	eal net business income	68.4	35.5	73.0	4.6
Co	ore net business income	67.2	34.9	72.0	4.8
Or	dinary Profit	40.3	28.8	50.0	9.7
Ne	et income	25.7	19.5	30.0	4.3
Cr	edit costs	(30.9)	(4.4)	(21.0)	9.9

<sup>\*</sup>Real net business income = Net business income - Net transfers to general reserve for possible loan losses

<sup>\*</sup>Core net business income = Real net business income - Profit/loss on bonds

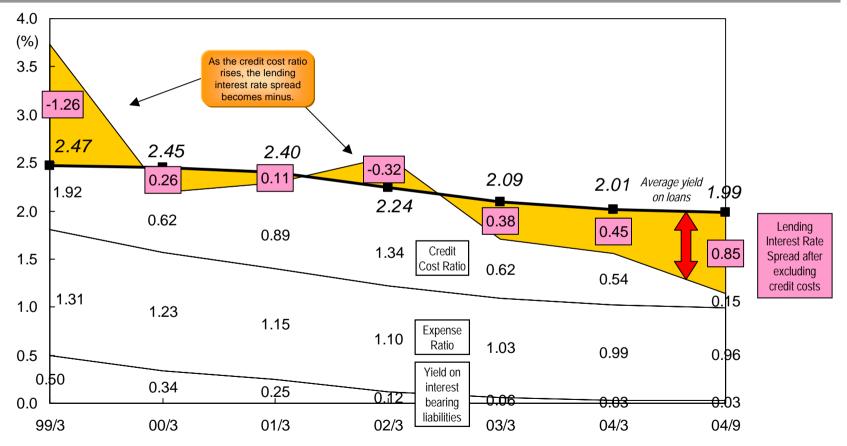


# Structural Reform of Earning Power



# Lending Interest Rate Spread & Credit Costs

# Lending Interest Rate Spread (after excluding credit costs) expands



Notes

<sup>\*</sup>Domestic operations

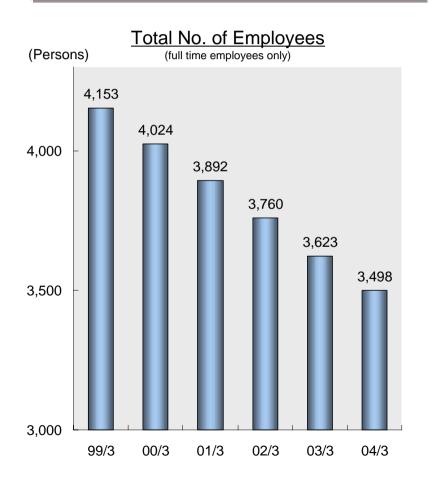
<sup>\*</sup>Credit cost ratio is calculated with term-end balance of loans and credit costs.



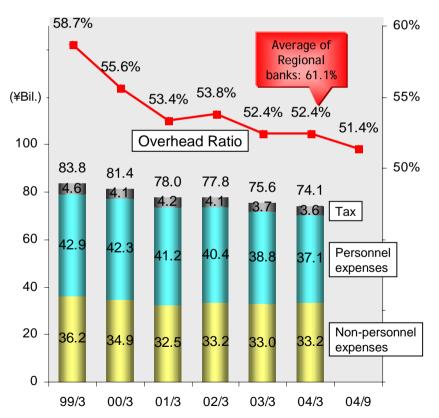
# Management Efficiency

### Efficient Operation with fewer employees

### **Low Cost Operation**



### Overhead Ratio & Expenses





# Achieving Higher Profitability

Principal Measures Undertaken in the Medium-term Management Plan "100 Weeks of Innovation and Speed"

Realize **Further High Profitability** reinforcement ✓ 04/10 Establishment of Narita International Airport Branch by responding to customer demands promptly & appropriately of Consumer ✓ 04/10 Extended Business Hours of ATMs **Business** ✓ 04/10 Establishment of "Consulting Plaza" ✓ 04/5 Start of Installation of Machines to Issue Cash Cards ≥04/10 2<sup>nd</sup> Chiba CLO ✓ 04/4 Establishment of Additional Loan Center Loans >04/10 Established Additional √04/3 Sales of "Chiba CLO" Investment Trusts. Regional Corporate Banking Dept. ✓03/12 Implemented Educational Loans in Partnership with Universities >04/10 Arranged PFI for Chiba City in Chiba Pref. √03/12 Established Long-term Foreign Currency Time Deposits. ➤ 04/9 Syndicated Loan Secured by Stock Options ✓ 03/11 Started Establishing Investment Consulting Corners ➤ 04/7 Established New Loan "Spurt 3000" √03/10 Establishment of Additional Loan Plaza & Center ➤ 04/3 Chiba CLO Loans ✓ 03/10 Active Use of Telephone & Facsimile ➤ 04/2 Revised "Business Loan" for Sales of Card Loans >04/1 Extended Authorization Limits of Branch GMs √03/6 Sales of Limited-Risk Investment Trusts ➤03/10 Established New Loan "Dash 5000" √03/4 Investment Consulting ➤ 03/10 Established Regional Corporate Banking Depts Seminar Held Restructuring ➤ 03/6 Arranged PFI for Ichikawa City ➤ 03/6 Established Corporate Business Center Corporate **Business** ➤ 03/4 Posted Staff Specializing in New Borrowers to Branches in Chiba Pref.

(02/12 Posted Staff Specializing in New Borrowers to Branches in Tokyo)

 $N \in XT$ ,  $N \in XT$ .



# **Growth of Consumer Loans**

# Steady increase in Highly-profitable unsecured consumer loans & Housing Loans

### **Housing Loan Balance and** as a Proportion of total domestic loans 2,000 35 (¥Bil.) (%) 29.2 28.2 30 26.4 24.1 1,800 25 Proportion of total domestic loans 1,673.5 20 1,625.6 1.600 1,478.9 1.385.1 1.400 1.200 Term-end balance 1,000

Note: Figures before partial direct write-offs

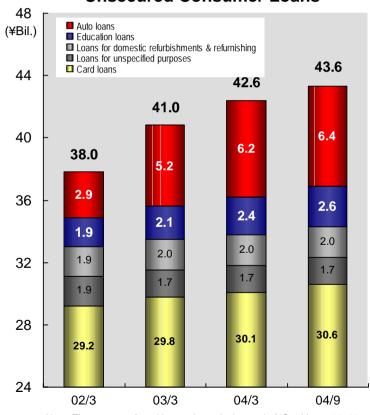
03/3

04/3

04/9

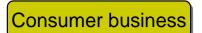
02/3

### Balance of Main Types of Unsecured Consumer Loans



Note: The amount of card loans shown is the total of 'Card Loan 10, 30, 50, 100, 200, Mobit Cards, JACCS Cards'



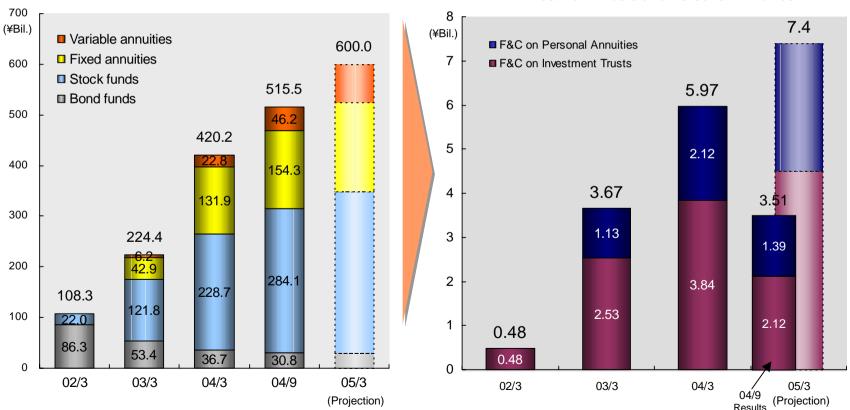


# Steady Increase in Fee-based Business

# Steady growth in sales of Investment Trusts and Annuity Insurance

Sales of Investment Trusts and Personal Annuities

Fees and Commissions on Investment Trusts and Personal Annuities







# **Establishment of New Channels**

# Reinforcement of the Retail Market Sales Force by Establishing New Channels

### **Chibagin Consulting Plaza**



- Separate counters for Money planning, Loan consultation, Consultation with professionals, foreign currency exchange, and securities.
- Services on Saturdays, Sundays, and holidays. Safedeposit boxes are available on banking holidays.
- ✓ Seminars such as Investment consulting are held in the permanent seminar area.

Active response to the diversified & sophisticated financial needs of customers

Assigning staff with special skills & experience and integrating group financial know-how

### Narita International Airport Branch



- ✓ Established a new branch office, 6 years and 7 months after the last establishment. (150th branch office in Chiba Prefecture.)
- ✓ Targets are approximately 630 business offices in the airport and approximately 46,000 employees working in the airport.
- ✓ There are now foreign currency exchange counters.
- 16 currencies for cash exchanges and 6 currencies for Traveler's checks.

Active response to privatization of Narita International Airport Corporation (NAA)

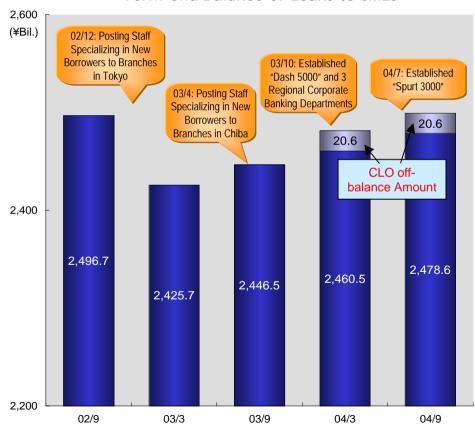
Responding to the financial needs of employees working in the airport through consulting counters



# Constant Increase in Loans to SMEs

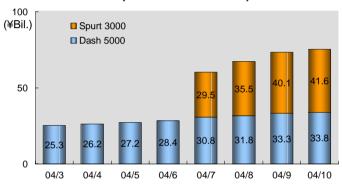
### Loans to SMEs Increased due to New Products and by Posting Staff Specializing in New Borrowers

### Term-end Balance of Loans to SMEs

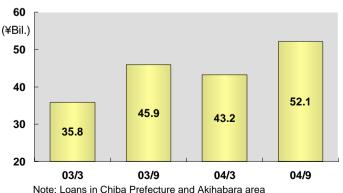


Note: Figures are before partial direct write-offs

Dash 5000 / Spurt 3000 (Term-end Balance)



### New Loan made



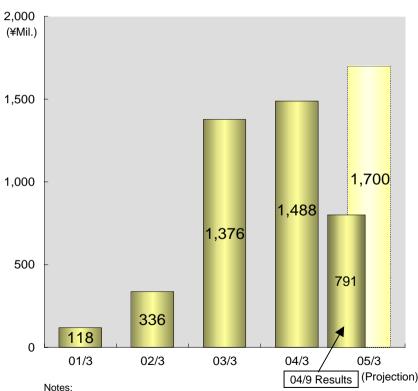
Note: Loans in Chiba Prefecture and Akinabara area



# **Expanding Profitable Resources**

### Increase Income by Expanding Profitable Resources

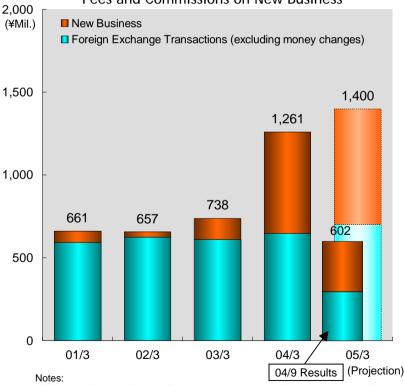
Income on Sales of Derivative Products to Customers



### 1: Caps, Interest rate swaps, Currency swaps, etc.

2: Management income base

Fees and Commissions on Foreign Exchange Transactions to Customers and Fees and Commissions on New Business



- 1: Fees and Commissions on foreign exchange transactions exclude those of money exchange transactions
- 2: New business includes syndicated loan compositions, M&A, Private placement notes, etc.



# CLO & PFI

### Positive Approach to Complex Financial Skills such as CLO and PFI.

### Chiba CLO

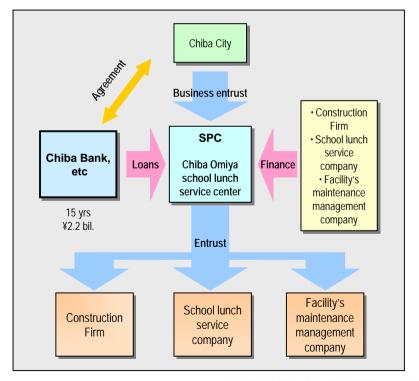
Chiba Bank continued to act as an arranger for the 2nd Chiba CLO

2 types of loans (Fixed rate (2 yrs.) / Floating rate (5 yrs.))

### Trust Banks Trust **T** Beneficiary Claims Beneficiary Investment Claims **Trusts** Loans Customers Trust (Personal Investors) Customers **Banks** (SMEs) **Funds** Funds Credit Guarantees Chiba Bank Credit etc. Beneficiary Guarantee Claims **ABCP** Corporations Institutional SPC Loss Investors compensation Chiba Pref. **Funds Funds** Chiba City

### **PFI for Chiba City**

Very first case to build and manage school lunch service center by PFI.





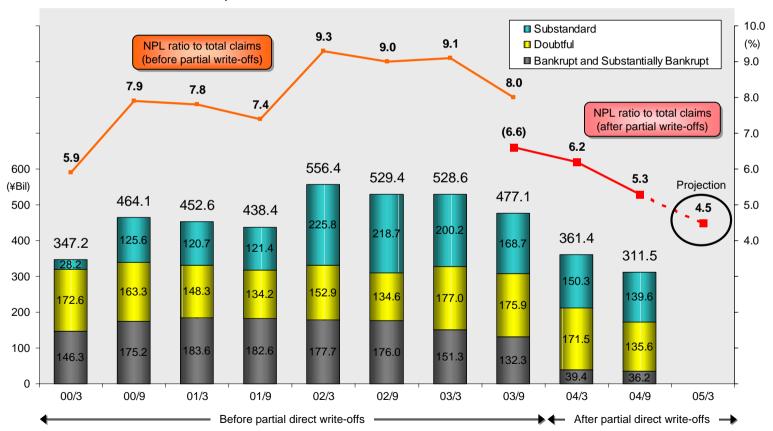
# Building Up a Robust Balance Sheet



# Non-performing Loans at the end of FY 2004

### NPL ratio projected to reach mid 4% level at the end of FY 2004

Term-end Balance & Proportion of disclosed Claims under the Financial Reconstruction Law

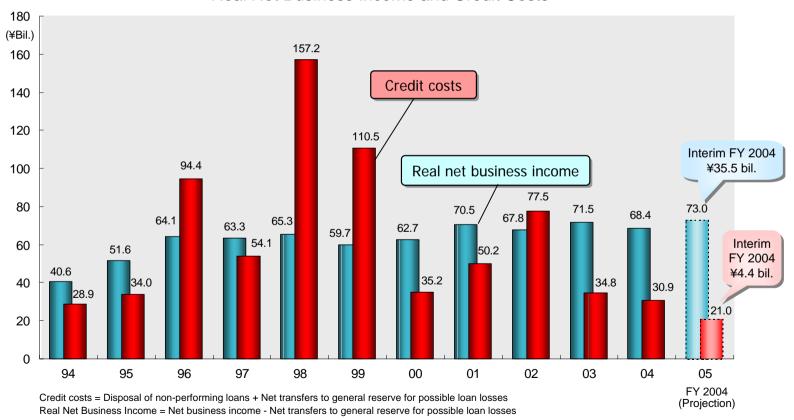




# Credit Costs less than Real Net Business Income

### Credit costs are within Real Net Business Income, and decreasing

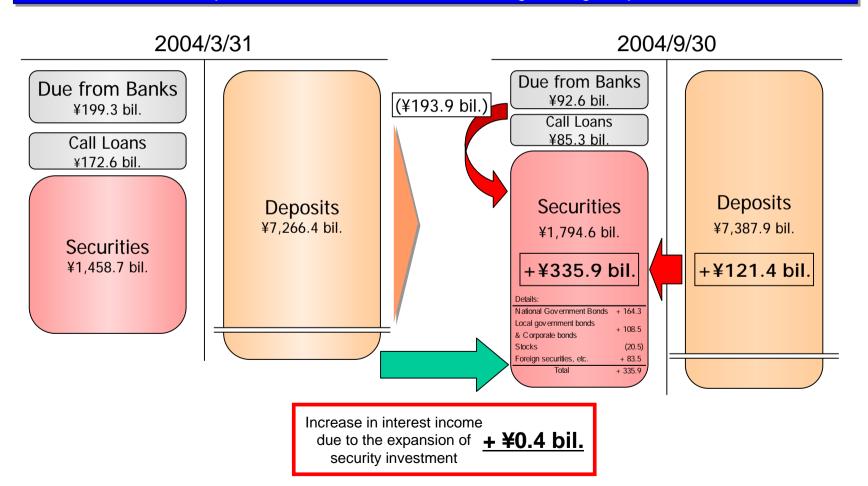
### Real Net Business Income and Credit Costs





# Reinforcement of Securities Investment

# Expand securities investment, aiming for higher profit





# Effect of Interest Rate Rise

### Negative effect of interest rate rise on profits is limited

Bonds

■Carefully consider interest rate risks on bond investments

Total weighted average life of Yen denominated securities: 2.2 yrs.

Weighted average life of Yen fixed rate bonds excluding TB & FB: 3.0 yrs.

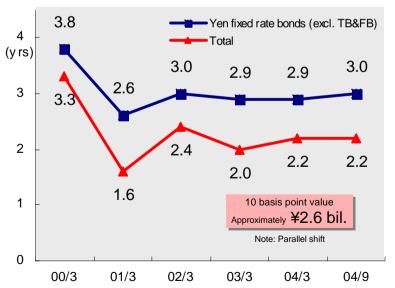
10 basis point value: approximately ¥2.6 bil.

Loans

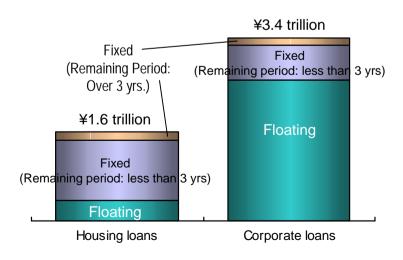
- Promote housing loans with a shorter interest rate maturity 91 percent of housing loans have an interest rate maturity of less than 3 yrs
- ■Build a corporate loan portfolio with a high sensitivity to market rate changes

96 percent of corporate loans have an interest rate maturity of less than 3 yrs

Weighted average life of Yen denominated securities



Loans by interest rate type (As of Sep. 2004)



Note: Remaining periods are based on interest rate maturity.

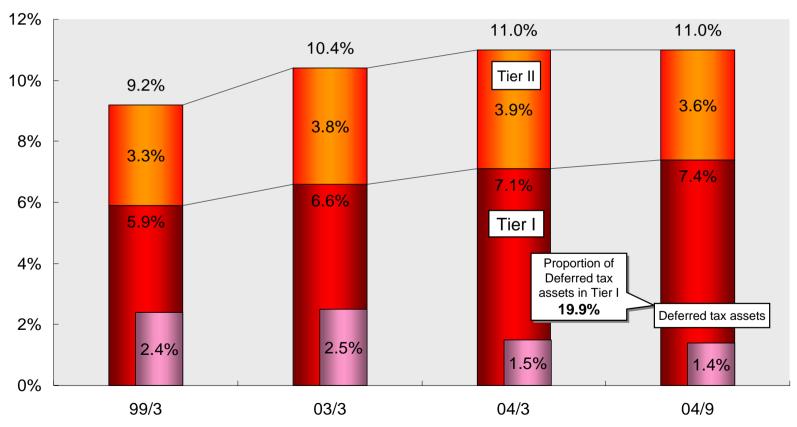




# Maintain & Improve Sound Financial Conditions

# Capital Ratio & Tier I Ratio steadily improving by accumulating profits

# Consolidated Capital Ratio (BIS guidelines)





# Outline of New Medium-term Management Plan 'Towards "Creating Value", 100 Weeks of Renovation & Challenge' (provisional)



New Medium-term Management Plan (Provisional)

'Towards "Creating Value", 100 Weeks of Renovation & Challenge'

# Keep Evolving as an "Integrated Regional Financial Service Group"



### **Solid Business Base**

Retail Business: Further shift of management resources

Realization of "One-stop services"

Corporate Business : Swift offering of financial solutions Market Business : Reinforcement of Market Investment Ability

# **Reforms of Management System**

Improvement of corporate governance, compliance processes and risk management system

Quick and responsive allocation of management resources

Maintenance of streamlined & strong management structure

Practicing strategic profit management



Further Improvement of Market Share, Profitability, and Corporate Brand

Consolidated **Net Business Targets ROA** ROE Tier I Ratio OHR **Net Income** Income FY 2005 ¥38.0 bil. ¥74.0 bil. Around 0.4% Above 8.0% Around 50% Around 8% FY 2006 ¥44.0 bil. ¥81.0 bil. Above 0.4% Above 8.5% Below 50% Above 8%

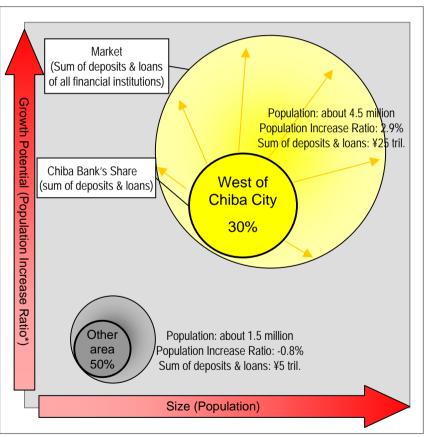
Aims after 5 years

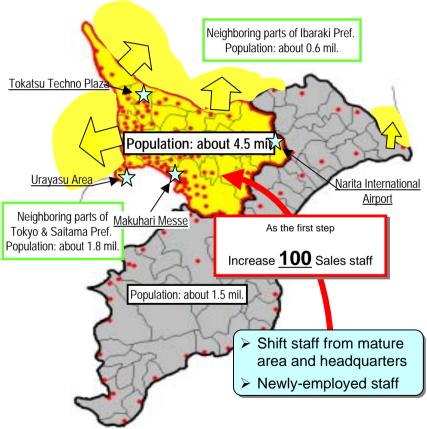
Overwhelming Business Share in all areas of Chiba Prefecture & all products Gross Business Profit: ¥180 bil., Net Business Income: 100 bil., and ROE: 10%



# High Growth Potential

Shift management resources to economic growth areas, west of Chiba city & its neighborhood





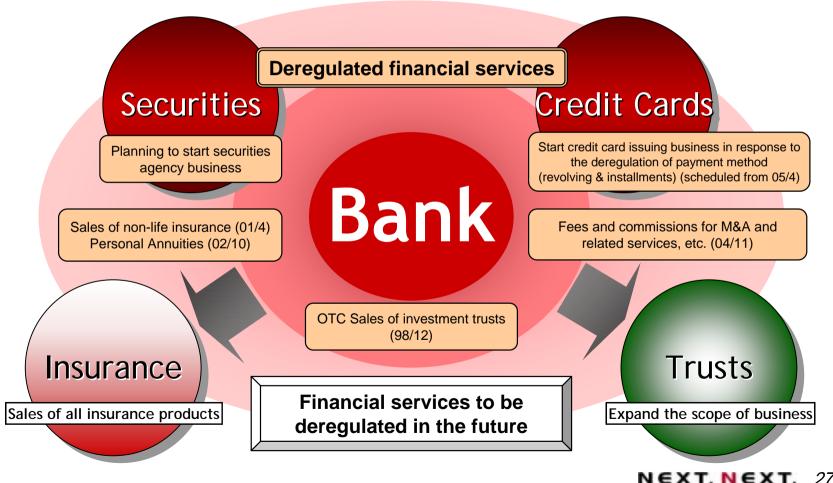
Chiba Bank's branch office

<sup>\*</sup>Increase between 1998 to 2002



# Realize One-Stop Financial Services

Realize one-stop financial services by active response to deregulation to improve customers' convenience and achieve profitable diversity





# Credit Card Issuing Business

Further reinforcement of mass-retail business by starting credit card issuing business and establishing combined type of credit card

# Cash Card & Credit Card Combined Type

### Credit card function

Shopping Card loan Cashing

### Cash card function

Savings account Debit Card Back-up loan



### **Privileges**

Free of charge for the first year Free of ATM out-of-hours charge & convenience store ATM charge for the first year

### Results as of March 2004

Plan as of March 2010

Cards issued:

Card loan balance:

Annual shopping amount:

About 460,000

¥12.3 bil.

¥65.8 bil.

(sum of Chibagin JCB & DC)



770,000

¥34.0 bil.

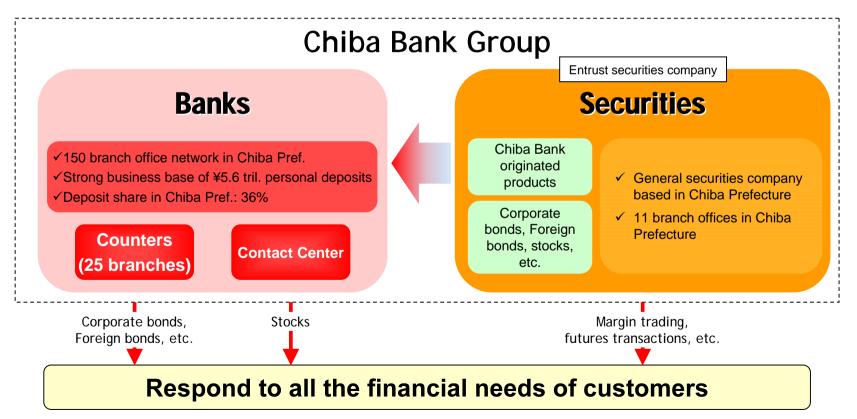
¥120.0 bil.



# **Starting Securities Agency Business**

Planning to start securities agency business across the Chiba Bank Group to respond to the diversified and sophisticated financial needs of customers

The proportion of investment-type of financial products included in Japan's ¥1,400 trillion personal financial assets is about 11% (¥150 trillion) "Deposits to investments" If it rises to 25% as in Germany ¥350 tril. (about ¥200 tril. increase) = ¥9 tril. increase in Chiba Pref.





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# Strengthening Corporate Governance



# Headquarters Organization

# Prompter Decision-making and Establishing Clear Accountability for Execution and Results

### Adoption of the Executive Officer System (From April 2003)

- >Separate responsibility for business execution from management responsibility.
- In major business areas, executive officers are appointed as general manager to ensure the 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 April 2003)

- >Separate responsibility for business execution from management responsibility.
- ➤ Give impetus to management meetings.

### After June 2004

No. of Directors:11

No. of Executive Officers:14

(of which 5 are also Directors)

No. of Auditors: 5 (including 2 External Auditors\*)

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

# **Headquarters Organization**

### **Board of Designated Directors**

### **Business Operation Unit**

### Sales Promotion Unit

- -Business Coordination Div.
- -Corporate Banking Div.
- -Consumer Banking Div.
- -Treasury Div.
- -Direct Channel Div.

Established in Apr. 2003

# Credit Screening and Management Unit

- -Credit Div.
- -Credit Div. II
- -Credit Supervisory Div.

### Corporate Service Unit

- -Treasury Operation Div.
- -Operation Planning Div.
- -EDP System Div.

### **Corporate Staff Unit**

- -Audit & Inspection Div.
- -Corporate Planning Div.
- -Public Relations Div.
- -General Administration Div.
- -General Secretariat
- -Personnel Div.
- -Credit Planning Div.

Established in Apr. 2003





# Personnel System

### Structure to Make the Most of the Bank's Human Resources

< Effective from April 2003 >

# A more merit-oriented approach stressing responsibilities and achievements

- Salaries have been changed to be based on the responsibilities and contribution of each employee instead of seniority or age.
- The annual salary increase for managerial posts is being abolished and annual salary increases for nonmanagerial posts are being limited.

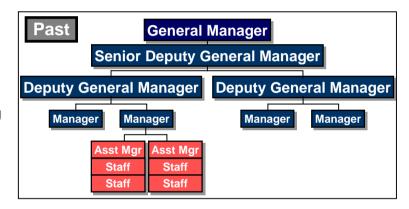
### A flatter organization (Reduction in positions & titles)

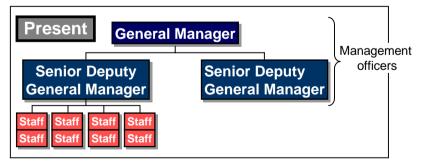
- ➤ A flatter organization speeds up decision-making.
- This allows a more flexible and timely approach towards the positioning of staff without taking into account seniority or age.

### Fostering bank staff with specialized skills

- Build a training system to enable recruits to perform their duties independently and competently at an early stage.
- Receive applications for training in/outside Chiba Bank, so that the Bank can foster staff with specialized skills and create a culture & atmosphere for study & learning.

A Flatter Organization (at branch offices)







# Contribution to the Region (CSR)

Corporate Social Responsibility: Contribution to the Region as a Regional Financial Institution

# Contribution to the Regional Economy

- Enhance Support for Establishing Businesses and Enterprises
  - ·Strengthen credit screening classified by industry. Allocate staff to support venture business companies (Dec. 2003)
  - · Provide support for venture businesses (Dec. 2003: Venture business started at Chiba University)
- Enhance Customer Consultation & Support for Management Problems
- Work Positively for Early Business Revival
  - ·SME Revival Fund "Revival Scheme for Regional Companies" (Feb. 2004), etc.

# Environmental Activities & Corporate Social Responsibility

- > Tree-planting in forests and parks in Chiba Pref. (Mar. 2003 & Oct. 2003)
- > Tree-planting & flower campaigns (around offices and on counters) (ongoing since Apr. 2003)
- Voluntary clean-up campaign (Clean-up walk at Kujukuri beach in June 2003)
- Donation to "Chiba Prefecture Environment Foundation" (Mar. 2003)
- Efforts to reduce printed documents, digitalize documents and use recycled papers
- ➤ Use of "Eco-cars" and efforts to save energy in the Head Office building, etc.



## Relationship Banking

#### Progress in "Action Program for enhancing Relationship Banking Functions"

#### Making progress as scheduled

Chiba Bank has been making constant progress, as scheduled, towards being the most trusted financial institution in respect of 'Relationship Banking' by the end of FY 2004, during the 'intensive improvement period'.

#### > All measures are being initiated

Chiba Bank has initiated action on every item in its programs 'Measures to revitalize SMEs financing' and 'Measures to ensure soundness and improve profitability', and has been making steady progress as planned. The Bank will take additional measures when necessary. There have been no significant changes to plans or schedules.

#### ➤ Holding regular meetings to monitor progress & promote action

To keep careful attention on progress and improve results, Chiba Bank's 'Committee to Promote Action for Relationship Banking' has met regularly (4 times in total). The Bank has been trying to achieve its aims through the slogan 'Know our customers better and let them know us better'.



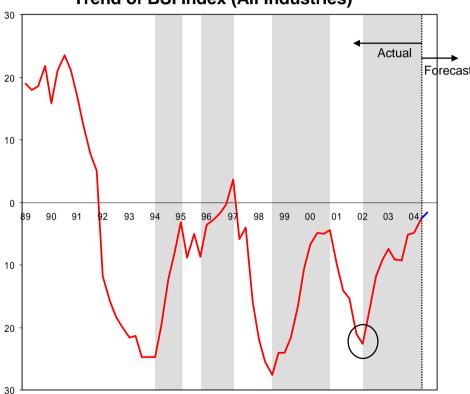
## Regional Economy



## Economic conditions (1) Business Survey Index

#### Executives in Chiba Pref. Feeling Recovery in their Businesses

### Business Survey Index Trend of BSI Index (All Industries)



BSI: Business Survey Index, is an index of executives' business sentiment and actual condition with a choice from "upward/ increase/improve" , "no change", and "downward/decrease/worsen".

BSI = ( "upward/ increase/improve" - "downward/decrease/worsen" ) x1/2

#### Trend of BSI Index (By Industry)

Forecast OctDec.
OctDec.
(1.5)
6.0
(5.6)
0.0
7.7
0.0
5.9
(11.1)
0.0
(2.7)
4.4
3.4
2.7
(1.6)
(17.7)
0.0

Source: Chiba Economy Center "BSI survey in Chiba (Jul. to Sep. 2004)" Surveyees: Enterprises with a head office and/or an office in Chiba As at: Oct. 2004

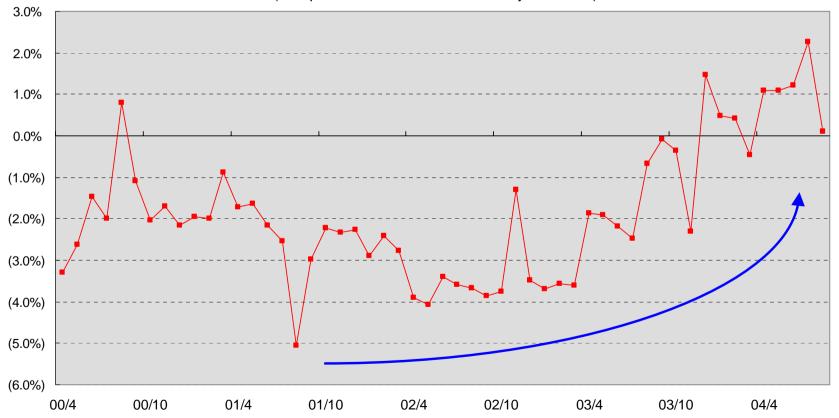
Answers: 745 enterprises surveyed, 376 effective answers



## **Economic conditions (2) Loans**

Loans in Chiba Prefecture have begun to increase compared with the same month a year earlier

Rate of Increase/Decrease in Loans in Chiba Pref. (Compared with the same month the year before)



Made by Chiba Bank with data from Statistics Div., Policy & Planning Dept. of Chiba Pref. \*Term-end balance of total loans from banks, credit associations (Shinkin & Shinyo kumiai), JA Bank.

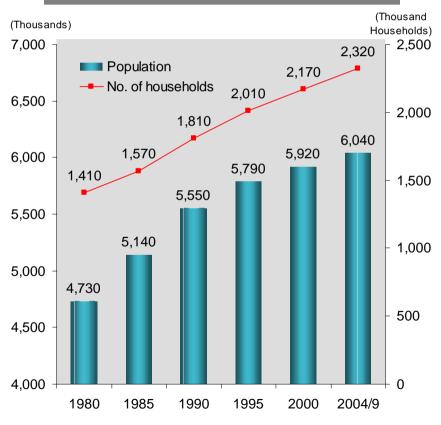




## Economic conditions (3) Population Increase

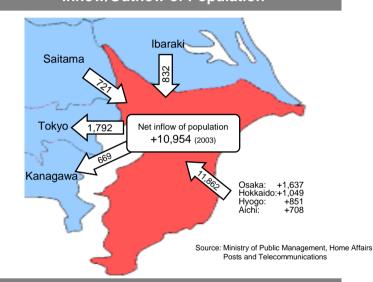
#### Population & No. of households are continuously increasing in Chiba Pref.

#### Population & No. of Households in Chiba Pref.



Source: National census (Sep. 2004 data from "monthly report on population of Chiba")

#### Inflow/Outflow of Population



#### **Top 10 Prefectures by Population Growth**

Fror	m 1995 to 2002				(thousands)							
	Prefectures	Increase		Prefectures	Increase							
1	Tokyo	445	6	Hyogo	176							
2	Kanagaw a	379	7	Fukuoka	110							
3	Aichi	255	8	Shiga	72							
4	Saitama	242	9	Okinaw a	66							
5	Chiba	196	10	Shizuoka	48							
	Nationw ide											

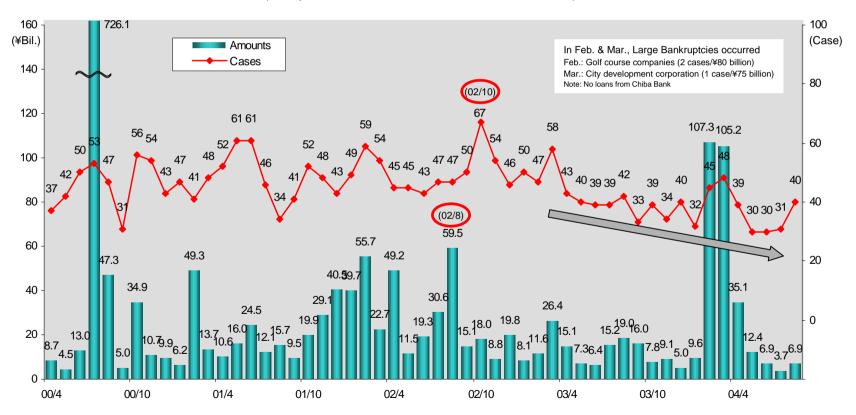


## Economic conditions (4) Corporate Bankruptcies

#### Number of cases of default and amounts are trending downwards in Chiba Pref.

#### Default Cases/Amounts in Chiba Pref.

(Headquartered in Chiba Prefecture & with debts over ¥10 mil.)





30.0%

94/3 ¥14.0 trillion

## Business Share of Banks Operating within Chiba

#### Chiba Bank's Share of Loans Rising Steadily in Chiba Prefecture

#### Loans Regional 2nd-tier banks regional Credit banks, etc. 2nd-tier (excluding Regional banks Credit banks, etc. banks 1.2% regional Chiba Bank Regional banks 2nd-tier Credit banks, etc. (excluding 1.6% 17.3% banks (excluding Chiba Bank) 12.9% 17.2% Chiba Bank) banks 12.8% 14.4% Chiba Chiba City banks City banks Chiba 25.7% Bank Bank City banks Bank 26.7% 41.5% 42.7% 27.2% 38.3% 04/3 ¥11.0 trillion 94/3 ¥11.1 trillion 01/3 ¥11.6 trillion Regional **Deposits** 2nd-tier banks Credit banks. regional 2nd-tier (excluding Regional banks etc. 6.8% Credit banks, banks Chiba Bank regional (excluding 2nd-tier Regional banks etc. 6.5% Credit banks. Chiba Bank banks 14.3% egional 9.8% (excluding etc. 0.9% 10.5% banks 14.0% Chiba Bank) Chiba 15.6% 16.1% City banks Chiba Bank Chiba City banks Bank 32.8% City banks Bank 36.0% 32.2% 36.6%

01/3 ¥17.9 trillion

Note: Figures shown above are rounded down to two decimal places. Source: Made by Chiba Bank with data from Monthly KINYU JOURNAL

37.1%

04/3 ¥19.5 trillion



## Economic Indicators for Chiba Prefecture (1)

#### **Economic Indicators for Chiba Prefecture**

	Population	Industri	al Production	n Index	Electric Power	Consumption	Consumer	New	<b>Building Cons</b>	truction Starts
	Total	Production	Shipment	Producers'	Total		Price	Car	Floor	New
				Inventory Ratio		Large users	Index	Registrations	Area	Housing
	As of Oct. 1		2000=100		Million KWh		2000=100	Total	Thousand m²	Starts
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	97.7	97.6	110.8	34,099	11,591	101.1	195,718	9,211	61,187
1999	5,919,031	96.4	97.2	100.5	34,492	11,355	100.6	149,093	8,527	58,257
2000	* 5,926,349	100.0	100.0	100.0	35,240	11,588	100.0	151,837	8,668	59,652
2001	5,963,514	94.9	96.5	114.1	35,345	11,532	99.1	146,967	8,594	58,456
2002	6,001,020	93.6	95.0	106.2	35,559	11,409	98.1	150,818	8,149	57,669
2003	6,028,315	93.2	93.9	103.6	35,820	11,920	97.5	145,103	7,582	52,934
2003/09	6,025,698	91.8	94.3	102.9	3,123	985	97.5	12,918	619	4,496
2003/10	6,028,315	94.0	95.2	102.1	2,869	997	97.6	11,089	817	5,673
2003/11	6,030,959	92.4	93.1	106.8	2,814	1,005	97.0	10,638	690	4,846
2003/12	6,033,003	92.1	93.7	106.7	2,907	975	97.2	10,772	725	4,446
2004/01	6,033,266	92.0	93.8	103.7	3,249	961	97.2	10,314	545	4,538
2004/02	6,032,934	96.3	97.0	101.0	3,123	928	97.0	12,684	494	4,122
2004/03	6,032,503	95.0	93.8	103.7	2,985	1,009	97.3	19,423	726	4,822
2004/04	6,028,649	96.9	98.7	98.5	3,066	1,056	97.2	8,997	788	5,020
2004/05	6,042,667	93.7	94.5	106.2	2,863	1,032	97.3	10,115	749	4,533
2004/06	6,046,479	92.8	96.3	100.1	2,912	1,105	97.6	11,130	906	6,165
2004/07	6,048,643	95.6	96.6	102.0	3,333	1,082	97.1	12,815	941	6,268
2004/08	6,046,941	-	-	-	3,437	983	-	8,864	813	5,465
2004/09	6,047,436		_	-		-	-	13,754		-
Source	Statistics Div.	, Policy & Pla	nning Dept. of	Chiba Pref.	Tokyo Elec Company, C		Statistics Div., Policy & Planning Dept. of Chiba Pref.	Chiba Toyota Motor Corporation & Japan Mini Vehicles	Ministry of Land, Transport/Building Cor	

<sup>\*</sup> Source: Population Census FY 2000



## Economic Indicators for Chiba Prefecture (2)

#### **Economic Indicators for Chiba Prefecture**

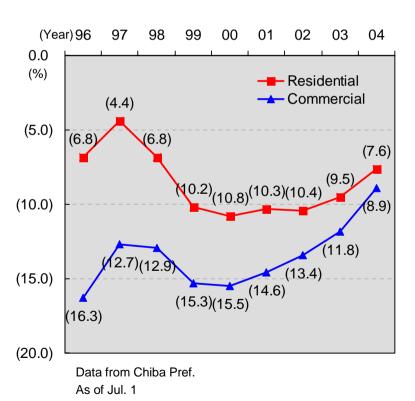
	Trade Custom		Business Ba		L	abor Marke	et .	Regular Emp	loyment Index	Real Wage Index		
	(Chiba Port & K	(isarazu Port)	(Companies hea	•	Effective	Effective	Effective	(No. of employe	ees: 30 or more)		ees: 30 or more)	
	Export	Import	Chiba with total de	ebt over \10 mil.)	Labor	job	Opening	All industries	Manufacturing	All industries	Manufacturing	
	¥ Mill	lion	No. of	Total Debt	Supply	openings	rate		2000=	100		
			Companies	¥ Million						100	1	
1993	622,112	1,553,547	399	116,163	57,633	38,024		100.6				
1994	568,268	1,546,548	1	82,841	67,262	33,842						
1995	610,724	1,687,993	1	135,077	72,018	34,526						
1996	685,129	2,096,700	1	174,619		41,034			128.4			
1997	884,134	2,220,297	495	142,376	77,654	42,511	0.55					
1998	1,059,085	1,680,481	638	322,846		38,912			1	104.7	1	
1999	920,266	1,649,288	1	145,319	98,679	37,207	0.38		104.1	102.4	1	
2000	901,210	2,121,206		889,791	97,444	46,475				100.0	1	
2001	874,106	2,157,092	1	247,651	97,106	52,738		101.1	100.2	98.1	1	
2002	1,125,808	2,163,284	606	350,456	104,905	49,037	0.47	100.2	97.1	100.7	1	
2003	987,012	2,505,248	504	147,524	98,389	54,313	0.55	104.8	100.8	97.8	99.8	
2003/09	98,571	205,111	33	16,037	98,054	56,824	0.57	105.6	100.3	79.6	79.6	
2003/10	75,942	200,297	39	7,806	98,672	59,598			8	80.1	1	
2003/11	69,970	202,618	1	9,197	91,468	57,030				84.6	1	
2003/12	78,580	237,709		5,046	84,048	55,166		107.5		181.3	1	
2004/01	106,271	227,641	32	9,674	84,836	57,334				82.2	3	
2004/02	82,695	188,265		107,324	85,974	58,856			96.4	78.4	1	
2004/03	102,674	234,338		105,266		61,214		105.9		82.6	1	
2004/04	86,257	235,397	39	35,167	97,628	59,761	0.64			81.2	1	
2004/05	72,760	207,371	30	12,400	95,148	52,103	0.60			79.5	1	
2004/06	93,234	233,711	30	6,917	93,345	52,652	0.63	107.9	94.6	151.1	152.8	
2004/07	77,074	247,018	1	3,751	90,284	52,849			96.0	108.2	1	
2004/08	72,586	257,296		6,978	87,931	55,121	0.65	-	-	-	_	
2004/09	- 1	-	29	22,362	-	-	-	-	-	-	-	
Source	Chiba Custo	ms Branch	Tokyo Shoko Researc	h, Ltd., Chiba Branch	Chib	a Labor Bu	reau	Statistics Div	., Policy & Plan	ning Dept. of	Chiba Pref.	



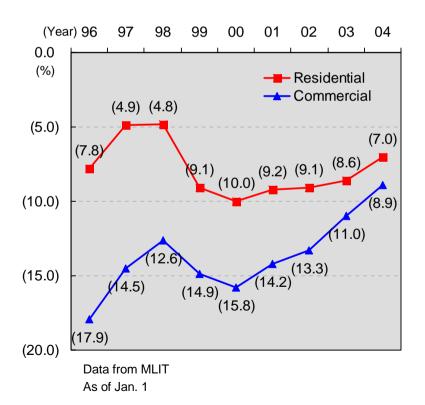
## Land Price Trends in Chiba Prefecture

#### Land price trend has been steadily improving since 2000

#### Land Price Survey (Chiba Pref.)



#### Published Land Price (Chiba Pref.)





## Key Data for Chiba Prefecture

	Population	Liveable land area	Balance of savings	Number of new housing starts	Prefectural Income
Chiba	6.00 million (Ranked 6th nationwide)	3,488km <sup>2</sup> (Ranked 6th nationwide)	¥28 trillion (Ranked 7th nationwide)	55,000 (Ranked 6th nationwide)	¥18 trillion (Ranked 6th nationwide)
No. 1 nationwide	Tokyo	Hokkaido	Tokyo	Tokyo	Tokyo
	12.08 million	21,899km²	¥89 trillion	201,000	¥51 trillion
No. 2 nationwide	Osaka	Niigata	Osaka	Kanagawa	Osaka
	8.65 million	4,481km <sup>2</sup>	¥53 trillion	95,000	¥27 trillion
No. 3 nationwide	Kanagawa	Fukushima	Kanagawa	Osaka	Kanagawa
	8.60 million	4,218km <sup>2</sup>	¥42 trillion	87,000	¥26 trillion

Sources:

Population: Ministry of Finance and Communications (As of Mar. 2004)
Livable land area: Ministry of Finance and Communications, Statistics Bureau (As of Oct. 2002)
Balance of Savings: The Central Council for Financial Services Information (As of Mar. 2003)
Number of new housing loans: Ministry of Land, Infrastructure and Transport (FY 2003)
Prefectural Income: Economic and Social Research Institute, Cabinet Office (FY 2001)



## Management Indicators



## Management Indicators

	00/3	00/9	01/3	01/9	02/3	02/9	03/3	03/9	04/3	04/9
Consolidated net income*1	18.3	7.6	13.1	5.9	(25.4)	9.1	8.7	11.7	27.5	20.7
Real net business income*2	62.7	32.5	70.5	34.5	67.8	36.8	71.5	33.5	68.4	35.5
ROA* <sup>3</sup>	0.21%	0.18%	0.16%	0.10%	(0.33%)	0.23%	0.11%	0.29%	0.31%	0.46%
ROE*4	5.11%	4.19%	3.58%	2.39%	(8.11%)	5.61%	2.80%	6.74%	6.77%	10.08%
Overhead ratio*5	55.62%	54.87%	53.48%	53.03%	53.80%	52.09%	52.43%	52.62%	52.44%	51.47%
Capital ratio (BIS guidelines)	9.53%	10.22%	10.45%	10.18%	10.06%	10.39%	10.24%	10.52%	10.83%	10.78%
Tier I ratio	6.24%	6.34%	6.99%	7.05%	6.35%	6.63%	6.45%	6.71%	6.91%	7.13%

<sup>\*1</sup> Above figures are non-consolidated except for Consolidated net income

<sup>\*2</sup> Real net business income = Net income + Net transfer to general reserve for possible loan losses

<sup>\*3</sup> ROA = Net income / Average total assets (excluding Average customers' liabilities for acceptances and guarantees)

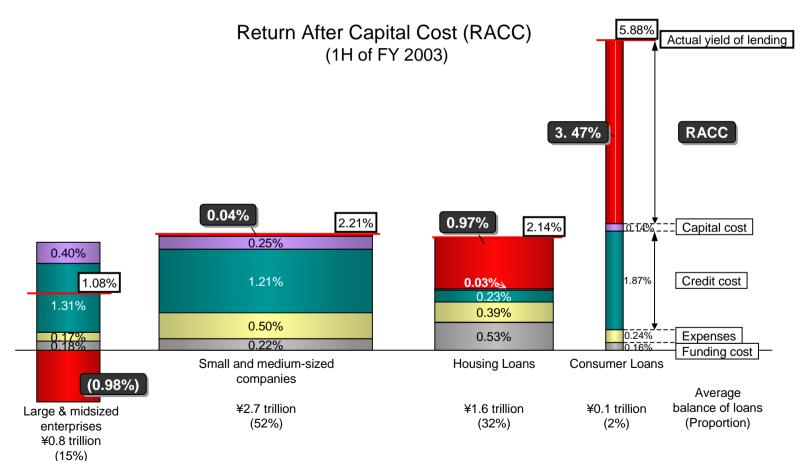
<sup>\*4</sup> ROE = Net income / Average Stockholders' equity

<sup>\*5</sup> Overhead ratio = Expenses / (Net business income + Net transfer to general reserve for possible losses - Gains/losses on bones + Expenses)



## Return After Capital Cost (RACC)

#### Shift Management Resources into Business with Higher Profitability



Note: Insurance fees included in expenses for housing loans.



## **Interest Yields**

#### **Domestic Operations**

-	00/3	00/9	01/3	01/9	02/3	02/9	03/3	03/9	04/3	04/9
Average yield on interest earning assets	2.29%	2.11%	2.11%	1.95%	1.91%	1.79%	1.77%	1.70%	1.70%	1.68%
Average yield on loans and bills discounted	2.45%	2.38%	2.40%	2.30%	2.24%	2.12%	2.09%	2.02%	2.01%	1.99%
(Average yield on loans and bills discounted (excluding loans to MOF)	-	-	2.41%	2.35%	2.31%	2.22%	2.19%	2.12%	2.11%	2.08%
Average yield on securities	1.90%	1.31%	1.15%	0.89%	0.79%	0.88%	0.77%	0.66%	0.62%	0.66%
Average yield on interest bearing liabilities	1.53%	1.37%	1.34%	1.20%	1.19%	1.06%	1.07%	1.01%	1.01%	0.97%
Average yield on deposits and NCD	0.24%	0.18%	0.18%	0.11%	0.09%	0.04%	0.03%	0.02%	0.02%	0.01%
Expense ratio	1.23%	1.15%	1.15%	1.09%	1.10%	1.01%	1.03%	0.99%	0.99%	0.96%
Average interest rate spread	0.76%	0.74%	0.77%	0.75%	0.72%	0.73%	0.70%	0.69%	0.69%	0.71%
Difference between average yield on loans and deposits	2.21%	2.20%	2.22%	2.19%	2.15%	2.08%	2.06%	2.00%	1.99%	1.98%
Difference between average yield on loans and deposits (excluding loans to MOF)	-	-	2.23%	2.24%	2.22%	2.18%	2.16%	2.10%	2.09%	2.07%

#### **Contract Rate by Type of Borrowers**

	00/3	00/9	01/3	01/9	02/3	02/9	03/3	03/9	04/3	04/9
Major companies	1.40%	1.50%	1.43%	1.28%	1.17%	1.13%	1.09%	1.04%	1.00%	0.97%
Mid-sized companies	2.05%	2.01%	2.03%	1.92%	1.93%	1.85%	1.79%	1.72%	1.68%	1.50%
Small and medium-sized companies	2.53%	2.57%	2.56%	2.49%	2.46%	2.43%	2.41%	2.35%	2.33%	2.30%
Consumer loans	2.92%	2.85%	2.85%	2.75%	2.59%	2.56%	2.47%	2.37%	2.33%	2.30%
Public sector	2.47%	2.23%	2.22%	1.39%	1.25%	1.14%	1.13%	0.94%	0.98%	1.13%



## Working Assets and Liabilities

Overall (¥Billion)

		Av	erage balan	се		Interest yield	
		FY 02 FY 03 FY 04 (est.)		FY 02	FY 03	FY 04 (est.)	
Int	erest-bearing Assets	7,472.5	7,400.5	7,609.3	1.85%	1.77%	,
	Loans and bills discounted	5,760.5	5,734.6	5,769.1	2.09%	2.01%	2.00%
	Securities	1,256.5	1,309.5	1,640.3	1.29%	1.15%	1.15%
Int	erest-bearing Liabilities	7,503.6	7,570.3	7,843.7	0.18%	0.14%	0.14%
	Deposits	7,171.2	7,222.5	7,398.6	0.07%	0.04%	0.05%
	Borrowed money	129.1	130.6	108.5	2.07%	1.88%	1.95%

#### **Domestic Operations**

		Av	erage balan	се		Interest yield				
		FY 02	FY 03	FY 04 (est.)	FY 02	FY 03	FY 04 (est.)			
Int	erest-bearing Assets	7,184.8	7,125.4	7,301.9	1.77%	1.70%	1.69%			
	Loans and bills discounted	5,697.0	5,690.6	5,733.8	2.09%	2.01%	2.00%			
	Securities	982.6	1,054.5	1,315.0	0.77%	0.62%	0.63%			
Int	erest-bearing Liabilities	7,217.9	7,299.1	7,541.3	0.06%	0.03%	0.03%			
	Deposits	6,980.2	7,046.7	7,196.1	0.03%	0.02%	0.01%			
	Borrowed money	77.9	79.9	74.6	2.01%	1.71%	1.80%			



## **Domestic Loans**

(¥Billion)

												(+
	00/3	00/9	01/3	01/9	02/3	02/9	03/3	03/9	04/3 before partial direct write-offs	04/3 after partial direct	04/9 before partial direct write-offs	04/9 after partial direct
Domestic loans	5,597.0	5,637.3	5,570.8	5,686.0	5,729.0	5,661.4	5,588.6	5,749.6	5,756.7	5,662.3	5,719.7	
Major companies	550.0	541.0	551.2	517.8	540.6	539.9	530.2	529.7	527.8	524.4	533.0	530.1
Mid-sized companies	204.4	218.8	208.9	208.5	197.3	184.5	175.2	177.9	174.9	170.2	170.6	168.4
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	4,353.3	4,425.1	4,338.8	4,474.4	4,397.0
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	2,446.5	2,460.5	2,383.6	2,478.6	2,409.4
Consumer loans	1,392.7	1,430.7	1,473.5	1,504.7	1,554.3	1,587.1	1,632.9	1,699.3	1,766.4	1,761.5	1,807.7	1,803.9
Public sector	351.5	387.5	369.2	542.8	626.0	634.9	613.8	688.5	628.7	628.7	541.5	541.5

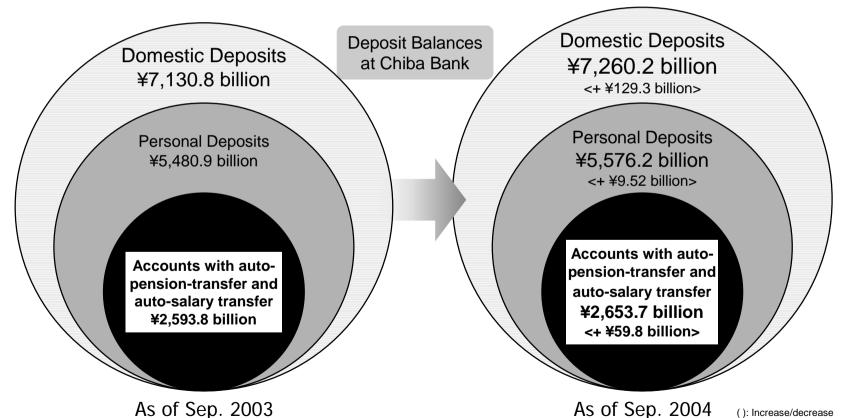
													(+,
		00/0	00/0	04/0	04/0	00/0	00/0	00/0	00/0	04/3	04/3	04/9	04/9
		00/3	00/9	01/3	01/9	02/3	02/9	03/3	03/9	before partial	after partial direct	before partial	after partial direct
Н										direct write-offs	write-offs	direct write-offs	write-offs
	Domestic loans	5,597.0	5,637.3	5,570.8	5,686.0	5,729.0	5,661.4	5,588.6	5,749.6	5,756.7	5,662.3	5,719.7	5,637.2
	In Chiba Prefecture	4,874.8	4,875.9	4,834.3	4,775.2	4,734.7	4,682.7	4,639.8	4,695.9	4,718.9	4,638.3	4,739.2	4,663.9
	Others	722.1	761.3	736.4	910.8	994.3	978.7	948.8	1,053.6	1,037.7	1,024.0	980.5	973.2



## **Expansion of Personal Deposits**

Domestic deposits continued to increase steadily thanks to the expansion of the personal customer base

(The number of pension payment accounts increased to 312K (as of Sep. 2004) from 294K (as of Sep. 2003) and the number of payroll receipt accounts increased to 794K (as of Sep. 2004) from 772K (as of Sep. 2003))



 $N \in XT$ ,  $N \in X$ 



## **Domestic Deposits**

(¥Billion)

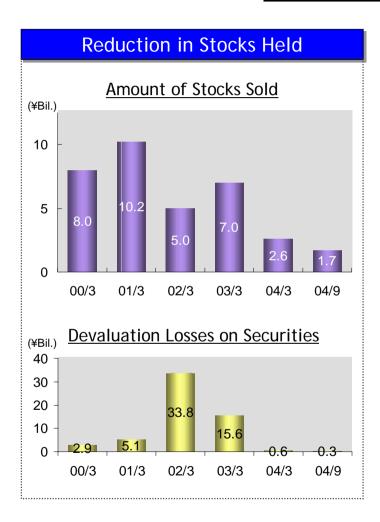
										( # Dillion)
	2000/3	2000/9	2001/3	2001/9	2002/3	2002/9	2003/3	2003/9	2004/3	2004/9
omestic deposits	6,492.1	6,554.7	6,619.5	6,788.0	7,099.6	7,036.4	7,056.2	7,130.8	7,177.0	7,260.2
Personal	4,779.6	4,855.4	4,994.1	5,155.3	5,291.1	5,324.7	5,395.3	5,480.9	5,511.3	5,576.2
Corporate	1,179.6	1,184.2	1,191.6	1,161.7	1,166.8	1,162.8	1,157.6	1,174.7	1,180.1	1,221.0
Non-profit organizations	79.5	148.3	57.3	152.5	107.6	138.9	87.5	152.7	107.0	155.4
Financial institutions	55.0	35.4	41.4	35.8	29.9	25.7	23.3	30.4	20.3	20.9
National & local government	355.3	319.8	309.3	271.5	468.7	371.9	366.7	282.9	345.8	274.5
Bank of Japan	42.9	11.2	25.7	10.9	35.3	12.1	25.4	8.9	12.3	12.0
Liquid deposits	2,845.0	2,793.4	3,023.7	3,095.9	3,932.9	3,987.5	4,093.8	4,211.4	4,311.2	4,389.4
Personal	1,843.2	1,914.2	2,031.6	2,157.6	2,526.3	2,655.1	2,787.1	2,884.1	2,957.0	3,032.4
Corporate	669.3	676.5	715.7	700.8	831.8	868.3	883.7	903.4	913.2	947.5
Non-profit organizations	32.9	60.3	23.6	75.6	86.2	118.3	67.8	132.5	87.6	132.1
Financial institutions	31.3	22.0	34.3	33.7	28.2	24.5	22.3	29.6	19.4	19.7
National & local government	225.2	109.0	192.7	117.0	424.9	308.8	307.1	252.7	321.4	245.4
Bank of Japan	42.9	11.2	25.7	10.9	35.3	12.1	25.4	8.9	12.3	12.0
Time deposits	3,602.6	3,709.7	3,553.4	3,654.8	3,118.0	2,997.5	2,917.2	2,859.7	2,795.4	2,790.1
Personal	2,918.3	2,920.6	2,943.1	2,971.2	2,720.8	2,623.1	2,570.1	2,547.3	2,493.0	2,471.3
Corporate	506.5	504.6	472.1	456.0	330.3	289.5	266.9	261.1	257.7	265.2
Non-profit organizations	46.6	88.0	33.7	76.3	21.4	20.5	19.6	20.1	19.3	23.2
Financial institutions	8.8	8.3	7.1	2.0	1.7	1.2	1.0	0.8	0.9	1.2
National & local government	122.2	187.9	97.1	149.0	43.6	63.0	59.4	30.1	24.3	29.0
Foreign-currency deposits	44.3	51.5	42.3	37.2	48.6	51.3	45.0	59.6	70.3	80.6
Personal	18.0	20.6	19.2	26.3	43.9	46.3	38.0	49.4	61.2	72.4
Corporate	3.6	3.0	3.6	4.9	4.5	4.9	6.9	10.1	9.0	8.1
Non-profit organizations	0.0	0.0	0.0	0.5	0.0	0.0	0.0	0.0	0.0	0.0
Financial institutions	14.9	5.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
National & local government	7.8	22.8	19.4	5.4	0.2	0.0	0.0	0.0	0.0	0.0

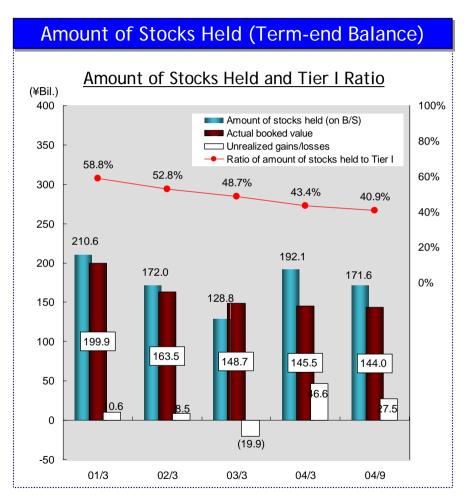
¥ Billion)

										( # Dillion)
	2000/3	2000/9	2001/3	2001/9	2002/3	2002/9	2003/3	2003/9	2004/3	2004/9
Domestic deposits	6,492.1	6,554.7	6,619.5	6,788.0	7,099.6	7,036.4	7,056.2	7,130.8	7,177.0	7,260.2
In Chiba Prefecture	6,245.7	6,320.1	6,384.8	6,567.4	6,876.2	6,827.4	6,840.8	6,911.8	6,973.1	7,056.3
Others	246.4	234.6	234.7	220.6	223.3	208.9	215.3	219.0	203.9	203.8



## Securities Portfolio







## **Financial Products**

(Investment Trusts, Foreign-Currency Deposits, Personal Annuities and Public Bonds)

(¥Billion)

Term-end of	00/3	00/9	01/3	01/9	02/3	02/9	03/3	03/9	04/3	04/9
Investment trusts	83.9	106.8	103.5	125.5	108.3	150.1	175.2	222.3	265.5	314.9
Bond funds	80.0	100.6	93.7	113.9	86.3	72.1	53.4	40.6	36.7	30.8
Stock funds	3.9	6.3	9.8	11.6	22.0	78.0	121.8	181.6	228.7	284.1
Personal Investors	68.6	95.0	94.1	112.8	102.3	144.3	169.3	216.6	259.4	307.7
Bond funds	65.5	89.6	84.9	101.7	80.7	67.4	49.2	37.0	33.4	27.8
Stock funds	3.1	5.3	9.1	11.0	21.6	76.9	120.0	179.5	226.0	279.9

(¥Billion)

Term-end of	00/3	00/9	01/3	01/9	02/3	02/9	03/3	03/9	04/3	04/9
Foreign-currency deposits	44.3	51.5	42.3	37.2	48.6	51.3	45.0	59.6	70.3	80.6
Non-financial customers	21.6	23.7	22.9	31.8	48.5	51.3	44.9	59.5	70.2	80.5
Personal	18.0	20.6	19.2	26.3	43.9	46.3	38.0	49.4	61.2	72.4
Corporate	3.6	3.0	3.6	4.9	4.5	4.9	6.9	10.1	9.0	8.1
Non-profit organizations	0.0	0.0	0.0	0.5	0.0	0.0	0.0	0.0	0.0	0.0
Financial institutions	14.9	5.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
National & local governments	7.8	22.8	19.4	5.4	0.2	0.0	0.0	0.0	0.0	0.0

(¥Billion)

Т	erm-end of	00/3	00/9	01/3	01/9	02/3	02/9	03/3	03/9	04/3	04/9
Ρ	ersonal annuities*	-	ı	ı	ı	•	ı	49.2	92.8	154.7	200.5
	Variable	-	-	-	-	-	-	6.2	11.4	22.8	46.2
	Fixed	-	-	-	-	-	-	42.9	81.3	131.9	154.3

<sup>\*</sup>Totals are from Oct. 2002.

Term-end of	00/3	00/9	01/3	01/9	02/3	02/9	03/3	03/9	04/3	04/9
Public bonds	47.0	57.1	89.2	99.8	160.7	214.6	195.1	181.8	167.7	170.1
Personal	45.3	55.3	86.4	96.9	151.2	171.7	148.9	147.0	138.5	139.9



# Loans Disclosed under Self-Assessment and the Financial Reconstruction Law (1) As of Sep. 30, 2004

Self-Assessment Results and Disclosed Claims under the Financial Reconstruction Law (As of Sep. 30, 2004)

(H3 OI 3	ep. 30, 2004)						
	Classification of obligors and amounts outstanding	Bankrupt		Potentially	Requiring 856		*Normal
ent	Classification by type	6.3	Bankrupt 29.9	Bankrupt 135.6	Substandard 175.9	Other 680.1	4,747.8
ms:							
Self-Assessment	I	0.7	3.4	15.8	15.3	186.0	4,747.8
Self-	II	5.4	22.2	57.8	160.6	494.1	
	III	0.1	4.2	61.9			
	IV	-	-				
* Including a	essets with no classification of	f debtors			_		_

<sup>\*</sup> Including assets with no classification of debtors.

Classification of obligors and amounts outstanding 311.5	Bankrupt and Substantially Bankrupt 36.2	Doubtful Claims 135.6	Substandard	
Coverage by collateral and guarantees 168.5	31.8	73.7	63.0	
Reserves 71.7	4.3	40.5	26.8	
Coverage ratio 77.1%	100.0%	84.2%	64.3%	

Normal

5.464.3

Total

5,775.8

4.969.2

740.3

66.3

Total

5.775.8



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

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

(¥Billion)

										` '
	00/3	00/9	01/3	01/9	02/3	02/9	03/3	03/9	04/3	04/9
Assets Requiring Caution or worse	1,596.7	1,524.5	1,403.1	1,311.0	1,237.9	1,159.0	1,197.7	1,255.1	1,104.9	1,028.0
Assets Requiring Caution	1,277.7	1,185.9	1,071.2	994.0	907.3	848.3	869.3	946.8	893.9	856.1
Potentially Bankrupt Assets	172.6	163.3	148.3	134.2	152.9	134.6	177.0	175.9	171.5	135.6
Bankrupt and Effectively Bankrupt Assets	146.3	175.2	183.6	182.6	177.7	176.0	151.3	132.3	39.4	36.2
Normal Assets*	4,206.4	4,341.9	4,396.0	4,586.7	4,695.9	4,685.8	4,564.0	4,657.5	4,695.9	4,747.8
Total	5,803.1	5,866.4	5,799.2	5,897.7	5,933.9	5,844.8	5,761.7	5,912.7	5,800.8	5,775.8

<sup>\*</sup>Including loans with no debtor classification.

#### Disclosed Claims under the Financial Reconstruction Law (Non-consolidated)

	00/3	00/9	01/3	01/9	02/3	02/9	03/3	03/9	04/3	04/9
Disclosed Claims under the Financial Reconstruction Law	347.2	464.1	452.6	438.4	556.4	529.4	528.6	477.1	361.4	311.5
Bankrupt and Substantially Bankrupt Claims	146.3	175.2	183.6	182.6	177.7	176.0	151.3	132.3	39.4	36.2
Doubtful Claims	172.6	163.3	148.3	134.2	152.9	134.6	177.0	175.9	171.5	135.6
Substandard Claims	28.2	125.6	120.7	121.4	225.8	218.7	200.2	168.7	150.3	139.6
Normal Claims	5,455.9	5,402.2	5,346.5	5,459.3	5,377.4	5,315.4	5,233.1	5,435.6	5,439.4	5,464.3
Total	5,803.1	5,866.4	5,799.2	5,897.7	5,933.9	5,844.8	5,761.7	5,912.7	5,800.8	5,775.8
Proportion to total claims (before partial direct write-offs)	5.98%	7.91%	7.80%	7.43%	9.37%	9.05%	9.17%	8.06%	7.73%	6.73%
Proportion to total claims (after partial direct write-offs)	4.89%	6.39%	6.10%	5.66%	7.72%	7.25%	7.62%	6.66%	6.23%	5.39%

<sup>\*</sup>From as of Mar. 2004, disclosed claims are after partial direct write-offs.



## Loans, Borrowers Classified by Industry

Domestic Operations			(¥Billion)
	03/9	04/9	Composition
Manufacturing	460.8	439.2	7.8%
Agriculture, Forestry, Fishery and Mining	24.1	22.5	0.4%
Construction	289.4(	289.6	5.1%
Electricity, Gas, Heat Supply and Water	7.0	6.5	0.1%
Information and Communications	25.6	27.0	0.5%
Transport	127.9	179.7	3.2%
Wholesale and Retail Trade	587.0	574.8	10.2%
Finance and Insurance	183.8	202.7	3.6%
Real Estate	1,143.7(	1,084.0	) 19.2%
Various Services	519.5	498.5	8.8%
Government and Local Public Sector	473.5	324.5	5.8%
Others (Mainly Consumer Loans)	1,906.7	1,987.6	35.3%
Total	5,749.6	5,637.2	100.0%

#### Details of Loans to the Construction Industry

1	v	Ril	lion
(	¥	DII	non

	03/9	04/9	composition
Major companies	50.3	55.5	19.2%
Mid-sized companies	1.3	1.7	0.6%
Small & medium-sized companies	237.7	232.2	80.2%
Total	289.4	289.6	100.0%

#### Details of Loans to the Real Estate Industry

(¥Billion)

	•		( + =
	03/9	04/9	composition
Apartments and condominium rentals	559.2	570.8	52.6%
Public corporations	212.7	163.8	15.1%
Offices and commercial rentals	173.8	156.9	14.5%
Home construction and development	92.7	90.7	8.4%
Real estate agency, rental and management	105.1	101.6	9.4%
Total	1,143.7	1,084.0	100.0%

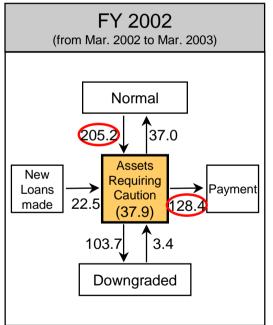
Notes:

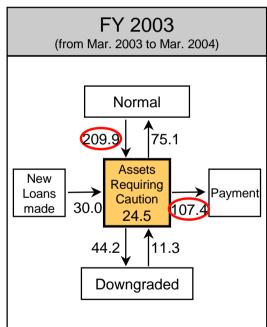
Others' includes consumer loans and overdrafts. As for Sep. 2004, figures are after partial direct write-offs.

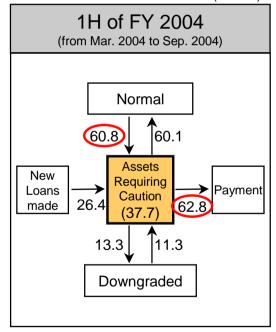


## <u>Disclosed Claims under</u> the Financial Reconstruction Law

Analysis of yearly net change of Assets Requiring Caution
(including Substandard loans)





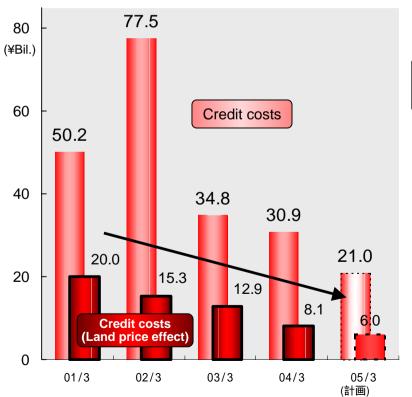


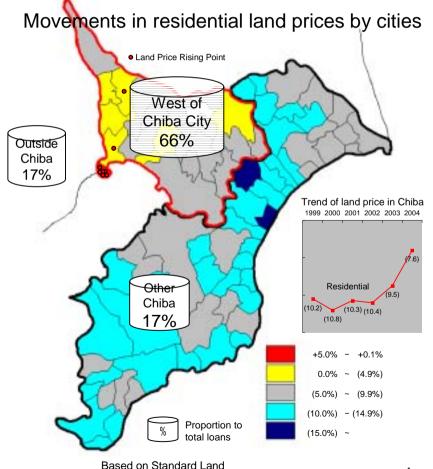


### **Effect of Land Price Decline**

Effect of land price decline in Credit Costs has lessened as rate of land price decline improves

Effect of land price decline in Credit Costs





Price (As of Jul. 1, 2004)



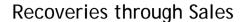
## NPLs Removed from the Balance Sheet

#### <Doubtful Claims or worse>

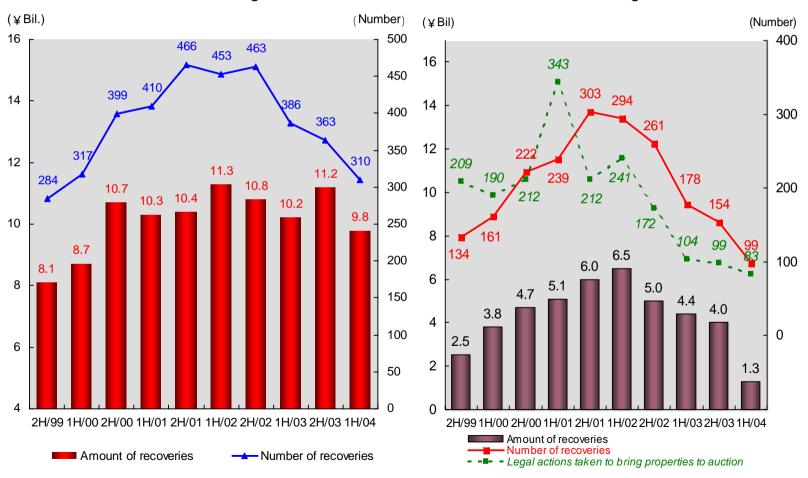
	2H/01	1H/02	2H/02	1H/03	2H/03	1H/04
Balance at the beginning of the period		330.6	310.6	328.3	308.3	211.0
Decrease		72.9	62.5	53.2	138.5	58.6
Disposal by borrowers' liquidation	4.1	0.0	0.6	11.5	1.2	0.0
Disposal by reconstruction	22.1	0.3	2.3	0.0	2.2	5.0
Loan sales to secondary market	11.2	16.0	20.2	10.2	9.3	0.1
Write-offs	0.0	0.4	5.0	0.0	90.2	17.0
Collection/repayment	23.2	36.5	29.6	27.0	24.8	24.7
Improvement in debtors' performance	12.6	19.4	4.7	4.3	10.4	11.6
Increase (newly occurred)	87.1	52.9	80.3	33.2	41.2	19.4
Bankrupt and Substantially Bankrupt Claims	22.0	17.7	11.8	8.9	8.2	4.9
Doubtful Claims	65.0	35.1	68.4	24.2	32.9	14.4
Balance at the end of the period	330.6	310.6	328.3	308.3	211.0	171.8



## **Disposal of Collateral**



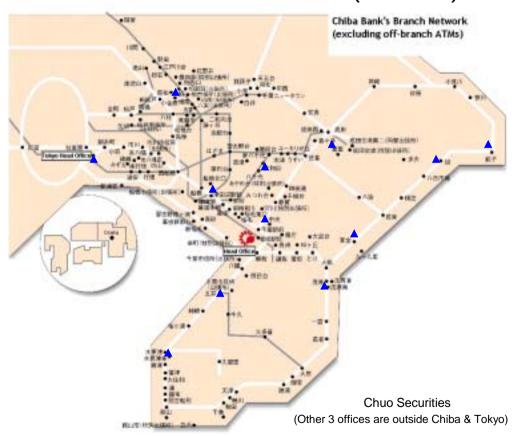
## (Included in the left-hand chart) Recoveries through Auctions





## **Branch Network**

#### Chiba Bank's Branch Network (Domestic)



#### Number of Offices in Chiba Pref. (As of Sep. 30, 2004)

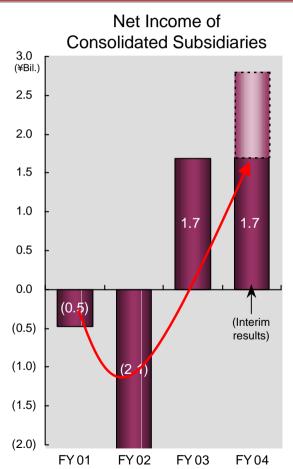
Name of bank	No. of branches	Increase/decrease compared with 2002/9	
Chiba Bank	148	(5)	
Chiba Kogyo Bank	70	0	
Keiyo Bank	114	(1)	
MTFG	17	(3)	
UFJ Holdings	9	(3)	
Mizuho Holdings	36	(1)	
SMFG	20	(7)	
Resona Holdings	12	(3)	

<sup>\*</sup>Including 2 virtual branches



## **Providing Integrated Financial Services**

## Make continuous expansion in consolidated net income by materializing 'One-stop Financial Services'



#### Principal Consolidated Subsidiaries and their Characteristics

Business	Company	Characteristics
Securities	Chuo	11 Branches in Chiba Pref.
	Securities	High market share of stock transactions in Chiba
		Pref.
	_	Holds 45,000 active accounts.
Credit Card	Chibagin	The largest JCB Franchisee among franchisees
	JCB Card	owned by regional banks.
		Card holders: approx. 280,000
		Associated outlets: approx. 14,000
	Chibagin	Card holders: approx: 180,000
	DC Card	Associated outlets: 26,000
Leasing	Chibagin	The largest leasing company in Chiba Pref. with
	Leasing	year-end contract amount balance of ¥51.0
		billion. Reinforce leasing business to enlarge
		profit.
System	Chibagin	Aggressively seeking customers outside the
Development	Computer	Group such as local governments and local
	Service	companies, which has brought the ratio of
		customers excluding Chiba Bank to 85%.



## Composition of Stockholders

Number of Units (1 unit = 1000 shares)

	Mar. 2003		Mar. 2004		Sep. 2004	
		Proportion		Proportion		Proportion
National and local government	24	0.00%	16	0.00%	16	0.00%
Financial institutions	480,778	57.32%	456,147	54.38%	441,341	52.61%
Trust banks	183,893	21.92%	204,934	24.43%	201,084	23.97%
Securities companies	14,234	1.70%	8,819	1.05%	8,963	1.07%
Other companies	149,173	17.79%	141,645	16.89%	139,486	16.63%
Foreign investors	72,182	8.61%	113,317	13.51%	134,081	15.98%
Individuals and others*	122,306	14.58%	118,886	14.17%	115,036	13.71%
Total	838,697	100.00%	838,830	100.00%	838,923	100.00%

<sup>\*&#</sup>x27;Individuals and others' includes treasury stocks and stocks at Japan Securities Depository Center, Inc.

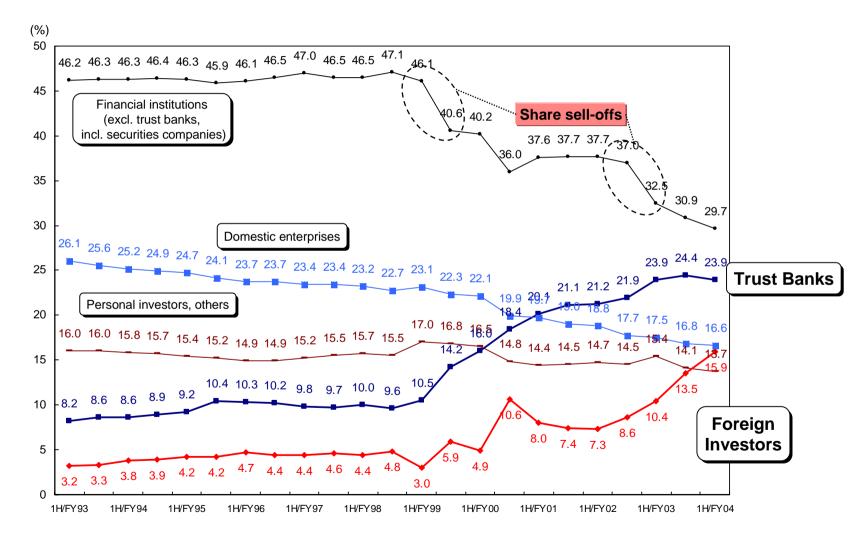
#### **Principal Stockholders**

#### Number of shares (in thousands)

Mar. 2003		Mar. 2004		Sep. 2004		
	Share-		Share-	·	Share-	
	holdings		holdings		holdings	
The Master Trust Bank of Japan (Trust Account)	39,166	Japan Trustee Services Bank (Trust Account)	71,813	Japan Trustee Services Bank (Trust Account)	63,374	
The Bank of Tokyo Mitsubishi	38,893	The Master Trust Bank of Japan (Trust Account)	51,536	The Master Trust Bank of Japan (Trust Account)	55,588	
UFJ Bank	38,893	The Bank of Tokyo Mitsubishi	38,893	The Bank of Tokyo Mitsubishi	38,893	
Japan Trustee Services Bank (Trust Account)	37,847	Nippon Life Insurance Company	29,691	Nippon Life Insurance Company	29,177	
Nippon Life Insurance Company	29,691	NIPPONKOA Insurance Company	28,905	NIPPONKOA Insurance Company	28,905	
NIPPONKOA Insurance Company	28,905	The Dai-ichi Mutual Life Insurance Company	25,678	The Dai-ichi Mutual Life Insurance Company	25,678	
The Dai-ichi Mutual Life Insurance Company	25,678	Meiji Yasuda Life Insurance Company	18,498	Meiji Yasuda Life Insurance Company	15,579	
Sumitomo Life Insurance Company	21,294	Chiba Bank Employees' Shareholding Association	15,767	Chiba Bank Employees' Shareholding Association	14,346	
Meiji Life Insurance Company	19,079	Sumitomo Life Insurance Company	14,533	Sumitomo Life Insurance Company	13,842	
UFJ Trust Bank Limited (Trust Account A)	18,780	UFJ Bank	12,893	UFJ Bank	12,893	



## Changes in Composition of Stockholders





## Recent News

- 2004 Nov. 22 Announced Interim Financial Results for FY 2004
  - Oct. 25 Established Narita International Airport Branch
  - Oct. 12 Extended business hours of ATMs
  - Oct. 12 Started "Chibagin Eco-car loan" and "Chibagin welfare vehicle loan"
  - Oct. 6 Announced Revision of interim earnings projections for fiscal year 2004, ended Sep. 30, 2004
  - Oct. 5 Established "Chibagin Consulting Plaza", specialized branch for personal customer consulting business
  - Oct. 4 Arranged 2nd Chiba CLO (Scheduled to be issued in late Feb. 2005)
  - Oct. 1 Established additional Regional Corporate Banking Dept. in Ichikawa area
  - Sep. 28 Agree on outsourcing system operations with IBM Japan
  - Sep. 13 Chiba Bank and Development Bank of Japan made syndicated loans secured by stock options, the very first in the metropolitan area
  - Sep. 10 Chiba Bank and Development Bank of Japan made PFI project finance for Chiba Omiya School Lunch Center (tentative name)
  - Aug. 6 Disclosed 1st Quarter Results for FY 2004
  - Jul. 1 Chibagin Cash Business Co., Ltd. was merged with Chibagin Business Service Co., Ltd.
  - Jun. 30 Closed Singapore Representative Office
  - May 21 Announced Financial Results for FY 2003
  - May 18 Started installation of machines to issue cash cards
  - Mar. 26 Resolution passed to dissolve Chibagin General Management Co. Ltd.
  - Mar. 1 17 Sold ¥4.5 billion of "Chiba CLO Fund (Nanohana)"
    - Feb. 23 Contracted "Memorandum on Business Cooperation" with Japan Finance Corporation for Small Business Contracted "Business Cooperation Agreements" with Development Bank of Japan
    - Feb. 19 Agreed on establishing "Revival Scheme for Regional Companies" activating SME Revival Fund
    - Feb. 5 Disclosed 3rd Quarter Results for FY 2003
    - Jan. 19 Started 'Chibagin Tax & Charges Payment service "Pay-easy""
- 2003 Dec. 26 Started exchanging Chinese Yuan
  - Nov. 21 Announced Interim Financial Results for FY 2003
  - Oct. 30 Issued ¥10 bil. of Callable Subordinated Bonds (Series 1)
  - Oct. 1 Established Regional Corporate Banking Dept., Corporate Strategy Support Team (within Credit Div. ) Also established Chiba Chuo Loan Plaza, Loan Centers in Matsudo, Tsudanuma, Urayasu and Ichihara.



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