



Best Bank 2020

3 years of value creation

Financial Results for FY2015

May 23, 2016 THE CHIBA BANK,LTD.

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Summary of Financial Results



Summary of Financial Results

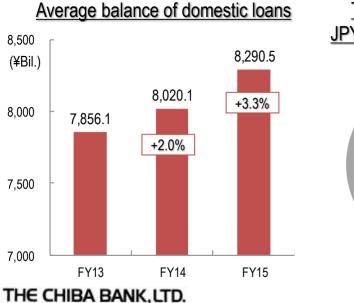
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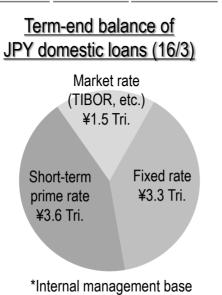
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Consolidated	FY14	FY15		From				Net in	icome a	attributa	ble to e	quities of	parent	
(¥E	311.)		Change	projection			60	Grov	wth for	seven s	uccessi	ve fiscal	years	
Ordinary profit	84.2	2 85.5	1.3	1.0		_	60	exclu	uding ¥7	.0 Bil. of	negative	goodwill in	FY14	
Net income attributable to equities of paren		CONTRACTOR STOCK		1.4			(¥Bil.)	¥7	.0 Bil. of	negative	e goodwil	I. etc.	-	
Non-consolidated	* Highest	profit exclu	ding the neg	ative good						lioguard	9000			
(¥E	Bil.) FY14	FY15	Change	From projection		hest ofit	50	-						
Gross business profits	151.	7 150.0	△ 1.7	△ 1.9										
Net interest income	126.) 125.4	△ 0.5	△ 1.2	p.4		40	_					50.0	55.4
Net fees and commissions income	19.2	2 19.0	∆ 0.1	△ 0.5	p.7		10				44.1	46.4	50.0	
Trading income	2.	6 3.2	0.6	0.7				37.5	40.6	40.7				
Profit from other business transactions	3.	3 2.2	△ 1.5	△ 0.9			30		1					
Gains (losses) related to bonds	2.	2.2	0.1	0.7				FY09	FY10	FY11	FY12	FY13	FY14	FY15
Expenses (-)	82.	6 82.0	△ 0.5	0.0	p.8									
Real net business income	69.	1 67.9	∆ 1.1	△ 2.0					<u>N</u>	let inter	est inco	me		
Core net business income	67.) 65.7	△ 1.3	△ 2.7			140	Г			ł	From projec	tion /	1.2
Net transfer to general allowance for loan losses (-)			-	-	p.9		(¥Bil.)				1	<breakdov< td=""><td></td><td>1.2</td></breakdov<>		1. 2
Net business income	69.	1 67.9	∆ 1.1	△ 2.0			135	-			1	Domestic Loans /	Deposits	+0.0
Non-recurrent income and losses	5.) 11.7	6.6	4.7				134.5			1	Securitie	es ∠	1.1 +0.0
Disposal of non-performing loans (-)	∆ 0.3	3 △ 2.3	∆ 1.9	△ 2.3	p.9		130	_			!			+0.0 •
Gains (losses) related to stocks, etc.	1.:	2 2.7	1.5	0.0					13	80.1				
Ordinary profit	74.	1 79.6	5.4	2.6			125				126.6			
Extraordinary income (loss)	Δ 1.	1 △ 0.6	0.5	0.4			125				126.6	126.	0	125.4
Netincome	45.8	3 52.5	6.7	2.5			120							
Net credit cost	△ 0.	3 △ 2.3	∆ 1.9	△ 2.3	p.9		120	FY11	F	(12	FY13	FY1	4	FY15
The Chiba Bank, LTD.												Best Bank 202	0 + 3 years of	value creation

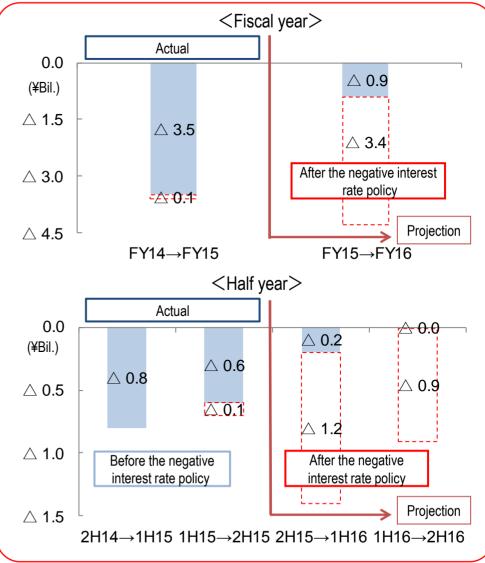
Steady increase in loans, however net interest income slightly decreased due to the negative interest policy

			(¥Bil.)	FY14	Change from FY13	FY15	Change from FY14
Ne	t int	eres	stincome	126.0	∆ 0.6	125.4	△ 0.5
	Do	me	stic	120.0	△ 2.0	119.4	△ 0.5
		Loa	ans and deposits	105.0	∆ 4.5	101.5	∆ 3.5
			Loans	108.8	∆ 4.8	105.1	∆ 3.7
			Deposits	3.8	∆ 0.2	3.5	△ 0.2
		Se	curities	15.7	2.0	18.4	2.7
			Bonds	6.5	∆ 0.9	5.5	∆ 0.9
			Stocks	5.2	0.9	6.4	1.2
			Investment trusts	3.9	2.0	6.3	2.4
	Inte	erna	tional	5.9	1.4	5.9	0.0





Changes in interest income (due to the negative interest rate policy)



*Internal management base

3,786.6

+5.6%

16/3

3,140.5

+4.1%

16/3

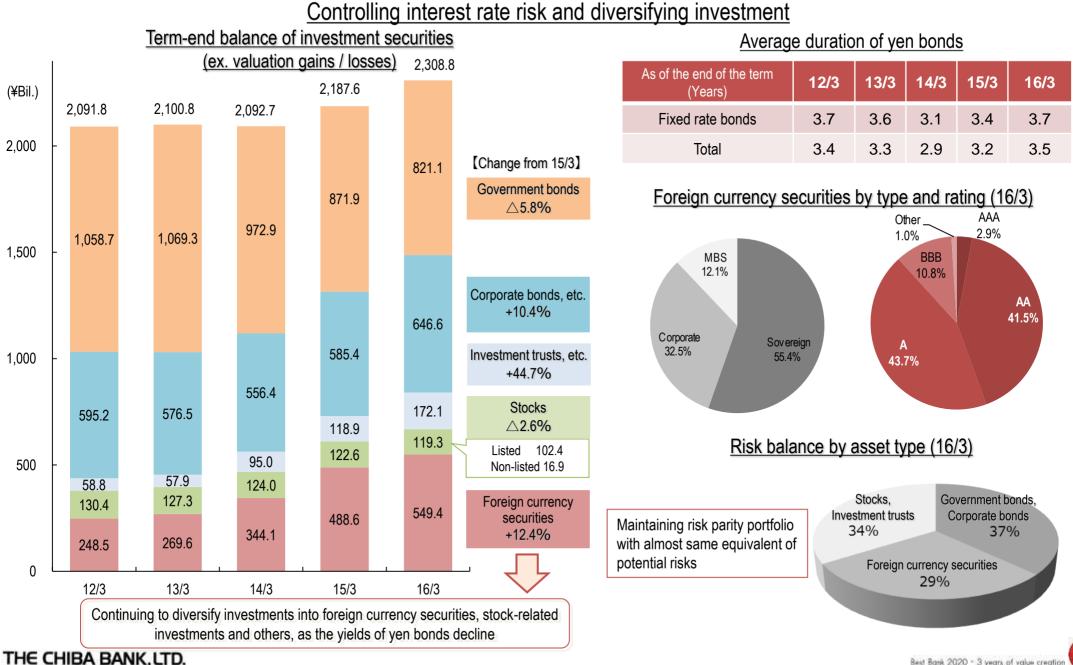
107.8

+20.3%

16/3

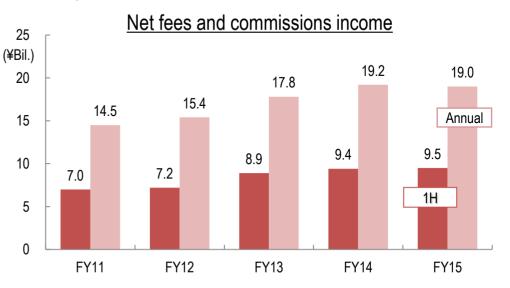
Steady growth of SME loans within and outside Chiba prefecture, large increase in unsecured consumer loans

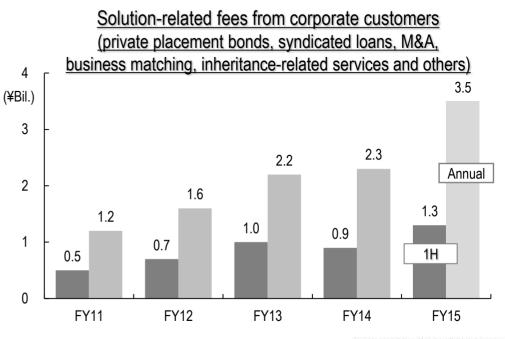
								>		SME loans	
	(¥Bil.)	FY14	FY15	Change	%		4,000	Γ			
Depos	sits	10,733.3	11,140.2	406.8	3.7%		(¥Bil.)				3,583.9
Dome	stic Deposits	10,407.1	10,689.0	281.9	2.7%		3,500			0 000 0	5,505.5
Pe	ersonal Deposits	7,919.8	8,071.9	152.1	1.9%		3,300	3,226.6	3,289.9	3,383.8	+5.9%
	(¥Bil.)	FY14	FY15	Change	%		3,000		+1.9%	+2.8%	
Loans	;	8,461.1	8,797.4	336.2	3.9%			12/3	13/3	14/3	15/3
Dome	stic loans	8,299.3	8,628.8	329.4	3.9%		3,300	►	ŀ	lousing loar	<u>15</u>
ex	.Public sector	8,055.1	8,399.2	344.1	4.2%		(¥Bil.)				
	Corporate loans	4,931.9	5,135.8	203.8	4.1%						3,016.3
	Large corporates	1,348.0	1,349.2	1.1	0.0%		2,900	-	2,782.2	2,881.7	+4.6%
	SMEs	3,583.9	3,786.6	202.6	5.6%			2,658.6		+3.5%	
	Consumer loans	3,123.1	3,263.4	140.2	4.4%				+4.6%		
	Housing loans	3,016.3	3,140.5	124.1	4.1%		2,500				
	Unsecured consumer loans	89.5	107.8	18.3	20.3%			12/3	13/3	14/3	15/3
Ρι	iblic sector	244.2	229.5	△ 14.7	△ 6.0%	•	120	► Γ	Unsecu	red consum	er Ioans
Dome	stic loans	8,299.3	8,628.8	329.4	3.9%		(¥Bil.)				
Br	anches in Chiba	6,067.8	6,280.8	213.0	3.5%		00				89.5
Br	anches outside Chiba	2,231.5	2,347.9	116.3	5.2%		90	Γ		77.0	
	Special Branches*	1,341.0	1,334.8	∆ 6.1	△ 0.4%			64.6	67.3		+16.3%
	Retail Branches	890.5	1,013.0	122.5	13.7%		60		+4.1%	+14.4%	
*Toky o	Head Office, Shinjuku Branch and Osaka Branch							12/3	13/3	14/3	15/3



Favorable net fees and commissions income, supported by increasing solution-related fees from corporate customers

	(¥Bil.)	FY14	FY15	Change
Net	fees and commissions income	19.2	19.0	∆ 0.1
	Fees and commissions income	38.1	39.0	0.9
	Fees and commissions payments	△ 18.9	△ 20.0	∆ 1.1
<	Main items>			
Inve	estment trusts and personal annuities	12.4	11.9	∆ 0.4
	Investment trusts	7.8	5.9	∆ 1.8
	Personal annuities	4.6	5.9	1.3
Ind	emnity-type insurance	0.8	1.0	0.2
Intr	oduction based agency business	0.4	0.4	∆ 0.0
Sol	ution-related fees from corporate customers	2.3	3.5	1.2
	Private placement bonds	0.2	0.4	0.2
	Syndicated loans	1.4	2.1	0.6
	Business Matching	0.3	0.5	0.2
Pay	ment and settlement transactions	11.7	11.8	0.0
Gu	arantee charges and group insurance costs	△ 12.0	△ 12.9	∆ 0.9
(Re	eference) Other non-recurrent income and los	S		
Div	idends from group credit life insurance	3.0	3.3	0.2





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Expenses

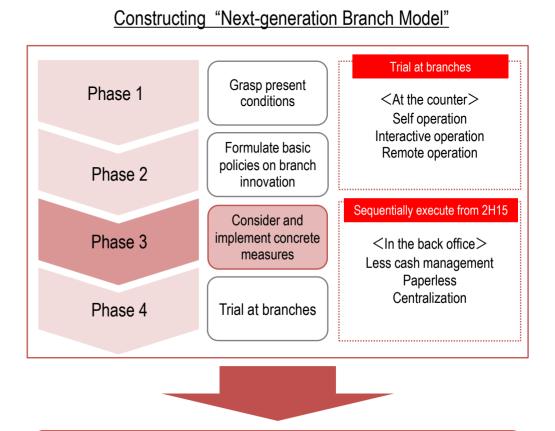
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Further improving job efficiency and controlling expenses

	(¥Bil.)	FY14	FY15	Change	FY16 (Projection)	Change
Ex	penses	82.6	82.0	∆ 0.5	83.5	1.4
	Personnel	41.6	41.7	0.1	42.1	0.3
	Non-personnel	36.3	34.9	∆ 1.3	35.4	0.4
	Tax	4.6	5.3	0.7	5.9	0.6

Main increase / decrease factors in expenses

(¥Bil.)		FY15		FY16 (Projection)
Personnel	+ 0.1	Salaries +0.2 Retirement benefit costs $ riangle 0.1$	+ 0.3	Increase in sales staff +0.1 Salaries +0.0
Non- personnel	∆ 1.3	Deposit insurance fee $\triangle 2.5$ Cooperation on Mainframe System +0.5 Depreciation of properties +0.2 Cooperation on bills and public payment operation +0.1 Investment for new measures +0.1	+ 0.4	Cooperation on Mainframe System +0.8 Deposit insurance +0.1 Deposit insurance △0.4
Tax	+ 0.7	Pro forma standard taxation +0.4 Consumption tax +0.2	+ 0.6	Pro forma standard taxation +0.8 Consumption tax $\triangle 0.2$



- Reduce administration costs in branches by radically reviewing jobs
- Enhance branch sales (developing sales workforce)
- Standardize know-how and procedures
- ⇒ Reducing volume of administration work at branches by 36% (relocating workforce of almost 500)

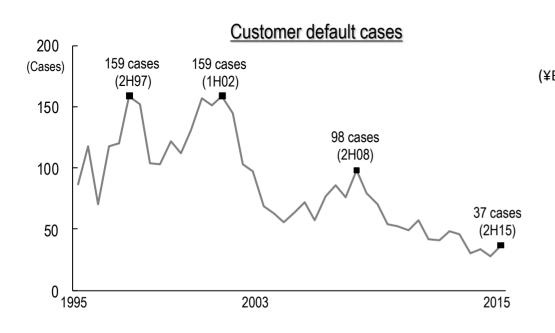
Net credit costs remain low for the time being

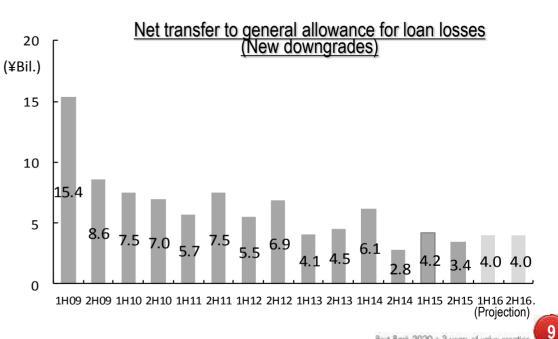
		FY14	FY15		FY16	
	(¥Bil.)	F114	FIIJ	Change	(Projection)	Change
et credit costs		△ 0.3	△ 2.3	∆ 1.9	1.0	3.3
Net transfer to general allowance for loan lo	sses	△ 1.4	△ 4.3	∆ 2.9	△ 2.1	2.2
Disposal of non-performing loans		1.0	2.0	0.9	3.1	1.1
Write-offs / allowances, etc.		4.8	4.6	∆ 0.1	5.3	0.6
New downgrades		9.0	7.7	∆ 1.2	8.0	0.2
Decreases in collateral value, etc.		0.8	0.4	∆ 0.3	0.6	0.1
Collections, etc.		△ 4.7	∆ 3.0	1.7	△ 3.3	∆ 0.2
Recoveries of written-off claims		∆ 3.8	△ 2.6	1.1	△ 2.2	0.4

(Note)

The total sum of transfer to allowance for loan losses is expressed as "Reversal of allowance for loan losses". in the case of a reversal.

However, it is indicated separately as Net transfer to general allowance for loan losses and Net transfer to specific allowance for loan losses in the left-hand table to enable comparison with previous figures.

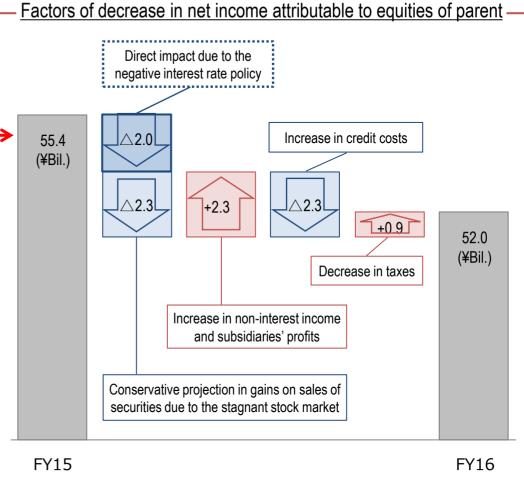




Earnings Projections for FY2016

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Gross business profits150.0150.00.0Net interest income125.4120.7 \land 4.7Net fees and commissions income19.021.52.4Trading income3.23.30.0Prof it f rom other business transactions2.24.52.2Gains (losses) related to bonds2.22.70.4Expenses (-)82.083.51.4Real net business income67.966.5 \land 1.4Core net business income65.763.8 \land 1.9Net transfer to general allowance for loan losses (-)Net business income67.966.5 \land 1.4Non-recurring income and losses11.73.0 \land 8.7Disposal of non-performing loans (-) \land 2.31.03.3Gains (losses) related to stocks, etc.2.71.0 \land 1.7Ordinary profit79.669.5 \land 10.1Extraordinary income (loss) \land 0.6 \land 1.0 \land 0.3Net income52.548.5 \land 4.0	55.4 (¥Bil.)
Net fees and commissions income19.021.52.4Trading income3.23.30.0Prof it f rom other business transactions2.24.52.2Gains (losses) related to bonds2.22.70.4Expenses (-)82.083.51.4Real net business income67.966.5 \triangle 1.4Core net business income65.763.8 \triangle 1.9Net transfer to general allowance for loan losses (-)Net business income67.966.5 \triangle 1.4Non-recurring income and losses11.73.0 \triangle 8.7Disposal of non-performing loans (-) \triangle 2.31.03.3Gains (losses) related to stocks, etc.2.71.0 \triangle 1.7Ordinary profit79.669.5 \triangle 10.1Extraordinary income (loss) \triangle 0.6 \triangle 1.0 \triangle 0.3Net income52.548.5 \triangle 4.0	
Trading income 3.2 3.3 0.0 Prof it f rom other business transactions 2.2 4.5 2.2 Gains (losses) related to bonds 2.2 2.7 0.4 Expenses (-) 82.0 83.5 1.4 Real net business income 67.9 66.5 Δ 1.4 Core net business income 65.7 63.8 Δ 1.9 Net transfer to general allowance for loan losses (-)Net business income 67.9 66.5 Δ 1.4 Non-recurring income and losses 11.7 3.0 Δ 8.7 Disposal of non-performing loans (-) Δ 2.3 1.0 3.3 Gains (losses) related to stocks, etc. 2.7 1.0 Δ 1.7 Ordinary profit79.6 69.5 Δ 10.1 Extraordinary income (loss) Δ Δ 6.5 Δ 4.0	
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Extraordinary income (loss) $\triangle 0.6$ $\triangle 1.0$ $\triangle 0.3$ Net income52.548.5 $\triangle 4.0$	
Net income 52.5 48.5 △ 4.0	
Net credit costs (-) △ 2.3 1.0 3.3	FY15
Consolidated (¥Bil.) FY15 FY16 (Projection) Change	
Ordinary profit 85.5 76.5 △ 9.0	
Difference from non-consolidated ordinary profit 5.8 7.0 1.1	omestic de
Net income attributable to equities of parent 55.4 52.0 $\land 3.4$	
Difference from non-consolidated net income 2.9 3.5 0.5	omestic loa



Domestic deposits and loans

	45/2	4612			
(¥Bil.)	15/3	16/3	Change	%	
Domestic deposits	10,407.1	10,689.0	281.9	2.7%	
Domestic loans	8,299.3	8,628.8	329.4	3.9%	

The 12th Medium Term Management Plan Best Bank 2020

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Items which were revised in November 2015	Previous Plan	Current Plan				Vision for year 2020			
'	Final FY		Final			IFY	(¥Bil.)		
	2014/3	2015/3	2016/3		2017/3		2020/3		
				Progress (Target for the term)	[Target]	Changes from 2014/3	[Reference]	Changes from 2017/3	
Balance of loans	8,083.0	8,461.1	8,797.4	77.9% (66.6%)	9,000.0	+917.0	10,000.0	+1,000.0	
Balance of loans for SMEs	3,383.8	3,583.9	3,786.6	96.7% (66.6%)	<u>3,600.0</u> 3,800.0	+416.2	<u>3,900.0</u> → 4,200.0	+400.0	
Number of new corporate loan customers	4,150	4,533	4,731	107.5% (100.0%)	4,400	+250	5,000	+600	
Balance of housing loans	2,881.7	3,016.3	3,140.5	81.3% (66.6%)	3,200.0	+318.3	3,600.0	+400.0	
Balance of unsecured consumer loans	77.0	89.5	107.8	58.2% (66.6%)	<u>120.0</u> → 130.0	+53.0	<u>150.0</u> → 170.0	+40.0	
Balance of deposits	10,121.8	10,733.3	11,140.2	115.9% (66.6%)	11,000.0	+878.2	12,000.0	+1,000.0	
Group total balance of financial products	1,966.2	2,096.8	2,013.0	10.8% (66.6%)	2,400.0	+433.8	3,000.0	+600.0	
Net income attributable to equities of parent	46.4	57.0	55.4	102.6% (100.0%)	<u>50.0</u> 57.0	+10.6	60.0 65.0	+8.0	
Net fees and commissions income	17.8	19.2	19.0	97.1% (100.0%)	<u>18.5</u> → 21.5	+3.7	<u>20.0</u> 30.0	+8.5	
Consolidated ROE (excluding gain on negative goodwill, etc.)	6.27%	7.07% (6.20%)	6.43%	-	In 6% range	±0%	Around 7%	+1%	
Consolidated Common Equity Tier 1 Capital Ratio	12.85%	13.17%	12.74%	-	In 13% range	-	In 13% range	-	

*Progress for 2016/3 is based on the revised Medium Term Management Plan announced in November 2015.

*Projection of Consolidated net income attributable to equities of parent for FY2015: ¥52.0 Bil.

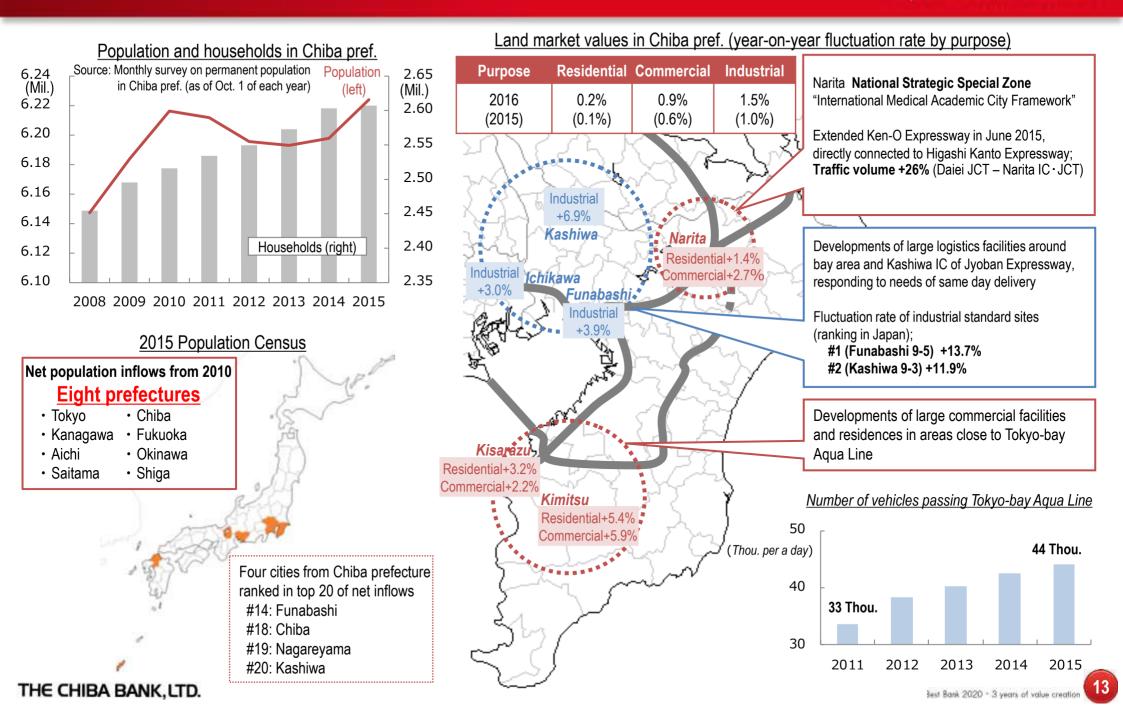
(Progress for Consolidated net income attributable to equities of parent, Net fees and commissions income, Number of new corporate loan customers are based on the plan for FY2015)

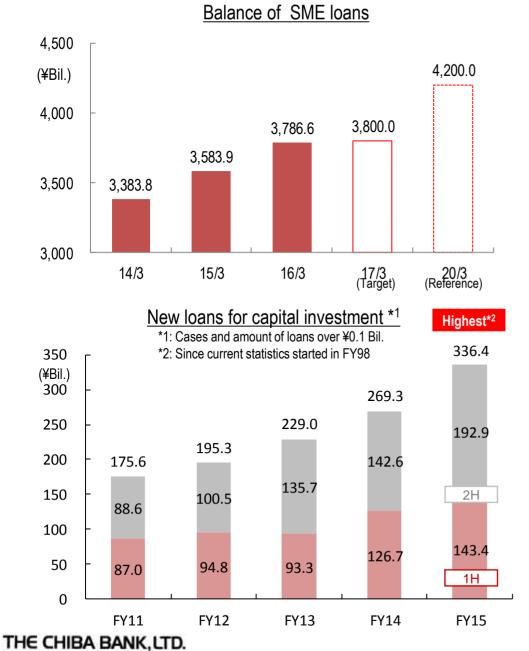
Business Strategies



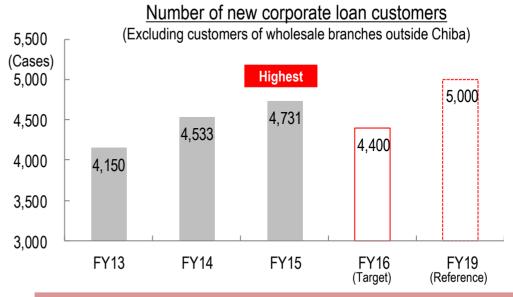
Population Movements

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Positive approach towards meeting the financial needs in all our operating areas



Main Bank Survey (by Teikoku Databank)

20.915

Number of companies recognizing the Chiba Bank as a main bank

#1 as a regional bank (for seven successive years from the first survey)

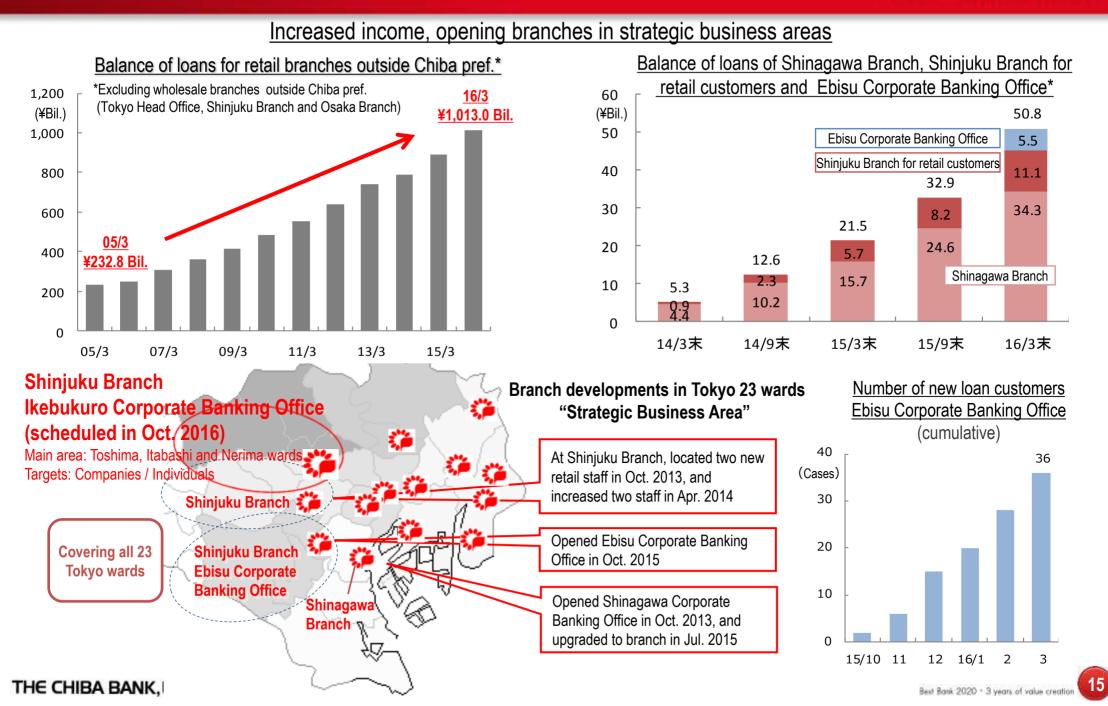
Wider Chiba regional vitalization fund

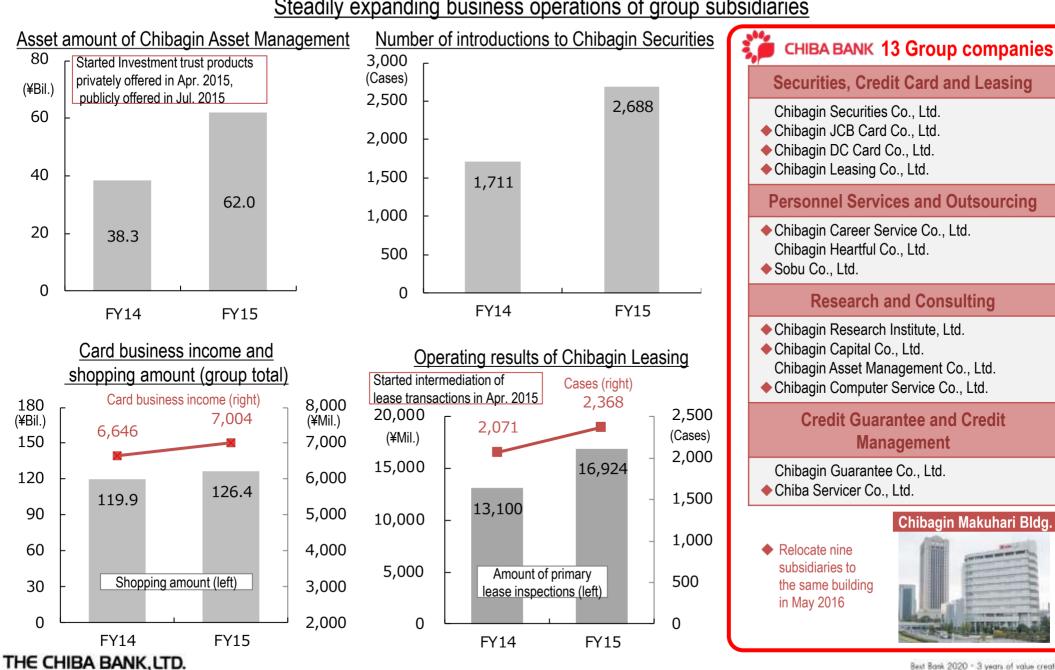
(FY15: one case)

Invested in an operation providing accommodation to be used for dance or music, and for foreign visitors

Chibagin regional revitalization loan program

(FY15: two cases) Loans for purchasing land and facilities for agriculture, and building facilities for work support for people with disabilities

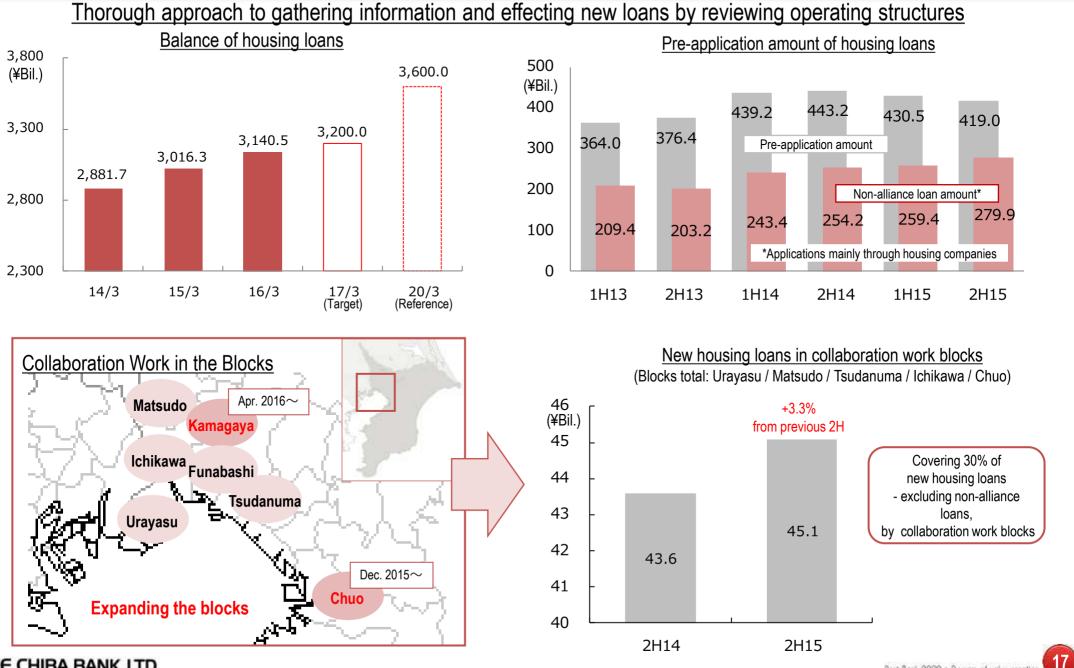




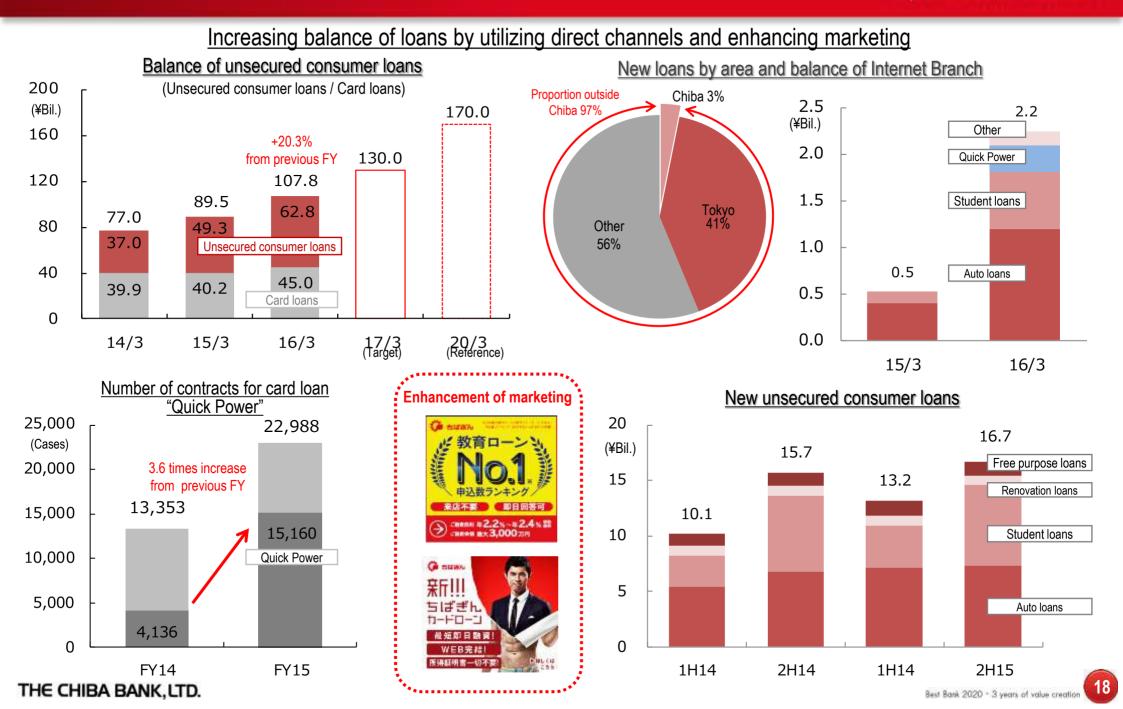
Steadily expanding business operations of group subsidiaries

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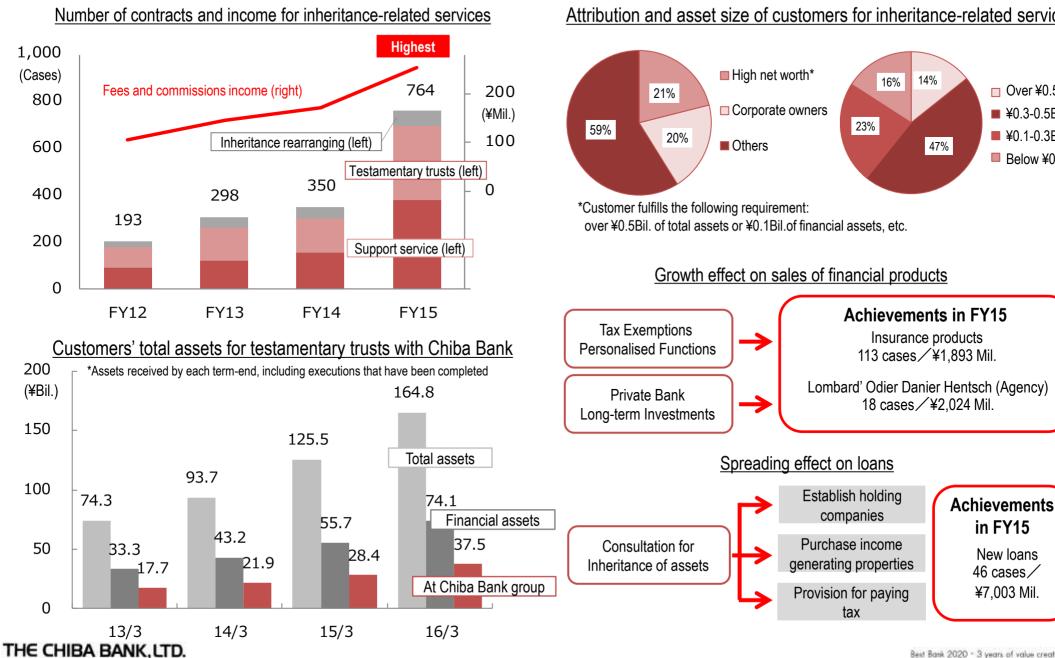


Over ¥0.5Bil.

¥0 3-0 5Bil

¥0 1-0 3Bi

Below ¥0 1Bil



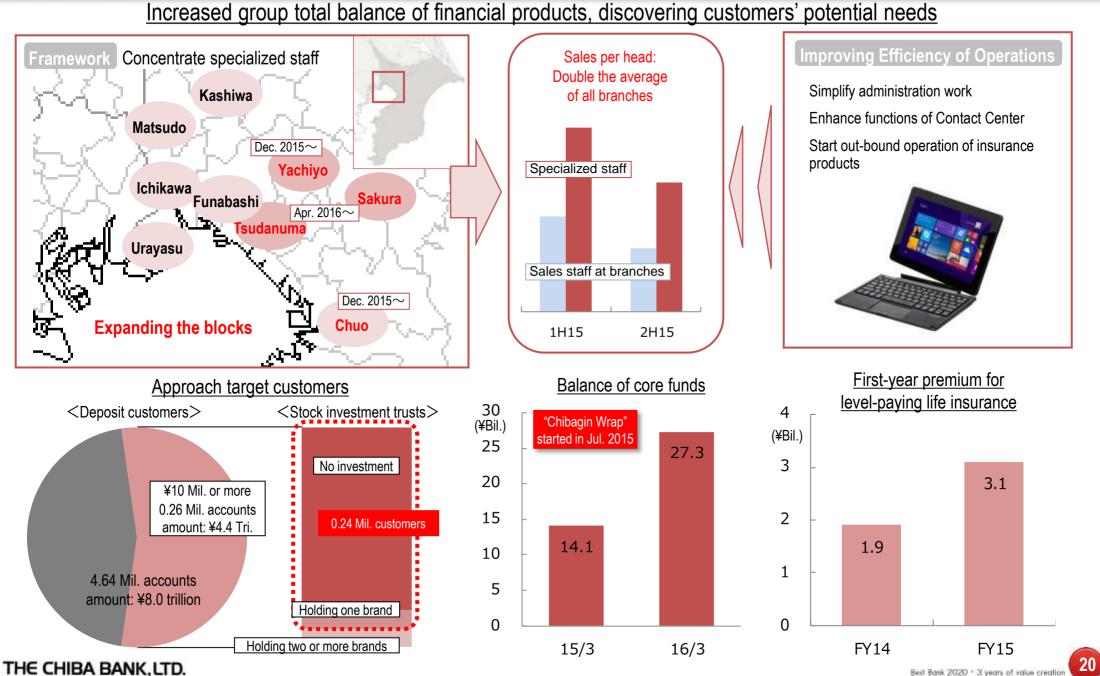
Attribution and asset size of customers for inheritance-related services

in FY15

New loans

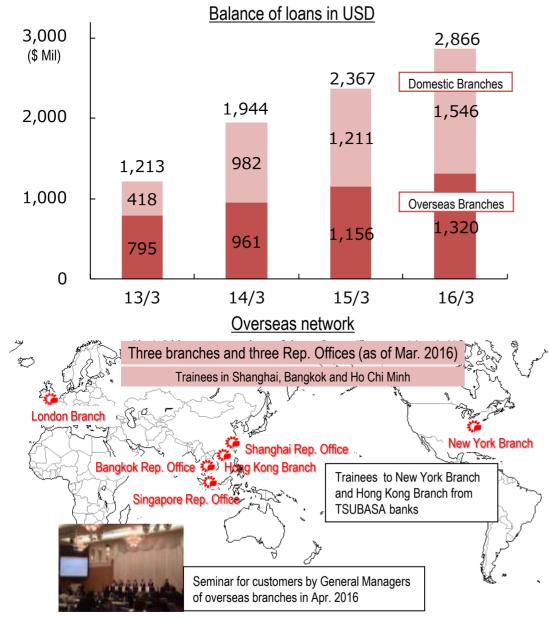
46 cases /

¥7,003 Mil.

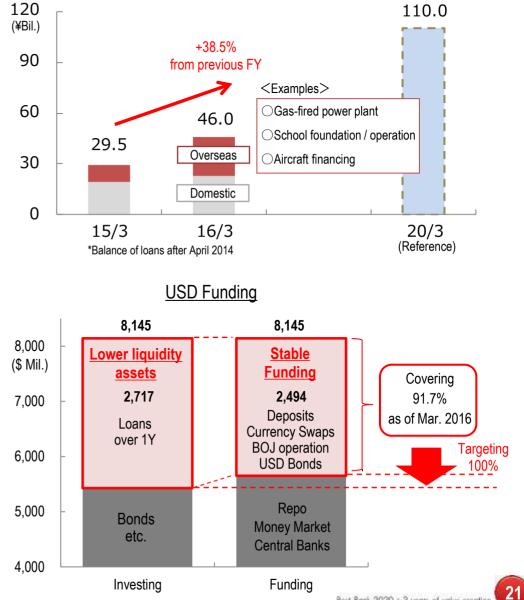


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With well-developed network, increased loans in foreign currencies, considering stable funding



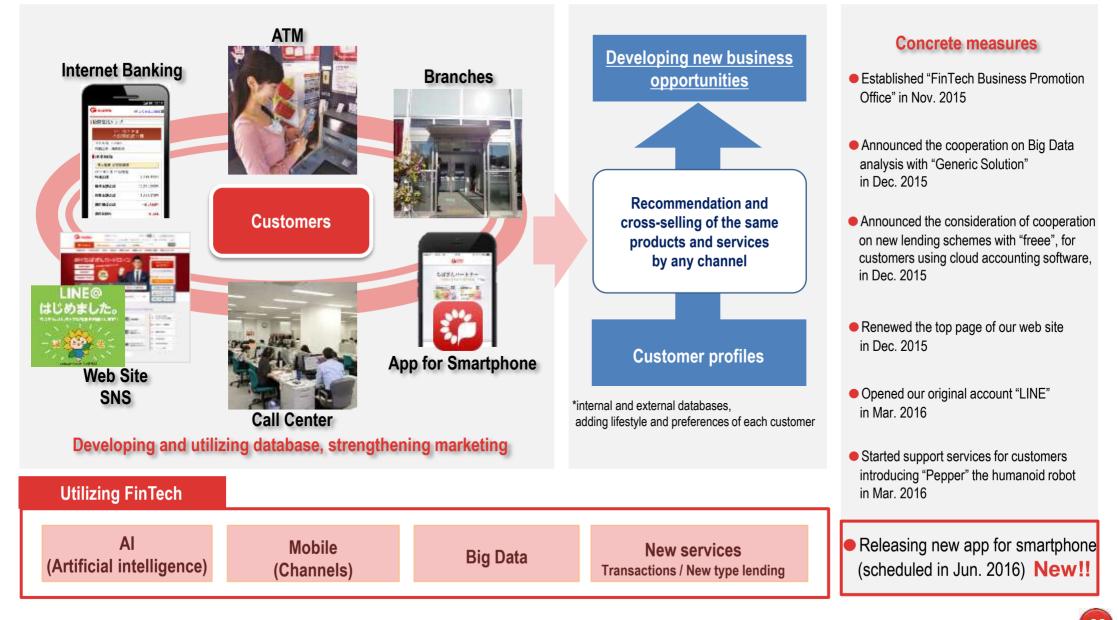
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Project Financing

FinTech

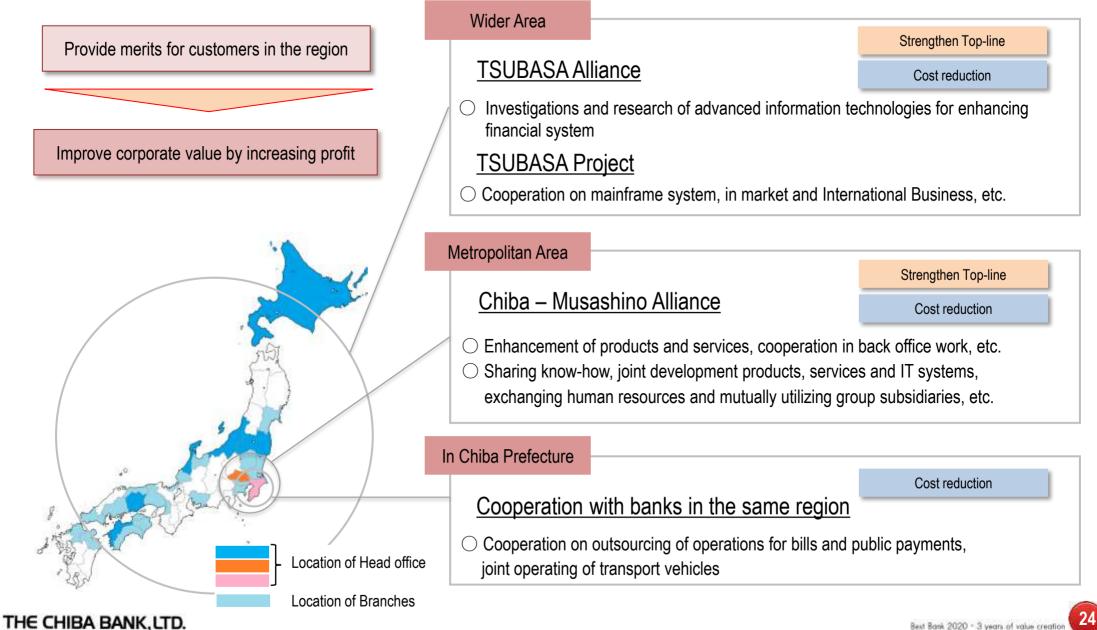
Promoting omni-channel, developing new business opportunities with customer profiles



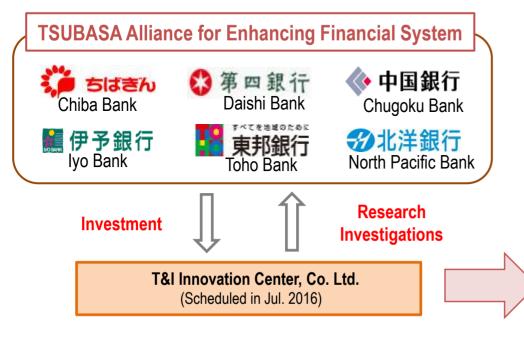
Alliance Strategies



Pursue merits for customers in the region and deliver improvement in corporate value

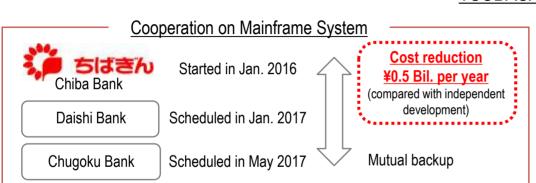


TSUBASA Alliance





System Development Partner (Providing specialized technologies)



TSUBASA Project

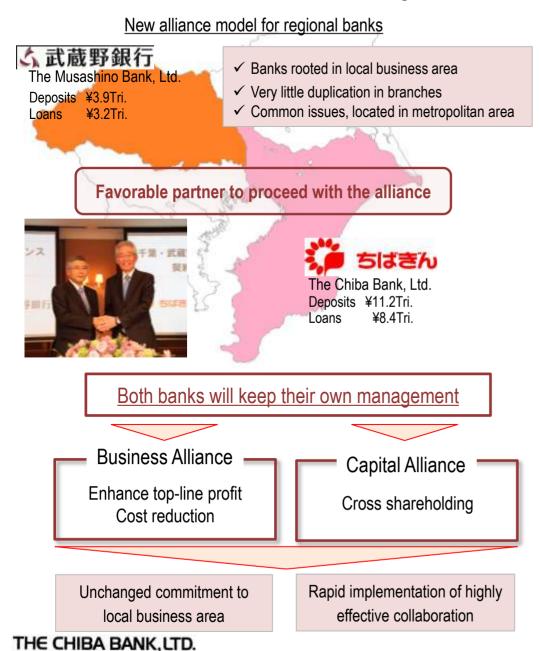
Cooperation on a syndicated loan

The first syndicated loan to a company which provides general services regarding real estate was set up in Apr. 2016, with Chiba Bank serving as arranger

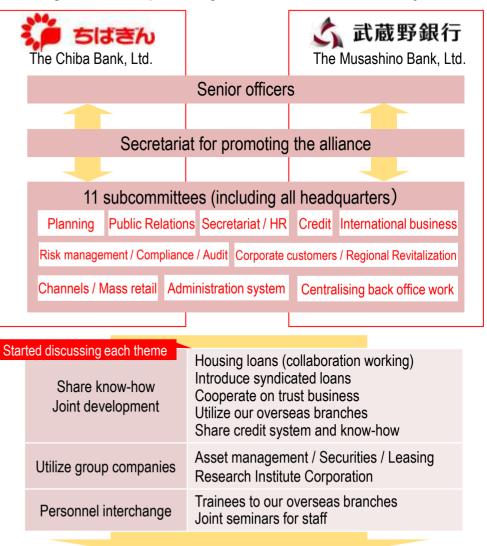
Enhancement in market and international business

Trainees to New York Branch and Hong Kong Branch from TSUBASA banks

Building a new alliance model for regional banks



Organization for promoting the alliance / Discussion subjects



Aiming at ¥10 Bil. in cumulative alliance benefits within five years

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Governance / Capital Policy



60

(%)

40

20

Change from 15/3

∕**¥**34 Bil. (\(\lambda\).2%)

. 105.3

16/3

voting rights

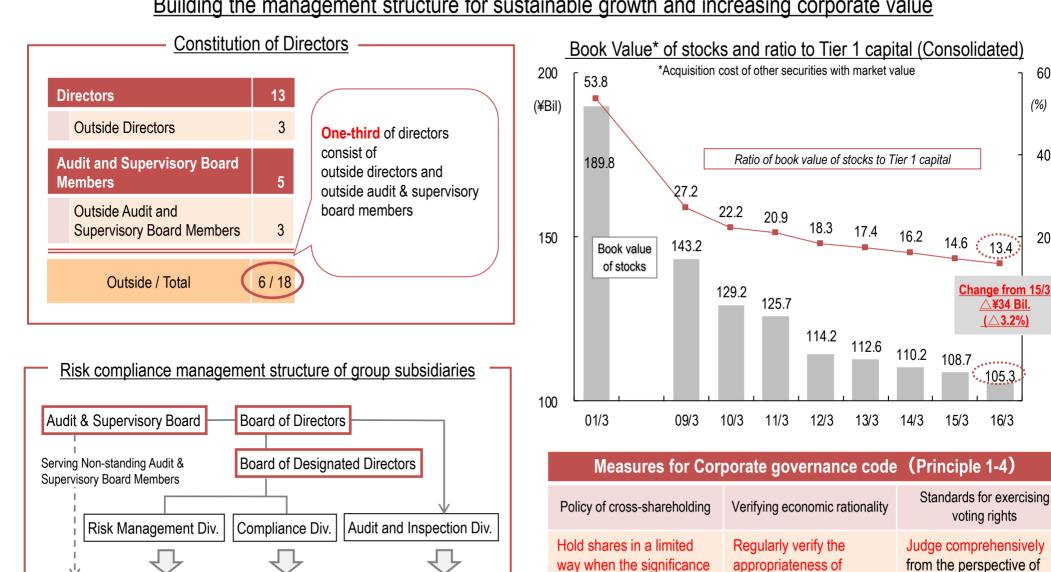
increasing corporate value

shareholding companies

both for us and the

holding shares, in the light

of the risk-return



Building the management structure for sustainable growth and increasing corporate value

of holding shares is

recognized

THE CHIBA BANK.LTD.

Group subsidiaries (13)

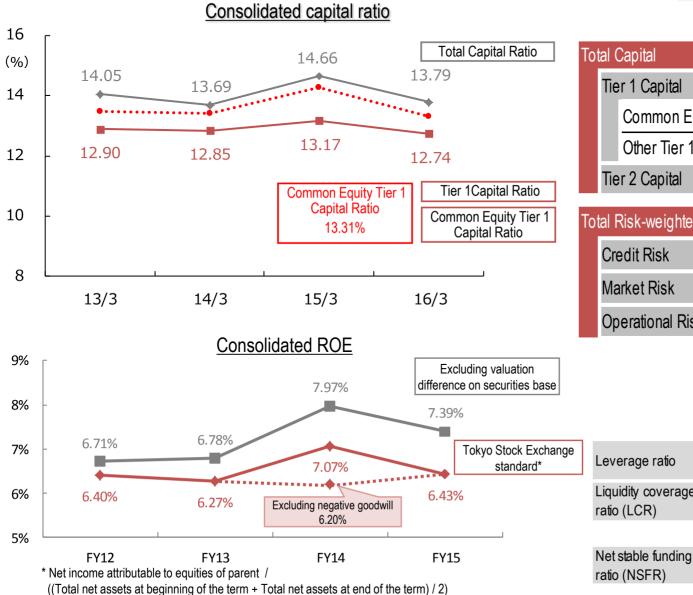
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Capital Base

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Maintain solid capital in terms of quality and quantity, complying with BIS regulations



Capital and risk-weighted assets (Consolidated)

	(¥Bil.)	15/3	16/3	Change		
Total Capital		824.1	852.4	28.3		
	Tier 1 Capital	740.0	787.7	47.6		
	Common Equity Tier 1 Capital	740.0	787.7	47.6		
	Other Tier 1 Capital	-	-	-		
	Tier 2 Capital	84.0	64.7	△ 19.3		
Total Risk-weighted Assets		5,618.1	6,181.8	563.6		
	Credit Risk	5,209.0	5,326.9	117.8		
	Market Risk	69.2	61.5	△ 7.7		
	Operational Risk	297.3	296.9	△ 0.3		
	Other BIS regulations					

	16/3	Reference			
	5.74%	Not less than 3% (Basel Committee guidance) Final standard from 2018			
ge	154.3%	Not less than 70% (phase-in applying) (Final standard from 2019: Not less than 100%)			
	15/9	Reference			

125%

	ratio (NSFR)	
et assets at end of the term) / 2)		

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Not less than 100%

from FY17

Capital policy

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Effective use of capital for our development, steady increase in dividend keeping a stable dividend policy

