August. 2010

### **Results for the First Quarter of FY2010**

Katsunori Nakanishi President

SHIZUOKA BANK



Results for the First Quarter of FY2010						
<ul> <li>Results for FY2009 and Projected performance for FY2010</li> </ul>		1				
Lending		2				
Credit costs		3				
<ul> <li>Calculation of general transfer to loan loss</li> </ul>		4				
Non-performing loans		5				
<ul> <li>Securities</li> </ul>		6				
<ul> <li>Deposits</li> </ul>		7				
<ul> <li>Difference between loan and deposit interest rate</li> </ul>		8				
<ul> <li>Customer assets</li> </ul>		9				
Expenses		10				
<ul> <li>Capital adequacy ratio</li> </ul>		11				
Shareholder returns		12				
Purchase of treasury stock		13				

Data Ssction	
Long-term profit trend	 14
<ul> <li>Loans and shares in Shizuoka Prefecture</li> </ul>	 15
Loan-deposit gap and security investments	 16
Corporate banking - regional finance -	 17
Retail banking - increase in consumer loan -	 18
<ul> <li>Overseas operations supporting system</li> </ul>	 19
IT strategy	 20
<ul> <li>Group overview</li> </ul>	 21

# **Results for the First Quarter** of FY2010





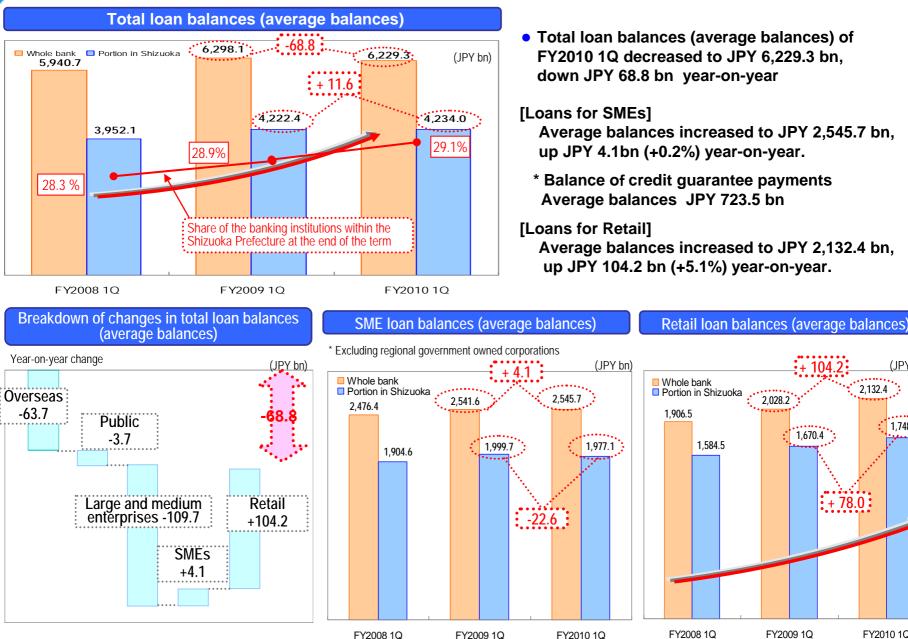
#### Results for FY2009 and Projected performance for FY2010

Consolidated		Down for 2					1Q FY2010		
(JPY billions)	FY2009	YoY change		consecutive terms	FY2010E	YoY change		YoY change	Progress
Ordinary revenue	214.5	-17.7		First increase	208.0	-6.5	55.1	+0.4	26.5%
Ordinary profit	53.9	+33.9		In 3 periods	53.7	-0.2	18.9	+3.1	35.2%
Net income	32.8	+19.7	<u></u>	First increase	30.7	-2.1	10.4	+0.3	33.9%
Shizuoka Bank, Non-Consolidated	E)(0000			In 3 periods	5)/00/05			1Q FY2010	
(JPY billions)	FY2009	YoY change			FY2010E	YoY change		YoY change	Progress
Ordinary revenue	186.0	-19.3		Down for 2	180.0	-6.0	47.8	+0.4	26.6%
Gross operating profit	152.0	+3.3		consecutive terms	147.3	-4.7	41.8	+4.3	28.4%
Net interest income Fees and commissions Bond-related income such as JGBs	129.3 15.7 5.2	-0.4 -1.5 +5.1		Up for 6 consecutive terms	128.7 16.1 0.5	-0.6 +0.4 -4.7	33.0 3.3 5.0	-0.4 -0.3 +4.6	25.6% 20.5% 1,000.0%
Expenses (-)	79.3	-0.2		Record Profit	81.8	+2.5	21.0	-0.2	25.7%
General transfer to loan loss reserves (-)	8.3	-7.2		First increase	5.5	-2.8	-0.7	-0.7	-12.7%
Net operating profit	64.3	+10.7	¥ 🏲	In 3 periods	60.0	-4.3	21.5	+5.2	35.8%
Actual net operating profit *	72.7	+3.5		Record Profit	65.5	-7.2	20.8	+4.4	31.8%
Core net operating profit **	67.5	-1.6			65.0	-2.5	15.8	-0.2	24.3%
Bad debt written-off (-)	14.9	-3.8			10.4	-4.5	2.3	+0.3	22.1%
Gain on stocks	2.9	+20.4		First increase	2.6	-0.3	-1.4	-2.6	-53.8%
Ordinary profit	50.5	+33.6	•		50.0	-0.5	17.5	+2.2	35.0%
Extraordinary loss	0.4	+0.6	י ו		0	-0.4	-0.6	-1.0	-
Net income	32.1	+19.3	•••	First increase In 3 periods	30.0	-2.1	10.2	+0.2	34.0%
Credit costs (-)	23.3	-11.0			15.9	-7.4	1.6	-0.5	10.1%

\* Actual NOP = NOP + General transfer to loan loss reserves

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



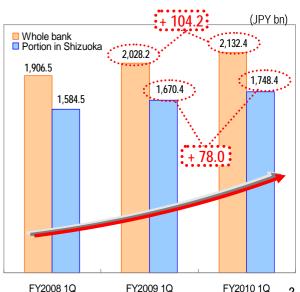


FY2010 1Q decreased to JPY 6,229.3 bn, down JPY 68.8 bn year-on-year

Average balances increased to JPY 2,545.7 bn, up JPY 4.1bn (+0.2%) year-on-year.

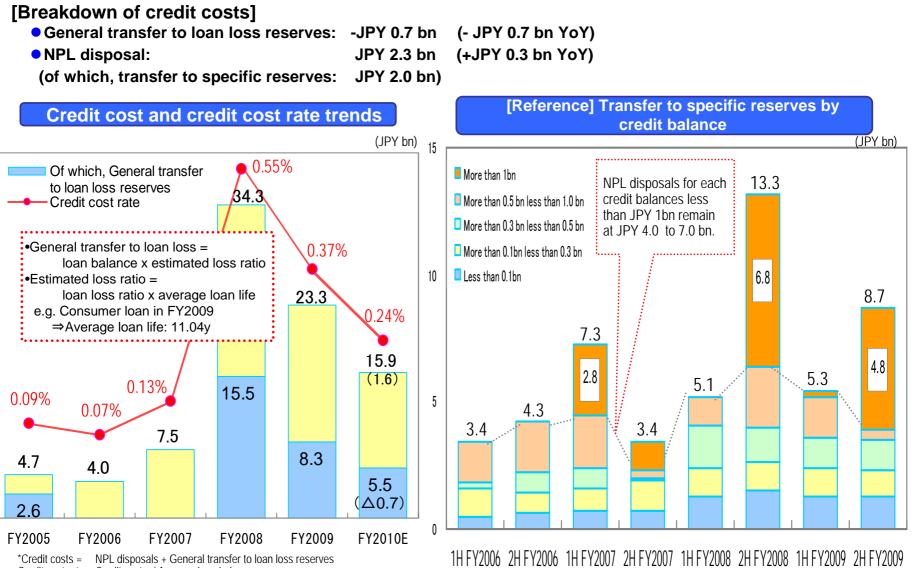
\* Balance of credit guarantee payments Average balances JPY 723.5 bn

Average balances increased to JPY 2,132.4 bn, up JPY 104.2 bn (+5.1%) year-on-year.



## Credit costs

Credit costs: First quarter of FY2010 JPY 1.6 bn (- JPY 0.5 bn year-on-year)



Credit cost rate = Credit costs / Average loan balance

From FY2007, NPL disposal includes transfer to other contingent loss reserves

### Calculation of general transfer to loan loss

General transfer to loan loss = Loan balances by borrower categories x Estimated loss ratio

Estimated loss ratio = Loan loss ratio x Average loan life

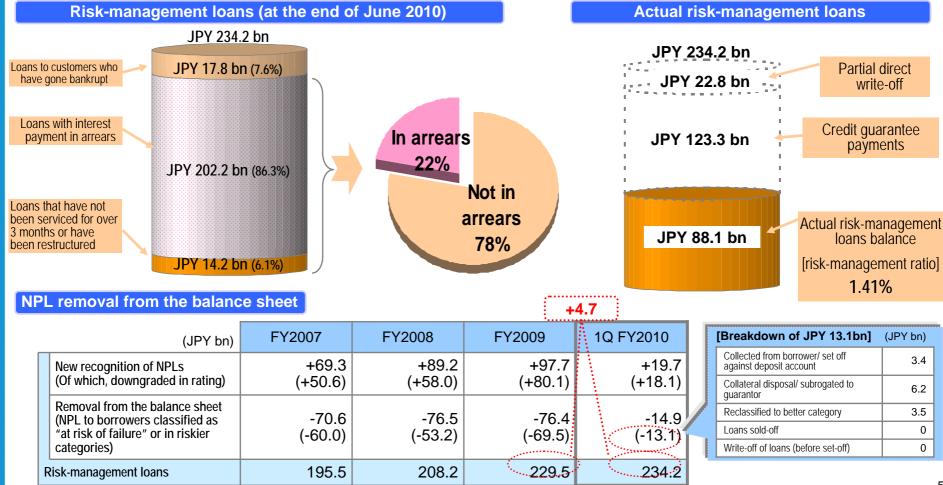
Borrower category	Loan loss ratio (%)	Average loan life (year)
Sound borrowers Consumer loans A1, A2 B1 ~ B3	0.05 0.05 0.36	11.04 2.22 2.04
Borrowers requiring careful monitoring C0, C1 C2	0.82 0.83	2.62 2.79
Borrowers requiring management C3	1.12	3.17

Average loan life accepted in "Financial inspection manual" : Sound borrowers/ Borrowers requiring careful monitoring: 1 year Borrowers requiring management: 3 years

#### Non-performing loans

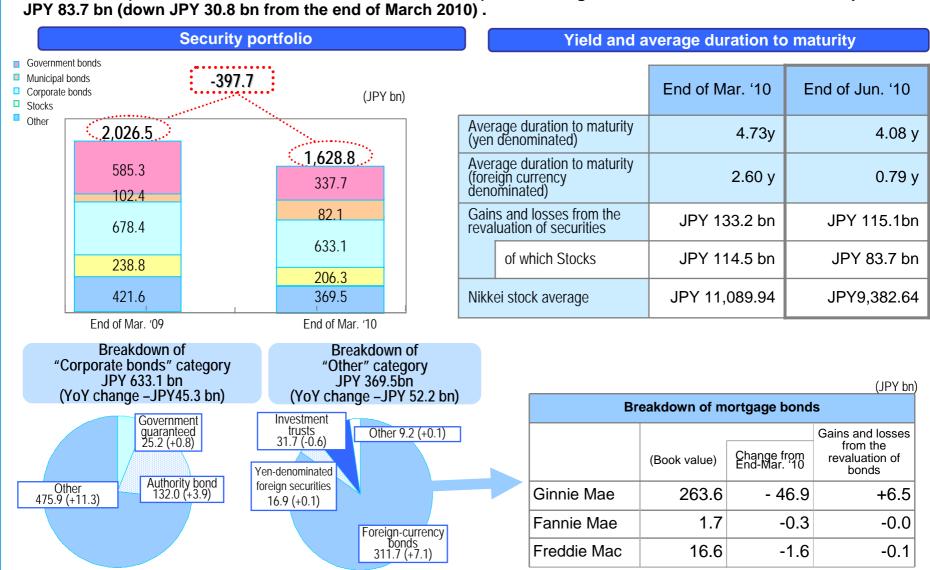
**Risk-management loans balance (Non-consolidated basis)** 

- Total risk-management loans outstanding at the end of June 2010 amounted to JPY 234.2 bn ( up JPY 4.7 bn from the end of March 2010)
- The ratio of risk-management loans stood at 3.72% (up 0.08 points from the end of March 2010)
   •Total risk-management loans adjusted for JPY 22.8 bn in written-off loans and JPY 123.3 bn in loans guaranteed by credit guarantee corporations came to JPY 88.1 bn; Actual risk-management loans: 1.41% (+0.03 points from the end of March 2010)



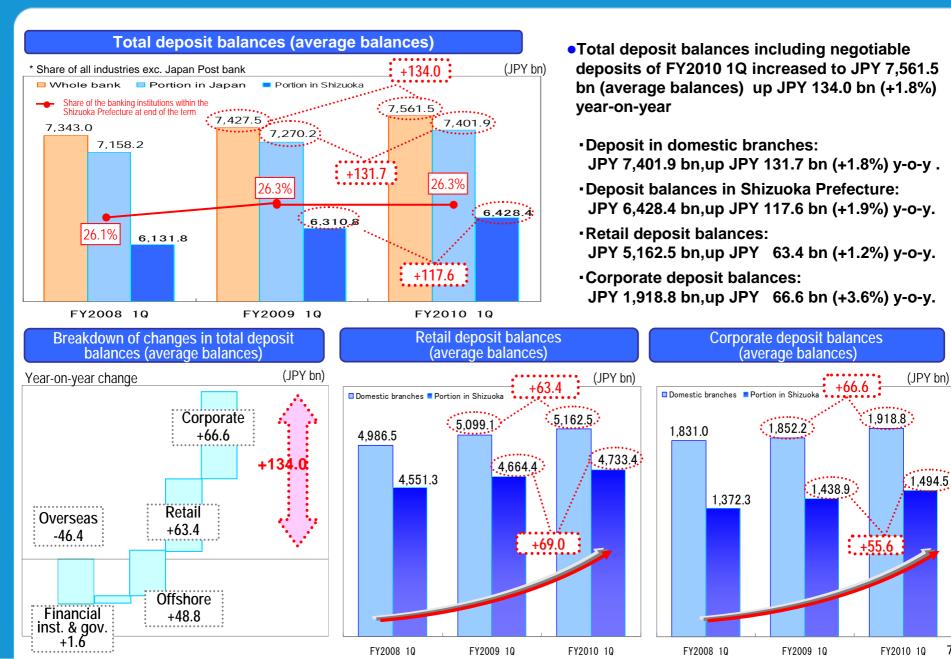


Balance of securities at the end of June 2010 was JPY 1,628.8 bn (down JPY 397.7 bn from the end of March 2010).
Gain on revaluation of securities such as stocks, bonds, and investment trusts at the end of June 2010 was a profit of JPY 115.1 bn (down JPY 18.1 bn from the end of March 2010). Of which ,gain on revaluation of stocks was a profit of



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

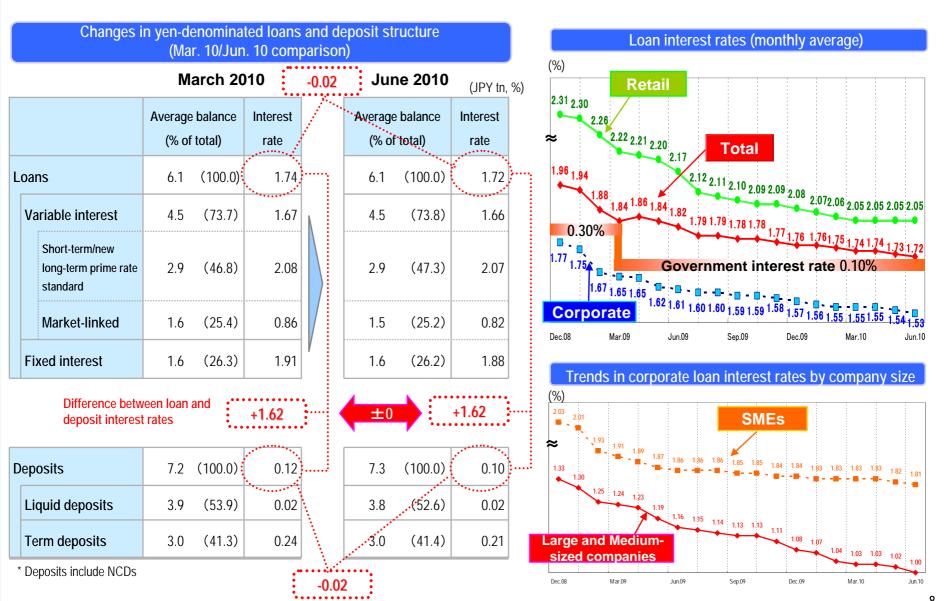




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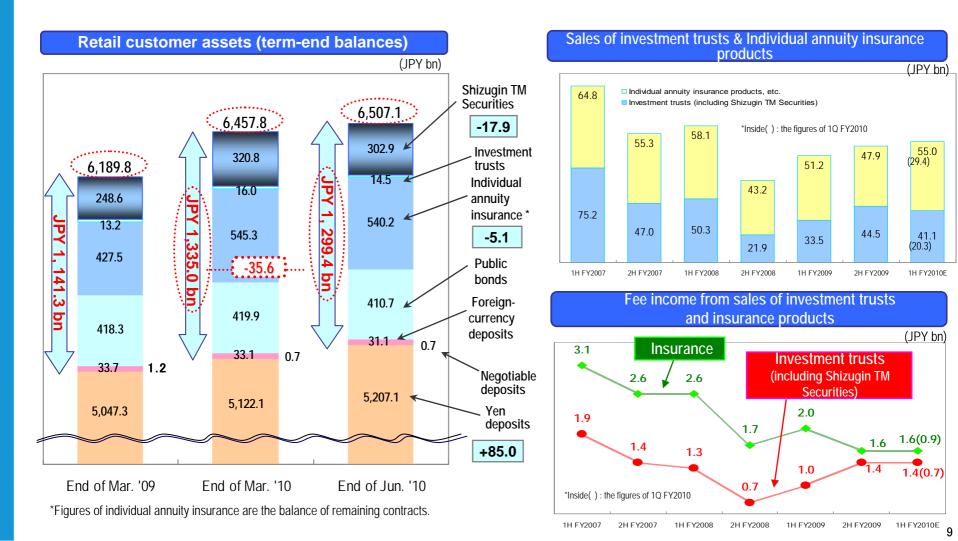
#### Difference between loan and deposit interest rates

#### • Difference between loan and deposit interest rates in June 2010 kept +1.62%, same level as the end of March 2010.





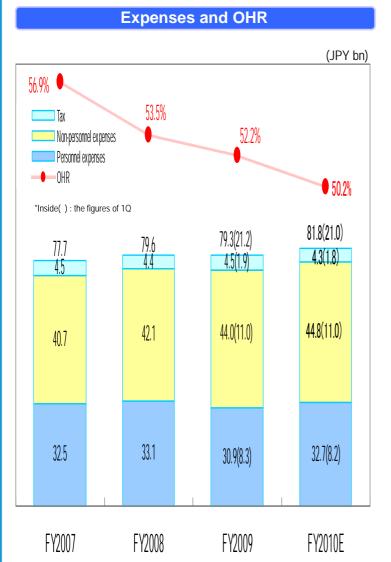
- Customer assets at the end of June 2010 (including the balance of Shizugin TM Securities) was 6,507.1 bn, up JPY 49.3 bn from the end of March 2010.
- Asset management products (excluding yen deposits and negotiable deposits) was JPY 1,299.4 bn, down JPY 35.6 bn from the end of March 2010.





• Expenses in FY2010 1Q : JPY 21.0bn (decreased JPY 0.2 bn year-on-year)

• OHR (Non-consolidated) in FY2010 1Q : 50.2%



#### Non-personnel expenses

(JPY bn)	FY2007	FY2008	FY2009	FY2010E	1QFY2010
Non-personnel expenses	40.7	42.1	44.0	22.4	11.0
System-related	12.3	13.0	14.4	7.3	3.3
Outsourcing	7.5	7.9	8.0	4.0	2.0
Others	20.9	21.2	21.6	11.1	5.7

#### [Reference] Number of personnel

	End of	End of	End of Mar '11	
(Employees)	Mar '09	Mar '10	(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

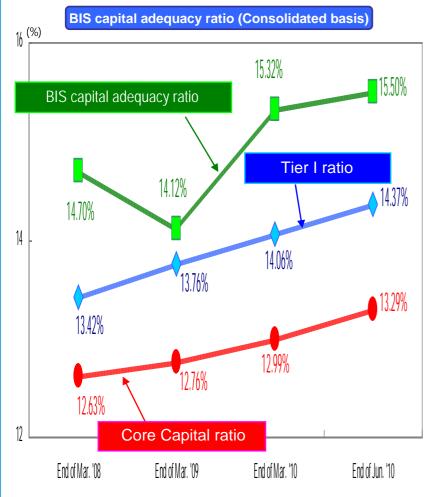
\*Incl. temporary and dispatched employees, etc.

### Capital adequacy ratio

• The Basel II capital adequacy ratio at the end of June 2010 was 15.50%. (Up 0.18 percentage points from the level at the end of March 2010)

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• Tier I ratio was 14.37%, and core capital ratio was 13.29%.



Changes in capital and risk-adjusted assets

(JPY bn)

						, , ,
		End-Mar. '08	End-Mar. '09	End-Mar. '10	End-Jun. '10	Change from End-Mar. '10
Са	pital	650.4	623.4	687.8	683.9	-3.9
	Tier I	593.8	607.8	631.4	634.3	+2.9
	Core Capital	558.9	563.3	583.3	586.5	+3.2
	Tier II	79.1	29.1	67.6	60.7	-6.9
Ri	sk-adjusted assets	4,423.2	4,414.8	4,488.9	4,411.5	-77.4
	Total credit-risk- adjusted assets	4,089.5	4,094.6	4,166.3	4,086.5	-79.8
	Amount corresponding to market risk	22.0	24.8	20.5	22.9	+2.4
	Amount corresponding to operational risk	283.7	295.4	302.1	302.1	0
	Adjusted floor amount	28.0	-	-	-	-

Outlier ratio (Non-consolidated basis)

Size of maximum risk	Tier I + Tier II	Outlier ratio
JPY 55.9bn	JPY 668.3bn	8.37%

[Reference]

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

### Shareholder returns

- In FY2009, dividend (annual) per share of JPY 13 achieved the highest level among regional banks (dividend payout ratio 28.20%, dividend yield 1.59%)
- In FY2010, Shizuoka Bank plans the dividend per share of JPY 13, (around 25% of dividend payout ratio, highest level among regional banks) considering the market environment ,results of FY2010 and so on.
- Shizuoka Bank purchased treasury stock of 5 million shares in FY2009, and 20 million shares in FY2010.

#### **Dividend trends**

(JPY , %)	FY2006	FY2007	FY2008	FY2009	FY2010 E
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 E		FY '00 – '09 (10 years)
Annual dividend (1)	9.2	9.1	9.1	9.1	8.8		Accumulated total 68.7
Purchase of treasury stock (2)	_	12.6	_	4.0	15.6		Accumulated total 79.8
Shareholder returns (3)=(1)+(2)	9.2	21.8	9.1	13.1	24.4		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%	29.29%		Average 27.74%
Shareholder return ratio (3)/(4)x100	25.39%	61.82%	70.85%	40.64%	81.29%		Average 59.96%

(JPY bn)

## Purchase of treasury stock

- Shizuoka Bank has continued to purchase treasury stocks since 1997, and the total number of shares purchased was 121 million at the end of June 2010
- In FY2010, Shizuoka bank purchased 10 million shares on May, and will purchase another 10 million until the end of September 2010

Purchase of treasury stock

	NO. of treasury stocks purchased (k)	Purchased treasury stock (JPYmn)	Shareholder return ratio(※)	Dividend payout ratio	Dividend per share (annual)
FY1997	7,226	9,997	90.3%	29.3%	JPY6.0
FY1998	6,633	9,142	86.7%	29.7%	JPY6.0
FY1999	8,357	9,143	51.4%	17.5%	JPY6.0
FY2000	24,954	23,281	152.0%	25.0%	JPY6.0
FY2001	8,234	8,267	165.4%	58.3%	JPY6.0
FY2002	29,928	23,107	229.4%	41.4%	JPY7.0
FY2003	10,712	8,566	50.8%	18.6%	JPY7.0
FY2004	_	_	17.1%	17.1%	JPY8.5
FY2005	_	_	22.5%	22.5%	JPY10.0
FY2006	_	_	25.3%	25.3%	JPY13.0
FY2007	10,000	12,621	61.8%	25.9%	JPY13.0
FY2008	_	_	70.8%	70.8%	JPY13.0
FY2009	5,000	3,996	28.8%	40.6%	JPY13.0
FY2010	10,000	7,596			
total	121,044	115,718	62.2%	27.0%	
Of which canceled Of which OA Of which reserved	100,404 3,126 17,514	97,981 3,167 14,570			

(%)(Purchase of treasure stock+Dividend) $\div$ Net income × 100

### Data Section



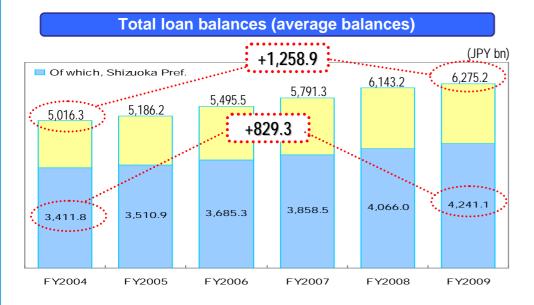
# Long-term profit trend

- In FY2009, Gross operating profit and net operating profit both achieved record high.
- Gross operating profit and net operating profit show steady growth.

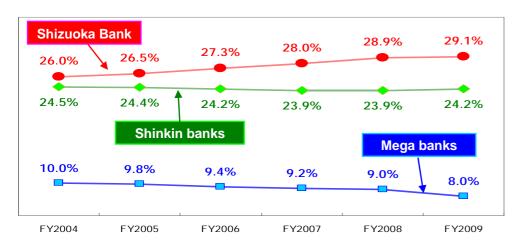


### Loans and share in Shizuoka Pref.

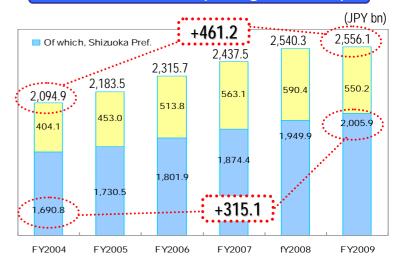
• During five years from FY2005, total loan balances increased +JPY 1,258.9 bn, of which +829.3 in Shizuoka Pref. (Of which, SME loan balances: +JPY 461.2bn, consumer loan balances: +JPY 657.6bn)



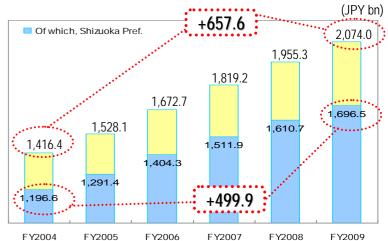
#### Share of loans in Shizuoka Prefecture



#### SME loan balances (average balances)

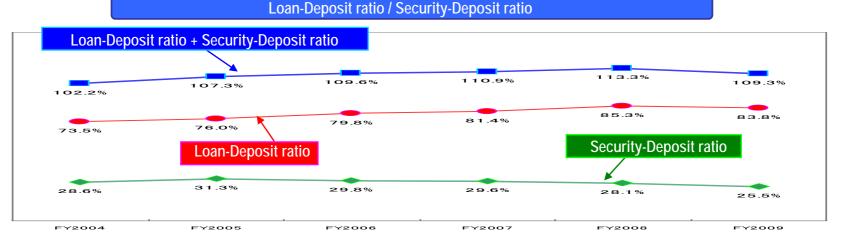


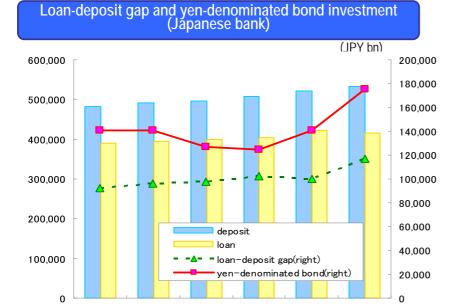
#### Consumer loan balances (average balances)



### Loan-deposit gap and security investments

• The amount of loans grows steadily compared with other Japanese banks and gap between loans and deposits are decreasing while the amount of yen-denominated bond keeps at the same level





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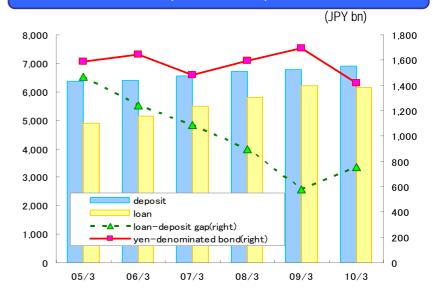
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#### Loan-deposit gap and yen-denominated bond investment (Shizuoka bank)



### **Corporate banking – regional finance –**

		iccessful busines	s matching deals	and the amount	
Business	of new loans]	FY2007	FY2008	FY2009	1Q FY2010
matching	Actual cases	822	2,257	2,595	788
	Amount of new loans	JPY 43.9bn	JPY 32.3bn	JPY 34.4bn	JPY 7.2bn





[Number of business regeneration activities completed]

	FY2007	FY2008	FY2009	1Q FY2010
Cases	19	17	20	2

Management improvement **Business** regeneration

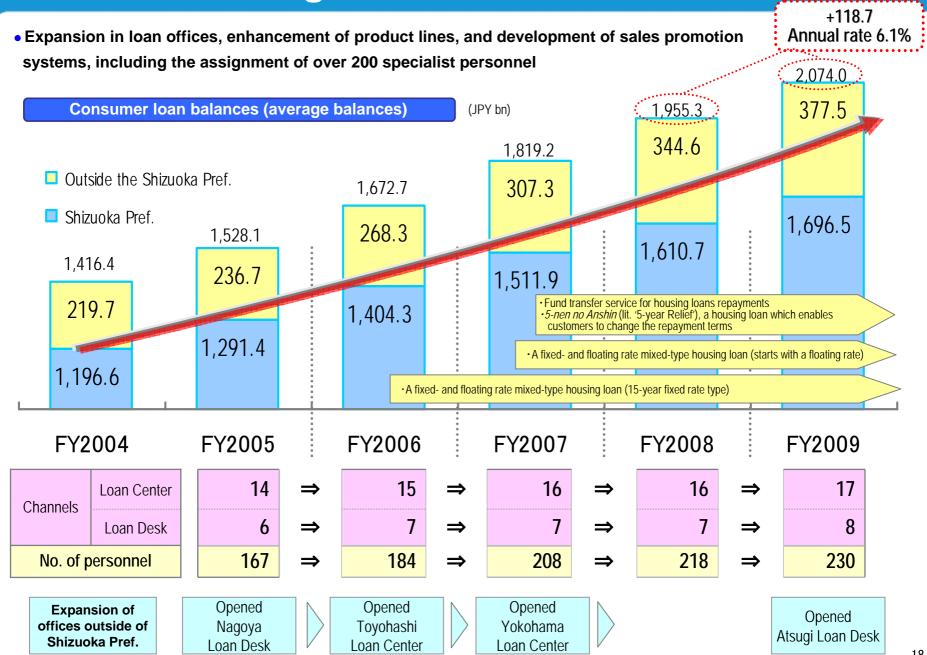
The establishment of the solid relationship through our progressive approach ⇒ leads to an increase in market share



Shizuqin sh

•No. of members: (As of the end of June 2010) No. of participants for seminars and visits: 875 companies, 1,320 members

### Retail banking – increase in consumer loan –

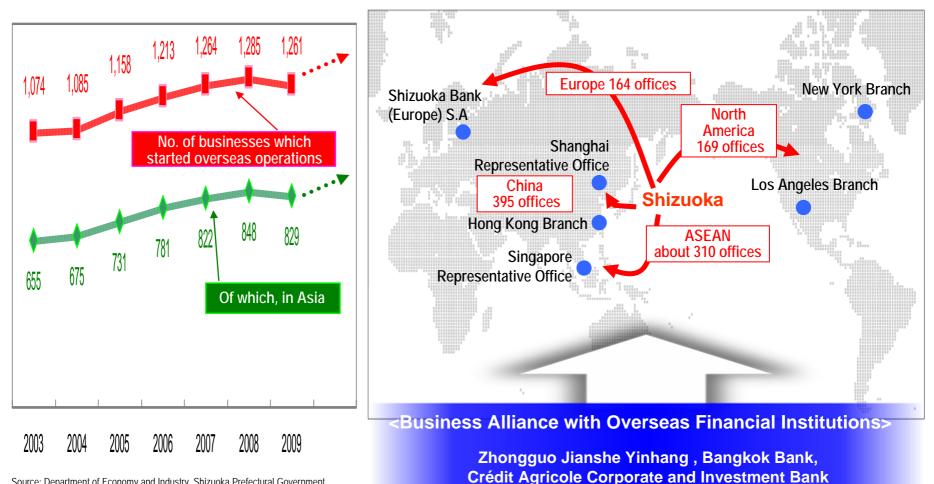


### **Overseas operations supporting system**

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

Overseas operations of regional companies

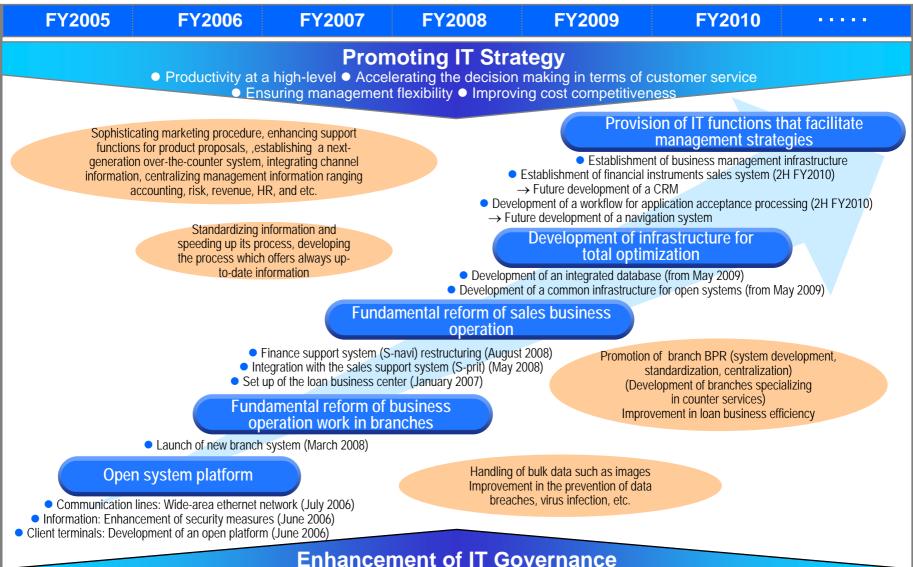
Shizuoka Bank's overseas bases and its support system



Source: Department of Economy and Industry, Shizuoka Prefectural Government.

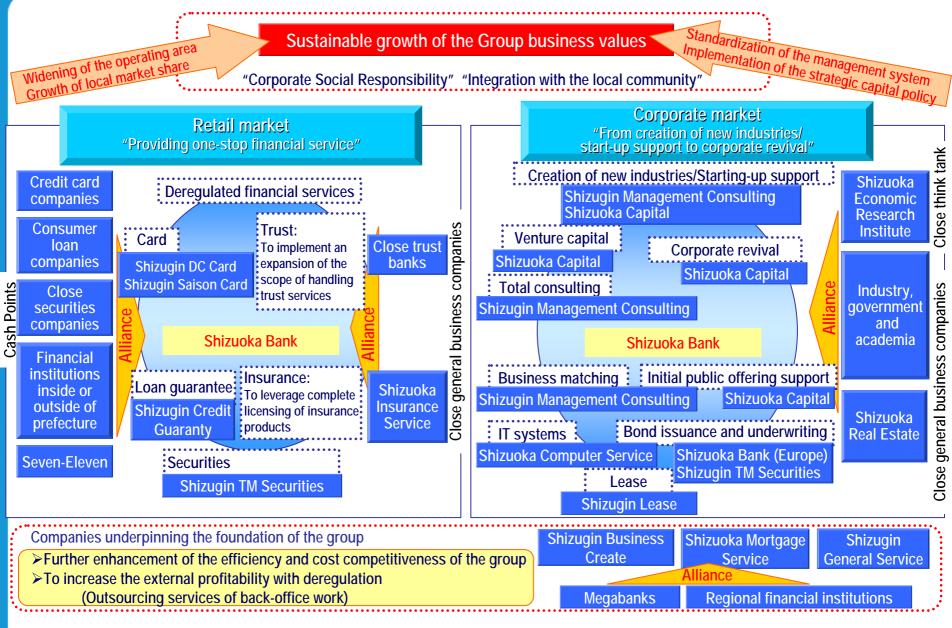
IT Strategy

 Since FY2004, we have systematically worked on the development of our IT infrastructure, including an open system platform, leading to an increase in productivity.



Integrated organizational management IT visualization Investment control Risk minimization

#### Sroup overview



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.

#### **Profits in Shizuoka Bank**

