Results for FY2009 and Targets for Tenth Medium-Term Management Plan: "Dream TEN- New challenges" FY2008-FY2010

> May 26, 2010 Katsunori Nakanishi President







Results for FY2009 and Targets for Tenth Medium-Term Management Plan: "Dream TEN- New challenges" FY2008-FY2010				
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## **Results for FY2009 (1)**

Shizuoka Bank,				Ordinary revenue -JPY 19.3bn YoY (Continued decrease for 2 periods)
Non-consolidated (JPY, bn)	FY2008	FY2009	Increase/ Decrease	• JPY 186 bn was posted (JPY 19.3 bn decrease year-on- year) with the decrease in proceed from fund management,
Ordinary revenue	205.4	186.0	-19.3	the main cause of which was the decline in both domestic and international interest rates.
Gross Operating Profit	148.7	152.0	+3.3	
Net interest income Fees Commissions Other operating profit (Bond-related income such as JGBs)	129.7 15.4 1.8 1.8 (0.1)	129.3 14.5 1.2 7.0 (5.2)	-0.4 -0.9 -0.6 +5.2 (+5.1)	Gross operating profit       + JPY 3.3bn (Continued growth for 6 periods)         • JPY 152 bn was posted (JPY 3.3bn increase year-on-year) due to the increase in "Bond-related income such as JGBs" [Record profits]
Expenses (-)	79.6	79.3	-0.2	Net operating profit +JPY 10.7bn (First increase in 3 periods)
Actual net operating profit *	69.2	72.7	+3.5	<ul> <li>JPY 64.3bn was posted (JPY 10.7 increase year-on-year for the first time in 3 periods) due to the decrease in "General</li> </ul>
Core net operating profit **	69.0	67.5	-1.6	transfer to loan loss reserves." [Record profits]
General transfer to loan loss reserves (-)	15.5	8.3	-7.2	
Net operating profit	53.7	64.3	+10.7	Ordinary profit +JPY 33.6bn YoY (First increase in 3 periods)
Special profit and loss	-36.8	-13.8	+22.9	<ul> <li>JPY 50.5bn was posted (JPY 33.6bn increase year-on-year) due to the improvement of "Gain on stocks" and "Special</li> </ul>
Bad debt written-off (-) Gain (loss) on stocks	18.8 -17.5	14.9 2.9	-3.8 +20.4	profit and loss" because of the decrease in NPL disposals, in addition to the increase in "Net operating profit."
Ordinary profit	16.9	50.5	+33.6	
Extraordinary profit and loss	-0.2	0.4	+0.6	Net income + JPY 19.3bn YoY (First increase in 3 periods)
Net income before taxes	16.7	50.9	+34.2	• JPY 32.1bn was posted (JPY 19.3 bn increase year-on-
Corporate taxes (-)	3.9	18.8	+14.9	year, due to the improvement of "Extraordinary profit and loss."
Net income	12.8	32.1	+19.3	

Actual NOP=NOP + General transfer to loan loss reserves

\*\* Core NOP=NOP + General transfer to loan loss reserves – Bond-related income such as JGBs

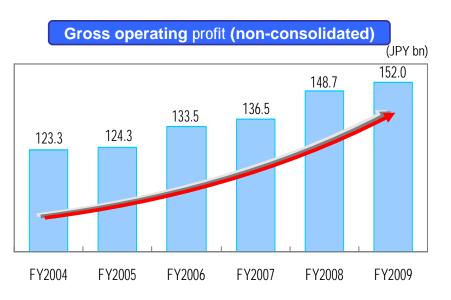


## Results for FY2009 (2)

Shizuoka Bank, Consolidated (JPY, bn)	FY2008	FY2009	Increase/ Decrease
Ordinary revenue	232.2	214.5	-17.7
Ordinary Profit	20.0	53.9	+33.9
Net income	13.0	32.8	+19.7

Consolidated / non- consolidated ratio	FY2009	YoY change
Ordinary profit	1.07	-0.11
Net income	1.02	0.00

Ordinary revenue (Consolidated)	Continued decline for 2 periods
Ordinary profit (Consolidated)	First increase in 3 periods
Net income (Consolidated)	First increase in 3 periods



### Net interest income

#### •Domestic operations division: JPY 117.8 bn (-JPY 2.2 bn YoY),

Overseas operations division: JPY 11.6 bn (+JPY 1.9 bn YoY)

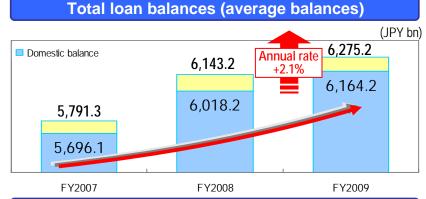
Breakdown of net interest income

(JPY bn)	FY2008	FY2009	Increase/ Decrease
Total	129.7	129.3	-0.4
Domestic operations division	120.0	117.8	-2.2
Of which, Interest on loans	118.0	108.6	-9.3
Interest and dividends on securities	21.1	20.4	-0.7
Interest on deposits (-)	17.8	10.7	-7.1
Overseas operations division	9.7	11.6	+1.9

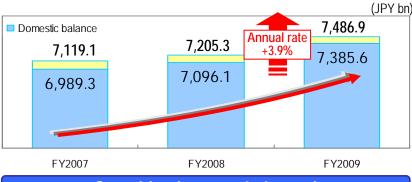
Domestic operations division	

	FY2008	FY2009	YoY change
Loan rate	1.97%	1.77%	-0.20%
Deposit rate	0.25%	0.14%	-0.11%
Yield on securities	1.29%	1.30%	+0.01%

Overseas operations division				
	FY2008	FY2009	YoY change	
Investment/funds rate difference	1.26%	1.56%	+0.30%	



Deposit balances (average balances)

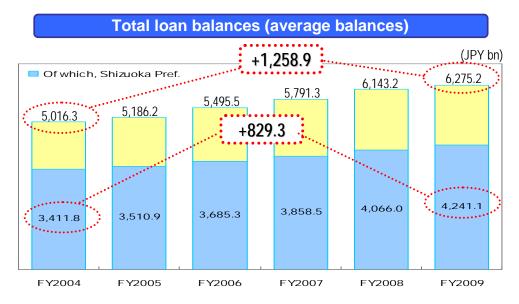


Securities (average balances)

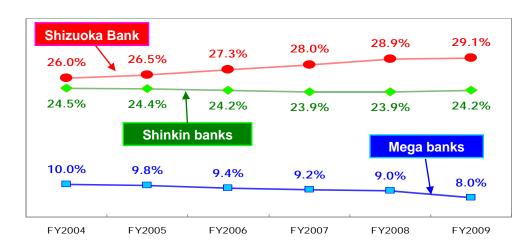


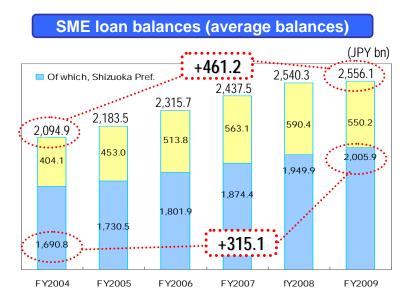
### Loans and share in Shizuoka Pref.

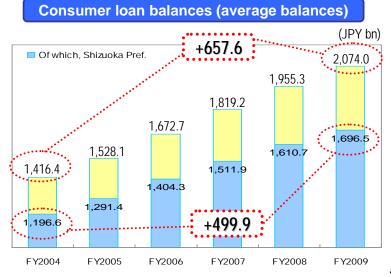
• During five years from FY2005, total loan balances increased +JPY 1,258.9 bn, of which +829.3 in Shizuoka Pref. (Of which, SME loan balances: +JPY 461.2bn, consumer loan balances: +JPY 657.6bn)



#### Share of loans in Shizuoka Prefecture







### Corporate banking – regional finance –

	Number of successful business matching deals and the amount			
siness	of new loans]	FY2007	FY2008	FY2009
tching	Actual cases	822	2,257	2,595
	Amount of new loans	JPY 43.9bn	JPY 32.3bn	JPY 34.4bn







[Number of business regeneration activities completed]

	FY2007	FY2008	FY2009
Cases	19	17	20

Management improvement Business regeneration

he establishment of the solid relationship throug our progressive approach ⇒ leads to an increase in market share



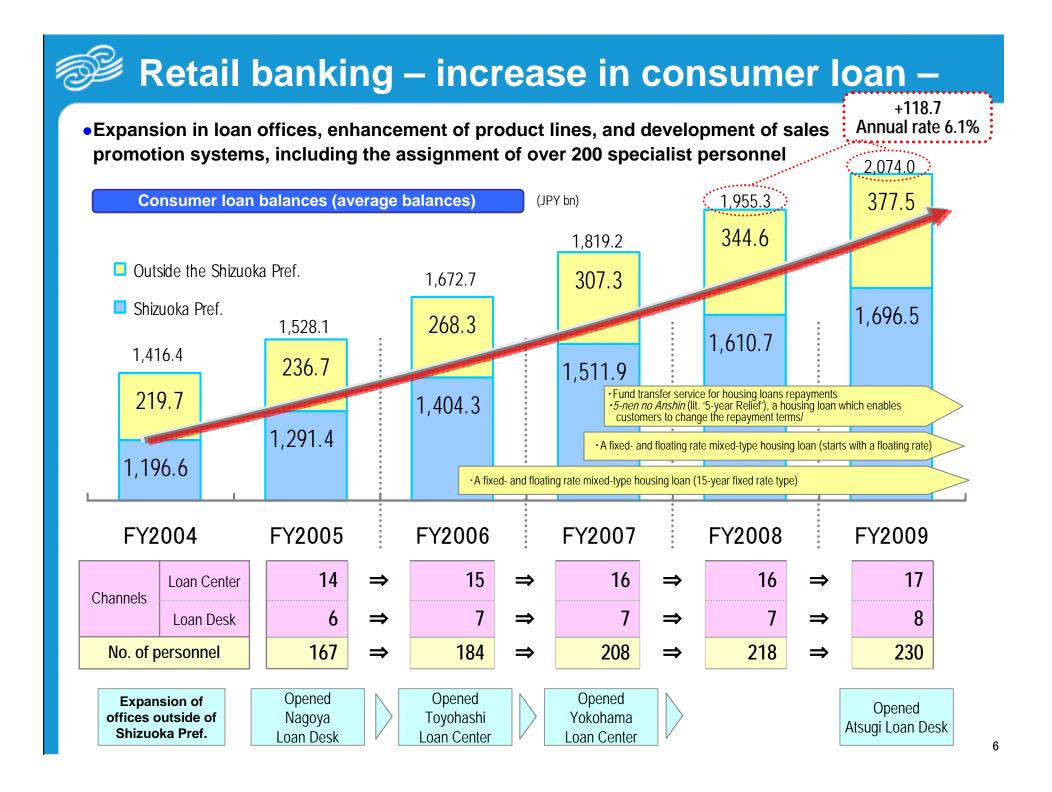
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•No. of members: (As of the end of March 2010) 869 companies, 1,307 members •No. of participants for seminars and visits: Total 3,052

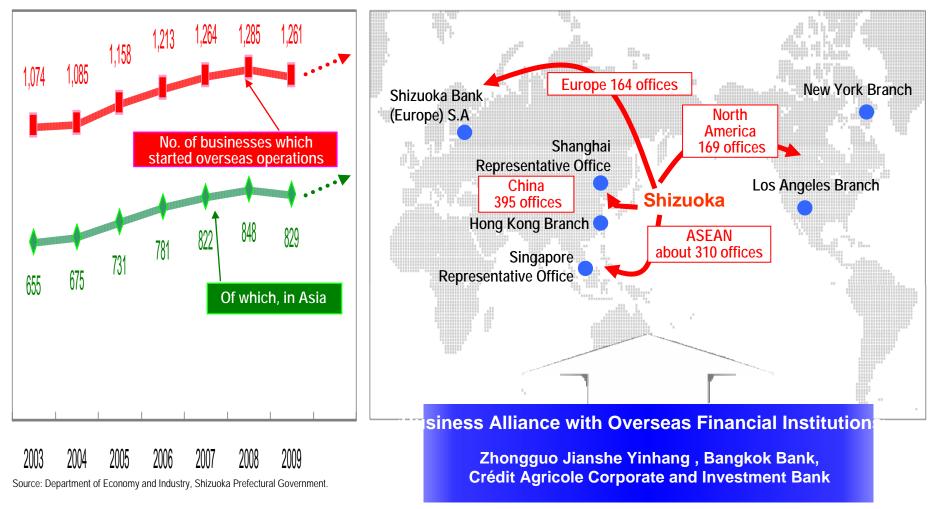


### Overseas operations supporting system

- Regional companies are expanding their businesses into Asia and the rest of the world.
- Shizuoka Bank is enhancing its competitiveness by establishing a business model to support
  regional companies to expand their overseas businesses as a regional financial institution.

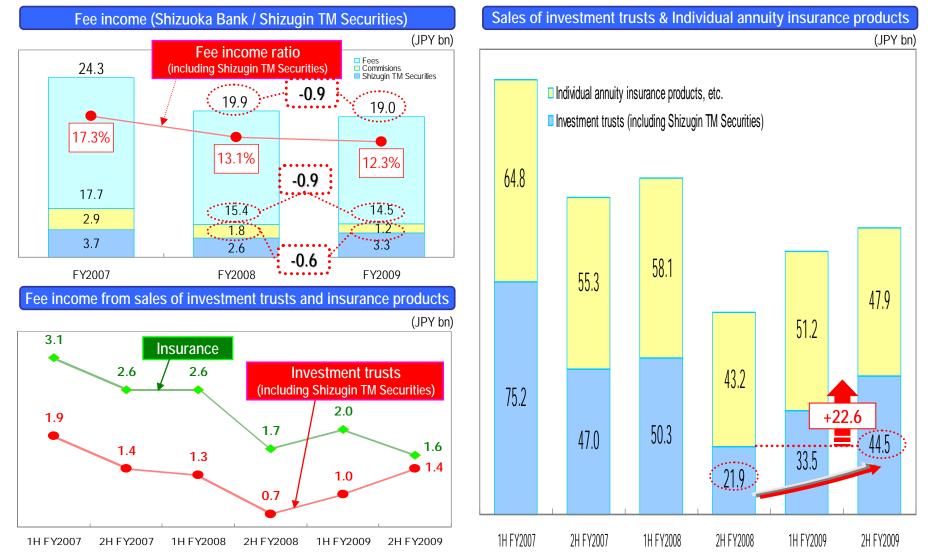
Overseas operations of regional companies

Shizuoka Bank's overseas bases and its support system



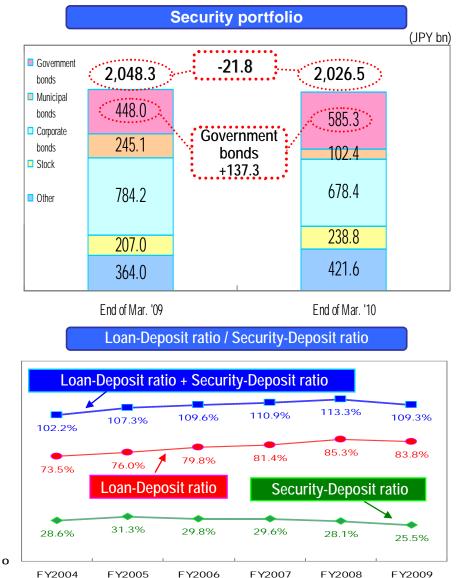
## Fees and Commissions

 Fees decreased year-on-year due to the decrease in sales revenues from individual annuity insurance, etc. Sales and revenues from investment trusts continue to trend upwards due to the improvement in the market environment.



### Securities-related gains and losses

#### •Gains and losses from Bond-related income such as JGBs: JPY 5.2bn (up JPY 5.1bn YoY), Gains and losses from stocks : JPY 2.9bn (up JPY 20.4bn YoY)



Yield and average duration to maturity

	End of Mar. '09	End of Mar. '10
Duration of yen denominated bonds	3.90 y	4.73 y
Duration of foreign currency denominated bonds	1.09 y	2.60 y
Gains and losses from the revaluation of securities	JPY 64.2 bn	JPY 133.2 bn
Stocks	JPY 68.6 bn	JPY 114.5 bn
Nikkei stock average	JPY 8,109.53	JPY 11,089.94

Breakdown of Gains and losses from Bond-related income such as JGBs

	(JPY bn)	FY2008	FY2009	Increase/ Decrease
G	ains and losses from JGBs	0.1	5.2	+5.1
	Gain on sale of JGBs	12.0	9.8	-2.2
	Loss on sale of JGBs (-)	2.2	3.1	+0.9
	Devaluation of JGBs (-)	9.7	1.6	-8.1

#### Breakdown of Gains and losses from stocks

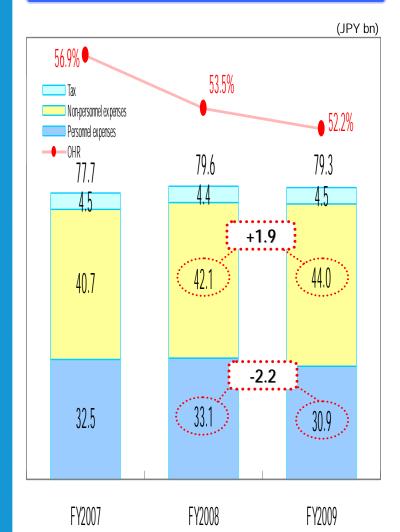
(JPY bn)			FY2008	FY2009	Increase/ Decrease
G	ains and losses from stocks	6	-17.5	2.9	+20.4
	Gain on sale of stocks		0.8	3.6	+2.8
	Loss on sale of stocks	(-)	0.8	0.6	-0.2
	Devaluation of stocks	(-)	17.4	0.1	-17.3

**Expenses** 

## • Expenses in FY2009: JPY 79.3bn (decreased JPY 0.2 bn year-on-year), decreased JPY 3.3 bn from the estimation in First Half FY2009

•OHR (Non-consolidated) 52.2% (decreased 1.3% year-on-year)

**Expenses and OHR** 



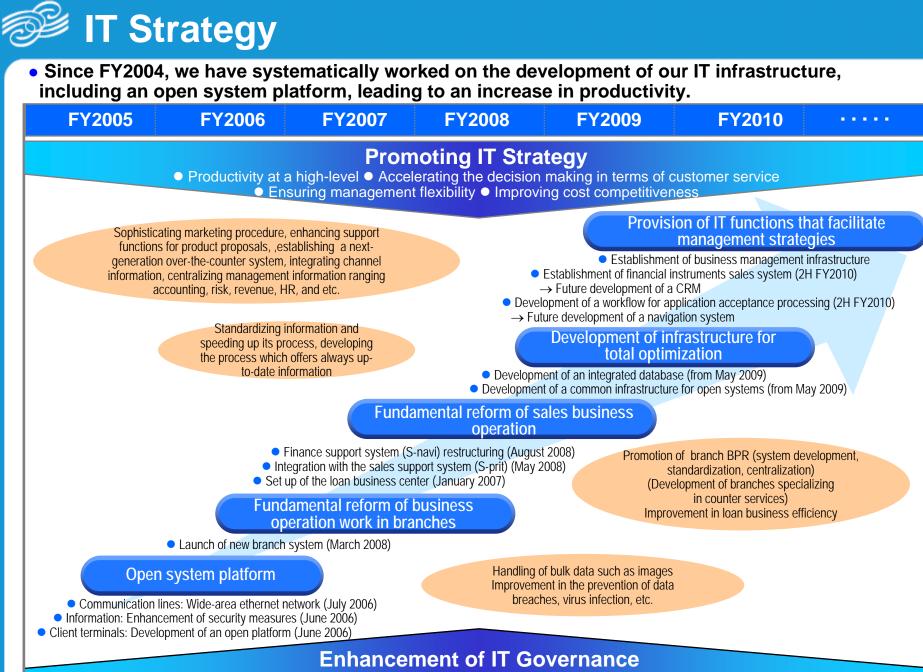
	(JPY bn)	FY2007	FY2008	FY2009	YoY			
No	on-personnel expenses	40.7	42.1	44.0	+1.9			
	System-related	12.3	13.0	14.4	+1.4			
	Outsourcing	7.5	7.9	8.0	+0.0			
	Others	20.9	21.2	21.6	+0.4			

Non-personnel expenses

#### [Reference] Number of personnel

(Employees)	End of Mar '09	End of Mar '10	End of Mar '11 (estimated)	YoY
Front office	2,685	2,742	2,925	+240
Of which bank employees	1,982	1,991	2,165	+183
Back office/assisting	1,506	1,520	752	-754
Of which bank employees	325	318	115	-210
HQ, loan operations centers and other	1,096	1,013	963	-133
Of which bank employees	534	565	470	-64
Shizuoka Bank (A)	5,287	5,275	4,640	-647
Of which bank employees	2,841	2,874	2,750	-91
Total number of employees at Group companies, etc (B)	1,927	1,874	2,540	+613
Total Group employees (A + B)	7,214	7,149	7,180	-34

\*Incl. temporary and dispatched employees, etc.



● Integrated organizational management ● IT visualization ● Investment control ● Risk minimization

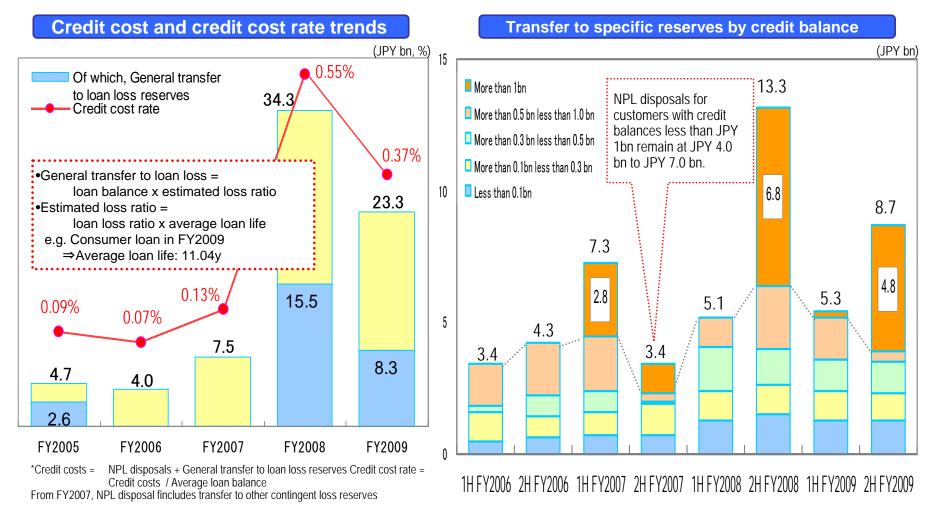
## **Credit costs**

• Credit costs in FY2009: JPY 23.3bn (-JPY 11.0bn year-on-year), Credit cost rate: 0.37% (-0.18% year-on-year)

General transfer to loan loss reserves: NPL disposal: JPY 8.3bn (- JPY 7.2bn YoY) JPY14.9bn (- JPY 3.8bn YoY) JPY11.6bn (- JPY 4.0bn YoY)

of which, transfer to specific reserves:

• Enforce management of large corporate customers (credit limit by business categories and credit ratings, management's quality evaluation)

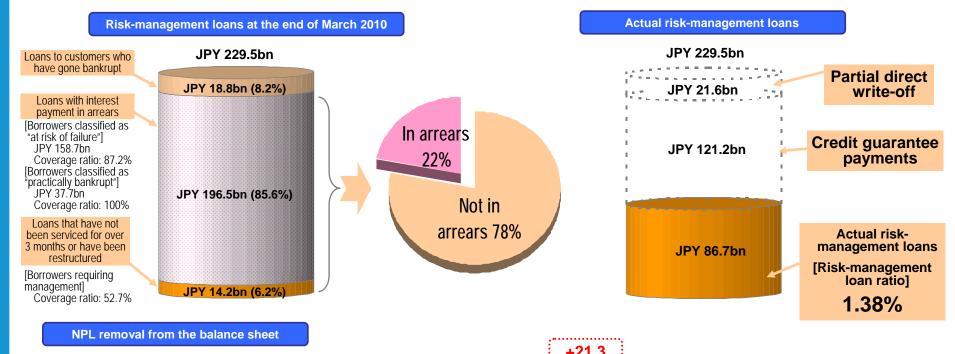


### **Risk-management loans**

- Total risk-management loans (Non-consolidated basis) :
- The ratio of risk-management loans:
- Actual risk-management loans (Non-consolidated basis) : JPY 86.7bn (down JPY 1.5bn from the end of March 2009)
- The ratio of actual risk-management loans:

JPY 229.5bn (up JPY 21.3bn from the end of March 2009) 3.64% (up 0.37 percentage points from the end of March 2009) Coverage ratio: 88.2%

JPY 86.7bn (down JPY 1.5bn from the end of March 2009) 1.38% (same level as previous fiscal year)

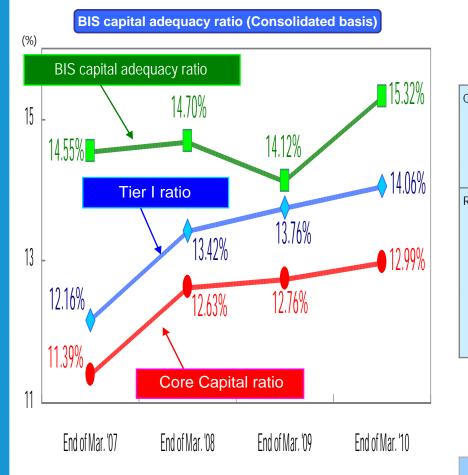


(JPY bn)	FY2006	FY2007	FY2008	FY2009			
New recognition of NPLs (Of which, downgraded in rating)	+48.9 (+36.9)	+69.3 (+50.6)	+89.2 (+58.0)	+97.7 (+80.1)			
Removal from the balance sheet (NPL to borrowers classified as "at risk of failure" or in riskier categories)	-71.5 (-60.4)	-70.6 (-60.0)	-76.5 (-53.2)				
Risk-management loans	196.8	195.5	208.2	229.5			

	[Breakdown of JPY 69.5 bn]	(JPY bn)
	Collected from borrower/ set off against deposit account	12.6
	Collateral disposal/ subrogated to guarantor	26.7
F	Reclassified to better category	16.7
	Loans sold-off	12.1
	Write-off of loans (before set-off)	1.4

### **Capital adequacy ratio**

- The Basel II capital adequacy ratio at the end of March 2010 was 15.32%. (Up 1.20 percentage points from the level at the end of March 2009)
- Tier I ratio was 14.06%, and core capital ratio was 12.99%.



	(JPY bn)					
		End-Mar. '07	End-Mar. '08	End-Mar. '09	End-Mar. '10	Change from End-Mar. '09
Ca	apital*	691.9	650.4	623.4	687.8	+64.4
	Tier I	578.5	593.8	607.8	631.4	+23.6
	Core Capital	542.1	558.9	563.3	583.3	+20.0
	Tier II	136.5	79.1	29.1	67.6	+38.5
Ri	sk-adjusted assets	4,754.9	4,423.2	4,414.8	4,488.9	+74.1
	Total credit-risk- adjusted assets	4,462.0	4,089.5	4,094.6	4,166.3	+71.7
	Amount corresponding to market risk	22.0	22.0	24.8	20.5	-4.3
	Amount corresponding to operational risk	270.9	283.7	295.4	302.1	+6.7
	Adjusted floor amount	-	28.0	-	-	-

Changes in capital and risk-adjusted assets

Outlier ratio (Non-consolidated basis)

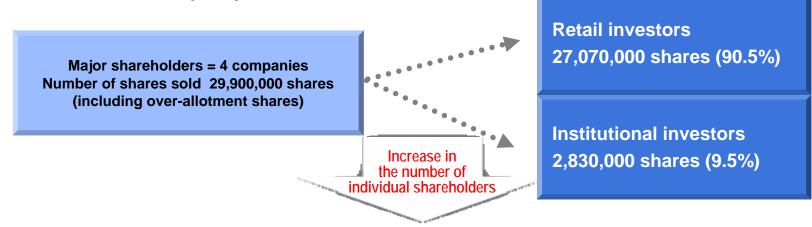
Size of maximum risk	Tier I + Tier II	Outlier ratio
JPY 79.2bn	JPY 672.3bn	11.78%

[Reference]

Core Capital Ratio = Tier I – Amount corresponding to deferred tax assets\* \* Exc. Unrealized gain on securities

## Capital Policy (1)

 Shizuoka Bank sold the existing shares in January 2010, in order to increase the number of shareholders and the liquidity of shares



	March 2009	March 2010	Change
Total number of shareholders	23,584	28,806	+5,222
Number of individual shareholders	22,082	26,998	+4,916
(Ratio of the number of shares owned by individual shareholders)	16.7%	19.1%	+2.4%

Objective of the 10th Medium-term Business Plan: "Increasing number of individual shareholders in the region"

## **Capital Policy (2)**

- •In FY2009, dividend (annual) per share of JPY 13 achieved the highest level of regional banks (dividend payout ratio 28.20%, dividend yield 1.59%)
- Shizuoka Bank purchased treasury stock of 5 million shares in FY2009.
- Shizuoka Bank also announced the buyback of 10 million shares on May 14, 2010.

Divid	0 10 0	4400	
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(JPY , %)	FY2006	FY2007	FY2008	FY2009	FY2010 Forecast
Dividend per share (annual)	13.00	13.00	13.00	13.00	13.00 (6.50*)
Dividend yield (Dividend/share price at end of FY)	1.03%	1.10%	1.47%	1.59%	_

\*Interim dividend

#### **Profit distribution to shareholders**

	FY2006	FY2007	FY2008	FY2009	FY2010 Forecast	FY '00 – '09 (10 years)
Annual dividend (1)	9.2	9.1	9.1	9.1	8.9	Accumulated total 68.7
Purchase of treasury stock (2)	_	12.6	_	4.0	8.0	Accumulated total 79.8
Shareholder returns (3)=(1)+(2)	9.2	21.8	9.1	13.1	16.9	Accumulated total 148.6
Net income (4)	36.3	35.2	12.8	32.1	30.0	Accumulated total 247.8
Dividend payout ratio (1)/(4)x100	25.39%	25.96%	70.85%	28.20%	29.72%	Average 27.74%
Shareholder return ratio (3)/(4)x100	25.39%	61.82%	70.85%	40.64%	56.39%	Average 59.96%

\*Purchase of treasury stock in FY2010 is provisionally calculated at 10,000,000 shares, JPY800 per share

#### (JPY bn)



## Projected performance for FY2010

Consolidated	FY2009	FY2010E	
(JPY bn)	112003	TIZOTOL	YoY change
Ordinary revenue	214.5	208.0	-6.5
Ordinary profit	53.9	53.7	-0.2
Net income	32.8	30.7	-2.1

Non-Consolidated	FY2009	FY2010E	
(JPY bn)	112009	TIZOTOL	YoY change
Ordinary revenue	186.0	180.0	-6.0
Gross operating profit	152.0	147.3	-4.7
Expenses (-)	79.3	81.8	+2.5
General transfer to loan loss reserves (-)	8.3	5.5	-2.8
Net operating profit	64.3	60.0	-4.3
Core net operating profit	67.5	65.0	-2.5
Actual net operating profit	72.7	65.5	-7.2
Bad debt written-off (-)	14.9	10.4	-4.5
Gain on stocks	2.9	2.6	-0.3
Ordinary profit	50.5	50.0	-0.5
Net income	32.1	30.0	-2.1

Credit costs (-)	23.3	15.9	-7.4
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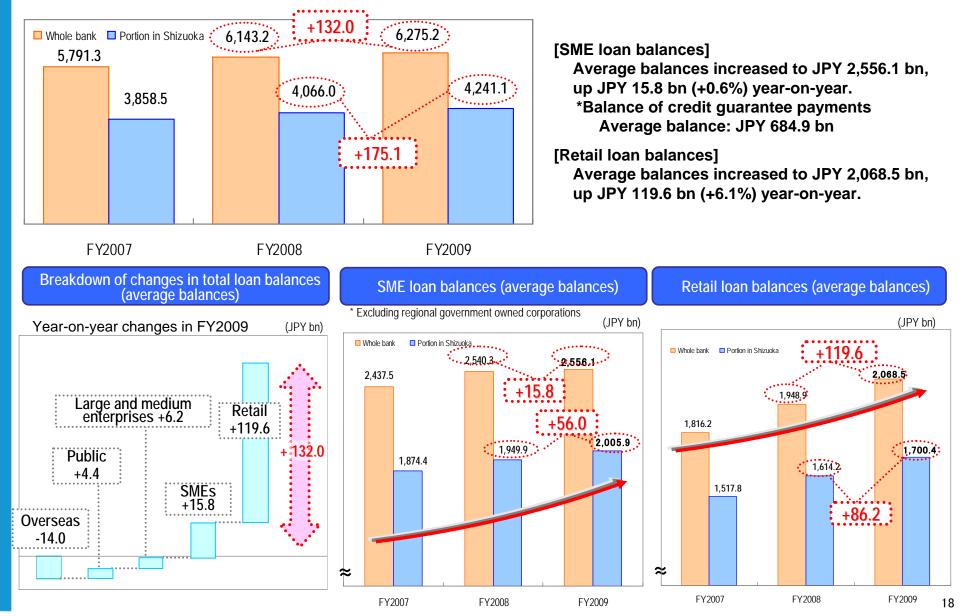
# Reference

Dream with you. 🦈





#### • Total loan balances (average balances) of FY2009 increased to JPY 6,275.2 bn, up JPY 132.0 bn (+2.1%) year-on-year



### Loans by industries

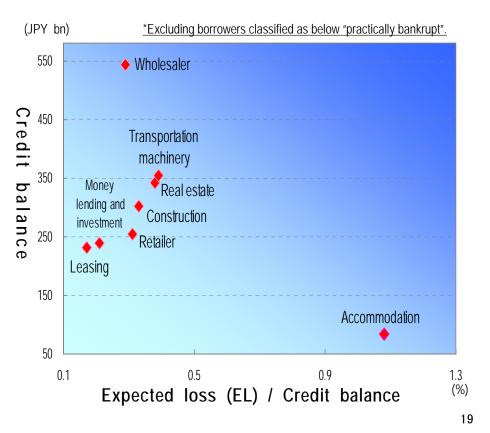
- Business loans to industries such as real estate, construction, money lending and investment, and leasing each
  account for less than 8% of lending for whole industries. There is no concentrated exposure to any of these specially
  designated industries.
- Expected loss (EL) amounts to JPY 14.4 bn for all loans (JPY 1.3 bn for real estate and JPY 1.0 bn for construction )
- Unexpected Loss (UL) amounts to JPY 63.0 bn for all loans

Breakdown of business loans to the specially designated industries

				(JPY bn, %)
		Balance	Composition ratio	YoY change
۷	Vhole industries	4,458.6	100.0	-205.0
	Real estate	341.4	7.7	+7.5
	Construction	302.7	6.8	-4.1
	Leasing	231.2	5.2	-20.5
	Money lending and investment	238.2	5.3	-23.6
	Wholesaler	543.4	12.2	-70.4
	Transportation machinery	354.6	8.0	-38.0
	Retailer	254.4	5.7	-22.5
	Accommodation	83.3	1.9	+5.3

[Credit balance (as of the end of March 2010)]

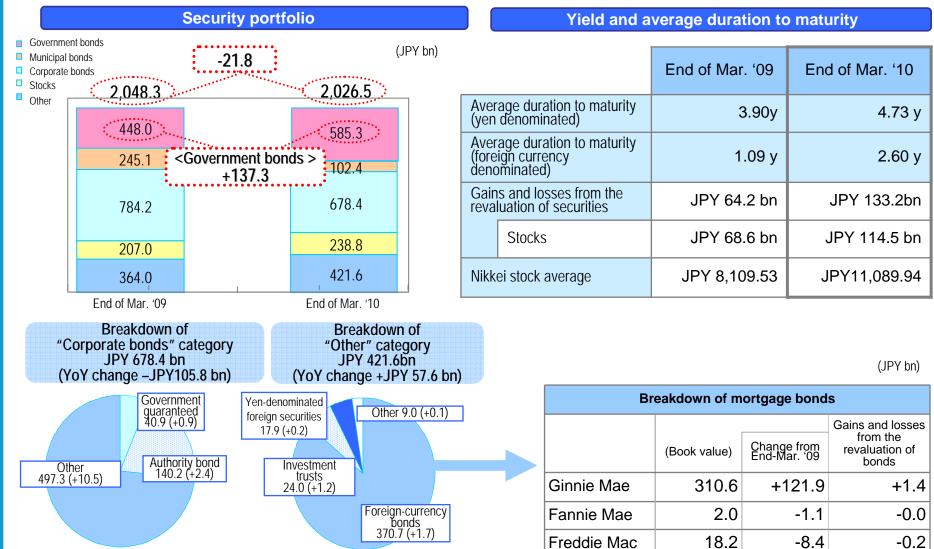
[Loan balance vs. expected loss]





• Balance of securities at the end of March 2010 was JPY 2,026.5 bn. (down JPY 21.8 bn from the end of March 2009).

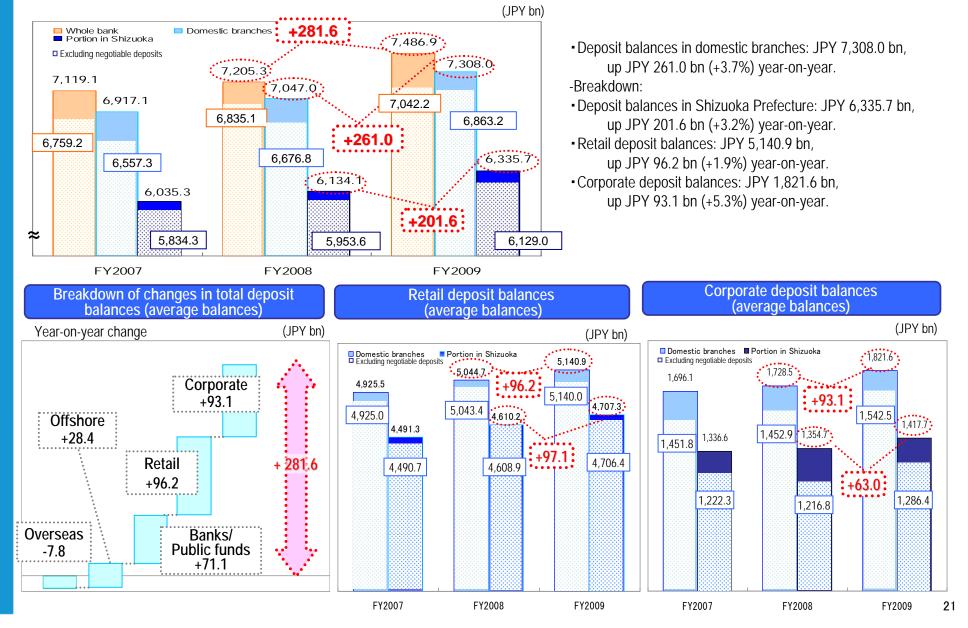
• Gain on revaluation of securities such as stocks, bonds, and investment trusts at the end of March 2010 was a profit of JPY 133.2 bn (up JPY 69.0 bn from the end of March 2009)



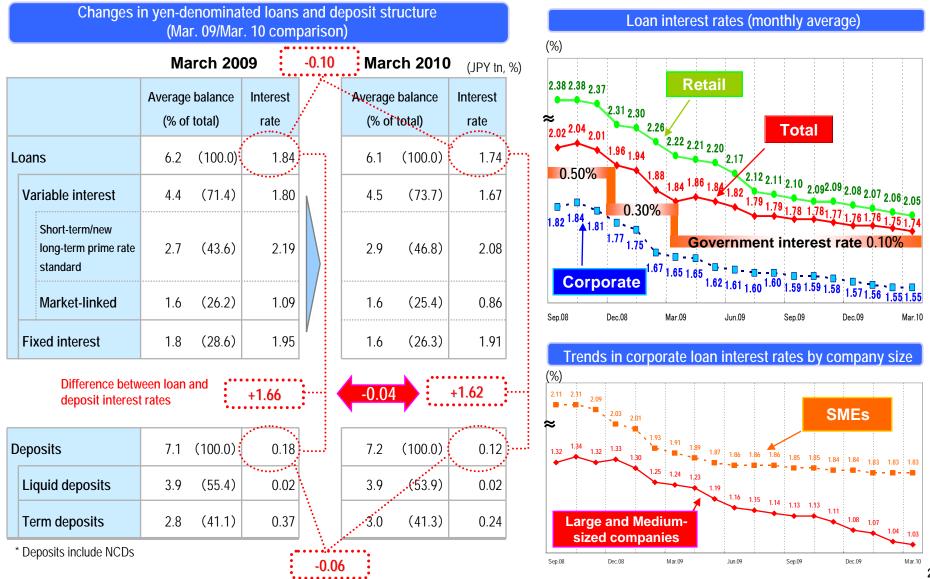
\* Figures in parenthesis are gains or losses from the revaluation



#### •Total deposit balances in FY2009: JPY 7,486.9 bn (average balances), up JPY 281.6 bn (+3.9%) year-on-year

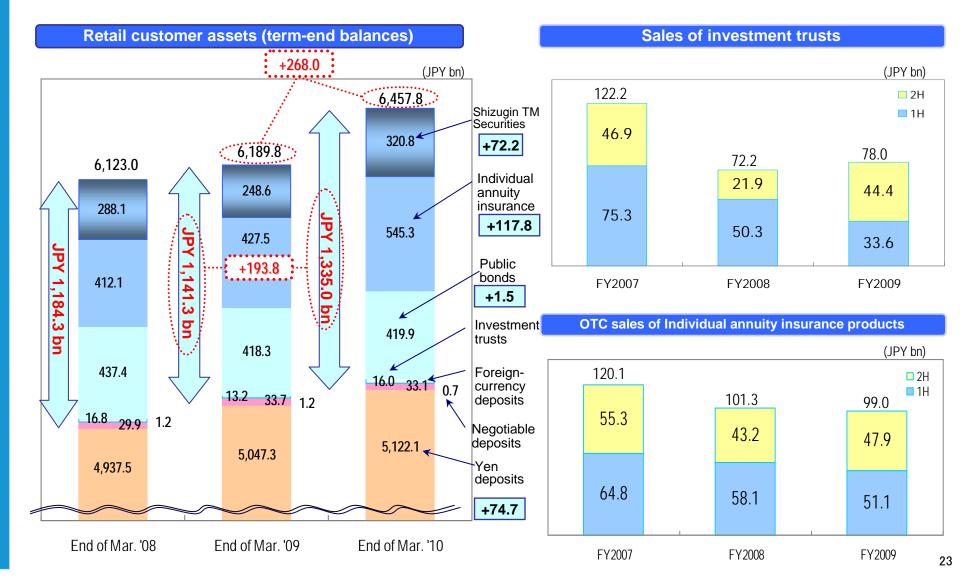


• Difference between loan and deposit interest rates in March 2010 dropped 0.04 points from the end of March 2009.



### **Customer assets**

- Customer assets at the end of March 2010 (including the balance of Shizugin TM Securities) was 6,457.8 bn, up JPY 268.0 bn from the end of March 2009.
- Asset management products (excluding yen deposits and negotiable deposits) was JPY 1,335.0 bn, up JPY 193.8 bn from the end of March 2009.





• Allocation of risk capital for the second half of FY 2009 amounted to JPY 583.3 bn, of which JPY 126.3 bn was allocated to credit risk, JPY 246.4 bn to market risk, JPY 23.9 bn to operational risk, and JPY 186.7 bn to buffer capital, etc.

Allocation source	(JPY bn)			Risk capital allocated	Risk capital used	Ratio of risk capital used
	Credit risk 126.3		Branch sales division	95.0	80.9	85%
	Core Capital 583.3 (End of March, 2010basis)	A	Treasury division	271.9	31.7	12%
Core Capital			(Of which, policy investment)	(150.0)	(0.0)	0%
583.3 (End of March,			(Of which, overseas branches)	(6.0)	1.6	26%
2010basis)			Consolidated subsidiaries	5.8	4.3	75%
	Operational risk 23.9		Operational risk	23.9	23.9	100%
	Buffer capital, etc.	Sub total	396.6	140.8	36%	
	186.7		Buffer capital, etc.	186.7	-	-
*Risk capital used = <lend< td=""><td>ling&gt; VaR – Disposal amount</td><td>s of NPLs</td><td>Total</td><td>583.3</td><td>140.8</td><td>24%</td></lend<>	ling> VaR – Disposal amount	s of NPLs	Total	583.3	140.8	24%

\*Risk capital used = <Lending> VaR – Disposal amounts of NPLs <Investment securities> VaR – Valuation profits <Others> VaR

\* Buffer capital is kept aside for emergencies such as the anticipated Great Tokai Earthquake and other unquantifiable risks.



 Group Companies increased both revenue and profits: The total ordinary revenue of 11 consolidated subsidiaries increased to JPY 45.0 bn (up JPY 0.8 bn year-on-year) and the ordinary profit of JPY 3.7 bn (up JPY 0.4 bn year-on-year).

		Ordinary		Ordinary	(טרדט)
Company name	Business	revenue	YoY change	profit	YoY change
Shizugin Management Consulting Co., Ltd.	Corporate and financial management advisory services	0.3	+0.0	0.1	+0.0
Shizugin Lease Co., Ltd.	Leasing	22.8	+2.0	0.7	-0.3
Shizuoka Computer Service Co., Ltd.	Software development and sales	5.1	-0.5	0.3	+0.1
Shizugin Credit Guaranty Co., Ltd.	Guarantee of housing loans, etc.	1.3	+0.1	0.8	-0.0
Shizugin DC Card Co., Ltd	Credit card and guarantee of consumer loans	2.2	-0.1	0.5	-0.1
Shizuoka Capital Co., Ltd.	Public-offering assistance Support for corporate rehabilitation	0.5	-0.2	0.1	-0.0
Shizugin TM Securities Co., Ltd.	Securities	3.3	+0.8	1.0	+0.7
Shizuoka Bank (Europe) S.A.	Finance and securities-related services	0.6	-1.2	0.1	+0.0
Shizugin General Service Co., Ltd.	Part-time employee management Repair of dormitories, company housing, and branches of the Bank	3.4	-0.1	0.0	+0.0
Shizuoka Mortgage Service Co., Ltd.	Appraisal of real estate for loan collateral Custody of credit documents	0.8	+0.0	0.0	+0.0
Shizugin Business Create Co., Ltd.	Operation center for remittance and bill collection Part-time employee management	4.7	+0.0	0.0	-0.1
Total (11 companies)		45.0	+0.8	3.7	+0.4
Shizugin Saison Card Co., Ltd.*	Credit card services	0.7	+0.4	-0.5	+0.4

\*A company to which the equity method of accounting is applicable. Operations commenced in April 2007.

(JPY bn)

## Economy of Shizuoka Prefecture

<Size of economy> Economy of Shizuoka Prefecture is called a "3%, 10th-ranked economy," as on many indicators it makes up 3% of the national economy and ranks around 10th among the 47 prefectures. The economy is strong by national standards.

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	FY2006 FY2007 FY200		FY2008	FY2009	
Prefectural GDP	16,866.4	16,927.5	16,405.8 (*)	_	
National GDP	510,924.7	520,291.5	—	_	
Ranking in prefectural GDP	10 <sup>th</sup> /47	10 <sup>th</sup> /47	—	_	
Prefectural manufactured goods shipments (MGS)	18,234.7	19,410.2	19,177.7	_	
National MGS	314,834.6	336,756.6	335,578.8	_	
Ranking in prefectural MGS	3 <sup>rd</sup> /47	3 <sup>rd</sup> /47	3 <sup>rd</sup> /47	_	

No. of new facility locations (Shizuoka)	102	124	144	44
No. of new facility locations (Nationwide)	1,782	1,791	1,630	873
Ranking	3 <sup>rd</sup> /47	1 <sup>st</sup> /47	1 <sup>st</sup> /47	5 <sup>th</sup> /47

Note: Manufactured goods shipments (MGS) and No. of new facility locations are based on calendar-year \* Based on flash reports. data; all others on fiscal-year data.

#### < Effective job opening to applicant ratio (seasonally-adjusted) >

The ratio has been below national average since February 2009.

	Jun. 2009	Jul. 2009	Aug. 2009	Sep. 2009	Oct. 2009	Nov. 2009	Dec. 2009	Jan. 2010	Feb. 2010	Mar. 2010
Shizuoka Pref.	0.40	0.39	0.38	0.38	0.38	0.38	0.38	0.40	0.44	0.45
Nationwide	0.45	0.43	0.42	0.43	0.43	0.43	0.43	0.46	0.47	0.49

This document includes statements concerning future business results. These statements do not guarantee future business results, but contain risks and uncertainties. Please note that future business results may differ from targets for reasons such as changes in the business environment.