Results of 1H FY2016

Nov. 21, 2016 Katsunori Nakanishi President Shizuoka Bank, Ltd.



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Results of 1H FY 2016

Results of 1H FY2016 - Nonconsolidated

		YoY change			
Nonconsolidated (JPY bn, %)	1H FY2016	Increase/ Decrease	Rate of change		
Ordinary revenue	93.6	-10.0	-9.6		
Gross operating profit	78.0	-1.0	-1.2		
Net interest income	57.0	-6.6	-10.3		
[Interest on loans]	[46.9]	[+1.2]	[+2.5]		
Fees and commissions	8.1	+0.3	+3.4		
Trading income	0.2 12.7	-0.2 +5.5	-43.7 +76.3		
Other operating profit [Bond-related income such as JGBs]	[12.3]	+5.5 [+5.8]	+70.3 [+90.0]		
	40.2		<u> </u>		
Expenses (-)		+0.3	+0.8		
Actual net operating profit *	37.8	-1.3	-3.3		
Provision for general allowance for loan losses (-)	0.2	+0.4	+186.8		
Net operating profit	37.6	-1.7	-4.4		
Special profit and loss	-2.3	-1.2	-116.8		
Bad debt written-off (-)	2.9	+0.3	+12.1		
Gain (loss) on stocks	0.0	-1.9	-98.9		
Ordinary profit	35.3	-2.9	-7.7		
Extraordinary profit and loss	-12.5	-4.1	-49.0		
Net income before taxes	22.8	-7.0	-23.6		
Corporate taxes (-)	10.0	-1.7	-14.8		
Interim net income [Except for loss on valuation of stocks of subsidiaries and affiliates]	12.8 [25.2]	-5.3 [-1.2]	-29.3 [-4.6]		

* Actual NOP=NOP + Provision for general allowance for loan losses

Ordinary revenue	-JPY 10.0bn YoY (First decrease in 2 periods)				
• Ordinary revenue fell JPY 10.0bn YoY to JPY 93.6bn, mainly due to a decline in interest income of JPY 5.2bn and a drop in gains on the sale of JGBs and other bonds of JPY 3.0bn.					
Gross operating profit	-JPY 1.0bn YoY (Continued decrease in 3 periods)				
 Gross operating profit declined JPY 1.0bn YoY to JPY 78.0bn due to a drop in net interest income of JPY 6.6bn, which mainly reflected lower revenues from investment trusts. Interest on loans rose JPY 1.2bn YoY to JPY 46.9bn, turning up for the first time since 2Q FY2008, eight periods ago. 					
Net operating profit -JPY 1.7bn YoY (First decrease in 2 periods)					
•Net operating profit fell JPY 1.7bn YoY to JPY 37.6bn due to transfers to general loan loss reserves (JPY +0.4bn), compared with reversals a year earlier, and an increase in expenses (+JPY 0.3bn)					
Ordinary profit	-JPY 2.9bn YoY (Continued decrease in 2 periods)				
 Ordinary profit fell JPY 2.9bn YoY to JPY 35.3bn, chiefly due to deterioration in gain (loss) on stocks of JPY 1.9bn YoY. 					
Interim net income	-JPY 5.3bn YoY (Continued decrease in 3 periods)				
 Interim net income declined JPY 5.3bn YoY to JPY12.8bn, mainly due to deterioration in extraordinary profit (loss) caused by an 					

increase in loss on valuation of stocks of subsidiaries and affiliates.

Results of 1H FY2016 2 - Consolidated

•Ordinary revenue declined JPY -9.5bn YoY to JPY 111.2bn, ordinary profit declined JPY -6.0bn YoY to JPY 25.9bn

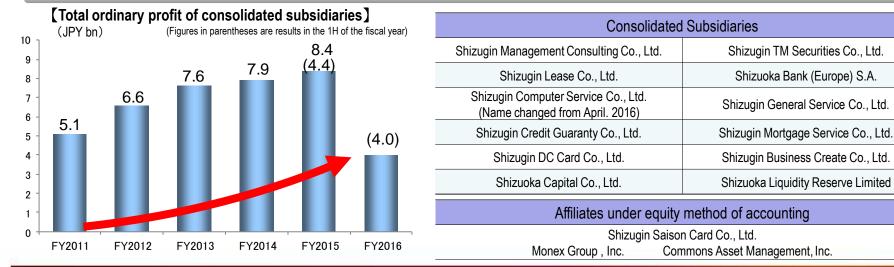
•Equity in losses of affiliates booked due to a lump-sum write-down on the unamortized balance of goodwill related to Monex Group shares.

•Total ordinary profit of Consolidated Subsidiaries : JPY 4.0bn (JPY-0.4bn YoY)

	1H	YoY change		
Consolidated (JPY bn, %)	FY2016	Increase/ Decrease	Rate of change	Contents
Ordinary revenue	111.2	-9.5	-7.9	First decrease in 2 periods Mainly due to a decline in interest income and decreases in gain on sell of bond such as JGBs
Ordinary profit [Except for a lump-sum write-down on the unamortized balance of goodwill]*	25.9 [38.0]	-6.0 [-3.6]	-18.7 [-8.7]	Continued decrease in 3 periods Due to a lump-sum write-down on the unamortized balance of goodwill related to Monex Group shares
Net income [Except for a lump-sum write-down on the unamortized balance of goodwill]*	14.4 [26.5]	-4.0 [-1.6]	-21.8 [-5.9]	Continued decrease in 4 periods

* 1H FY2015, Shizuoka Bank amortized part of goodwill

Group Companies



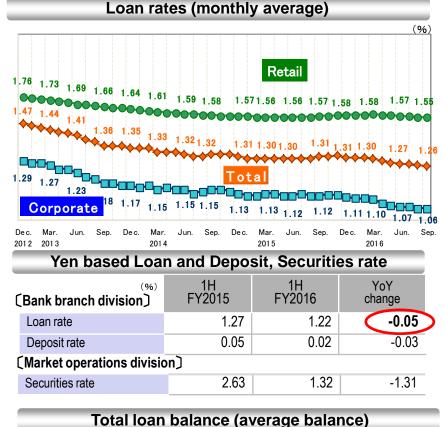
Results highlights - Gross operating profit

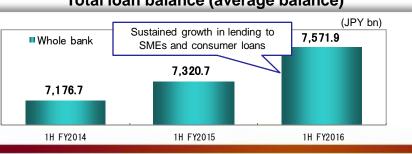
- Gross operating profit increases in bank branch division due to growth in interest on loans; gross operating profit also stable in market operations division
- Deliberate adjustments to loan portfolio and success of measures in 12th Medium-term Business Plan translating into growth in interest on yen based loans

	Break down of Gross operating profit							
	(JPY bn) 1H 1H 1H YoY FY2014 FY2015 FY2016 chang							
G	iross operating profit	79.2	79.0	78.0	-1.0			
(Bank branch division (Loans, deposits etc.)	50.8	50.4	51.8	+1.4			
	<details> Interest on loans [Yen based]</details>	45.8 43.4	45.8 42.4	46.9 42.8	+1.2 +0.4			
	[Foreign currency based]	2.4	3.3	4.1	+0.8			
	Fees and commissions	7.7	7.8	8.1	+0.3			
	Interest paid on deposits etc. (-)	2.7	3.2	3.2	-0.0			
	Market operations division	28.4	28.6	26.2	-2.4			
	<details> Interest and dividends on securities Interest on Call money etc. (-) Trading income Other operating profit [Gains and losses on bonds such as JGBs]</details>	15.2 1.6 0.2 13.0 12.3	20.8 1.7 0.4 7.2 6.5	14.4 3.1 0.2 12.7 12.3	-6.4 +1.4 -0.2 +5.5 +5.8			

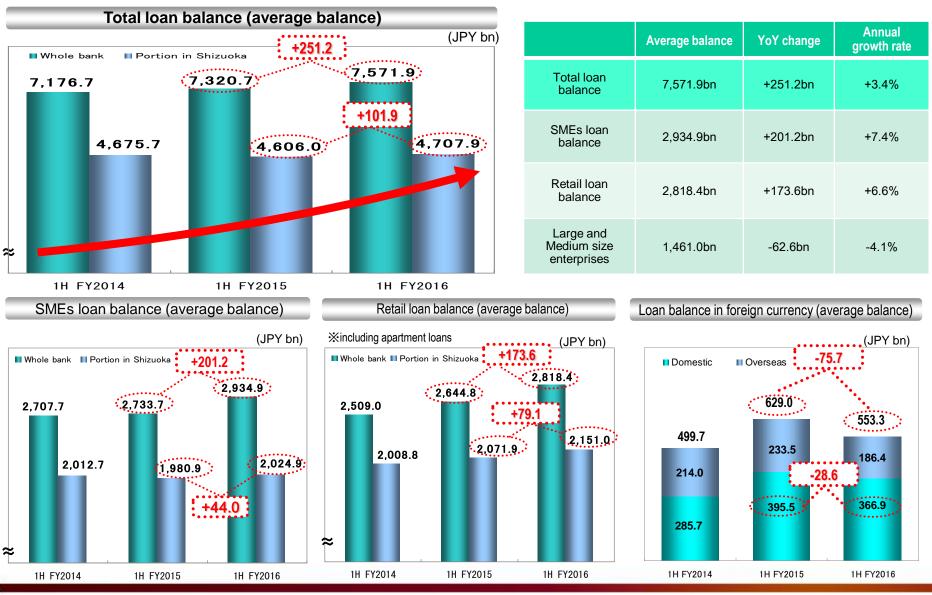






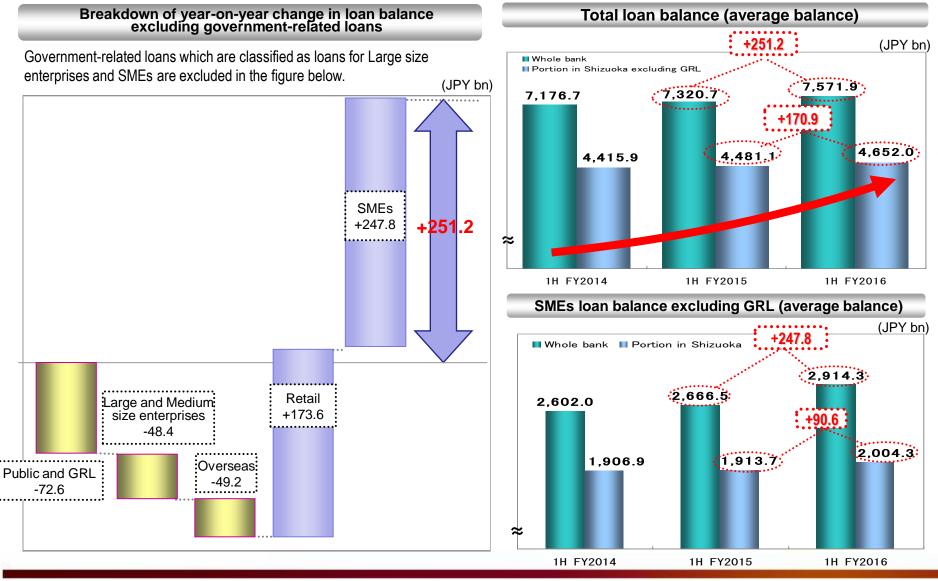


•Total loan balance (average balance) of 1H FY2016 : JPY 7,571.9bn, up JPY 251.2bn (+3.4%) YoY



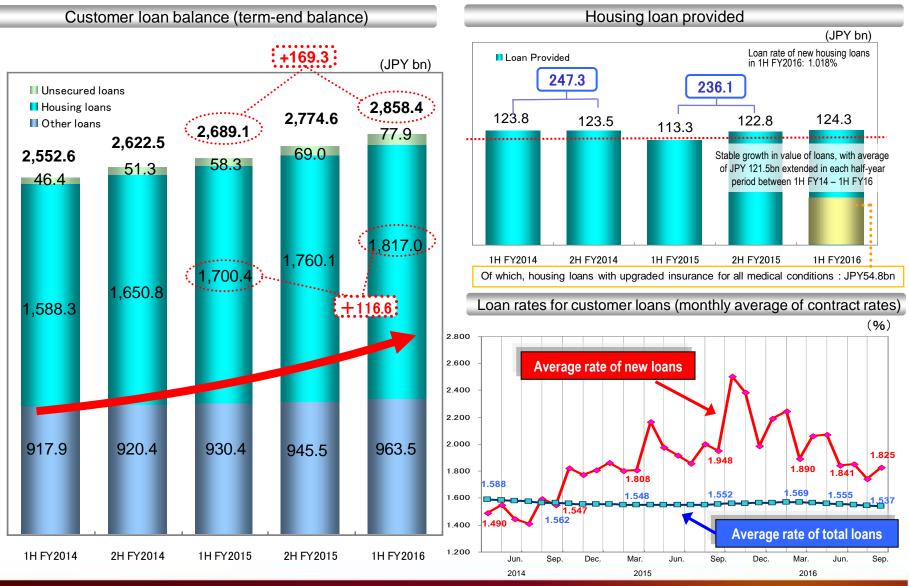
Loans (2)

- •Changes in lending portfolio: while government-guaranteed and other related loans decreased by maturity, loans for SMEs and sole proprietors expanded strategically
- •Except for Government-related loans(GRL), loans in Shizuoka Prefecture for SMEs are growing strongly

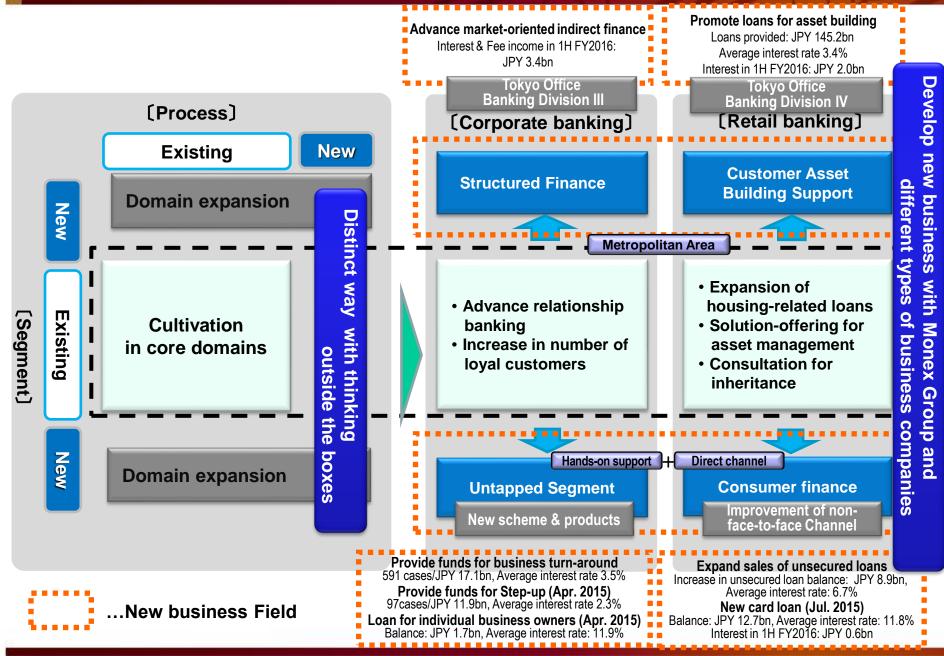


Customer Loan

- Customer loan balance (term-end balance) of 1H FY2016 : JPY 2,858.4bn, up JPY 169.3bn YoY
 Continued growth in balance of loans, supported by modest increase in value of housing loans and unsecured
- Continued growth in balance of loans, supported by modest increase in value of housing loans and unsecured loans



Challenge on the new business field in the 12th Medium-term Business Plan ${ (} \! \! \mathcal{D} \!$

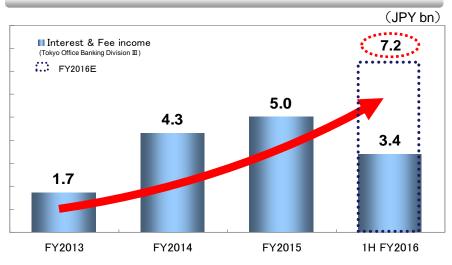


Challenge on the new business field in the 12th Medium-term Business Plan 2

•Challenge on the new business field, important policy of 12th Medium-term business plan, is leading to favorable results and growing to be our important profit driver

Corporate banking

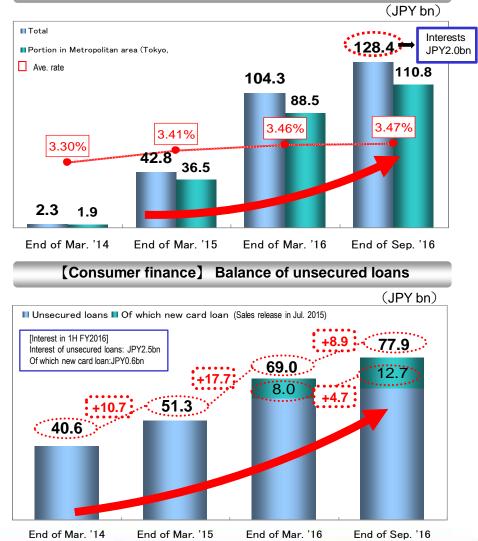
[Structured Finance] Interest & Fee income



[Untapped Segment] Funds provided for busines turn-around etc. (JPY bn) [Cumulative amount] ■ Step-up fund +0.5 Business turn-around fund 29.0 Business support fund 24.0 [Average rate in 1H FY2016] Fund for business turn-around : 3.5% 11.9 (Business turn-around fund, Business support fund) Step-up fund : 2.3% 8.8 9.5 11.5 13.16.8 4.0 3.7 4.0 27 FY2013 FY214 FY2015 1H FY2016

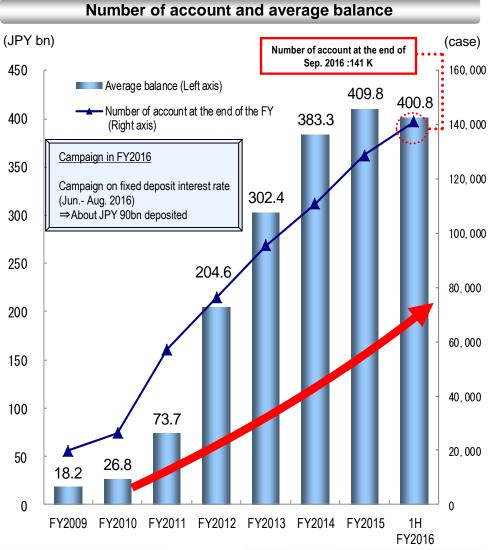
Retail banking

[Customer Asset Building Support] Balance of loans for asset building



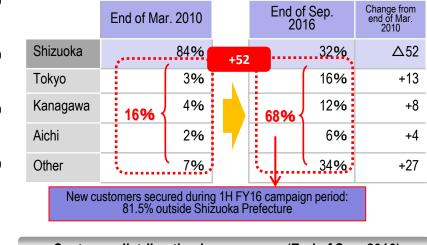
Internet branch

Internet branch growing into an established procurement channel, with deposit balance now exceeding JPY 400bn
 Reinforcing investment side including housing loans and card loans (loan balance at the end of Sep. 2016 : JPY 14.8bn)



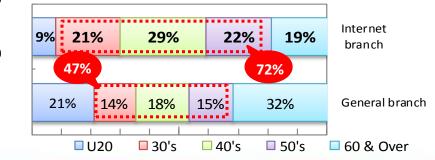
Customer distribution by prefecture

Due to a significant increase in customers in other prefectures, the Internet branch has grown to be a funding channel that is effective regardless of location.



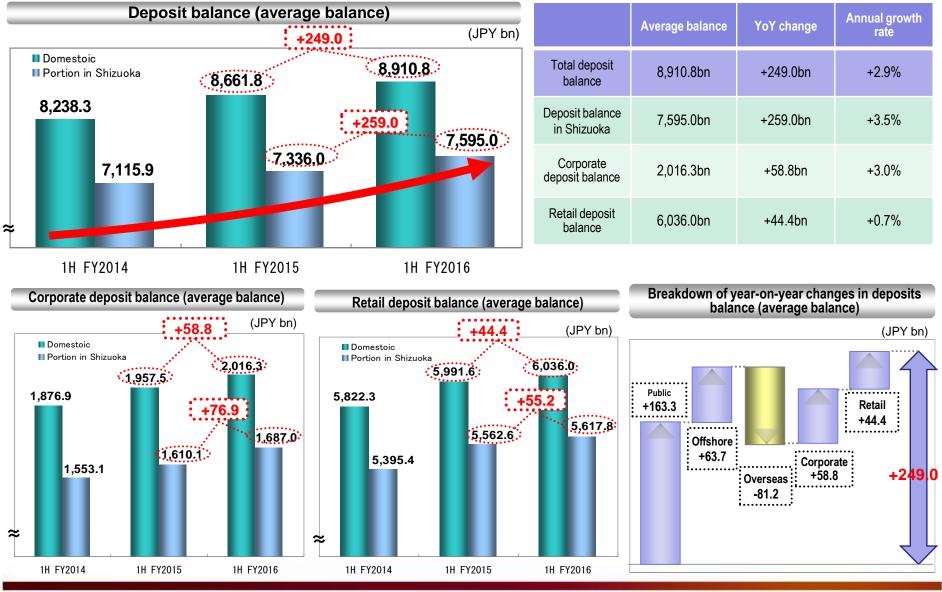
Customer distribzution by age group (End of Sep. 2016)

Having the generations familiar with the Internet (30's-50's asset building generation) as the main customer segment, which is different from general branch, enables the Internet branch provide a wide range of provision of financial services



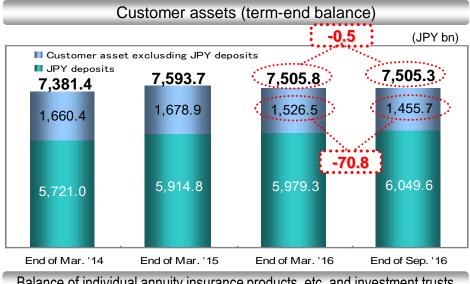
Deposits

Deposit balance (average balance) of 1H FY2016: JPY 8,910.8bn, up JPY 249.0bn(+2.9%) YoY
NCD balance down JPY 281.5bn to JPY 159.0bn reflecting conditions in procurement environment

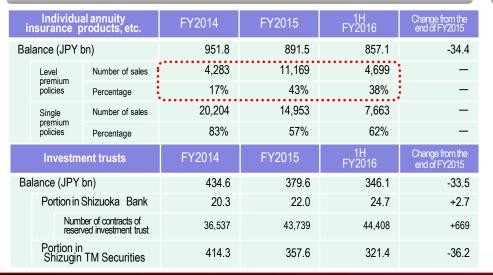


Customer assets and fee incomes

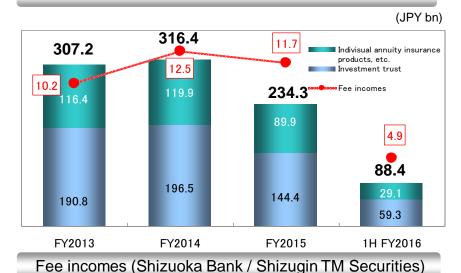
- Customer assets (including the balance of Shizugin TM Securities) was JPY 7,505.3bn (-JPY 0.5bn from the end of March 2016), of which balance of customer asset, excluding JPY deposits, was JPY 1,455.7bn (-JPY 70.8bn, of which individual annuity insurance products -JPY34.4bn, investment trusts -JPY33.5bn, public and corporate bonds -JPY10.7bn)
- •Have been increasing the percentage of recurring premium policies in the sales of insurance products to stabilize revenue from insurance sales

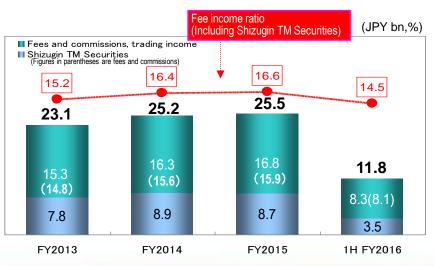


Balance of individual annuity insurance products, etc. and investment trusts



Sales and fee income from offering investment trusts and insurance products

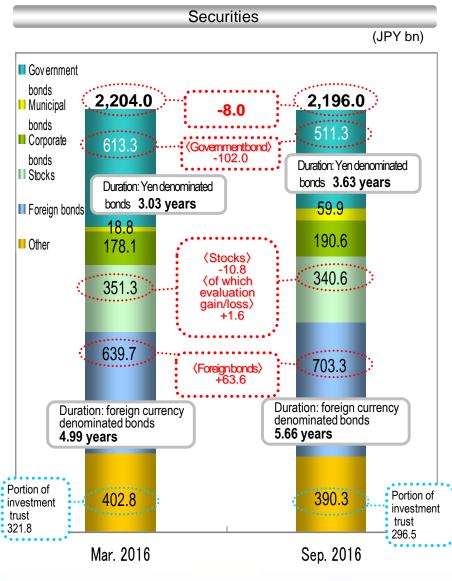




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Securities

- Total balance of securities (term-end balance) : JPY2,196.0bn (-JPY 8.0bn from the end of March 2016) Gains from the revaluation of securities: JPY 216.0bn (-JPY 11.4bn from the end of March 2016)
- Secured JPY 1.8bn gain on investment trusts and JPY 12.3bn gain from timely trade of bonds such as JGBs, keeping up with the market trend



Coine and leases on accurities								
	Gains and losses on securities							
	(.	JPY bn)	1H FY2015		FY	1H 2016		Increase/ Decrease
Gains on investr	ment trusts		8	3.9		1.8	3	-7.1
Gains and losses or	bonds such a	as JGBs	(ô.5		12.3	3	+5.8
Gain on sell o	f bonds such	as JGBs	10	6.2		13.2	2	-3.0
Loss on sell of	bonds such as	s JGBs(-)	(9.7		0.9)	-8.9
Gains and losses	on stocks			1.9		0.0		-1.9
Gain on sell o	f stocks			1.9		0.0		-1.9
Devaluation o	f stocks (-)	_	(0.0		0.0		+0.0
	Ti	ransactio	on of sec	urit	ies		_	
	1H FY2014			/201	15 1H FY2016			(2016
(JPY bn)	Sell	Buy	Sell		Buy	Sell		Buy
Yen based bond	677.3	635.8	505.1		166.7	115	5.2	101.6
Foreign currency based bond	583.1	646.0	1,140.8		930.8	8 794.8		963.0
Total	1,260.4	1,281.8	1,645.9	1	,097.5	910	0.0	1,064.6
Gains	and losse	es from t	the revalu	Jat	ion of	secur	itie	s
(JPY bn)			End of Mar. 2016		Enc Sep. 1			ncrease/ Decrease
Gains and losses the revaluation of	s from f securities		227	'.4		216.0		-11.4
Stocks			204	.6		206.2		+1.6
Nikkei stock ave	rage (Yen)		16,758.0	67	16,4	49.84		-308.83

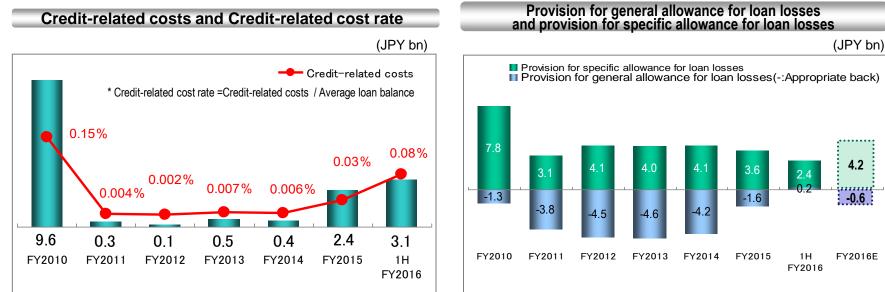
Credit-related costs in 1H FY2016: JPY 3.1bn(+JPY 0.8bn YoY), Credit-related cost rate: 0.08%

Breakdown of credit-related costs

					1
(JPY bn)	1H FY2015	1H FY2016	YoY change	FY2016E	
Provision for general allowance for loan losses (1)	-0.2	0.2	+0.4	-0.6	
Provision for specific allowance for loan losses (2)	2.4	2.4	+0.0	4.2	
Other NPL disposal* (3)	0.2	0.5	+0.3	0.7	
Credit-related Costs (1)+(2)+(3)	2.3	3.1	+0.8	4.3	6

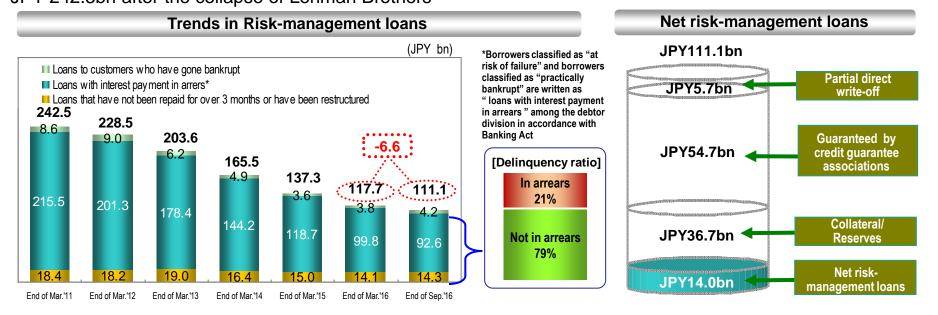
	(JPY bn
Changes in credit rating, etc.	4.2
Decrease in the value of collaterals	0.1
Upgrade of credit rating, decrease in loan and credit balances by foreclosure, etc.	-1.9
Total	2.4

*Including provision for the estimated future payments to credit guarantee corporations, provision for allowance for accidental losses, and losses on sell of loans



Risk-management loans

- Total risk-management loans at the end of Sep. 2016: JPY 111.1bn, the ratio of risk-management loans: 1.44%
 Net risk-management loans : JPY 14.0bn, the ratio of net risk-management loans: 0.18%
- •Maintained soundness of the bank's asset, steadily reducing risk-management loans from the peak balance of JPY 242.5bn after the collapse of Lehman Brothers

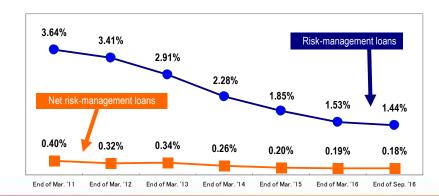


NPL removal from the balance sheet

				ſ	[Breakdow	
	(JPY bn)	FY 2015	1H FY2016		Collected	
	New recognition of NPLs	+26.8	+14.2	L	set off aga	
	Removal from the balance sheet (NPL to borrowers classified	-46.4	-20.8	l	Collateral subrogate	
	as "at risk of failure" or riskier categories)	(-42.5)	(-19.3)	• • •	Reclassifi categories	
R	isk-management loans 🛛 🤅	117.7	111.1	L	Loans sol	
					Direct wri	
	-6.6					

[Breakdown of JPY -19.3bn] (JPY bn)					
	Collected from borrower/ set off against deposit account	-2.1			
	Collateral disposal/ subrogated to guarantor	-6.1			
	 Reclassified to better categories 	-7.6			
	Loans sold-off	-3.5			
	Direct write-off of loans	-			

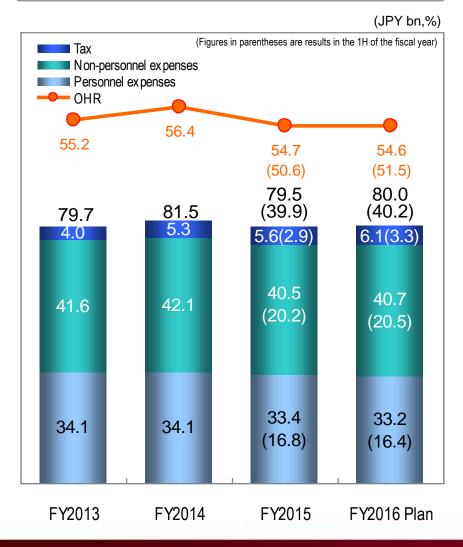
The ratio of risk-management loans



Expenses and Strategic investments

Expenses in 1H FY2016: JPY 40.2bn (+JPY 0.3bn YoY)OHR (Non-consolidated): 51.5% (+0.9 points YoY)

Expenses and OHR (annual basis)



Strategic investments in the 12th Medium-term Business Plan

System-related	Approx. JPY 30bn
Construction of branches and new HQ	Approx. JPY 25bn
New businesses	Approx. JPY 45bn
Total	Approx. JPY 100bn

"SHIZUGIN Headquarters Tower" started operation (Jan. 2015)



[SHIZUGIN Headquarters Tower]



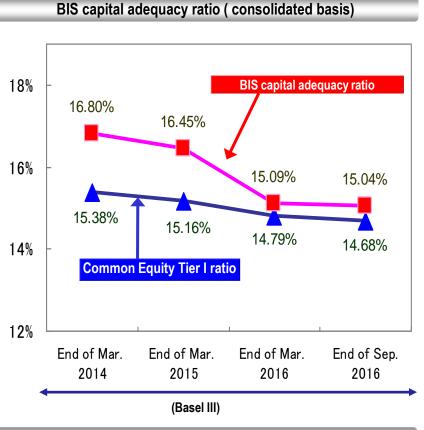
[Teleconference system]



[Free-address office system]

Capital adequacy ratio

 The Basel III capital adequacy ratio at the end of Sep. 2016 was 15.04% Common Equity Tier I ratio : 14.68%



Outlier ratio (non-consolidated basis)

Amount of maximum risk	Tier I+Tier II	Outlier ratio
JPY 61.9bn	JPY 798.2bn	7.8%

Changes in capital and risk-adjusted assets

【Ba	asel III】 (JPY bn)	End of Mar. '16	End of Sep. '16	Change from the end of Mar. '16
Сар	ital*	835.1	837.5	+2.4
	Common Equity Tier I	818.1	817.4	-0.7
	Other Tier I	0.0	0.0	0.0
	Tier II	17.0	20.1	+3.1
Risk	adjusted assets	5,530.5	5,565.6	+35.1
	Total credit-risk adjusted assets	5,220.2	5,258.0	+37.8
	Amount corresponding to market risk	11.9	16.1	+4.2
	Amount corresponding to operational risk	298.5	291.5	-7.0

*Capital does not include preferred shares, subordinated debts, etc.

[Other index related to the Base (End of Sep. 2016)]
• Liquidity coverage ratio: • Leverage ratio:	100.9% (Regulatory level 70% and over) 7.18% (ditto 3% in trial period*) *Until Mar. 2018

Shareholder return *1* - Profit distribution

• Target of shareholder return ratio in 12th Medium-term Business Plan: 50% or more in medium term

•Annual dividend forecast for FY2016 is JPY 20, shares also repurchased in Oct-Nov 2016

(Repurchase period: Oct. 3 – Nov.10, 2016; no. of shares repurchased: 10mn; repurchase amount: JPY 8,496mn)

	FY2013	FY2014	FY2015	FY2016E
Annual dividend per share (Interim dividend)	JPY 15.50	JPY 16.00	JPY 20.00	JPY 20.00
	(7.5)	(8.0)	(10.0)	(10.0)

Dividend trends

Profit distribution to shareholders

(Figures in parentheses are semi-annual dividend per share)

Profit distribution t	o snarenoiders	(JPY bn,%)			
	FY2013	FY2014	FY2015	FY2016E	FY '06 – '15 (10years)
Annual dividend (1)	9.7	9.9	12.3	12.2	Accumulated total 95.8
Repurchase of shares (2) (Shares bought back: million shares)	22.7 (20)	11.3 (10)	7.0 (5)	*8.5 (10)	Accumulated total 95.4
Shareholder returns (3)=(1)+(2)	32.4	21.2	19.3	20.7	Accumulated total 191.1
Net income (4)	42.8	42.6	44.0	32.0	Accumulated total 356.6
Dividend payout ratio (1)/(4)x100	22.78	23.24	27.91	38.04	Average 26.85
Shareholder return ratio (3)/(4)x100	75.73	49.82	43.82	64.60	Average 53.60
[Reference]					Average in 5years
ROE (Consolidated : Net income basis)	5.78	5.74	5.18	-	5.85

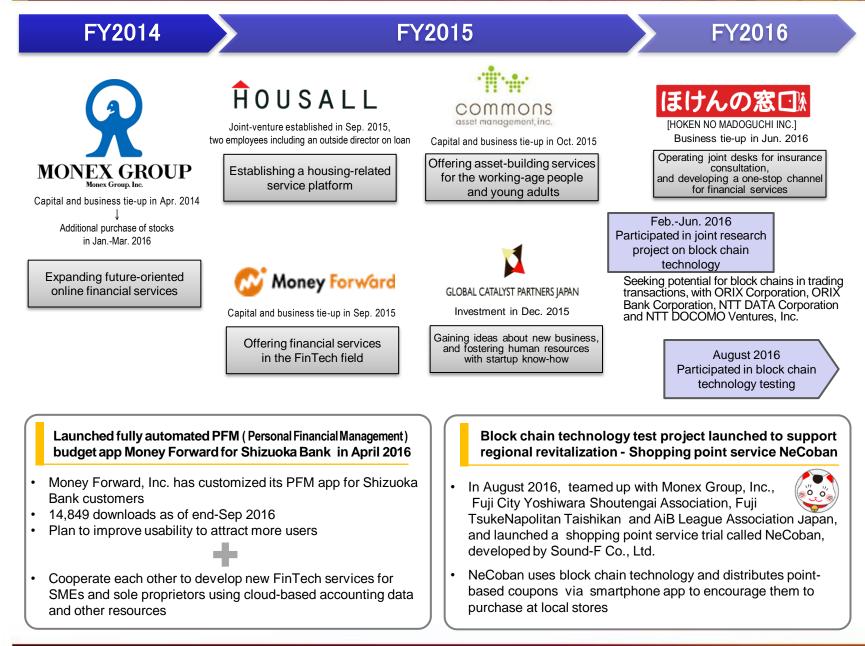
Shareholder return 2 - Share buybacks, Trends in EPS /BPS

 We have regularly bought shares back since FY1997, with a total of 205 million shares repurchased over the same period (supporting steady increases in EPS and BPS)

Historical share buybacks

	Shares bought back (thousand shares)	Repurchase amount of shares (JPY mil)	Number of shares cancelled (thousand shares)	Cancellation amount (JPY mil)	Shareholder return ratio (%)	EPS(JPY)	BPS(JPY)
FY1997	7,226	9,997	7,226	9,997	90.3	20.39	587.56
FY1998	6,633	9,142	6,633	9,142	86.7	20.12	627.64
FY1999	8,357	9,143	8,357	9,143	51.4	34.14	650.95
FY2000	24,954	23,281	24,954	23,281	152.0	23.73	792.16
FY2001	8,234	8,267	8,234	8,267	165.4	10.26	742.73
FY2002	29,928	23,107	_	_	229.4	16.56	721.33
FY2003	10,712	8,566	30,000	23,381	50.8	37.20	831.76
FY2004	_	_	_	_	17.1	49.41	875.93
FY2005	—	_	—	—	22.5	44.24	1,019.15
FY2006	—	_	—	—	25.3	51.20	1,077.85
FY2007	10,000	12,621	10,000	10,130	61.8	49.89	997.20
FY2008	—	_	—	—	70.8	18.34	903.32
FY2009	5,000	3,996	5,000	4,638	40.6	46.01	998.21
FY2010	20,000	14,980	20,000	15,957	67.2	51.75	1,016.34
FY2011	20,000	14,575	—	—	67.6	52.44	1,097.55
FY2012	10,000	8,239	20,000	14,953	43.9	62.79	1,204.31
FY2013	20,000	22,642	—	—	75.7	67.84	1,257.63
FY2014	10,000	11,315	_	—	49.8	68.46	1,440.68
FY2015	4,767	6,999	—	_	43.8	71.42	1,436.53
FY2016	10,000	8,496	—	—	_		_
Total	205,811	195,370	140,404	128,892	(up to FY2015) 60.1		

Direction of the new business development



Projected performance in FY2016

(JPY bn)

[Consolidated]	FY2015 (A)	FY2016E (B)	YoY (B-A)
Ordinary profit	72.8	61.0	-11.8
Net income	47.9	38.0	-9.9

(JPY bn)

	FY2015	FY2016E	
[Nonconsolidated]	(A)	(B)	YoY (B-A)
Gross operating profit	145.4	146.4	+1.0
Net interest income	115.9	116.0	+0.1
Fees and commissions	15.9	14.2	-1.7
Trading income	0.9	1.4	+0.5
Other operating profit	12.7	14.8	+2.1
(Bond-Related income such as JGBs)	11.3	13.8	+2.5
Expenses (-)	79.5	80.0	+0.5
Provision for general allowance for loan losses (-)	-1.6	-0.6	+1.0
Net operating profit	67.5	67.0	-0.5
Special profit and loss	-1.5	-4.0	-2.5
Ordinary profit	66.1	63.0	-3.1
Net income	44.0	32.0	-12.0

Credit-related costs (-)	2.4	4.3	+1.9
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Target of the 13th Medium-term Business Plan which starts in FY2017

• Exploring the strategies of the 13th Medium-term Business Plan which starts in FY2017

Main concepts are below



Announce the 13th Medium-term Business Plan in Apr. 2017

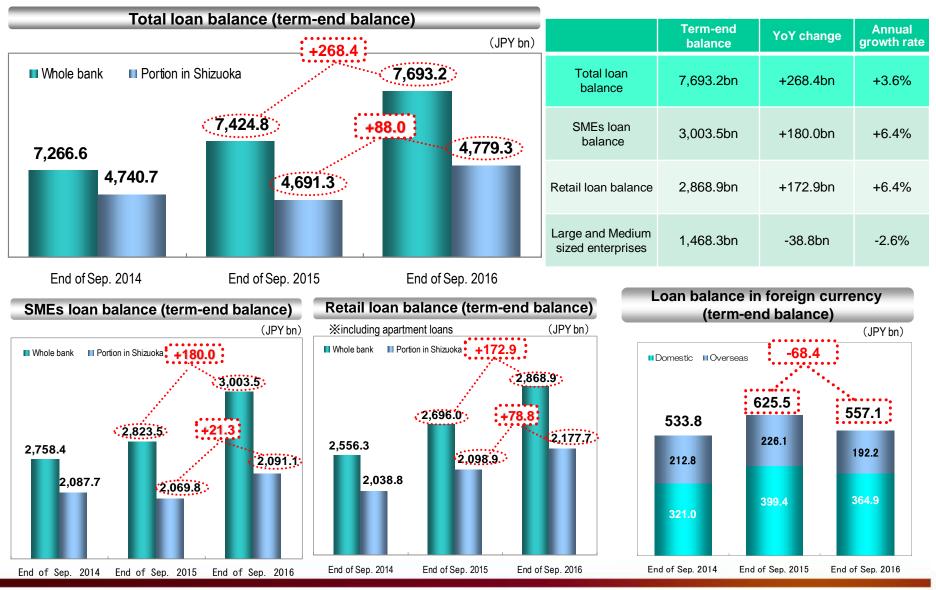
Reference

Overview of the 12th Medium-term Business Plan

The 12 th Mea	lium-term Business Plan (12 th MBP)	Targe	et figures (conso	lidated)
Name of the plan				dium-term ess Plan
I TUBIRA	\sim Open a Gate for the Next]		FY2015	FY2016 plan
<u>Group visio</u>	<u>on</u>	Ordinary profit	JPY 72.8bn	JPY 80.0bn or more
-	that ventures on the new possibilities r action \sim We aim to be the best regional bank in the world with taking	Net income	JPY 47.9bn	JPY 50.0bn or more
	bank in the world with taking <i>[</i> Breakthrough <i>]</i> to heart	Common Equity Tier I ROE	5.85%	6% level
Basic strat		Consolidated ROE	5.18%	
Top line	Refine region-based relationship banking			
Growth	 Challenge on the new business fields and profitable opportunities 	OHR	54.4%	Around 55%
Operational system	 Build the flexible and robust operating structure 	Common Equity Tier I ratio	14.79%	Around 14%
Branding	 Add more value to 「Shizugin」 brand 	Shareholder return	43.82%	50% or more in medium term

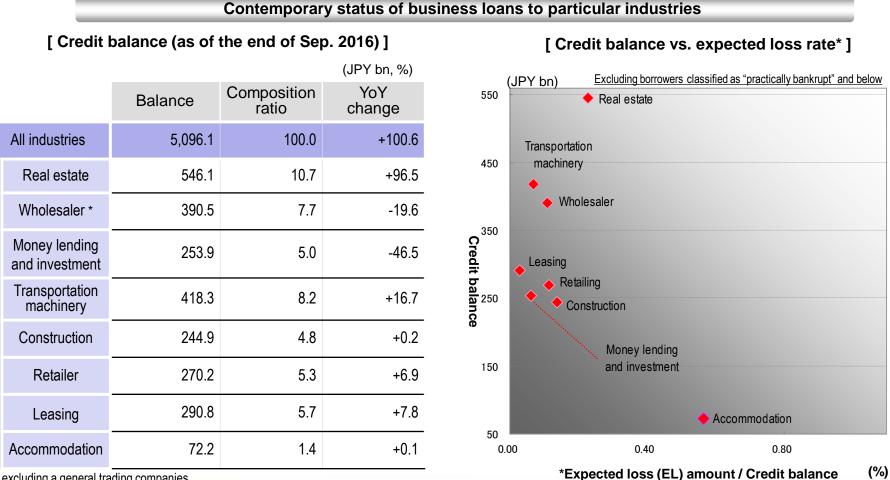
Loans 3 - Term-end balance

•Total loan balance (term-end balance) of 1H FY2016: JPY 7,693.2bn, up JPY 268.4bn (+3.6%) YoY



Loans (4) - Loans by industries

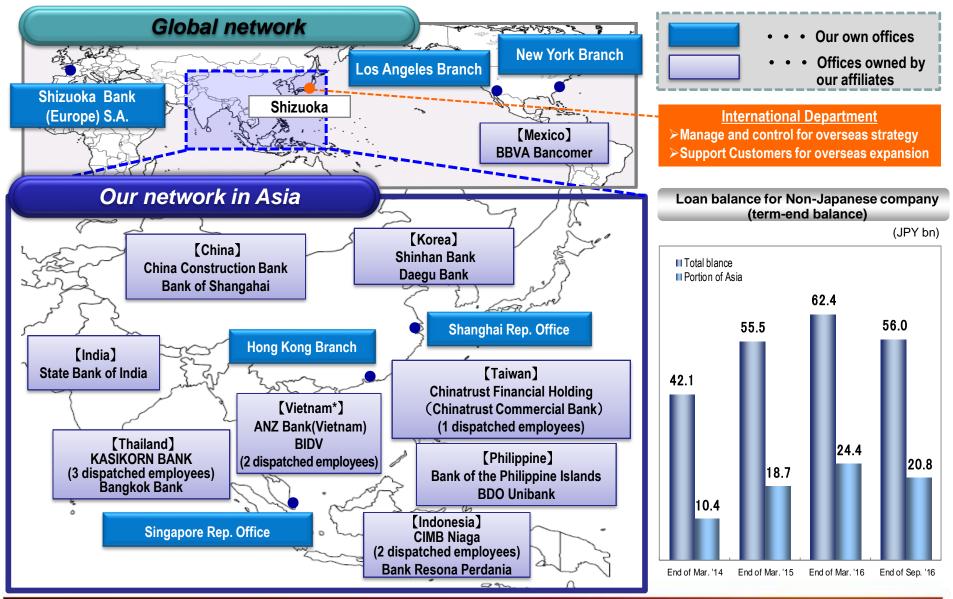
- •Business loans to each industry such as real estate, construction, leasing, money lending and investment account for less than 11% of loan balance, respectively. There is no concentrated exposure to any of these specific industries
- Expected Loss (EL) for all industries : JPY 5.9bn (JPY 1.2bn for real estate and JPY 0.3bn for construction)
- Unexpected Loss (UL) for all industries : JPY 51.0bn



excluding a general trading companies

Global network

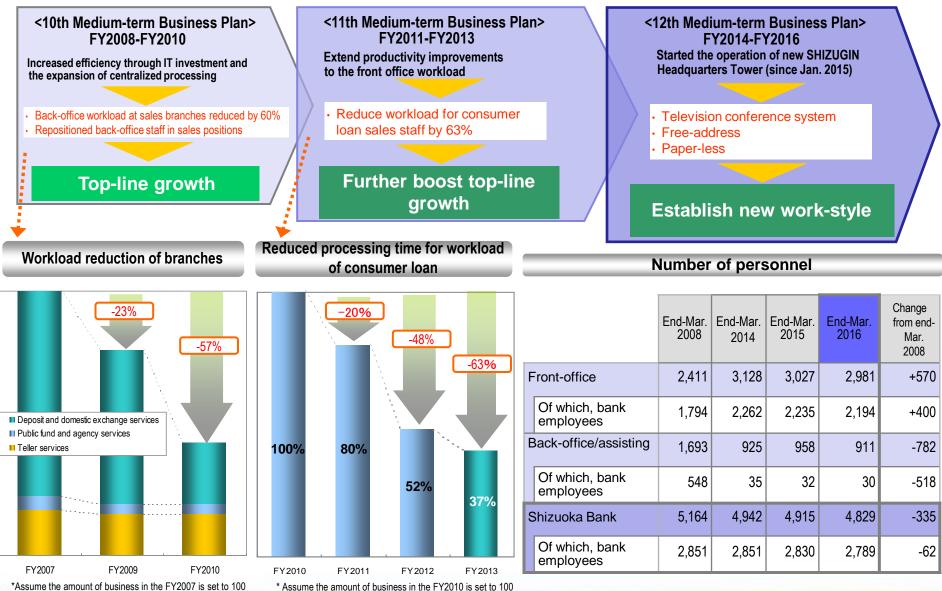
- Global network (3 branches/2 rep. offices/1 subsidiary) and total 56 staff in oversea (in Asia 29 staffs)
- •14 partner banks in 8 countries/regions in Asia, a business tie-up made with BDO Unibank in Philippine in Jul. 2016



Improvement of productivity - BPR

An ongoing BPR program increased front-office staff without boosting the overall headcount

 \rightarrow make it possible to achieve sustainable top-line growth



Allocation of risk capital

 Allocation of risk capital for the 1H FY2016 (the end of Sep. 2016 basis) amounted to JPY 615.7bn, of which JPY 150.0bn was allocated to credit risk, JPY 413.0bn to market risk, JPY 28.6bn to strategic investment, JPY 24.1bn to operational risk.

• JPY 70.9bn for loans [credit risk] and JPY 179.1bn for the Treasury division was used for the 1H FY2016

Allocation source	(JPY bn)			Risk capital allocated	Risk capital used	Ratio of risk capital used
	Credit risk		Loan [Credit risk]	110.7	70.9	64%
	150.0		Treasury division	444.8	179.1	40%
Coro capital	28.6 Operational risk		[Of which, policy investment]	[150.2]	[64.3]	[43%]
· ·		Consolidated subsidiaries	7.5	3.5	47%	
		Strategic investments	28.6	0.0	0%	
	24.1	1	Operational risk	24.1	23.9	99%
	Buffer capital, etc. 109.0	Sub total	615.7	277.4	45%	
			Buffer capital, etc.	109.0	_	—
			Total	724.7	_	_

• Core capital = common equity Tire I (Basel III standard), excluding other marketable securities valuation difference

Risk capital amount = <Market risk>
 Credit risk>

(1) UL (loan balance includes bad debt written off, CVAs)

(2) Basel III capital requirement amount (designated loan claims, securitization transactions, investment funds, and private placement REIT)

<Operational risk> Amount equivalent to operational risk

VaR

• Buffer capital is kept aside for emergencies such as the anticipated Great Earthquake and other unquantifiable risks

•1H FY2016 the total ordinary revenue of 12 major consolidated subsidiaries was JPY 26.4bn (+JPY 0.4bn YoY) and the ordinary profit was JPY 4.0bn (-JPY 0.5bn YoY)

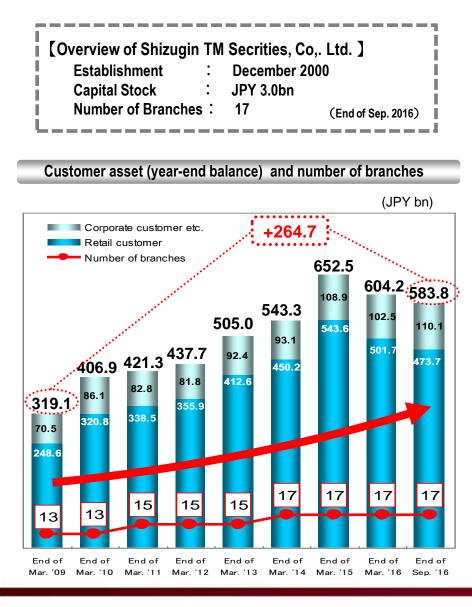
(JPY bn)

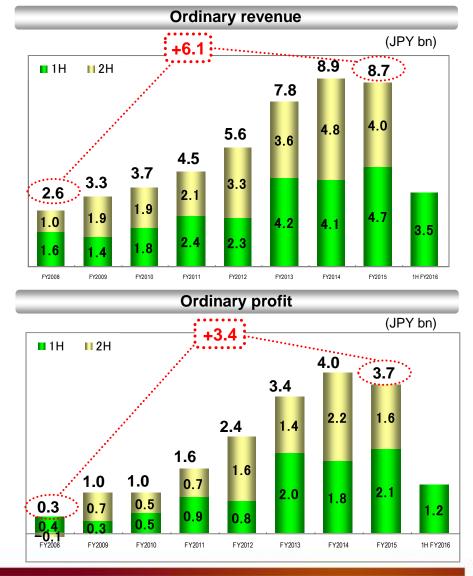
	Business	Ordinary		Ordinary	
Company name	Busilless	Revenue	YoY change	Profit	YoY change
Shizugin Management Consulting Co., Ltd.	Corporate and financial management advisory services Bill collection services	0.7	+0.0	0.1	+0.0
Shizugin Lease Co., Ltd.	Leasing	13.5	+1.2	0.8	+0.0
Shizugin Computer Service Co., Ltd.	Computer system development and operation	2.3	+0.0	0.1	-0.0
Shizugin Credit Guaranty Co., Ltd.	Guarantee of housing loans, etc.	1.7	+0.4	1.3	+0.3
Shizugin DC Card Co., Ltd	Credit card and guarantee of consumer loans	1.1	+0.1	0.3	+0.1
Shizuoka Capital Co., Ltd.	Public-offering assistance Support for corporate rehabilitation	0.2	-0.0	0.1	-0.0
Shizugin TM Securities Co., Ltd.	Securities	3.5	-1.3	1.2	-0.9
Shizuoka Bank (Europe) S.A.	Finance and securities-related services	0.2	-0.0	0.0	-0.0
Shizuoka Liquidity Reserve Ltd.	Acquiring financial debt	0.1	+0.0	0.1	+0.0
Shizugin General Service Co., Ltd.	Fee-based job placement service, general administration	0.5	-0.0	0.0	+0.0
Shizugin Mortgage Service Co., Ltd.	Appraisal of real estate for loan collateral Operation center for loans	0.8	-0.0	0.0	-0.0
Shizugin Business Create Co., Ltd.	Operation center for remittance and bill collection Part-time employee management	1.8	-0.1	0.0	-0.0
Total(12 companies)		26.4	+0.4	4.0	-0.5
Shizugin Saison Card Co., Ltd.*	Credit card and prepaid card Guarantee of consumer loans	1.1	+0.1	0.2	+0.1

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

Shizugin TM Securities Co., Ltd.

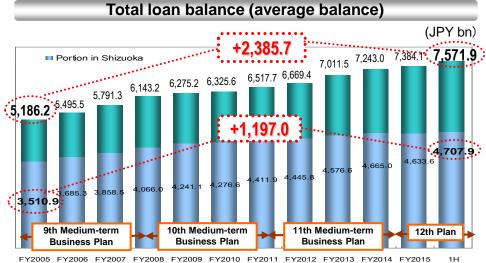
Growth in top line of Shizugin TM Securities Co., Ltd (securities subsidiary) highly contributed to performance of the Group
Customer asset: JPY 583.8bn, increased by JPY 264.7bn from the end of Mar. 2009 after the collapse of Lehman Brothers



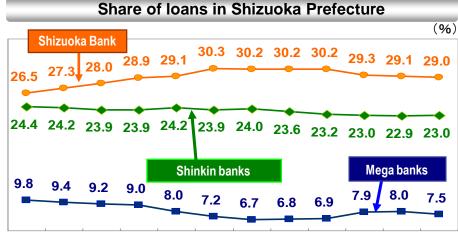


Historical data of loans

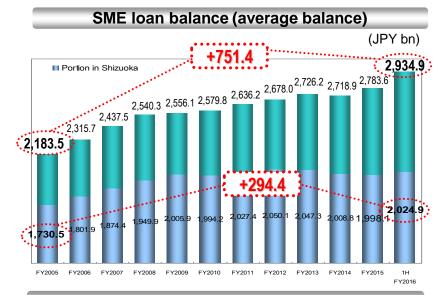
- Total loan balance (average) increased by JPY 2,385.7bn from FY2005 to 1H FY2016, of which JPY 1,197.0bn in Shizuoka Pref.
- •SME loan balance: +JPY 751.4bn, consumer loan balance: +JPY 1,281.2bn



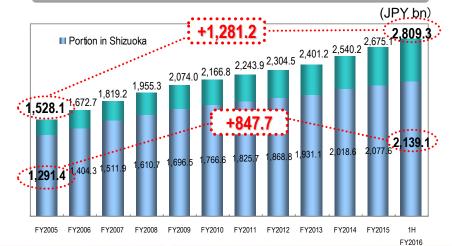




FY2005 FY2006 FY2007 FY2008 FY2009 FY2010 FY2011 FY2012 FY2013 FY2014 FY2015 1H FY2016

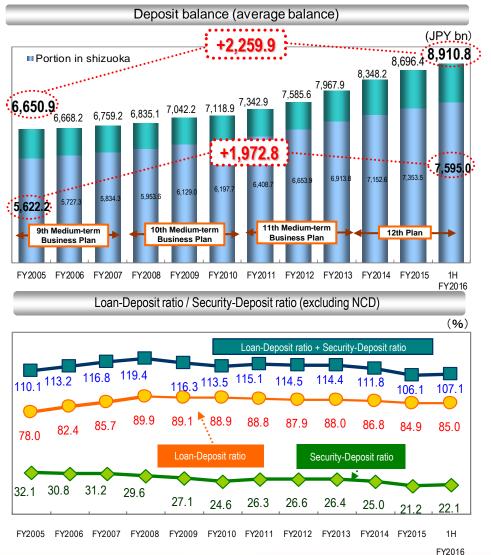


Consumer loan balance (average balance)



Historical data of deposits

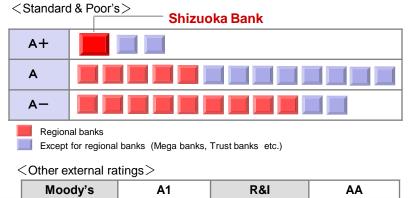
- Total deposit balance (average) increased by JPY 2,259.9bn from FY2005 to 1H FY2016, of which JPY 1,972.8bn in Shizuoka Pref.
- •Has received higher credit ratings from two overseas and one Japanese agencies



Retail deposit balance in domestic branches (average balance) (JPY bn) 6,006.5 **6,036.0** 5,537.6 ^{5,689.1 5,868.1} Portion in Shizuok-a 5,337.1 **4,768.6 4**,827.4 **4**,925.0 **5**,043.4 **5**,140.0 **5**,184.1 +1.3085,617.8 .580.8 757 1 490. Deposit balance of Internet branch 4,309.5 (Term-end balance) FY2005 FY2006 FY2007 FY2008 FY2009 FY2010 FY2011 FY2012 FY2013 FY2014 FY2016

External ratings (As of the end of Mar. 2016)

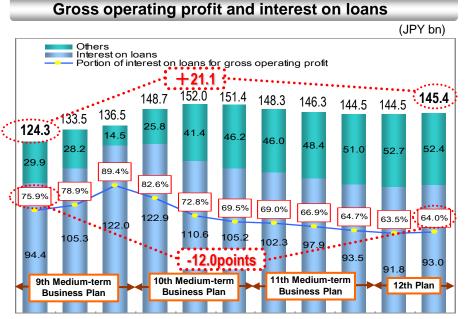
• Has received higher credit ratings from two overseas and one Japanese agencies



Profit levels and improvement of productivity

- Gross operating profit stably increased totally over JPY 20.0bn for approximately 10 years
- Productivity improvement led by IT investment and BPR has contributed to strict cost control, and Net income increased totally over JPY 12.6bn in the same period

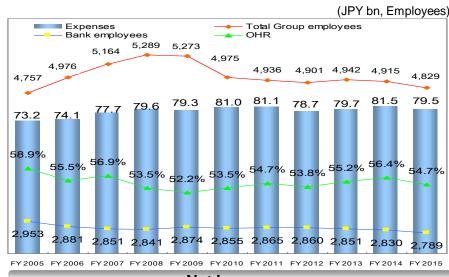
. . . .



FY2005 FY2006 FY2007 FY2008 FY2009 FY2010 FY2011 FY2012 FY2013 FY2014 FY2015

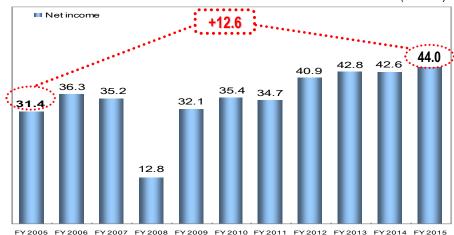
Improvement of productivity

<9th Medium-term Business Plan> ~Launch of active IT investment and centralized processing BPR ·Introduced new terminals at sales branches ·Upgraded loan support system ·Centralized processing for loan back-office workload (Centralized storage of loan bookkeeping and debt documents) <10th Medium-term Business Plan> ~Increased efficiency through IT investment and the expansion of centralized processing · Back-office workload reduced at sales branches by 60% · Repositioned back-office staff in sales positions <11th Medium-term Business Plan> ~Extended productivity improvements to the front office workload
Reduce workload for consumer loan sales staff by 60% <12th Medium-term Business Plan> ~Grand opening of new SHIZUGIN Headquarter Tower (Mar. 2016) · Established new work-style (Free-Address, Paper-less)



Net income





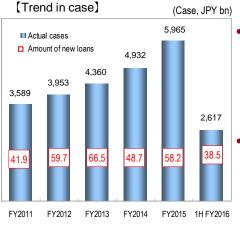
Expenses and number of personnel

Region-based Relationship Banking (1)

•Have further developed the relationship with customers by providing three pillars of solutions, that are, business matching services, support for business restructuring and turn-around, and "Shizuginship"

Business matching services

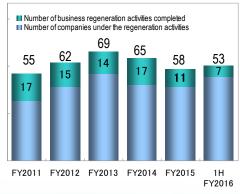
• Supporting our customers to expand their business by creating new sales opportunities



- Have regularly held Shizugin @ gricom (agricom), a business networking event to tie-up companies in the agricultural, forestry and fisheries sector and the food processing sector with buyers since February 2006
- Business tie-up with Linkers, co., offering manufactures focused business matching service

Support for business restructuring and turn-around

 Reviewing of terms of repayment and utilizing external agencies and business regeneration fund to support business restructuring and turnaround



(Case)

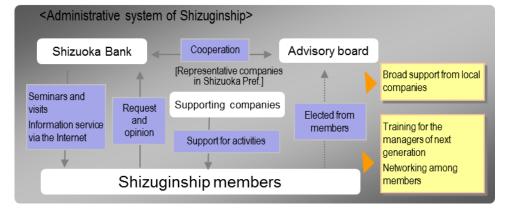
• From 2005, completed roughly 180 case of business restructuring



Maintained local economy by upholding about 16,660 employments

"Shizuginship" – training club for the next generation managers

- A membership-based service aimed at developing local businesses and the Shizuoka Prefecture economy by improving the management skills of young managers earmarked as future business leaders
- Launched in April 2007, Shizuginship provides learning and networking opportunities to members
- Support Companies, consisting of leading companies in Shizuoka provide opportunities of site visits and dispatch lecturers to support
- Shizuginship has been managed in harmony with regional society



[No. of member: (As of the end of Sep. 2016)]

- 800 companies, 1,194 members
- No. of participant for seminars and visits of 1H FY2016 : 759

[Activity achievement in 1H FY2016]

Content	Activity achievement
Lectures by top executive and specialists	7 Lectures
Seminar • Executive program • Middle management program • Basic program	Total 20 Courses 2 Courses 10 Courses 8 Courses

Region-based Relationship Banking (2)

 Posted specialized human resources on growing fields, centered on medical/welfare business (Loan provided for customers on growing fields in 1H FY2016: JPY 67.6bn)

Initiatives for growth and untapped fields

	(L	oans in 1H FY2016
Health and welfare	 7 qualified specialists in medical/welfare business management Supported openings and expansions of business in this field 	1,100cases JPY31.2bn
Environment	 Generated demand for funds by supporting the installation of energy-efficient equipment Provided support for capital investment related to renewable energy 	113cases JPY15.9bn
Agriculture	 "Shizugin@gricom" events to promote Shizuoka produce to buyers Deployed 14 agricultural business advisers 	112cases 7.2bn
Business Succession	 "Shizuginship" to help train next generation business leaders Business succession support including share transfers and M&As (12 M&A contracts signed in 1H FY2016) 	86cases 13.3bn
*Based on long-term loans		[Total] 1,411cases 67.6bn

Initiatives for supporting entrepreneurs

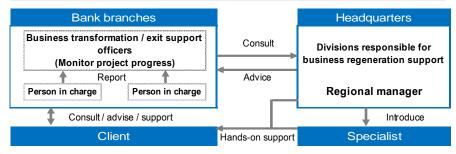
<Shizugin Entrepreneur Awards>

- 27 winners out of a total of 559 applicants received prizes in the past 4 rounds
- "Entrepreneur category" for applicants who are preparing launch of their business or have been in business for less than 5 years was founded for the 4th round in FY2015
- · Financial support for the 27 award winners from the 1st to the 4th round: New loans: 54 cases/JPY 1.093mil Investments: 7 cases/JPY 152mil

Support for companies transforming or exiting businesses

Upgraded framework to help companies transform or exit businesses as part of efforts to stabilize the regional economy

- < Headquarters >
- Regional managers respond to requests for advice and support from bank branches
- Provision of hands-on support using input from business specialists
- < Bank branches >
- · Business transformation / exit support officers appointed at each branch
- · Responsible for monitoring progress and other aspects of business transformation / exit projects
- Provide appropriate instructions and backup to relevant branch personnel based on advice from headquarters



[Results until 1H FY2016]

Projects handled: 61

Projects completed: 27 (business transformation: 8; business exit: 19)

Subsidies

< Manufacturing subsidies >

- Top private-sector financial institution for three straight years for number of subsidies awarded (Second only to Shoko Chukin Bank among all financial institutions)
- First round of subsidy applications for most recent FY2015 supplementary budget (awarded June 2016): No. of applications: 378 / no. awarded: 101 (most among private-sector financial institutions)
- < Business innovation support subsidies > No. of business innovation plans approved: 28

Initiatives for Regional revitalization

- Established "Regional Revitalization Dept." in June 2015 to play an active flexible role in Regional revitalization. By the end of August 2016, made the alliance related to Regional revitalization with all municipal areas in Shizuoka Pref.
- Stimulate the local economy by utilizing a broad range of expertise, actively participating in regional revitalization projects, and building close links with local governments, industry, and academia

Cooperation agreement on stimulating tourism in the Fuji, Hakone and Izu areas concluded with Bank of Yokohama

- On June 16, 2016, we concluded an agreement for stimulating tourism across the prefectures of both banks' business areas (Shizuoka Bank work to energize the route from Mt. Fuji Shizuoka Airport to Hakone via Izu)
- Upon this opportunity, four groups from Shizuoka and Kanagawa Pref. met on October 20, 2016 to establish the Kanagawa-Shizuoka Prefectural Border Region Revitalization Liaison Group and held the first meeting



Meeting to discuss regional revitalization

• On September 28, 2016, we held a second meeting to discuss regional revitalization. Kumi Fujisawa, vice president of Think Tank SophiaBank (also a Shizuoka Bank director), Kazuyoshi Ito, counselor of Kawasaki Shinkin Bank, and Nobuhiko Mori, Chairman of the Izu Development Association, attended the meeting as well as personnel responsible for regional revitalization from all regional public bodies in Shizuoka Prefecture



< Participants >

About 500 people from the SHIZUGIN headquarters tower and 170 domestic branches, via the teleconference system

Shizugin CRUREA vehicle bank branch starts operations

- In May 2016, we launched a new vehicle branch which has an ATM and all the necessary equipment
- The branch visits communities remote from branches, client companies, hospitals, aged care facilities and other sites



Seminars on inbound tourism

- Our employee from China held seminars about Chinese tourists continually, e.g. simple Chinese language training and hospitality service about Chinese tourists
- We distributed a guide to tourism companies to help them communicate with overseas travelers using only gestures



<Seminar on hosting Chinese tourists: well received by attendees as an opportunity to learn simple Chinese phrases and nuances specific to Chinese people >

ESG initiatives

FTSE Russell

CERTIFICATE OF MEMBERSHIP

This is to certify that

Shizuoka Bank

is a constituent company in the FTSE4Good Index Series



June 2016

The FTSE4Good Index Series is designed to identify companies that demonstrate strong environmental, social and governance practices measured against globally recognised standards.

Mark Makepeace Group Director, Information Services, LSEG & CEO FTSE Group

Mark Hughat.

Sir Mark Moody-Stuart Chairman, FTSE ESG Advisory Committee

ESG initiatives

- Institutional investors, particularly in Europe and the U.S., are increasingly looking at companies' environmental, social, and governance (ESG) initiatives when making investment decisions
- Targeting future corporate value, Shizuoka Bank is also stepping up initiatives in this area as a means of pursuing profits while also tackling social issues

FTSE

Shizuoka Bank chosen as a constituent of the FTSE4Good Index

FTSE:

London-based company that creates and manages indices for equities, bonds and other assets

FTSE4Good Index:

One index managed by FTSE; comprised of companies with relatively strong environmental, social and governance programs



Rated highly among external bodies

Examples of specific initiatives

E: Environment

Developed products based on a proprietary environmental rating system (Shizuoka Bank rates environmental initiatives at clients)

S: Social

Improvements to the working environment: encouraging employees to use paid holidays and leave the office earlier; increased support for employees raising children

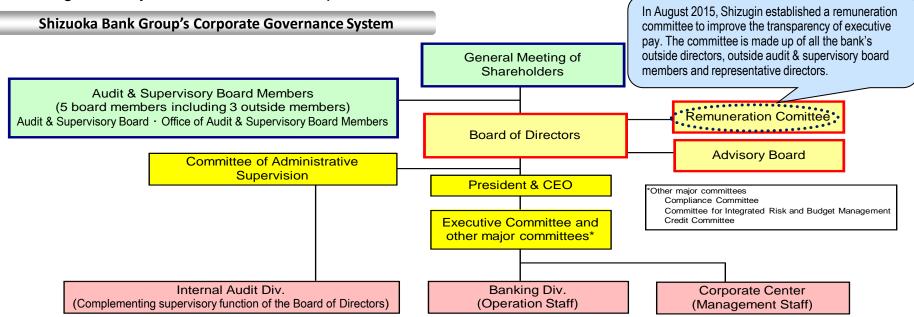
G: Governance

Outside directors account for one third of Board of Directors

This certificate has been printed on PSC certified material

ESG initiatives ② - Corporate Governance Structure

 As the foundation for fulfilling corporate social responsibility, The Shizuoka Bank Group is strengthening its management systems to enhance corporate value



Outside Directors • Outside Audit & Supervisory Board Members

2 Outside Directors / 10 All Members

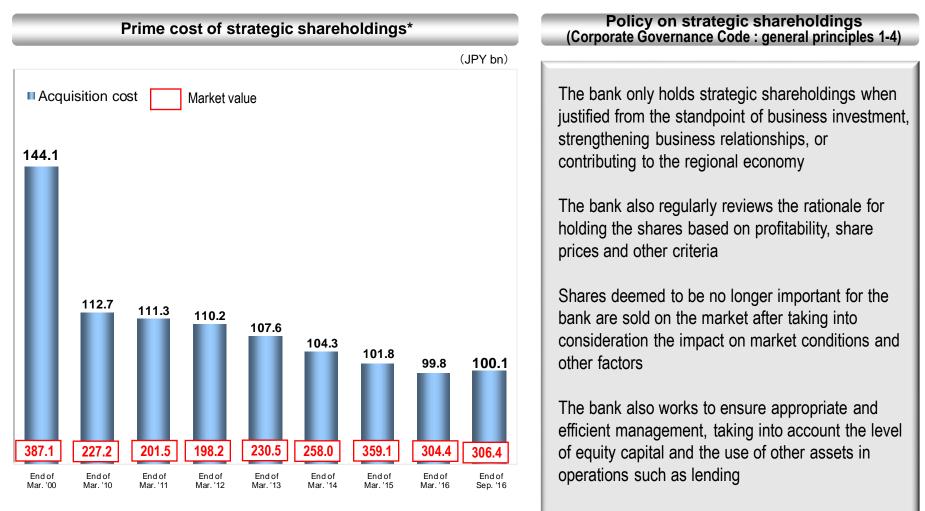
	·	
	Kumi Fujisawa	President, SophiaBank Limited
	Kazuyasu Kato	Former President and Chief Executive Officer, Kirin Holdings Co., Ltd.
3	Outside Audit & Supe	ervisory Board Members / 5 All Members
	Mitsuhiro Ishibashi	Former Director and Executive Vice President, Nippon Life Insurance Company
	Kazuo Kouzuki	President and Chief Executive Officer, Tokio Marine & Nichido Career Service Co., Ltd.
	Yoshihiro Yamashita	President, Yamashita Yoshihiro Law Office

*All have submitted notification to the Tokyo Stock Exchange of their independent director status

- One third of bank's directors and audit & supervisory members are outside appointments
- Shizugin is using the independent opinions of these individuals indecision making, oversight and auditing of the Shizuoka Bank Group
 ⇒ Increase corporate value

Strategic shareholdings

- •Only holding strategic shareholdings when justified from the standpoint of business investment, strengthening business relationships, or contributing to the regional economy
- Reviewing the reasons and assess the economic rationale for strategic shareholdings on a regular basis, reducing the holding value of the shares as required



*Except for equity method affiliate

Economic scale of Shizuoka Prefecture

Accounts for 3% share of all-Japan. Ranks 10th in the scale of economy among prefectures
Has greater GDP than total GDP of 4 prefectures in Shikoku and 3 prefectures in Hokuriku
Compared to countries, its GDP is ranked next to the Kuwait, Vietnam, and Bangladesh

Shizuoka Prefecture indices			
	Sha	re of all-Japan	National ranking
 Population* 	3.70 m	2.9%	10th of 47 (2015)
•No. of households	1.54 m	2.7%	10th of 47 (2016)
Nominal prefectural GDP	JPY 15.9 tn	3.1%	10th of 47 (FY2013)
•Per-capita income	JPY 3.326m	-	3rd of 47 (FY2013)
 No. of business establishments 	180 K	3.1%	10th of 47 (2014)
•Amount of shipments of manufactured goods, etc.	JPY 15.7 tn	5.3%	4th of 47 (2014)
 Agricultural output 	JPY 215.4 bn	2.6%	15th of 47 (2014)
•Fishery production volume	210 k tons	5.9%	4th of 47 (2015)
•No. of industrial locations	55	5.1%	4th of 47 (2015)
•No. of new housing starts	24 k	2.6%	10th of 47 (2015)

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Shizuoka Prefecture economic scale

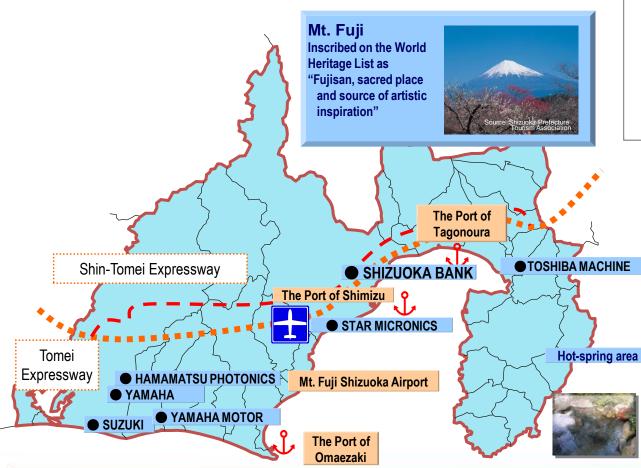
Prefectural GDP (2013, Nominal)			
Rank	Prefecture/Region	(US\$ billions)	
9	Fukuoka Prefecture	181.5	
10	Shizuoka Prefecture	158.4	
11	Ibaraki Prefecture	114.8	
-	4 prefectures in Shikoku	135.9	
-	3 prefectures in Hokuriku	120.0	
GDP comparison with countries (2013)			
Rank	Country (Region)	(US\$ billions)	
57	Kuwait	175.8	
58	Vietnam	170.6	
59	Bangladesh	161.3	
-	Shizuoka Prefecture	158.4	
60	Hungary	134.4	
61	Angola	124.9	

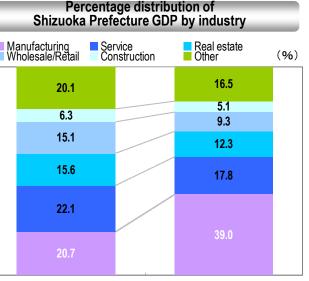
*Sources: Economic and Social Research Institute (ESRI)

Cabinet Office , Government of Japan

Economy in Shizuoka Prefecture and current state

- Positioned as distribution hub between Tokyo and Osaka/Kyoto
- •Represents leading manufacturing prefecture in Japan
- •Owns a lot of export-driven companies related to handling machinery of transportation and music instrument and so forth
- •Has many of representative tourist locations coming from its rich natural environments





All-Japan Shizuoka Pref. Source: Cabinet Office , Government of Japan, FY2013

No. of listed companies with HQs in Shizuoka Prefecture	

Listing	No. of companies
TSE 1 st section	22
TSE 2 nd section	11
Mothers	1
Jasdaq	18
Total	52

*As of the end of Oct. 2015

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.

