# **Information Meeting The Year Ended March 2009**

June 11, 2009



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# I. Financial Results for FY2008

II. Management Strategy

# Financial Results for FY2008

# – 1. Summary of Profit and Loss



|    | 4  |        | FY2    | 008        |
|----|--|--------|--------|------------|
|    | (¥ billion)  | FY2007 |        | Y/Y change |
| 1  | Core gross business profit                                 | 66.2   | 66.3   | +0.1       |
| 2  | Interest income  | 64.7   | 63.0   | -1.7       |
| 3  | Fees and commissions                                       | 7.8    | 6.3    | -1.5       |
| 4  | Other operating income (*1)                                | (6.3)  | (3.0)  | +3.3       |
| 5  | Cost of derivative financial products                      | 6.7    | 3.3    | -3.3       |
| 6  | Expenses   | 46.9   | 50.2   | +3.2       |
| 7  | Personnel expenses   | 25.2   | 26.2   | +1.0       |
| 8  | Non-personnel expenses                                     | 19.6   | 21.5   | +1.8       |
| 9  | Taxes  | 1.9    | 2.4    | +0.4       |
| 10 | Core net business profit                                   | 19.3   | 16.1   | -3.1       |
| 11 | Gains/Losses on bonds (JGBs, etc.)                         | (17.7) | (13.0) | +4.6       |
| 12 | Net transfer to general provision for possible loan losses | -      | -      | -          |
| 13 | Net business profit  | 1.5    | 3.0    | +1.5       |
| 14 | Non-recurrent gains/losses                                 | (2.5)  | (30.6) | -28.0      |
| 15 | Gains/Losses on stocks                                     | 3.0    | (17.3) | -20.4      |
| 16 | Disposal of non-performing loans                           | 4.7    | 11.4   | +6.7       |
| 17 | Ordinary income  | (0.9)  | (27.5) | -26.5      |
| 18 | Extraordinary gains/losses                                 | 9.1    | 2.7    | -6.4       |
| 19 | Bad debt recovered   | 7.1    | 1.0    | -6.0       |
| 20 | Reversal of provision for possible loan loss               | 2.0    | 1.8    | -0.1       |
| 21 | Income before taxes  | 8.1    | (24.8) | -32.9      |
| 22 | Net income   | 5.0    | (22.3) | -27.3      |
| 23 | Credit cost (*2)   | (4.4)  | 8.4    | +12.9      |
| 24 | Capital adequacy ratio (%)                                 | 10.53  | 9.82   | -0.71      |

<sup>!\*1</sup> Except bonds (ex. Government Bonds) gains/losses

#### <No10 Core net business profit>

- ◆ Top-line profit fell ¥1.5 billion for various reasons including a decline in sales of investment trusts, but core gross business profit rose ¥0.1 billion year on year as a result of an increase in interest on loans.
- ◆ On the other hand, core net business profit shrank ¥3.1 billion year on year because of several factors including an increase in expenses related to the regional bank partnership system.

|      | (¥ billion)   | FY2007         | FY2008         |                              |
|------|---|----------------|----------------|------------------------------|
|      |   |                |                | Y/Y Change                   |
|      | rest income<br>et interest income]                      | 64.7<br>[57.9] | 63.0<br>[59.6] | - <mark>1.7</mark><br>[+1.6] |
| Inte | rest on loans and deposits                              | 40.6           | 42.7           | +2.1                         |
|      | Interest on loans                                       | 51.9           | 53.9           | +1.9                         |
|      | Interest on deposits                                    | 11.3           | 11.1           | -0.2                         |
|      | erest on market sector<br>al interest on market sector] | 24.1<br>[17.4] | 20.2<br>[16.9] | -3.8<br>[-0.5]               |
|      | Interest on securities                                  | 26.9           | 21.9           | -4.9                         |
|      | Interest on fund management                             | 1.2            | 1.1            | +0.0                         |
|      | Interest on fund procurement                            | 4.0            | 2.8            | -1.1                         |
|      | [Cost of derivative financial products]                 | [6.7]          | [3.3]          | [-3.3]                       |

#### <No22 Net income>

♦ The bank recorded a net loss of ¥22.3 billion for various reasons including the posting of ¥30.4 billion in losses related to bonds and shares due to stagnant financial markets and an increase in the disposal of retail non-performing loans following the deterioration in corporate earnings.

|         | (¥ billion)  | FY2007 | FY2008 |            |
|---------|--|--------|--------|------------|
|         |  |        |        | Y/Y Change |
| Gain    | ns/losses on securities                                  | (14.7) | (30.4) | -15.7      |
| G       | ains/Losses on bonds (JGBs, etc.)                        | (17.7) | (13.0) | +4.6       |
| G       | ains/Losses on stocks                                    | 3.0    | (17.3) | -20.4      |
| Cred    | dit cost   | (4.4)  | 8.4    | +12.9      |
| N<br>po | et transfer to general provision for ossible loan losses | -      | -      | -          |
| D       | isposal of non-performing loans                          | 4.7    | 11.4   | +6.7       |
| R       | ecoveries of write-offs                                  | 7.1    | 1.0    | -6.0       |
| R       | eversal of allowance for doubtful accounts               | 2.0    | 1.8    | -0.1       |
|         | Reversal of general allowances                           | 0.2    | 2.2    | +1.9       |
|         | Reversal of special allowances                           | 1.8    | (0.3)  | -2.1       |

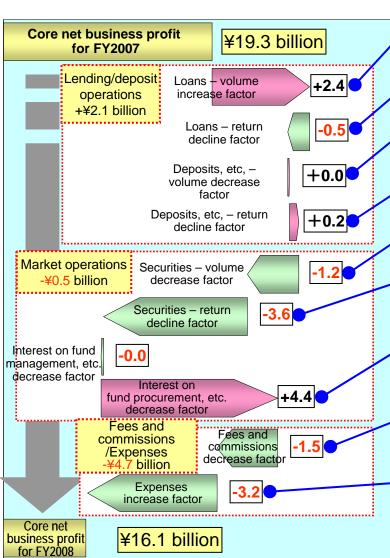
<sup>1\*2 (</sup>Net transfer to general provision for possible loan losses + Disposal of non-performing loans) – (Bad debt recovered)

# - 2. Summary of Core Net Business Profit



## Factor Analysis of Changes in Core Net Business Profit





- Average balance of loans ¥2,702.9 billion (Y/Y change +¥123.0 billion Rate of change +4.8%)
- 🔎 Interest rate on loans 1.99% (Y/Y -0.02%)
- Average balance of deposits ¥4,032.8 billion (Y/Y change -¥15.1 billion Rate of change -0.3%)
- Interest rate on deposits 0.27% (Y/Y -0.01%)
- Average balance of securities ¥1,540.4 billion (Y/Y change -¥77.2 billion Rate of change -4.8%)
- Yield on securities 1.42% (Y/Y change -0.24%)
- Interest payables under securities lending transactions Y/Y -¥1.4 billion Cost of derivative financial products Y/Y -¥3.3 billion
- Fees related to investment trust sales income ¥0.9 billion

  Y/Y -¥1.0 billion
  - Life insurance sales income ¥1.3 billion Y/Y +¥0.2 billion
- Personnel expenses ¥26.2 billion Y/Y +1.0 billion
   Non-personnel expenses ¥21.5 billion Y/Y +¥1.8 billion
   (Factors behind the increase in non-personnel expenses included depreciation of software for the regional bank partnership)

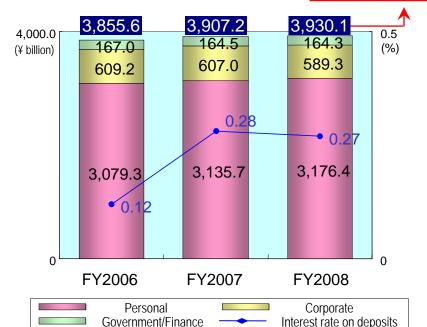
# Financial Results for FY2008 – 3. Deposits



### Average Balance of Deposits by Sector

◆ The average balance of deposits during FY2008 rose ¥22.8 billion year on year to ¥3,930.1 billion since personal deposits rose ¥40.7 billion but corporate deposits declined ¥17.6 billion.

Y/Y change +¥22.8 billion Y/Y change rate +0.6%



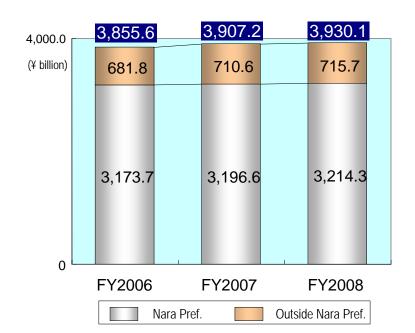
#### <Average balance of deposits>

| (¥ billi             | on) FY2006 | FY2007  | FY2008  |            |
|----------------------|------------|---------|---------|------------|
| (+ 51111             | 1 12000    | 1 12007 | 1 12000 | Y/Y change |
| Deposits outstanding | 3,855.6    | 3,907.2 | 3,930.1 | +22.8      |
| Personal deposits    | 3,079.3    | 3,135.7 | 3,176.4 | +40.7      |
| Corporate deposits   | 609.2      | 607.0   | 589.3   | -17.6      |
| Government deposits  | 167.0      | 164.5   | 164.3   | -0.2       |
| NCD                  | 107.9      | 140.7   | 102.7   | -37.9      |
| Deposits + NCD       | 3,963.5    | 4,047.9 | 4,032.8 | -15.1      |

## Average Balance of Deposits by Prefecture

◆ Deposits for all prefectures, excluding Tokyo, rose year on year.

During FY2008, the average balance of deposits for Nara prefecture was ¥3,214.3 billion, which accounted for 82% of Nanto Bank's total deposits.

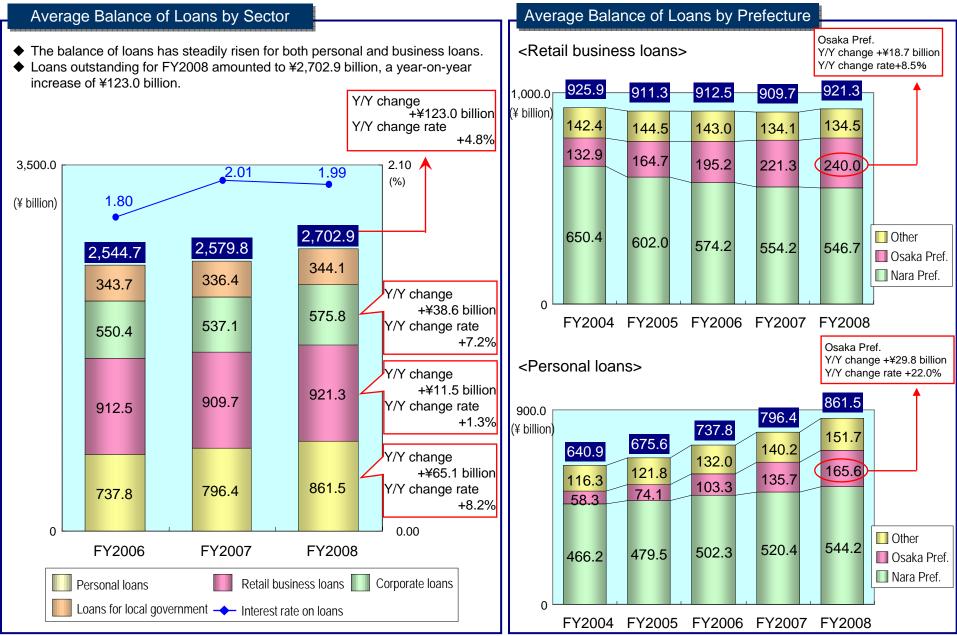


#### <Average balance of deposits>

| -                  | FY2     | 006    | FY2     | 007                | FY2008  |       |        |  |
|--------------------|---------|--------|---------|--------------------|---------|-------|--------|--|
| (¥ billion)        |         |        |         | Balance Y/Y change |         | Ratio |        |  |
| Total deposits     | 3,855.6 | 100.0% | 3,907.2 | 100.0%             | 3,930.1 | +22.8 | 100.0% |  |
| Nara Pref.         | 3,173.7 | 82.3%  | 3,196.6 | 81.8%              | 3,214.3 | +17.7 | 81.8%  |  |
| Outside Nara Pref. | 681.8   | 17.7%  | 710.6   | 18.2%              | 715.7   | +5.1  | 18.2%  |  |
| Osaka              | 175.7   | 4.6%   | 183.8   | 4.7%               | 191.1   | +7.2  | 4.9%   |  |
| Kyoto              | 283.2   | 7.3%   | 290.1   | 7.4%               | 292.8   | +2.7  | 7.5%   |  |
| Wakayama           | 161.9   | 4.2%   | 164.6   | 4.2%               | 165.1   | +0.4  | 4.2%   |  |
| Mie                | 55.6    | 1.4%   | 58.2    | 1.5%               | 59.6    | +1.4  | 1.5%   |  |
| Tokyo              | 5.2     | 0.1%   | 13.8    | 0.4%               | 6.9     | -6.8  | 0.2%   |  |
|                    |         |        |         |                    |         |       |        |  |

## Financial Results for FY2008 – 4. Loans

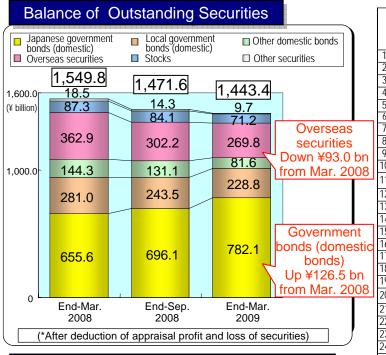


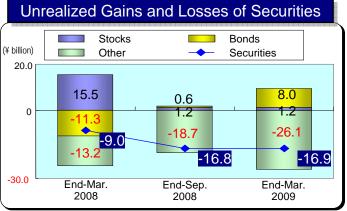


## Financial Results for FY2008 – 5. Securities-1



- ◆ Balance of outstanding securities as of Mar. 2009: ¥1,443.4 billion (Down ¥106.3 billion from Mar. 2008)
- ◆ There was a decline in foreign bonds, whose spread between acquisition cost and management return shrank, and an increase in assets allocated to domestic bonds, particularly long-term government bonds.





\*From the end of Sep. 2008, fair value of floating rate bonds is reasonably calculated based on "Practical Solution on Measurement of Fair Value Financial Assets" (ASBJ PITF No.25).

|    |   |                                      |      |  | End of N      | Mar. 2008               | End of S      | Sep. 2008               |               |                   | End of M             | ar. 2009             |                   |                      |
|----|---|--------------------------------------|------|--|---------------|-------------------------|---------------|-------------------------|---------------|-------------------|----------------------|----------------------|-------------------|----------------------|
|    |   |                                      |      | (¥ billion)                                    | Book<br>value | Unrealized<br>gain/loss | Book<br>value | Unrealized<br>gain/loss | Book<br>value | Change from 03/08 | Change<br>from 09/08 | Unrealized gain/loss | Change from 03/08 | Change<br>from 09/08 |
| 1  | Mar   | ke                                   | tabl | le securities total                            | 1,549.8       | -0.9                    | 1,471.6       | -16.8                   | 1,443.4       | -106.3            | -28.1                | -16.8                | -7.8              | 0.0                  |
| 2  | [   | 100                                  | mes  | stic bonds                                     | 1,081.0       | -11.3                   | 1,070.8       | 0.6                     | 1,092.6       | 11.6              | 21.7                 | 8.0                  | 19.4              | 7.3                  |
| 3  |   |                                      | Ja   | panese government bonds                        | 655.6         | -14.6                   | 696.1         | 2.7                     | 782.1         | 126.5             | 85.9                 | 8.4                  | 23.0              | 5.6                  |
| 4  |   | Fixed rate bonds Floating rate bonds |      |  | 321.5         | 2.7                     | 362.2         | 0.9                     | 448.3         | 126.7             | 86.0                 | 5.0                  | 2.2               | 4.1                  |
| 5  |   |                                      |      |  | 334.0         | -17.4                   | 333.9         | 1.8                     | 333.8         | -0.2              | -0.1                 | 3.3                  | 20.8              | 1.5                  |
| 6  |   |                                      |      | cal government bonds                           | 281.0         | 2.4                     | 243.5         | -1.7                    | 228.8         | -52.1             | -14.6                | -0.2                 | -2.6              | 1.5                  |
| 7  |   |                                      |      | her domestic bonds                             | 144.3         | 0.8                     | 131.1         | -0.4                    | 81.6          | -62.7             | -49.5                | -0.2                 | -1.0              | 0.1                  |
| 8  |   |                                      |      | Of which are securitized products              | 1.8           | 0.0                     | 1.1           | 0.0                     | 0.3           | -1.5              | -0.7                 | 0.0                  | 0.0               | 0.0                  |
| 9  |   |                                      |      | CMBS (a)                                       | 1.6           | 0.0                     | 1.0           | 0.0                     | 0.3           | -1.3              | -0.7                 | 0.0                  | 0.0               | 0.0                  |
| 10 |   |                                      |      | ABS (b)  | 0.2           | 0.0                     | 0.1           | 0.0                     | 0.0           | -0.1              | 0.0                  | 0.0                  | 0.0               | 0.0                  |
| 11 | (   | Οve                                  | erse | eas securities                                 | 362.9         | -11.7                   | 302.2         | -16.7                   | 269.8         | -93.0             | -32.4                | -25.1                | -13.4             | -8.4                 |
| 12 |   | ſ                                    | G٥١  | vernment bonds                                 | 55.6          | -1.6                    | 55.8          | -1.6                    | 28.0          | -27.5             | -27.7                | 0.4                  | 2.0               | 2.1                  |
| 13 |   | ſ                                    | Gov  | vernment guaranteed bonds                      | 0.0           | 0.0                     | 0.0           | 0.0                     | 11.9          | 11.9              | 11.9                 | 0.1                  | 0.1               | 0.1                  |
| 14 |   |                                      | Cor  | porate bonds                                   | 141.3         | -2.9                    | 132.6         | -5.2                    | 132.1         | -9.2              | -0.5                 | -7.7                 | -4.8              | -2.5                 |
| 15 |   |                                      | I    | Financial institution's bonds, etc.            | 48.4          | 0.0                     | 47.7          | -1.7                    | 52.6          | 4.1               | 4.8                  | -3.0                 | -3.0              | -1.2                 |
| 16 |   |                                      | ,    | Subordinate bonds                              | 92.9          | -2.9                    | 84.9          | -3.4                    | 79.5          | -13.4             | -5.4                 | -4.7                 | -1.7              | -1.2                 |
| 17 |   |                                      | Oth  | ner overseas securities                        | 165.9         | -7.1                    | 113.7         | -9.8                    | 97.7          | -68.1             | -16.0                | -17.9                | -10.8             | -8.1                 |
| 18 |   |                                      | (    | Of which are CMS                               | 58.0          | -1.8                    | 54.2          | -4.1                    | 47.0          | -11.0             | -7.2                 | -6.9                 | -5.0              | -2.7                 |
| 19 |   |                                      |      | Of which are <i>enman</i> bond                 | 55.0          | -4.5                    | 30.0          | -4.2                    | 30.0          | -25.0             | 0.0                  | -9.5                 | -5.0              | -5.2                 |
| 20 |   |                                      | ľ    | Of which are capital guaranteed<br>ndex bond   | 12.0          | -0.7                    | 12.1          | -1.1                    | 11.9          | 0.0               | -0.1                 | -1.4                 | -0.7              | -0.3                 |
| 21 |   |                                      |      | Of which are securitized products              | 22.6          | 0.0                     | 11.5          | -0.2                    | 7.0           | -15.6             | -4.4                 | 0.0                  | 0.0               | 0.2                  |
| 22 |   |                                      |      | Synthetic CDOs (1)                             | 14.3          | 0.0                     | 7.5           | 0.0                     | 3.9           | -10.3             | -3.5                 | 0.0                  | 0.0               | 0.0                  |
| 23 |   |                                      |      | Capital notes (2)                              | 1.4           | 0.0                     | 0.6           | -0.1                    | 0.0           | -1.4              | -0.5                 | 0.0                  | 0.0               | 0.1                  |
| 24 |   |                                      |      | CDOs (3)                                       | 0.5           | -0.1                    | 0.0           | 0.0                     | 0.0           | -0.5              | 0.0                  | 0.0                  | 0.1               | 0.0                  |
| 25 |   |                                      |      | US mortgages (c)                               | 5.7           | 0.0                     | 2.9           | 0.0                     | 2.6           | -3.0              | -0.2                 | 0.0                  | 0.0               | 0.0                  |
| 26 |   |                                      |      | CMBS (d)                                       | 0.6           | 0.0                     | 0.4           | 0.0                     | 0.3           | -0.2              | 0.0                  | 0.0                  | 0.0               | 0.0                  |
| 27 | 3   | Sto                                  | cks  | :  | 87.3          | 15.5                    | 84.1          | 1.2                     | 71.2          | -16.0             | -12.9                | 1.2                  | -14.3             | 0.0                  |
| 28 | (   | Oth                                  | er s | securities                                     | 18.5          | -1.4                    | 14.3          | -1.9                    | 9.7           | -8.8              | -4.6                 | -0.9                 | 0.4               | 1.0                  |
| 29 | Tru   | st b                                 | oen  | eficiary rights                                | 2.5           | 0.0                     | 2.3           | 0.0                     | 2.3           | -0.1              | 0.0                  | 0.0                  | 0.0               | 0.0                  |
| 30 |   |                                      | (    | of which are CMBS (e)                          | 2.5           | 0.0                     | 2.3           | 0.0                     | 2.3           | -0.1              | 0.0                  | 0.0                  | 0.0               | 0.0                  |
|    |   |                                      |      |  |               |                         |               |                         |               |                   |                      |                      |                   |                      |
| 31 | Tota  | al                                   |      |  | 1,552.3       | -9.0                    | 1,474.0       | -16.8                   | 1,445.8       | -106.5            | -28.2                | -16.9                | -7.8              | 0.0                  |
| 32 | Securitized products that were written down (1)+(2)+(3) |                                      | 16.3 | 0.0  | 8.2           | -0.1                    | 4.0           | -12.3                   | -4.1          | 0.0               | 0.0                  | 0.1                  |                   |                      |
| 33 |   |                                      |      | Other securitized products (a)+(b)+(c)+(d)+(e) | 10.7          | 0.0                     | 6.8           | 0.0                     | 5.7           | -4.9              | -1.0                 | 0.0                  | 0.0               | 0.0                  |

Synthetic CDO: Synthetic collateralized debt obligations that make use instruments such as credit derivatives and issued based on products such as corporate bonds, loans, and securities products CDO: Collateralized debt obligations backed by actual assets such as corporate bonds, loans, securitized products Capital note: Securities issued by a securities investment vehicle. The funds raised by the company issuing the capital notes are leveraged and used to invest in high-quality securities

ABS: Securities backed by assets such as corporate loans, consumer loans, or leases

CMBS: Commercial mortgage backed securities are securities backed by domestic commercial mortgages US mortgage: US mortgage securities issued by government sponsored entities

## Financial Results for FY2008 – 5. Securities-2



- ◆ Loss on securities is recorded due to financial markets turmoil associated with financial instability originated from U.S. and the global economic recession. (Gains/losses on bonds: -¥13.0 billion, Gains/losses on stocks: -¥17.3 billion)
- ◆ The book value of securitized products, such as synthetic CDOs, CDOs, and Capital Notes, which were written down, declined to ¥4.0 billion at the end of Mar. 2009 from ¥16.3 billion at the end of March 2008.

| Bre | a | kdown of Gains/Losses on Se                             | curities |                        |        |                                |               |
|-----|---|---|----------|------------------------|--------|--------------------------------|---------------|
|     |   |   |          |                        | FY     | 2008                           |               |
|     |   | (¥ billion)   | EV2007   | Forecast               |        |                                |               |
|     |   |   | F Y 2007 | released on<br>Jan. 22 | Result | Difference<br>from<br>forecast | Y/Y<br>Change |
| 1   | C | Gains/losses on securities                              | (14.7)   | (26.3)                 | (30.4) | -4.0                           | -15.7         |
| 2   |   | Gains/losses on bonds (Japanese government bonds, etc.) | (17.7)   | (12.8)                 | (13.0) | -0.2                           | +4.6          |
| 3   |   | Gain on disposal of bonds                               | 0.7      | 3.3                    | 4.4    | +1.0                           | +3.6          |
| 4   |   | Gain on redemption of bonds                             | 0.0      | 0.1                    | 0.1    | +0.0                           | +0.1          |
| 5   |   | Loss on disposal of bonds                               | 5.6      | 2.2                    | 2.2    | +0.0                           | -3.4          |
| 6   |   | Loss on redemption of bonds                             | 7.4      | 9.9                    | 11.5   | +1.5                           | +4.0          |
| 7   |   | Write-offs  | 5.3      | 4.0                    | 3.8    | -0.2                           | -1.5          |
| 8   |   | Gains/losses on stocks                                  | 3.0      | (13.5)                 | -17.3  | -3.8                           | -20.4         |
| 9   |   | Gain on disposal of stocks                              | 6.1      | 5.1                    | 5.1    | +0.0                           | -1.0          |
| 10  |   | Loss on disposal of stocks                              | 0.4      | 0.4                    | 1.2    | +0.7                           | +0.8          |
| 11  |   | Write-offs  | 2.7      | 18.2                   | 21.3   | +3.0                           | +18.5         |

### Criteria for Recording Impairment on Securities

- Shares whose market value at the end of the fiscal year declined 50% or more compared to the book value – uniform recording of impairment loss
  - Shares whose market value at the end of the fiscal year declined 30% or more but less than 50%, and whose average market value in the final month of the fiscal year fell 30% or more (compared to the book value) – uniform recording of impairment loss

#### <Bonds>

- Bonds whose market value at the end of the fiscal year declined 50% or more compared to the book value -uniform recording of impairment loss
- Bonds whose market value (at the end of the fiscal year) declined 30% or more but less than 50% compared to the book value, and whose rating was BB or less -uniform recording of impairment loss Of these bonds, unrealized gains/losses at the end of the fiscal year of securitized products that incorporate derivatives are recorded as "gain/loss on redemption" regardless of rating or decline in

| No5 Loss on disposal of securities       |                                     |
|--|-------------------------------------|
| •  | 1H FY08 2H FY08 FY08                |
| Loss on disposal of J-REITs              | ¥1.0 bn ¥0.4 bn ¥1.4 bn             |
| Loss on disposal of Lehman Brother bonds |                                     |
| Total                                    | ¥1.8 bn ¥0.4 bn ¥2.2 bn             |
| Total                                    | ₹1.0 DH ₹0.4 DH ₹2.2 DH             |
| No6 Loss on redemption of bonds          |                                     |
| '  | 1H FY08 2H FY08 FY08                |
| Securitized products                     | ¥5.5 bn ¥3.5 bn ¥9.1 bn             |
| Investment trusts                        | ¥0.2 bn ¥2.1 bn ¥2.4 bn             |
| Total                                    | ¥5.8 bn ¥5.7 bn ¥11.5 bn            |
| N 71 % ( ( ) 1                           |                                     |
| No7 Loss on write-off of bonds           |                                     |
|  | 1H FY08 2H FY08 FY08                |
| Subordinate bonds                        | <ul> <li>¥2.6 bn ¥2.6 bn</li> </ul> |
| Securitized products                     | ¥0.1 bn ¥0.5 bn ¥0.6 bn             |
| Investment trusts                        | <ul> <li>¥0.5 bn ¥0.5 bn</li> </ul> |
| Total                                    | ¥0.1 bn ¥3.6 bn ¥3.8 bn             |
| No.44 Lancas Standard Stanton            |                                     |

#### No11 Loss on write-off of stocks

(breakdown by decline in value)

Losses due to decline in the stock market

1H FY08 2H FY08 FY08 ¥1.9 bn ¥19.3 bn ¥21.3 bn ¥1.9 bn ¥15.5 bn ¥17.4 bn ¥0.02 bn ¥3.8 bn ¥3.8 bn

value.

#### -<Breakdown of securitized products (1)</p>

-book value after write down and unrealized gain/loss>

|   |               | Book value as of | f Mar. 2008             | Book va    | lue as of Se                | ep. 2008                | Book value as of Mar. 2009 |                             |                         |  |
|---|---------------|------------------|-------------------------|------------|-----------------------------|-------------------------|----------------------------|-----------------------------|-------------------------|--|
|   | (¥ billion)   | Book value       | Unrealized<br>gain/loss | Book value | Change<br>from Mar.<br>2008 | Unrealized<br>gain/loss | Book value                 | Change<br>from Mar.<br>2008 | Unrealized<br>gain/loss |  |
| 9 | Synthetic CDO | 14.3             | 0.00                    | 7.5        | -6.7                        | 0.00                    | 3.9                        | -10.3                       | 0.00                    |  |
| ( | CDO           | 0.5              | -0.12                   | 0.0        | -0.5                        | 0.00                    | 0.0                        | -0.5                        | 0.00                    |  |
| ( | Capital note  | 1.4              | 0.05                    | 0.6        | -0.8                        | -0.19                   | 0.0                        | -1.4                        | 0.00                    |  |
| - | Total         | 16.3             | -0.07                   | 8.2        | -8.1                        | -0.19                   | 4.0                        | -12.3                       | 0.00                    |  |

#### <Breakdown of securitized products (2) –losses >

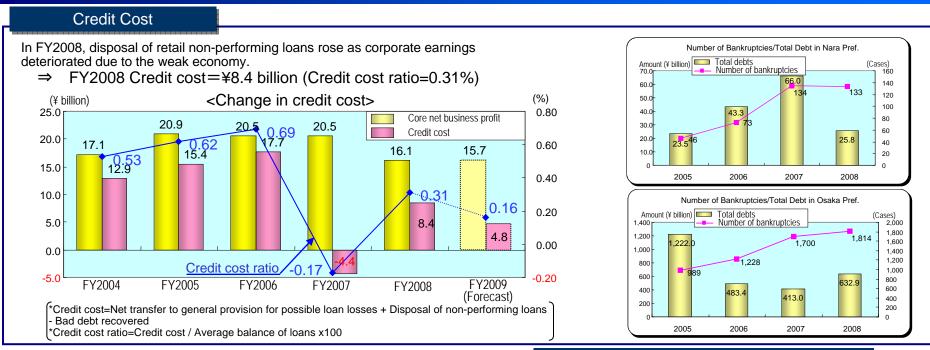
30% - 50%

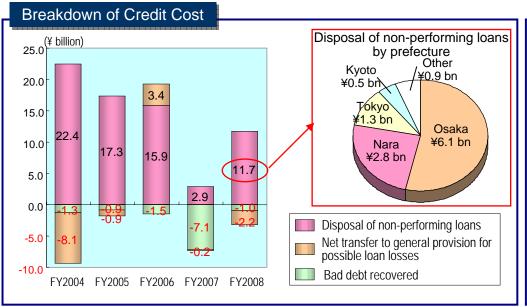
50% or more

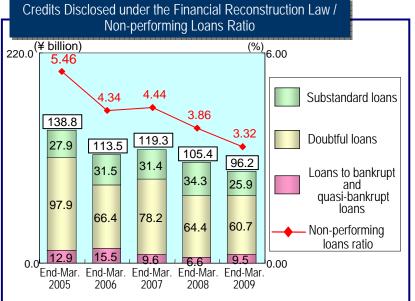
|               | Losses recorded in FY2007 |            |                    |       | Losses recorded in 1H FY2008 |            |                    |       | Losses recorded in FY2008 |            |                    |       |
|---------------|---------------------------|------------|--------------------|-------|------------------------------|------------|--------------------|-------|---------------------------|------------|--------------------|-------|
| (¥ billion)   | Loss on disposal          | Write-offs | Loss on redemption | Total | Loss on disposal             | Write-offs | Loss on redemption | Total | Loss on disposal          | Write-offs | Loss on redemption | Total |
| Synthetic CDO | 1.5                       | 0.4        | 7.4                | 9.4   |                              |            | 4.7                | 4.7   |                           |            | 8.3                | 8.3   |
| CDO           |                           | 0.2        |                    | 0.2   |                              | 0.1        |                    | 0.1   |                           | 0.1        |                    | 0.1   |
| Capital note  |                           | 4.6        |                    | 4.6   |                              | 0.0        | 0.8                | 0.8   |                           | 0.5        | 0.8                | 1.3   |
| Total         | 1.5                       | 5.3        | 7.4                | 14.3  | 0.0                          | 0.1        | 5.5                | 5.7   | 0.0                       | 0.6        | 9.1                | 9.8   |

## Financial Results for FY2008 – 6. Disposal of NPLs







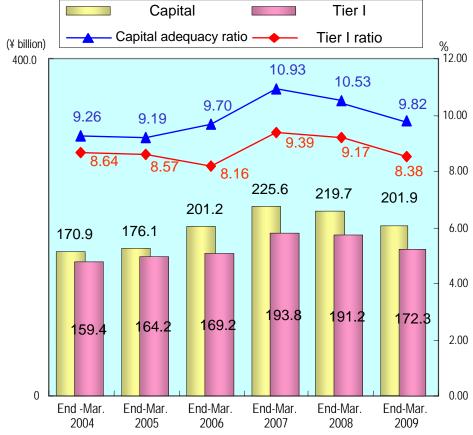


# Financial Results for FY2008 – 7. Capital Adequacy Ratio



### Capital Adequacy Ratio

• Mar. 2009 Capital adequacy ratio= 9.82% (Change from Mar. 2008: -0.71%) Tier I Ratio= 8.38% (Change from Mar. 2008: -0.79%)



| 2004       | 2005        | 2006            | 2007         | 2008           | 2009    |
|------------|-------------|-----------------|--------------|----------------|---------|
|            | ,           |                 |              | om March 20    |         |
| As for ris | sk-weighted | assets, calcı   | ılated by "c | redit risk = s | tandard |
| method",   | "Operationa | ıl risk = basid | c method"    |                |         |
|            |             |                 |              |                | _       |

<sup>\*</sup> Unrealized gains/losses on floating rate bonds for FY2008 are calculated based on theoretical price.

|  | , End-Mar. | End-Mar. | End-Mar. | End-Mar. | Fnd-Mar | End-Mar. |            |
|--|------------|----------|----------|----------|---------|----------|------------|
| (¥ billion, %                                    | 6) 2004    | 2005     | 2006     | 2007     | 2008    | 2009     | Y/Y change |
| 1 Tier I   | 159.4      | 164.2    | 169.2    | 193.8    | 191.2   | 172.3    | -18.8      |
| 2 Of which are preferred securities              | -          | -        | -        | 20.0     | 20.0    | 20.0     | +0.0       |
| 3 Tier II  | 11.5       | 11.9     | 32.1     | 32.8     | 33.0    | 32.8     | -0.1       |
| General provision for possible loan losses       |            | 11.9     | 12.1     | 12.8     | 13.0    | 12.8     | -0.1       |
| 5 Hybrid debt capital instruments                | -          | -        | 20.0     | 20.0     | 20.0    | 20.0     | +0.0       |
| 6 Deductions                                     | 0.0        | 0.0      | 0.0      | 1.0      | 4.5     | 3.2      | -1.2       |
| 7 Capital  | 170.9      | 176.1    | 201.2    | 225.6    | 219.7   | 201.9    | -17.8      |
| 8 Risk weighted asset                            | 1,845.4    | 1,915.6  | 2,073.6  | 2,063.7  | 2,084.8 | 2,055.6  | -29.1      |
| 9 Credit-risk assets                             | 1,845.4    | 1,915.6  | 2,073.6  | 1,941.6  | 1,960.4 | 1,931.1  | -29.2      |
| Amount equivalent to operational risk            | -          | -        | -        | 122.1    | 124.4   | 124.5    | +0.1       |
| 11 Capital adequacy ratio<br>(No.7 / No.8 x 100) | 9.26       | 9.19     | 9.70     | 10.93    | 10.53   | 9.82     | -0.72      |
| 12 Tier I ratio<br>(No.1 / No.8 x100)            | 8.64       | 8.57     | 8.16     | 9.39     | 9.17    | 8.38     | -0.78      |

<Interest-rate risk for bank account> (As of the end of Mar. 2009)

- 99 percentile method
  - Amount of interest-rate risk ¥37.8 billion Outlier ratio
    - 18.4%

## **Business Forecast for FY2009**



|    | (¥ billion)  | FY 2008 | FY2009 | Forecast   |
|----|--|---------|--------|------------|
|    | ,  |         |        | Y/Y change |
| 1  | Core gross business profit                                 | 66.3    | 66.7   | +0.3       |
| 2  | Interest income  | 63.0    | 60.3   | -2.7       |
| 3  | Interest on loans  | 53.9    | 53.5   | -0.3       |
| 4  | Interest on securities                                     | 21.9    | 17.5   | -4.4       |
| 5  | Interest on fund management                                | 1.1     | 0.2    | -0.9       |
| 6  | Interest on deposits                                       | 11.1    | 9.0    | -2.1       |
| 7  | Interest on fund procurement                               | 2.8     | 1.9    | -0.9       |
| 8  | Fees and commissions                                       | 6.3     | 6.6    | +0.2       |
| 9  | Other operating income (*1)                                | (3.0)   | (0.2)  | +2.8       |
| 10 | Cost of derivative financial products                      | 3.3     | 0.5    | -2.7       |
| 11 | Expenses   | 50.2    | 51.0   | +0.7       |
| 12 | Personnel expenses   | 26.2    | 26.5   | +0.2       |
| 13 | Non-personnel expenses                                     | 21.5    | 22.3   | +0.7       |
| 14 | Taxes  | 2.4     | 2.1    | -0.2       |
| 15 | Core net business profit                                   | 16.1    | 15.7   |            |
| 16 | Gains/Losses on bonds (JGBs, etc.)                         | (13.0)  | 0.0    | +13.0      |
| 17 | Net transfer to general provision for possible loan losses | _       | (0.3)  | -0.3       |
| 18 | Net business profit  | 3.0     | 16.0   | +12.9      |
| 19 | Non-recurrent gains/losses                                 | (30.6)  | (7.0)  | +23.6      |
| 20 | Gains/Losses on stocks                                     | (17.3)  | 0.0    | +17.3      |
| 21 | Disposal of non-performing loans                           | 11.4    | 5.7    | -5.7       |
| 22 | Ordinary income  | (27.5)  | 9.0    | +36.5      |
| 23 | Extraordinary gains/losses                                 | 2.7     | 0.6    | -2.1       |
| 24 | Bad debt recovered   | 1.0     | 0.6    | -0.4       |
| 25 | Reversal of provision for possible loan loss               | 1.8     | _      | -1.8       |
| 26 | Income before taxes  | (24.8)  | 9.6    | +34.4      |
| 27 | Net income   | (22.3)  | 6.0    | +28.3      |
| 28 | Credit cost (*2)   | 8.4     | 4.8    | -3.6       |

<sup>1\*1</sup> Except bonds (ex. Government Bonds) gains/losses

## <No15 Core net business profit>

♦ Core gross business profit is projected to increase for various reasons including growth in fees and commissions and a decline in interest on deposits as rates fall, but core net business profit is expected to decline ¥400 million year on year to ¥15.7 billion as a result of an increase in expenses due to several factors including growth in fees for sales support system and outsourcing fees.

#### <Personal loans>

|      |                         | FY20    | 09 Fore | ecast    | Change from FY2008 |        |          |  |
|------|-------------------------|---------|---------|----------|--------------------|--------|----------|--|
| (    | ¥ billion/ %)           | Balance | Return  | Interest | Balance            | Return | Interest |  |
| Loan | ns                      | 2,836.4 | 1.88    | 53.5     | +133.5             | -0.11  | -0.3     |  |
| Busi | iness loans             | 1,579.1 | 1.74    | 27.5     | +81.9              | -0.13  | -0.4     |  |
| Pers | sonal loans             | 894.1   | 2.23    | 20.0     | +32.5              | -0.11  | -0.1     |  |
|      | ns for local<br>ernment | 363.1   | 1.62    | 5.8      | +19.0              | -0.03  | +0.2     |  |
| Depo | osits                   | 4,031.9 | 0.22    | 9.0      | -0.8               | -0.05  | -2.1     |  |

| Change Factor     |                  |  |  |  |  |  |
|-------------------|------------------|--|--|--|--|--|
| Balance<br>factor | Return<br>factor |  |  |  |  |  |
| +2.66             | -3.06            |  |  |  |  |  |

→ -0.00 -2.11

#### <No27 Net income>

◆ Net income is projected to increase ¥28.3 billion year on year to ¥6.0 billion since securities-related gains are forecast to improve dramatically and credit costs are expected to decline.

|                               |             | FY2006 | FY2007 | FY2008 |
|-------------------------------|-------------|--------|--------|--------|
| Net income                    | (¥ billion) | 6.3    | 5.0    | (22.3) |
| Total dividends               | (¥ billion) | 1.6    | 1.6    | 1.6    |
| Acquisition of treasury stock | (¥ billion) |        | 0.5    | 0.5    |
| Dividend per share            | (¥)         | 6.0    | 6.0    | 6.0    |
| Shareholder return ratio      | (%)         | 26.2   | 42.7   | -      |
| Payout ratio                  | (%)         | 26.2   | 32.8   | -      |

Forecast for FY 2009

(6.0)

(1.6)

(6.0)

<sup>1\*2 (</sup>Net transfer to general provision for possible loan losses + Disposal of non-performing loans) – Bad debt recovered – Reversal of provision for possible loan loss



I. Financial Results for FY2008

# II. Management Strategy



## **Medium-Term Management Plan**

More Value -"Nanto"

 Strive to expand the business foundation and improve risk management with the goal of further increasing corporate value

April 2008 - March 2011

## Basic Policies (summary)

- 1. Strengthen profitability and improve risk management
- 2. Invigorate employees and the organization
- 3. Invigorate local economies
- 4. Promote CSR

### **Numerical Targets**

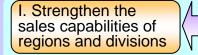
| Item                       | FY2007<br>(Results) |
|----------------------------|---------------------|
| 1.Core net business profit | ¥19.3 bn            |
| 2.Net income               | ¥5.0 bn             |
| 3.Outstanding loans        | ¥2,690 bn           |

| FY2008<br>(Results) | Compared with mid-term MP | FY2009<br>(Plan) | Compared with mid-term MP |  |  |
|---------------------|---------------------------|------------------|---------------------------|--|--|
| ¥16.1 bn            | -¥1.3 bn                  | ¥15.7 bn         | -¥5.9 bn                  |  |  |
| -¥22.3 bn           | -¥29.5 bn                 | ¥6.0 bn          | -¥3.4 bn                  |  |  |
| ¥2,860 bn           | ¥70 bn                    | ¥2,910 bn        | ¥10 bn                    |  |  |

#### <Interest rate scenario>

|       | (%)                           | F'     | Y2008         | FY2009 |               |       |               |  |
|-------|-------------------------------|--------|---------------|--------|---------------|-------|---------------|--|
|       |                               | 3/2009 |               | 9/2009 | 9/2009        |       |               |  |
|       |                               |        | Compared with |        | Compared with |       | Compared with |  |
|       |                               |        | mid-term MP   |        | mid-term MP   |       | mid-term MP   |  |
|       | Overnight unsecured call rate | 0.10   | -0.40         | 0.10   | -0.65         | 0.10  | -0.65         |  |
|       | Short-term prime              | 2.175  | -0.200        | 2.175  | -0.200        | 2.175 | -0.450        |  |
| Japan | 3-month TIBOR                 | 0.70   | -0.20         | 0.70   | -0.30         | 0.70  | -0.40         |  |
|       | 5-year JGB                    | 0.70   | -0.60         | 0.70   | -0.70         | 0.70  | -0.80         |  |
|       | 10-year JGB                   | 1.30   | -0.30         | 1.30   | -0.40         | 1.30  | -0.50         |  |
| U.S.  | 3-month LIBOR                 | 1.00   | -1.80         | 1.00   | -2.20         | 1.00  | -2.50         |  |
| 0.5.  | US 5-year bond                | 1.80   | -1.30         | 1.80   | -1.60         | 2.00  | -1.70         |  |
| EU    | 3-month LIBOR                 | 2.00   | -2.30         | 2.00   | -2.30         | 2.00  | -2.30         |  |
| LU    | German 5-year bond            | 2.20   | -2.00         | 2.00   | -2.40         | 2.00  | -2.40         |  |

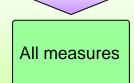
## Priority Strategies



II. Enhance and upgrade internal control systems

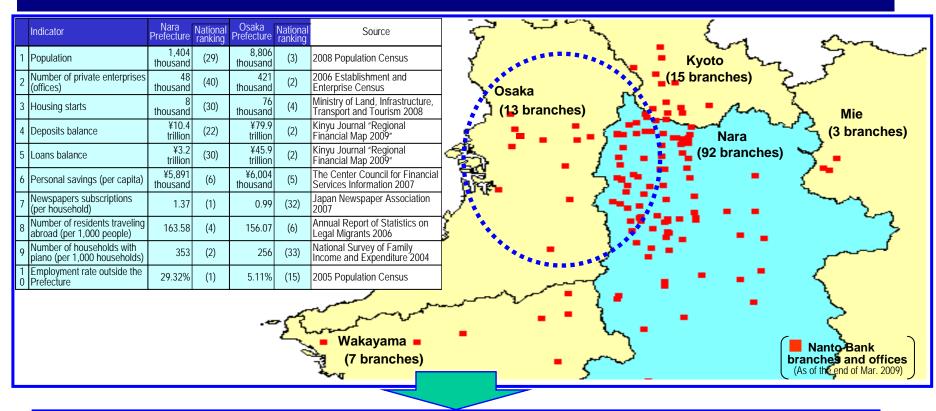
III. Strengthen human resource management

IV. Promote CSR





- The loan market for Osaka prefecture is around 14 times the size of the market in Nara.
- Nara prefecture is the typical retail market with many wealthy residents.
- Osaka city is around 30 minutes from the center of Nara prefecture, and 29.32% of Nara prefecture residents work outside the prefecture (the largest percent in Japan). Around 90% of the residents working outside of the prefecture work in Osaka.



#### < Nanto Bank's Growth Scenario >

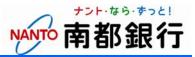
#### ◆Priority strategic areas

• Nanto Bank will increase business loans and personal loans and strive to expand and strengthen sales offices in areas such as Osaka, which are the bank's strategic areas.

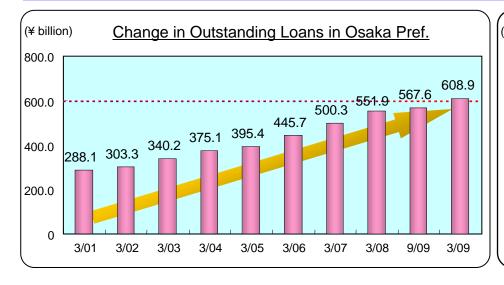
#### **◆**Existing area centered on Nara prefecture

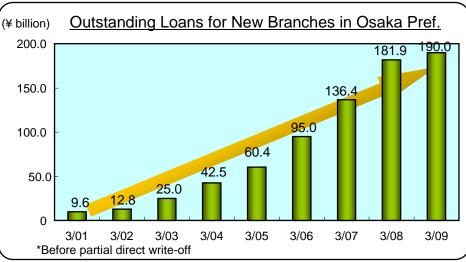
• Nanto Bank will make a detailed breakdown of customer segments, develop more strategic business activities, and promote asset management products and personal loans.

# Corporate Banking Efforts (1)



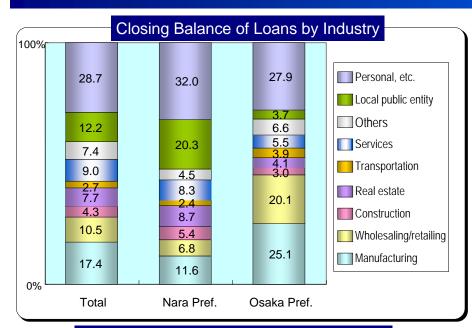
<New Offices> Hyogo Pref. Osaka-Chuo Office 1) Oct.2000, established Higashi-Osaka Corporate Business Office -> Oct.2002 Osaka-Higashi Branch Osaka Pref. **Business Office** 2) Oct.2000, established Yao Corporate Business Office -> Apr.2004 Yao Branch Established: Oct. 200 Kyoto Pref. (Transfer of the Yao South Office) 3) Oct.2001, established Daitoh Corporate Business Office -> Dec.2003 Daitoh Branch 4) Jan.2003, established Osaka Corporate Business Office -> Jun.2008 incorporated into Osaka-Chuo Office 5) Jun.2003, established Osaka North Corporate Office -> Jan.2004 Osaka-Kita Branch 6) Jun.2004, established Sakai Corporate Business Office -> Nov.2005 Sakai Branch Established: Nov. 2008 7) Aug. 2005, established Shin-Osaka Corporate Business Office -> Aug. 2006 Shin-Osaka Branch Established: Nov. 2008 8) Oct. 2007, established Amagasaki Corporate Business Office Habikino Nara Pref. Medium-Term Management Plan More Value - "Nanto" 9) Jun.2008, established Osaka-Chuo Office Kawachinagano <Medium-term management plan> 10) Nov.2008, established Osaka-Minami Corporate Business Office Expansion of offices: established Osaka West Corporate Business Office at least 10 offices 11) ■Commitment of human resources: at least 140 staff = Newly established branches (In and after 2002)

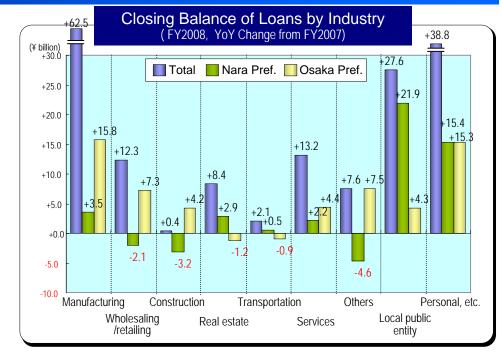




# Corporate Banking Efforts (2)







|      | Loans – Risk-Management Loan Ratio by Industry |                        |                       |                  |                                     |              |  |  |
|------|--|------------------------|-----------------------|------------------|-------------------------------------|--------------|--|--|
| 14.0 | (%)  |                        |                       | Total            | Nara Pref. Os                       | aka Pref.    |  |  |
| 12.0 | -  | 1                      | 11.4<br>1             | 0.8              |                                     |              |  |  |
| 10.0 | -  | 9.3                    | 8.5                   | 8.6              |                                     |              |  |  |
| 8.0  | -  |                        |                       |                  |                                     |              |  |  |
| 6.0  | 4.4 4.8  | 5.1                    |                       |                  | 5.7 5.8<br>4.2                      |              |  |  |
| 4.0  | 3.3  |                        |                       |                  |                                     | 2.93.1       |  |  |
| 2.0  | 1.5  | 1.4                    | 0.9                   | 2.2              | 1.4 <sup>1.6</sup>                  | 0.0          |  |  |
| 0.0  | Total<br>Manu                                  | Wholesal<br>ufacturing | ling/retailing<br>Con | Rea<br>struction | al estate Service<br>Transportation | es<br>Others |  |  |

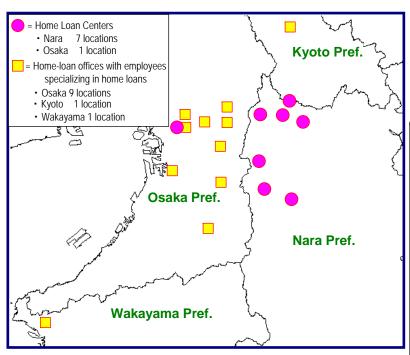
|                           |         | Total   |           |         | Nara Pref. |           | (       | Osaka Pref |          |         | Others  |           |
|---------------------------|---------|---------|-----------|---------|------------|-----------|---------|------------|----------|---------|---------|-----------|
|                           |         | Risk-   | Risk-     |         | Risk-      | Risk-     |         | Risk-      | Risk-    |         | Risk-   | Risk-     |
| (¥ billion/ %)            | Loans   | manage- | manage-   | Loans   | managem    |           | Loans   |            | managem  | Loans   | manage- | manage-   |
|                           | balance |         | ment loan | balance |            | ment loan | balance | ment loan  | ent loan | balance |         | ment loan |
|                           |         | balance | ratio     |         | balance    | ratio     |         | balance    | ratio    |         | balance | ratio     |
| Total                     | 2,867.7 | 95.8    | 3.3       | 1,582.7 | 70.0       | 4.4       | 608.9   | 9.0        | 1.5      | 676.0   | 16.6    | 2.5       |
| Manufacturing             | 500.0   | 24.2    | 4.8       | 183.7   | 17.0       | 9.3       | 153.1   | 2.1        | 1.4      | 163.1   | 5.0     | 3.1       |
| Wholesaling/<br>retailing | 301.3   | 15.4    | 5.1       | 107.8   | 12.3       | 11.4      | 122.6   | 1.1        | 0.9      | 70.9    | 1.9     | 2.7       |
| Construction              | 124.4   | 10.6    | 8.5       | 85.5    | 9.2        | 10.8      | 18.3    | 0.4        | 2.2      | 20.6    | 1.0     | 4.9       |
| Real estate               | 220.5   | 19.0    | 8.6       | 137.0   | 16.6       | 12.1      | 24.7    | 1.4        | 5.7      | 58.7    | 0.9     | 1.5       |
| Transportation            | 78.4    | 1.1     | 1.4       | 37.6    | 0.6        | 1.6       | 23.9    | 0.2        | 0.8      | 16.8    | 0.2     | 1.2       |
| Services                  | 257.8   | 10.7    | 4.2       | 131.7   | 7.6        | 5.8       | 33.6    | 0.9        | 2.7      | 92.5    | 2.0     | 2.2       |
| Others                    | 211.3   | 6.2     | 2.9       | 71.3    | 2.2        | 3.1       | 40.0    | 0.0        | 0.0      | 99.9    | 3.9     | 3.9       |
| Local public entity       | 350.8   | 0.0     | 0.0       | 321.9   | 0.0        | 0.0       | 22.8    | 0.0        | 0.0      | 5.9     | 0.0     | 0.0       |
| Personal, etc.            | 822.7   | 8.3     | 1.0       | 505.9   | 4.2        | 0.8       | 169.6   | 2.7        | 1.6      | 147.2   | 1.3     | 0.9       |

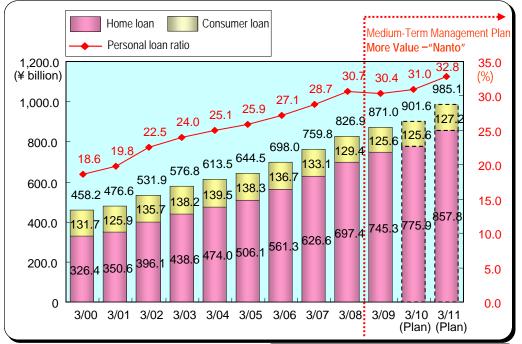
# Retail Banking Efforts (1)

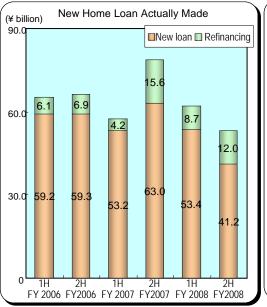


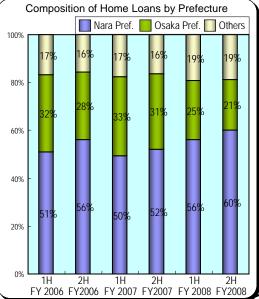
#### <Measures for reinforcing home loans>

- Strengthening the refinancing projects
  - Strengthen promotion through tie-ups between specialized home loan channels (home loan centers at 8 locations and home-loan offices at 11 locations) and sales offices
- Strengthening the relationship with the housing related businesses
  - Actively respond to new projects by strengthening the relationship with the housing related businesses
  - Strengthen the promotion of products and functional services related to direct deposit (for salaries), credit cards, utility bills, etc.









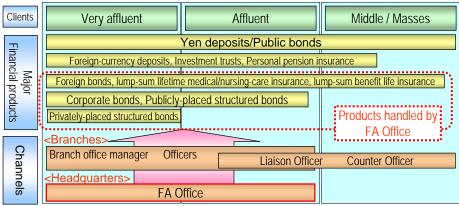
# Retail Banking Efforts (2)

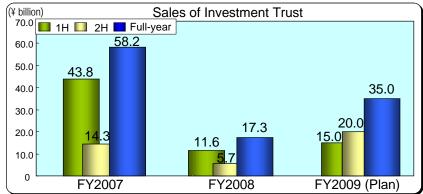


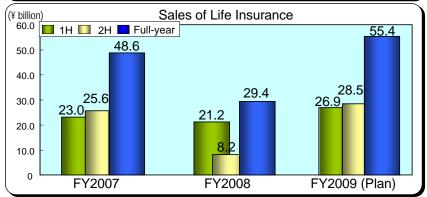
#### <Measures to reinforce assets on deposit>

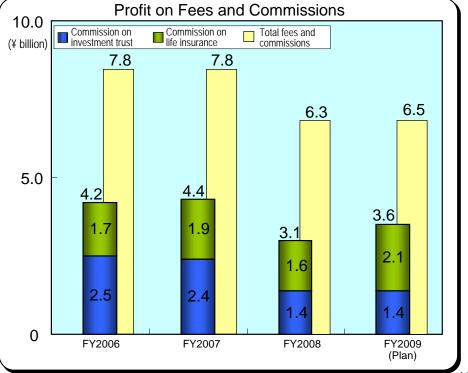
- Strengthen efforts targeting the wealthy
  - FA offices were established in 2 locations within Nara Prefecture in November 2008, the number of personnel was increased from 4 to 10, and the financial product sales system was strengthened.
  - Promotional efforts were strengthened by integrating the sales offices and headquarters, particularly for wealthy households with financial assets worth ¥50 million or more.
- Introduction of new products etc.
  - New individual annuity insurance was introduced (2 other products were introduced from January 2009)
  - Enhancement of products lineup [37 products for investment trust, 11 products for personal pension insurance, 10 products for lump-sum benefit life insurance
- Improving sales skills, etc.
- Upgrade existing skills of personnel (At least 50% on the employees shall have the qualifications.)
- Performance Report Meeting for customers, which also acts as follow-up activity, was held.













◆ Nanto Bank is continuing to actively undertake CSR activities based on the two pillars of "environment preservation" and "social contributions" and is aiming to raise corporate value in non-financial terms as "a bank that grows with the local community."

## Promoting CSR

## Environmental preservation

- Support the Yoshino Heart Project \*
- Examine environment preservation within the main business
- Examine taking part in forest preservation activities



\* Yoshino Heart Project promotes Yoshino Forest's wood products including thinned wood for disposable chopsticks for improving the forest and invigorating the forestry activity.



Planting trees

## Social contributions

- Actively support the 1300th Anniversary of the Nara Heijo-kyo Capital (starting from January 2010)
  - The 1300th Anniversary of Nara Heijo-kyo Capital Time Deposit (popularly referred to as Nanto-de-sento)
    - Amount collected: ¥130.0 billion
    - Maturity: 1 or 2 years

    - Applicable interest rate: Indicated rate + 0.13% Period available: From May 27, 2009 to Sep. 30, 2009
- Work with the Yoshino Cherry Blossom Preservation Association
- Spread education about monetary economics within the local community







Monetary economics class at local elementary school

## Organizing CSR

Examine organized support for employee and OB volunteer activities



Expand disclosure of CSR information

# Appendix

| Profile of the Nanto Bank                              | Appendix-1  |
|--|-------------|
| Outline of Business Foundation                         | Appendix-2  |
| Share in Nara Prefecture                               | Appendix-3  |
| Main Indicators for Nara Prefecture                    | Appendix-4  |
| Industrial Production Index                            | Appendix-5  |
| Business Bankruptcy and Employment Conditions          | Appendix-6  |
| Number of Population and Households in Nara Prefecture | Appendix-7  |
| Housing Starts   | Appendix-8  |
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| Ratio of Loans by Industry                             | Appendix-10 |
| Shift in Classification of Debtors                     | Appendix-11 |
| Efforts to Improve CSR                                 | Appendix-12 |

## Profile of the Nanto Bank



(As of the end of March 2009)

1. Founded June 1, 1934

2. Location of Head Office 16, Hashimoto-cho, Nara City

3. Capital ¥29,249 million

4. Number of employees 2,645

5. Number of offices 131 (Japan),

2 (Overseas, representative offices in Hong Kong and Shanghai)

6. Total assets ¥4,596.3 billion

7. Deposits outstanding ¥4,093.2 billion

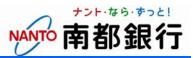
8. Outstanding loans ¥2,867.7 billion

9. Capital adequacy ratio Non-consolidated: 9.82%

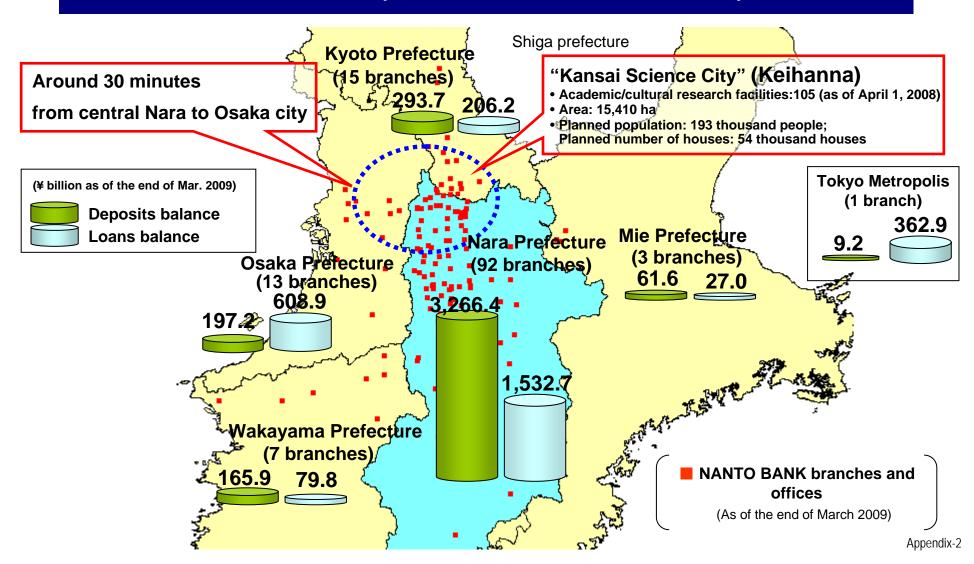
Consolidated:10.06%



(Head Office)



# Bases for business: Nara Pref. 92, Osaka Pref. 13, Kyoto Pref. 15, Wakayama Pref. 7, Mie Pref. 3, Tokyo 1



## Share in Nara Prefecture

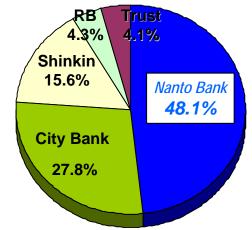


Maintained firmly approximately 50% of deposit and loan market share within Nara Prefecture

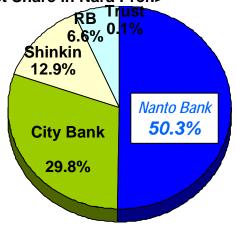
Deposit market share in Nara Pref.: 48.1%

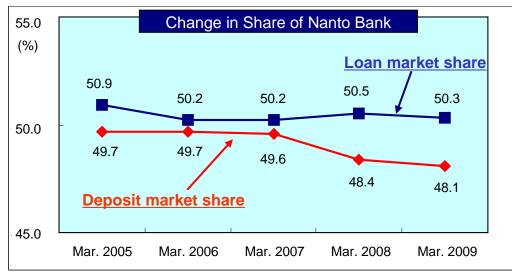
Loan Market Share in Nara Pref.: 50.3% (at end of March 2009)

#### <Deposit Market Share in Nara Pref.>

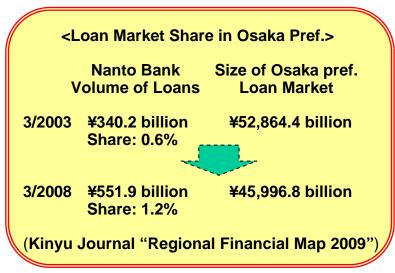


#### <Loan Market Share in Nara Pref.>





<sup>\*</sup> Total number of commercial banks, trust banks, and shinkin banks in Nara Prefecture. (excluding agricultural cooperatives, postal savings)



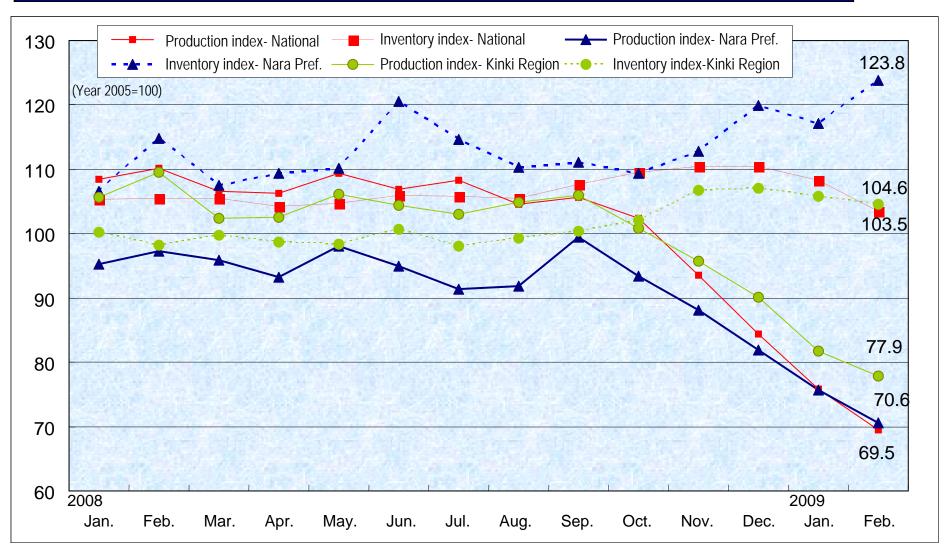
# Main Indicators for Nara Prefecture



| No. | Indicator   | Nara<br>Prefecture | National<br>ranking | Osaka<br>Prefecture | National<br>ranking | Source   |  |
|-----|---|--------------------|---------------------|---------------------|---------------------|--|--|
| 1   | Population  | 1,404 thousand     | 29                  | 8,806 thousand      | 3                   | 2008 Population Census   |  |
| 2   | Number of private enterprises (offices)                 | 48 thousand        | 40                  | 421 thousand        | 2                   | 2006 Establishment and<br>Enterprise Census                          |  |
| 3   | Housing starts  | 8 thousand         | 30                  | 76 thousand         | 4                   | 2008 Ministry of Land, Infrastructure,<br>Transportation and Tourism |  |
| 4   | Deposits balance  | ¥10.4 trillion     | 22                  | ¥79.9 trillion      | 2                   | Kinyu Journal<br>"Regional Financial Map 2009"                       |  |
| 5   | Loans balance   | ¥3.2 trillion      | 30                  | ¥45.9 trillion      | 2                   | Kinyu Journal<br>"Regional Financial Map 2009"                       |  |
| 6   | Personal savings<br>(per capita)                        | ¥5,891 thousand    | 6                   | ¥6,004 thousand     | 5                   | The Central Council for Financial Services Information 2007          |  |
| 7   | Newspapers subscriptions (per household)                | 1.37               | 1                   | 0.99                | 32                  | Japan Newspaper Association 2007                                     |  |
| 8   | Number of residents traveling abroad (per 1,000 people) | 163.58             | 4                   | 156.07              | 6                   | Annual Report of Statistics on Legal Migrants 2006                   |  |
| 9   | Number of households with piano (per 1,000 households)  | 353                | 2                   | 256                 | 33                  | National Survey of Family<br>Income and Expenditure 2004             |  |
| 10  | Employment rate outside the Prefecture                  | 29.32%             | 1                   | 5.11%               | 15                  | 2005 Population Census   |  |



# <Industrial Production Index in Nara Prefecture> Production has remained at a low and continues to decline.



[Source: Nara Prefecture / Ministry of Economy, Trade and Industry]

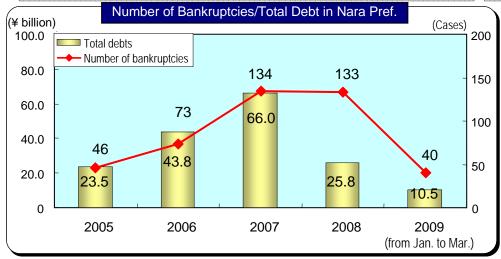
# **Business Bankruptcy and Employment Conditions**

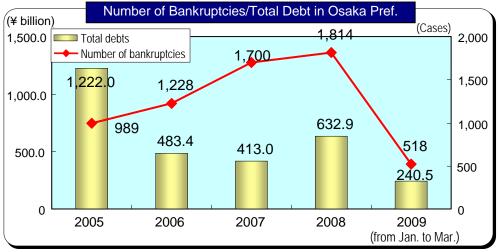


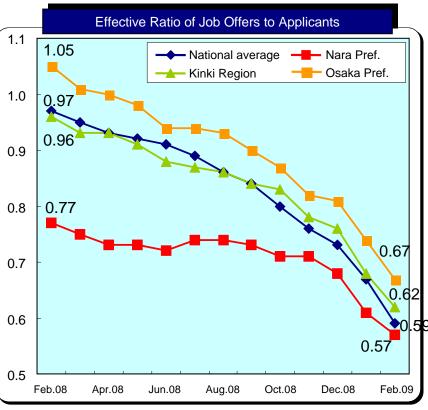
- Business Bankruptcy
  - Both bankruptcy and total debts increased in 2008.
  - Bankruptcy in Nara Prefecture in 2008
    - → 133 cases, ¥25.8 billion in total debts
  - There has been a recent upward trend in the number of bankruptcies (for the period between Jan. and Mar. 2009)



- Effective ratio of job offers to applicants in Nara Pref. is below the ratio of other prefectures in Japan.
  - Effective ratio of job offers to applicants in Nara Pref. in Feb. 2009 → 0.57 times, 0.20 point down from the previous year.







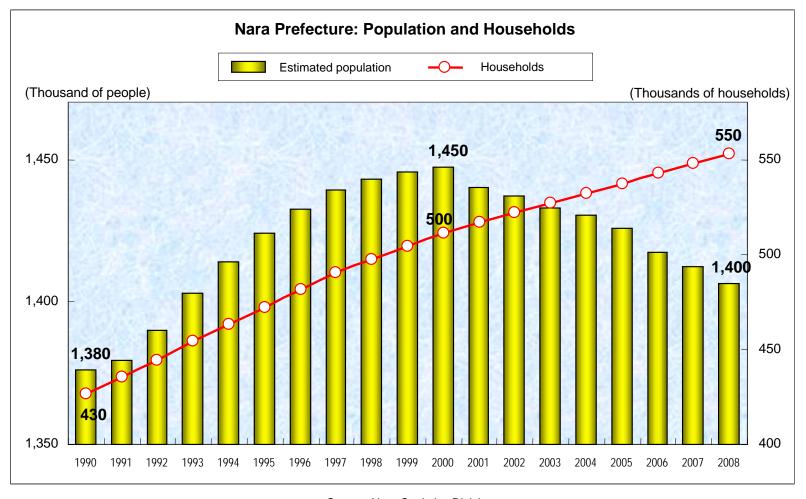
[Source: Health, Labour and Welfare Ministry / Nara Labor Bureau]

[Source: TEIKOKU DATABANK]

# Number of Population and Households in Nara Prefecture



- ◆ Population of Nara Prefecture (2008): 1.40 million, comprising 550,000 households
  - The population has been on a declining trend since 2000.
  - On the other hand, the upward trend in the number of households has continued as more and more households are made up of nuclear families.

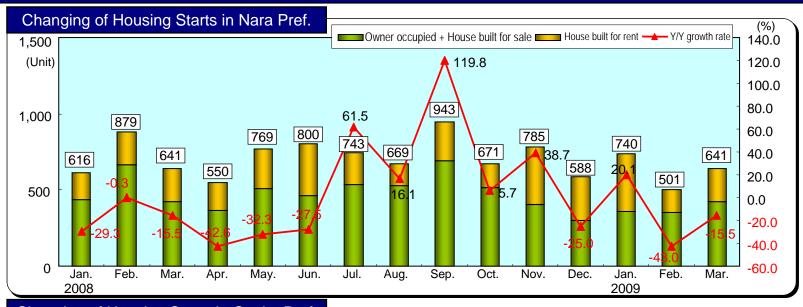


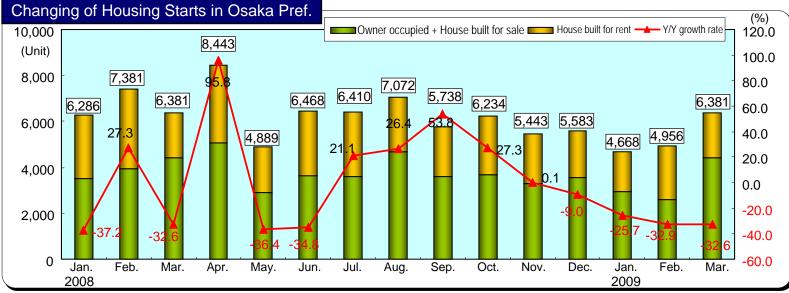
Source: Nara Statistics Division

# **Housing Starts**



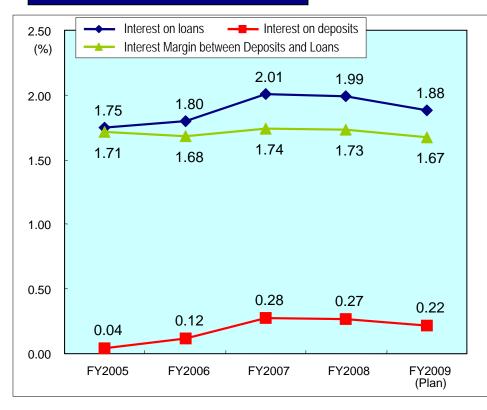
■ There has been a downward trend in the number of housing starts for various reasons including a deterioration in consumer sentiment due to the recession.



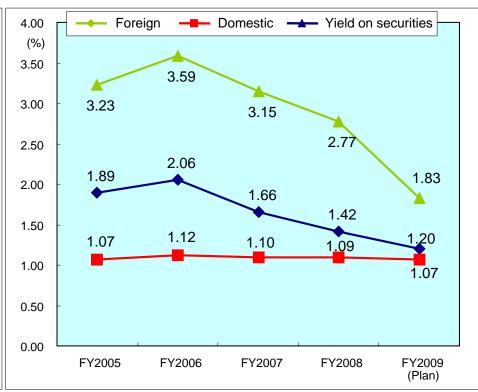




## Interest on Deposit and Loan



# Yield on Securities



# Ratio of Loans by Industry



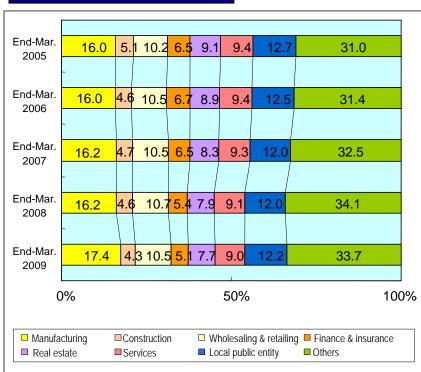
♦ As of March 31, 2009, industries with the largest number of outstanding loans, in order of volume of loans, were the manufacturing industry, local public entity, wholesaling and retailing industry, and services industry.

## Loans Outstanding by Industry

#### (¥billion)

|  | End of<br>Mar.<br>2005 | End of<br>Mar.<br>2006 | End of<br>Mar.<br>2007 | End of<br>Mar.<br>2008 | End of<br>Mar.<br>2009 | Y/Y<br>change |  |
|--|------------------------|------------------------|------------------------|------------------------|------------------------|---------------|--|
| Domestic lending total volume                | 2,492.1                | 2,571.5                | 2,645.3                | 2,694.2                | 2,867.7                | +173.4        |  |
| Manufacturing                                | 398.1                  | 411.2                  | 428.4                  | 437.4                  | 500.0                  | +62.5         |  |
| Agriculture                                  | 12.7                   | 10.5                   | 8.2                    | 7.4                    | 4.1                    | -3.3          |  |
| Forestry                                     | 12.6                   | 10.7                   | 8.5                    | 6.3                    | 5.9                    | -0.3          |  |
| Fishery                                      | 2.8                    | 2.7                    | 2.6                    | 3.8                    | 3.2                    | -0.5          |  |
| Mining                                       | 24.5                   | 21.0                   | 19.8                   | 18.0                   | 23.0                   | +4.9          |  |
| Construction                                 | 127.7                  | 118.2                  | 125.3                  | 124.0                  | 124.4                  | +0.4          |  |
| Electric, gas, heat supply and water utility | 12.4                   | 12.4                   | 7.5                    | 7.3                    | 12.0                   | +4.6          |  |
| Information communication                    | 10.3                   | 12.6                   | 15.3                   | 14.6                   | 15.5                   | +0.9          |  |
| Transportation                               | 73.2                   | 70.5                   | 75.0                   | 76.3                   | 78.4                   | +2.1          |  |
| Wholesaling & retailing                      | 253.8                  | 269.4                  | 277.5                  | 288.9                  | 301.3                  | +12.3         |  |
| Finance & insurance                          | 162.1                  | 172.7                  | 172.2                  | 146.0                  | 147.3                  | +1.3          |  |
| Real estate                                  | 227.7                  | 228.5                  | 220.6                  | 212.0                  | 220.5                  | +8.4          |  |
| Services                                     | 233.1                  | 242.6                  | 245.1                  | 244.6                  | 257.8                  | +13.2         |  |
| Local public entity                          | 317.4                  | 321.3                  | 316.2                  | 323.2                  | 350.8                  | +27.6         |  |
| Personal and others                          | 623.2                  | 666.4                  | 722.4                  | 783.8                  | 822.7                  | +38.8         |  |

## Ratio of Loans by Industry



## Shift in Classification of Debtors



#### <The End of March 2009>

◆ Total credit (loans):

◆ Loans to normal debtors:

◆ Loans to debtors requiring caution and Substandard debtors:

◆ Loans to potentially bankrupt debtors and lower:

¥2,898.6 billion (increase of ¥171.5 billion from Mar. 2008)

¥2,609.0 billion (increase of ¥208.0 billion from Mar. 2008)

¥219.2 billion (decrease of ¥35.7 billion from Mar. 2008)

¥70.3 billion (decrease of ¥0.7 billion from Mar. 2008)

(¥billion)

|   | (Subject: Credit related claimable assets such as loans) | Balance<br>(As of the end of<br>March 2008) | As of the end of March 2009 |                          |                       |                                   |   |                              |  |  |
|---|--|---|-----------------------------|--------------------------|-----------------------|-----------------------------------|---|------------------------------|--|--|
|   |  |   | Normal assets               | Assets requiring caution | Substandard<br>assets | Potentially<br>bankrupt<br>assets | Bankrupt and<br>effectively<br>bankrupt<br>assets | For collection or write-offs |  |  |
|   |  | а   | b                           | С                        | d                     | е                                 | F   | g                            |  |  |
| 1 | Normal debtors   | 2,401.0                                     | 2,376.3                     | 42.5                     | 6.1                   | 5.6                               | 3.8   | (33.5)                       |  |  |
| 2 | Debtors requiring caution                                | 206.2                                       | 66.1                        | 127.0                    | 2.6                   | 9.7                               | 0.6   | 0.0                          |  |  |
| 3 | Substandard debtors                                      | 48.7  | 1.0                         | 8.9                      | 26.6                  | 2.0                               | 1.4   | 8.5                          |  |  |
| 4 | Potentially bankrupt debtors                             | 64.4  | 0.2                         | 3.9                      | 0.5                   | 42.7                              | 1.6   | 15.3                         |  |  |
| 5 | Bankrupt and effectively bankrupt debtors                | 6.6   | 0.0                         | 0.0                      | 0.0                   | 0.3                               | 1.8   | 4.3                          |  |  |
| 6 | New debtors  | 0.0   | 165.1                       | 0.6                      | 0.0                   | 0.2                               | 0.1   | 0.0                          |  |  |
| 7 | Total  | 2,727.1                                     | 2,609.0                     | 183.2                    | 36.0                  | 60.7                              | 9.5   | (5.2)                        |  |  |

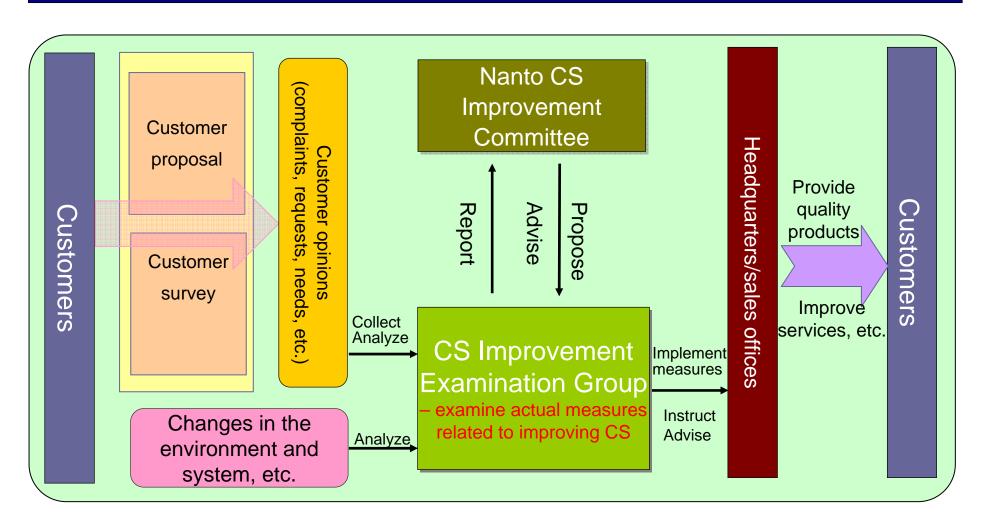
from March 2008

Loans to normal debtors: Loans to debtors requiring caution Increase of ¥208.0 billion and Substandard debtors debtors debtors or below debtors or below and Substandard debtors debtors or below debtors or below

Decrease of ¥35.7 billion from March Decrease of ¥0.7 billion from For collection or write-offs



■ Return to the origin of the service industry, strengthen efforts to improve customer satisfaction, and examine measures to improve CS, centered on the CS Improvement Committee and the CS Improvement Examination Working (Group)





In this material, we refer to the future performance of the bank.

However, these descriptions do not guarantee the performance mentioned in the material and include risks and uncertainties.

Please be aware that the future performance mentioned in this material may change from the targets as a result of, for example, changes in the operating environment.

[Inquiries:]

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