## ANNUAL REPORT 2012 THE OITA BANK,LTD.

THE OITA BANK,LTD.

The Oita Bank, Ltd., was founded in 1893 in Oita Prefecture, Kyushu, in the southwest of the Japanese archipelago. For more than a century, the Bank has provided outstanding financial services to individual and corporate clients, contributing significantly to the economic growth and prosperity of Oita Prefecture and the greater Kyushu region.
In Oita Prefecture, there was a steady stream of capital investment from some of the world's most prominent enterprises in the high-tech and automotive industries, which has had a major impact on the economy of the prefecture. At the same time, the prefecture continues to reinforce infrastructure to support its development as a hub of international business.
As the leading bank native to Oita Prefecture, the Oita Bank strives to strengthen its management structure and enhance financial services, thereby contributing to the region's prosperity.

## CONTENTS



THE OITA BANK, LTD. and Subsidiaries
Years Ended March 31, 2012, 2011 and 2010

|  | Millions of Yen |  |  |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2010 |
| Deposits | $¥ 2,520,402$ | $¥ 2,485,319$ | $¥ 2,464,152$ |
| Loans and bills discounted | 1,622,743 | 1,679,742 | 1,660,342 |
| Investment securities | 974,925 | 855,254 | 826,150 |
| Common stock | 19,598 | 19,598 | 19,598 |
| Total equity | 149,982 | 138,895 | 137,792 |
| Total assets | 2,781,917 | 2,737,641 | 2,718,925 |
| Net income | 6,199 | 6,013 | 5,179 |
| Number of branches | 103 | 103 | 103 |
| Number of employees | 1,693 | 1,646 | 1,623 |



Note: All graph figures are for the years ended March 31.

## A MESSAGE FROM THE MANAGEMENT

## Greeting

We heartily thank you for your patronage of the Oita Bank since its establishment in 1893.

Your support has allowed the Bank to establish a solid foundation as a regional financial institution.

In the Annual Report 2012, we outline our management policies to foster an understanding of our recent operating performance and the status of our activities.

At the beginning of FY2011, ended March 31, 2012, the domestic economy suffered the impact of a supply chain disruption caused by the Great East Japan Earthquake and consumers' tightening their wallets, resulting in a decline in manufacturing activities and exports, and stagnant consumer spending. However, restoration of the supply chain for manufacturing activities recovered to the levels before the earthquake. Such an uptick helped relax consumers' self-restraint and led to a recovery in consumer confidence, showing a recovery of the domestic economy. However, after the summer, rapid yen appreciation, the deceleration of overseas economies caused by the European debt crisis and flooding in Thailand weakened the recovery trend. During the second half, economic recovery slowed. Although the domestic economy is expected to be supported by earthquake/disaster restoration demand, concern over the deceleration of overseas economies, historic high yen appreciation and the restriction of the electric supply are posing serious uncertainty to the future economy.
The economy of Oita Prefecture at the beginning of the fiscal year under review was stagnant due to difficulty in the procurement of raw materials, other materials and equipment, the disruption of logistics functions, tight consumer spending and a decline in the number of tourists, all of which was similar to other areas nationwide in the aftermath of the Great East Japan Earthquake. However, as the impact of the earthquake receded, manufacturing activities recovered and consumer spending progressed steadily. Given all these
favorable factors, the overall economy of Oita Prefecture during the first half showed a moderate recovery trend. During the second half, however, manufacturing activities seesawed with the impact of the slowdown of overseas economies, high yen appreciation and flooding in Thailand and a recovery trend of the prefectural economy has been leveling off.

In such an operating environ-


Shoji Himeno, President ment, The Oita Bank, Ltd. (the "Bank" or "the Oita Bank"), in its fiscal 2011, worked across the board on various measures of the MediumTerm Management Plan 2011. Consequently, on a nonconsolidated basis the Bank reported net income of $¥ 5.9$ billion, exceeding that of the previous fiscal year. Adhering to compliance and the promotion of CSR as a premise of all our activities, we will continue to "provide financing that is closely tailored to the needs of the regional community," which is a fundamental policy of the Medium-Term Management Plan 2011, with the concerted efforts of all executives and regular employees.

The Bank will strive to strengthen its management base by further reinforcing relationships with customers and aggressively supporting customers' business development and lives.

We thank you for your continued support of these endeavors.

## FY2011 Operating Performance

In FY2011, the Oita Bank's executives and regular employees worked together in a challenging operating environment to deliver the following business results.

## Deposits

As of March 31, 2012, total deposits, including negotiable certificates of deposit, amounted to $¥ 2,527.0$ billion, up $¥ 35.2$ billion from a year earlier.

As a result of our efforts to promote sales to individual customers by responding to their diverse investment needs, the balance of public bonds, mutual funds, foreign currency deposits and pension insurance funds for individuals was $¥ 403.3$ billion, up $¥ 3.3$ billion.

## Loans

Total loans outstanding amounted to $¥ 1,627.9$ billion on March 31,2012 , up $¥ 58.4$ billion from one year earlier.

## Marketable Securities

As a result of the Bank's endeavor to build a portfolio designed to earn a stable rate of return, marketable securities on March 31, 2012, totaled $¥ 972.1$ billion, $¥ 119.6$ billion higher than the previous fiscal year-end.

## Foreign Exchange

Foreign exchange transactions, including international trade transactions, overseas remittances and foreign currency deposits, totaled US $\$ 2,071$ million, $\$ 62$ million higher than the previous fiscal year-end.

## Earnings

Ordinary profit rose $¥ 1,805$ million from the preceding year due to an increase in other income resulting from posting a gain on reversal of the reserve for possible loan losses.
Ordinary expenses increased $¥ 403$ million compared with the preceding year due to an increase in the loss on sale of Japanese government bonds and other bonds and operating expenses.

Ordinary income increased $¥ 1,402$ million to $¥ 11,846$ million
because the increase in ordinary profit exceeded the increase in ordinary expenses.
Net income advanced $¥ 301$ million to $¥ 5,950$ million despite an increase in the impairment loss because income taxes decreased.

## Dividend Policy

In due consideration of its responsibility to the public as a financial institution, the Bank's fundamental dividend policy is stable and continuous profit distribution. To this end, we are striving to strengthen its financial structure by reinforcing the long-term stability of its management base, improving management efficiency and building sufficient reserves.

In FY2011, the Bank’s annual dividend was $¥ 6.00$ per share (including an interim dividend per share of $¥ 3.00$ ).

## Medium- to Long-Term Management Strategy

Medium-Term Management Plan 2011 (April 1, 2011, through March 31, 2014)

The operating environment surrounding regional financial institutions is increasingly fierce as cross-regional and cross-industry competition has intensified. To respond to this rapidly changing business environment quickly and appropriately, we moved forward with the Medium-Term Management Plan 2011 from April 2011.

The Medium-Term Management Plan 2011 defines the Bank's fundamental policy as providing financing that is closely tailored to the needs of the regional community. The three pillars for achieving this objective are to "strengthen human resources and organizational prowess," "reinforce management structure" and "bolster our sales infrastructure," for which we are making concerted efforts to achieve various measures.

By further enhancing relationships with customers and aggressively supporting their business development and lives, the Bank intends to boost its own earning capabilities and foster a solid management foundation.
(1) "Strengthen human resources and organizational prowess" Strengthen our OJT promotion system to cultivate the banking personnel needed to meet the needs of our customers and cultivate a spirit of challenge.
(2) "Reinforce the management structure"

Promote operating efficiency and establish a profit management structure and foster system collaboration.
(3) "Bolster our sales infrastructure"

Through our business activities designed to invigorate the overall community, we will provide services that impress our customers. We are building structures to achieve these goals.

## Risk Management

With the increasing liberalization and internationalization of Japan's financial sector and continuing advances in information technology, the environment in which banks operate is changing dramatically. Accordingly, the risks affecting financial institutions are growing in diversity, complexity and magnitude.
For banks today, the accurate assessment and management of a wide variety of risks is more vital than ever before.
The Oita Bank fully recognizes these challenging conditions. To ensure sound financial management, stable earnings and lasting growth, the Bank is enhancing and reinforcing its risk management structure. Specifically, the Risk Supervisory Division manages a wide range of risks in each of the Bank's areas of operation. In addition, the Integrated Risk Management Committee works to strengthen centralized oversight and management of risks. The Bank manages risk by type in accordance with its General Risk Management Policy and Regulations for each type of risk
The Oita Bank discloses the amount of its risk-managed loans in accordance with the Banking Act. As of March 31, 2012, such loans totaled $¥ 88.0$ billion, down $¥ 4.0$ billion from a year earlier. The ratio of risk-managed loans to total loans of $¥ 1,627.9$ billion was $5.41 \%$.

Turning to the assessment of assets under the Financial Reconstruction Act, total credit assets including loans at March 31, 2012, were $¥ 1,659.8$ billion, $94.41 \%$ of which were normal loans without concern of collectability. The Bank has sufficient treasury stock, reserves for possible loan losses, collateral and guarantees to cover possible bad loans.

## Capital Adequacy Ratio

As of March 31, 2012, the Bank's capital adequacy ratio was $12.28 \%$ on a nonconsolidated basis and $12.96 \%$ on a consolidated basis, both of which easily exceed the national standard of $4 \%$.
For customers to be able do transactions with us with peace of mind, we will strive to further increase our capital adequacy and strengthen our management structure.

## Credit Rating

On September 29, 2000, the Bank attained an A+ long-term preferred debt rating from Japan Credit Rating Agency, Ltd. (JCR). In its review of February 14, 2012, JCR reaffirmed the Bank's A+ rating. Given that "A+" is the highest of the three kinds of "A," the JCR rating attests to the stability and soundness of the Oita Bank.

## Compliance

Compliance means abiding by laws, social codes and all other regulations to which any corporation is expected to observe as a member of society. For a bank, a most important asset of which is trust, compliance is an absolute requirement for the soundness of business and confidence of society.
In the banking business, we must observe the Banking Act, the Civil Code, the Companies Act, the Personal Information Protection Law, the Consumer Contract Act and the Financial Instruments and Exchange Act and many others.
Accordingly, we believe that as a financial institution compliance with such laws, codes and regulations and thorough managerial accountability are the prerequisites of a financial institution.
With compliance as the bedrock for our all operations, we strive to become a bank trusted by customers, investors and members of the community.

## Conclusion

With the influx of some of the world's leading high-tech and automotive companies, Oita Prefecture is developing into an important business hub. In addition, Ritsumeikan Asia Pacific University (APU), which was inaugurated in April 2000, has been bringing in an increasing number of exchange students from other Asian countries to the prefecture, thereby driving the region's internationalization both economically and culturally.
As a bank firmly rooted in Oita Prefecture, the Oita Bank is solidly committed to finding out how it can contribute to the region's development regardless of social trends and putting such contributions into action aggressively.
The management philosophy of the Oita Bank is "To make every effort to contribute to the prosperity of the local community through banking operations." This promise is the goal of all employees of the Oita Bank and will always remain foremost in our thoughts.

August 2012

Shoji Himeno
President

## Consolidated Balance Sheet

THE OITA BANK, LTD. and Consolidated Subsidiaries
March 31, 2012

|  | Millions of Yen |  | Thousands of U.S. Dollars (Note 1) |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| ASSETS: |  |  |  |
| Cash and due from banks (Notes 24 and 27). | ¥ 42,204 | $¥ 40,222$ | \$ 513,493 |
| Call loans (Note 27) | 58,000 | 82,000 | 705,681 |
| Commercial paper and other debt purchased (Note 3) | 11,810 | 5,838 | 143,691 |
| Trading account securities (Note 3) | 66 | 26 | 803 |
| Money held in trust (Note 4) | 4,794 | 4,782 | 58,328 |
| Investment securities (Notes 3, 11 and 27). | 974,925 | 855,254 | 11,861,844 |
| Loans and bills discounted (Notes 5, 12 and 27) | 1,622,743 | 1,679,742 | 19,743,800 |
| Foreign exchange assets (Note 6). | 3,908 | 3,691 | 47,548 |
| Lease receivables and leased investment assets (Notes 11 and 26) | 14,703 | 14,688 | 178,890 |
| Other assets (Notes 7 and 11).. | 22,496 | 21,994 | 273,707 |
| Premises and equipment (Note 8) | 38,219 | 38,926 | 465,007 |
| Intangible assets (Note 9) | 5,050 | 3,205 | 61,442 |
| Deferred tax assets (Note 22). | 7,686 | 13,374 | 93,515 |
| Customers' liabilities for acceptances and guarantees (Note 10). | 20,111 | 24,659 | 244,689 |
| Reserve for possible loan losses (Note 27) | $(44,803)$ | $(50,767)$ | $(545,114)$ |
| TOTAL. | ¥2,781,917 | ¥2,737,641 | \$33,847,390 |

## LIABILITIES:

| Deposits (Notes 11, 13 and 27) | ¥2,520,402 | ¥2,485,319 | \$30,665,555 |
| :---: | :---: | :---: | :---: |
| Call money . | 5,753 | 19,956 | 69,996 |
| Payables under securities lending transactions (Note 11). | 8,925 |  | 108,589 |
| Borrowed money (Notes 11, 14 and 27). | 32,276 | 24,291 | 392,699 |
| Foreign exchange liabilities. | 31 | 37 | 377 |
| Other liabilities (Note 15). | 25,194 | 23,943 | 306,533 |
| Liability for retirement benefits (Note 16). | 10,889 | 10,763 | 132,485 |
| Reserve for reimbursement of deposits | 1,856 | 1,807 | 22,581 |
| Deferred tax liabilities for land revaluation excess | 6,456 | 7,914 | 78,549 |
| Negative goodwill | 37 | 52 | 450 |
| Acceptances and guarantees (Note 10) | 20,111 | 24,659 | 244,689 |
| Total liabilities.. | 2,631,934 | 2,598,746 | 32,022,557 |

EQUITY (Notes 17 and 30):
Common stock, authorized, 300,000,000 shares in 2012 and 2011;

| issued, 171,436,342 shares in 2012 and 2011 | 19,598 | 19,598 | 238,447 |
| :---: | :---: | :---: | :---: |
| Capital surplus | 10,745 | 10,745 | 130,733 |
| Retained earnings | 90,935 | 84,932 | 1,106,399 |
| Treasury stock-at cost, 1,821,929 shares in 2012 and 2,473,098 shares in 2011.. | (548) | (740) | $(6,667)$ |
| Accumulated other comprehensive income |  |  |  |
| Unrealized gain on available-for-sale securities (Note 3). | 12,554 | 7,766 | 152,743 |
| Deferred loss on derivatives under hedge accounting | $(1,172)$ | (743) | $(14,259)$ |
| Land revaluation excess. | 9,940 | 9,784 | 120,939 |
| Total | 142,052 | 131,343 | 1,728,336 |
| Minority interests | 7,929 | 7,551 | 96,471 |
| Total equity | 149,982 | 138,895 | 1,824,820 |
| OTAL | $¥ 2,781,917$ | $¥ 2,737,641$ | \$33,847,390 |

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## Consolidated Statement of Income



See notes to consolidated financial statements:
Note: Amounts stated in U.S. dollars are translated from Japanese yen, solely for convenience, at the rate of $¥ 82.19=$ U.S. $\$ 1$, the approximate exchange rate prevailing at March 31,2012

## Consolidated Statement of Comprehensive Income

|  | Millions of Yen |  | Thousands of U.S. Dollars (Note 1) |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| NET INCOME BEFORE MINORITY INTERESTS | ¥ 6,561 | $¥ 6,597$ | \$ 79,827 |
| OTHER COMPREHENSIVE INCOME (Note 23): |  |  |  |
| Unrealized gain (loss) on available-for-sale securities | 4,811 | $(3,481)$ | 58,535 |
| Deferred loss on derivatives under hedge accounting | (429) | (264) | $(5,219)$ |
| Land revaluation excess | 988 |  | 12,020 |
| Total other comprehensive income | 5,371 | $(3,745)$ | 65,348 |
| COMPREHENSIVE INCOME (Note 23) | ¥11,932 | ¥ 2,851 | \$145,175 |
| TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO (Note 23): |  |  |  |
| Owners of the parent ............. | ¥11,546 | $¥ 2,277$ | \$140,479 |
| Minority interests ..................................................... | 386 | 574 | 4,696 |

See notes to consolidated financial statements.
Note: Amounts stated in U.S. dollars are translated from Japanese yen, solely for convenience, at the rate of $¥ 82.19=$ U.S. $\$ 1$, the approximate exchange rate prevailing at March 31,2012

## Consolidated Statement of Changes in Equity

THE OITA BANK, LTD. and Consolidated Subsidiaries Year Ended March 31, 2012


[^1]Note: Amounts stated in U.S. dollars are translated from Japanese yen, solely for convenience, at the rate of $¥ 82.19=$ U.S. $\$ 1$, the approximate exchange rate prevailing at March 31,2012 .

Consolidated Statement of Cash Flows
THE OITA BANK, LTD. and Consolidated Subsidiaries
Year Ended March 31, 2012

|  | Millions of Yen |  | Thousands of U.S <br> Dollars (Note 1) |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| OPERATING ACTIVITIES: |  |  |  |
| Income before income taxes and minority interests | ¥ 11,741 | ¥ 12,796 | \$ 142,851 |
| Adjustments for: |  |  |  |
| Income taxes paid | $(4,928)$ | $(3,214)$ | $(59,958)$ |
| Depreciation and amortization | 3,433 | 3,321 | 41,769 |
| Impairment losses | 1,231 | 104 | 14,977 |
| Accumulation of negative goodwill | (14) | (14) | (170) |
| Decrease in reserve for possible loan losses | $(5,963)$ | $(2,566)$ | $(72,551)$ |
| Increase in liability for retirement benefits | 125 | 121 | 1,520 |
| Increase in reserve for reimbursement of deposits | 48 | 325 | 584 |
| Interest income-accrued basis. | $(38,605)$ | $(40,858)$ | $(469,704)$ |
| Interest expenses-accrued basis | 2,908 | 3,608 | 35,381 |
| Net loss on investment securities. | 1,857 | 1,221 | 22,593 |
| Net (gain) loss on money held in trust | (33) | 2 | (401) |
| Foreign exchange losses | 3 | 14 | 36 |
| Net loss on disposal of fixed assets | 125 | 100 | 1,520 |
| Loss on adjustment for changes of accounting standard for asset retirement obligations |  | 127 |  |
| Net (increase) decrease in trading account securities | (39) | 128 | (474) |
| Net (increase) decrease in loans and bills discounted | 56,999 | $(19,401)$ | 693,502 |
| Net increase in deposits. | 35,083 | 21,167 | 426,852 |
| Net increase (decrease) in borrowed money | 7,984 | $(1,810)$ | 97,140 |
| Net decrease in due from banks (excluding due from The Bank of Japan) | 551 | 959 | 6,703 |
| Net decrease in call loans .............................................................. | 18,027 | 29,404 | 219,333 |
| Net decrease in call money | $(14,202)$ | $(3,304)$ | $(172,794)$ |
| Net increase in payables under securities lending transactions | 8,925 |  | 108,589 |
| Net (increase) decrease in foreign exchange assets. | (216) | 195 | $(2,628)$ |
| Net decrease in foreign exchange liabilities. | (6) | (70) | (73) |
| Net (increase) decrease in lease receivables and leased investment assets. | (15) | 669 | (182) |
| Interest income-cash basis. | 38,158 | 41,458 | 464,265 |
| Interest expenses-cash basis | $(3,207)$ | $(3,979)$ | $(39,019)$ |
| Other-net | 3,930 | (0) | 47,816 |
| Total adjustments | 112,160 | 27,709 | 1,364,642 |
| Net cash provided by operating activities | 123,902 | 40,506 | 1,507,506 |
| INVESTING ACTIVITIES: |  |  |  |
| Purchases of investment securities. | $(284,488)$ | $(192,786)$ | $(3,461,345)$ |
| Proceeds from sales of investment securities | 45,472 | 21,575 | 553,254 |
| Proceeds from maturities of investment securities. | 124,287 | 134,634 | 1,512,191 |
| Proceeds from decrease in money held in trust |  | 945 |  |
| Purchases of premises and equipment | $(3,118)$ | $(1,754)$ | $(37,936)$ |
| Purchases of intangible assets | $(3,020)$ | $(1,162)$ | $(36,744)$ |
| Proceeds from sales of premises and equipment | 394 | 405 | 4,793 |
| Proceeds from sales of intangible assets | 6 | - | 73 |
| Payments for execution of asset retirement obligations | (4) |  | (48) |
| Net cash used in investing activities | $(120,471)$ | $(38,143)$ | $(1,465,762)$ |
| FINANCING ACTIVITIES: |  |  |  |
| Dividends paid | $(1,028)$ | $(1,028)$ | $(12,507)$ |
| Dividends paid by consolidated subsidiaries to minority shareholders. | (7) | (7) | (85) |
| Repayment of lease obligations | (7) | (4) | (85) |
| Purchases of treasury stock | (1) | (772) | (12) |
| Proceeds from sales of treasury stock | 150 | 60 | 1,825 |
| Net cash used in financing activities | (894) | $(1,752)$ | $(10,877)$ |
| FOREIGN CURRENCY TRANSLATION ADJUSTMENTS ON CASH AND CASH EQUIVALENTS | (3) | (14) | (36) |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | 2,533 | 596 | 30,818 |
| CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR | 38,164 | 37,567 | 464,338 |
| CASH AND CASH EQUIVALENTS, END OF YEAR (Note 24). | ¥ 40,697 | $¥ 38,164$ | \$ 495,157 |

See notes to consolidated financial statements.

THE OITA BANK, LTD. and Consolidated Subsidiaries
Year Ended March 31, 2012

## 1 BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS

The accompanying consolidated financial statements of THE OITA BANK, LTD. (the "Bank") and its nine consolidated subsidiaries have been prepared in accordance with the provisions set forth in the Japanese Financial Instruments and Exchange Act and its related accounting regulations and the Enforcement Regulation for the Banking Law of Japan (the "Banking Law"), and in conformity with accounting principles generally accepted in Japan, which are different in certain respects as to application and disclosure requirements of International Financial Reporting Standards.

In preparing these consolidated financial statements, certain reclassifications and rearrangements have been made to the consolidated financial statements issued domestically in order to present them in a form which is more familiar to readers outside Japan.

Certain reclassifications and rearrangements have been made in the 2011 consolidated financial statements to conform to the classifications and presentations used in 2012.

The consolidated financial statements are stated in Japanese yen, the currency of the country in which the Bank is incorporated and operates. Amounts of less than one million yen have been omitted in the accompanying consolidated financial statements as permitted by the Financial Instruments and Exchange Law. Consequently, the totals shown in the accompanying consolidated financial statements do not necessarily agree with the sums of the individual amounts.

The translation of Japanese yen amounts into U.S. dollar amounts are included solely for the convenience of readers outside Japan and have been made at the rate of $¥ 82.19$ to $\$ 1$, the approximate rate of exchange at March 31, 2012. Such translation should not be construed as representation that the Japanese yen amounts could be converted into U.S. dollars at that or any other rate.

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

a. Consolidation - The consolidated financial statements include the accounts of the Bank and its nine significant subsidiaries (together, "the Companies"). The fiscal periods of all consolidated subsidiaries end on March 31.

Under the control or influence concept, those companies in which the Bank, directly or indirectly, is able to exercise control over operations are fully consolidated.

Investments in the remaining unconsolidated subsidiaries are stated at cost. If the equity method of accounting had been applied to the investments in these companies, the effect on the accompanying consolidated financial statements would not be material.
Any material deficiency of the cost of the Bank's investments in subsidiaries over its equity in the net assets at the respective dates of acquisition is being amortized over a period of ten years. Other deficiencies or excesses are credited or charged to income when incurred.
All significant intercompany balances and transactions have been eliminated in consolidation. All material unrealized profit included in assets resulting from transactions within the Companies is eliminated.
b. Cash and Cash Equivalents - For the purpose of reporting cash flows, cash and cash equivalents represent cash and amounts due from the Bank of Japan.
c. Trading Account Securities - Trading account securities, which are held for the purpose of earning capital gains in the near term, are reported at fair value and the related unrealized gains and losses are included in earnings. The cost of trading account securities sold is determined by the moving-average method.
d. Investment Securities and Money Held in Trust - All applicable securities are classified and accounted for, depending on
management's intent, as follows:
(i) held-to-maturity debt securities, which are expected to be held to maturity with the positive intent and ability to hold to maturity are reported at amortized cost, and (ii) available-for-sale securities, which are not classified as either of trading account securities or held-to-maturity debt securities, are reported at fair value, with unrealized gains and losses, net of applicable taxes, reported in a separate component of equity. The cost of available-for-sale securities sold is determined based on the moving-average method.
Non-marketable available-for-sale securities are stated at cost or amortized cost determined by the moving-average method.
For other than temporary declines in fair value, investment securities are reduced to net realizable value by a charge to income.
Securities managed through money held in trust accounts are reported at fair value and the related unrealized gains and losses are included in earnings.
e. Premises and Equipment - Premises and equipment are stated at cost less accumulated depreciation. Depreciation of premises and equipment is principally computed using the declining-balance method over the estimated useful lives of the assets and depreciation of leased premises and equipment is provided on the straight-line method over the lease periods.
f. Software - Cost of computer software obtained for internal use is amortized using the straight-line method over the estimated useful lives of five years.
g. Long Lived Assets - The Companies review their long lived assets for impairment whenever events or changes in circumstance indicate the carrying amount of an asset or asset group may not be recoverable. An impairment loss would be recognized if the carrying amount of an asset or asset group exceeds the sum of the undiscounted future cash flows expected to result from the continued use and eventual disposition of the asset or asset group. The impairment loss would be measured as the amount by which the carrying amount of the asset exceeds its recoverable amount, which is the higher of the discounted cash flows from the continued use and eventual disposition of the asset or the net selling price at disposition.
h. Land Revaluation - Under the "Law of Land Revaluation", the Bank elected a one-time revaluation of its own-use land to a value based on real estate appraisal information as of March 31, 1998.
The resulting land revaluation excess represents unrealized appreciation of land and is stated, net of income taxes, as a component of equity. There was no effect on the statement of income. Continuous readjustment is not permitted unless the land value subsequently declines significantly such that the amount of the decline in value should be removed from the land revaluation excess account and related deferred tax liabilities.
As March 31, 2012 and 2011, the carrying amount of the land after the above one-time revaluation exceeded the market value by $¥ 12,915$ million ( $\$ 157,135$ thousand) and $¥ 13,627$ million, respectively.
i. Foreign Currency Items - All assets and liabilities denominated in foreign currencies are translated into Japanese yen at the current exchange rates at each balance sheet date.
j. Reserve for Possible Loan Losses - The Bank determines the amount of the reserve for possible loan losses by means of management's judgment and assessment of future losses based on the self-assessment system. This system reflects past experience of credit losses, possible credit losses, business and economic conditions, the character, quality and performance of the portfolio, and other pertinent indicators.

The Bank implemented the self-assessment system for its asset quality. The quality of all loans are assessed by branches and the credit supervisory division with a subsequent audit by the Bank's asset review and inspection division in accordance with the Bank's policy and rules for self-assessment of asset quality.

The Bank has established a credit rating system under which its customers are classified into five categories. The credit rating system is used for self-assessment of asset quality. All loans are classified into five categories for self assessment purposes such as "normal", "caution", "possible bankruptcy", "virtual bankruptcy" and "legal bankruptcy".

Reserve for possible loan losses is calculated based on the actual past loss ratio for normal and caution categories, and the fair value of the collateral for collateral-dependent loans and other factors of solvency including value of future cash flows for other self assessment categories. For loans such as possible bankruptcy, the reserve for possible loan losses is provided for in an amount deemed necessary to cover possible losses on loans considering the customer's solvency and other factors, after the estimated fair value of the collateral real estate or guaranteed amount has been deducted. For loans such as virtual bankruptcy or legal bankruptcy, the reserve for possible loan losses is provided based upon the loan amount, after the estimated fair value of the collateral real estate or guaranteed amount has been deducted.

In addition, for loans which were mainly classified into possible bankruptcy and restructured loans as defined in Note 5 below, if the exposure to an obligor exceeds a certain specific amount and if future cash flows of the principal and interest can be reasonably estimated, the discounted cash flow method is used to calculate the reserve for possible loan losses, under which method the reserve is determined as the difference between the book value of the loan and the present value of future cash flows discounted using the contractual interest rate before the loan was classified as one of the above loans.
The consolidated subsidiaries determine the amount of the reserve for possible loan losses by a comparable self-assessment system as the Bank.
k. Retirement and Pension Plans - The Bank has a contributory funded pension plan and an unfunded retirement benefit plan. Consolidated subsidiaries have unfunded retirement benefit plans. The amount of liability for employees' retirement benefit is determined based on the projected benefit obligations and the pension assets at the balance sheet date. Prior service cost is amortized using the straight-line method over ten years. Net actuarial gain or loss is amortized using the straight-line method over ten years commencing from the next fiscal year of occurrence.

Retirement benefits to directors and corporate auditors are provided at the amount, which would be required, if all directors and corporate auditors retired at the balance sheet date.

The Bank terminated its retirement benefits plan for directors and corporate auditors at the Bank's general shareholders meeting held on June 26, 2012. The payment of retirement benefits, estimated according to the length of service of eligible directors and corporate auditors through June 26, 2012, was approved at that meeting. The payments will be made at the time of each eligible person's retirement.

1. Reserve for Reimbursement of Deposits - Reserve for reimbursement of deposits is provided for the deposits derecognized from the liabilities at the estimated amount of future claims for withdrawal.
m. Leases - As Lessor, lease revenue is recognized at the date of each lease payment according to the lease contracts.

As Lessee, all finance lease transactions are capitalized to recognize lease assets and lease obligations in the balance sheet. However, the Bank accounted for leases which existed at March 31, 2008 and do not transfer ownership of the leased property to the lessee as operating lease transactions according to the transition rule.
n. Derivatives and Method of Hedge Accounting - The Bank's policy is to use derivative financial instruments ("derivatives") primarily for the purpose of reducing market risks associated with its assets and liabilities. The Bank also utilizes derivatives as a part of its trading activities. Consolidated subsidiaries do not utilize any derivatives.

The Bank enters into interest rate swaps as a means of hedging its interest rate risk on certain loans and investment securities. The Bank also enters into foreign exchange forward contracts and currency swaps, futures and options to hedge exchange risk associated with its assets and liabilities denominated in foreign currencies.
The Bank applies deferred hedge accounting, which is stipulated in the "Treatment of Accounting and Auditing of Application of Accounting Standard for Financial Instruments in the Banking Industry" (the Japanese Institute of Certified Public Accountants (the "JICPA") Industry Audit Committee, Report No.24), to the interest risk caused by its financial assets and liabilities.
In evaluating the effectiveness of a hedge, the hedged item, such as loans and deposits, and the hedge instruments, such as interest rate swaps, are specified and evaluated regarding the hedging approach. Effectiveness of the hedging approach is evaluated by verifying the correlation of the interest fluctuation factor of the hedged item and the hedge instruments.
o. Accounting for Trust-type Employee Stock Ownership Incentive Plan - The Bank introduced an incentive plan for employees named the "Employee Stock Ownership Plan Trust" (ESOP Trust) and entered into a trust agreement with trustee on November 15, 2010.
Because the Bank guarantees the liability of the ESOP Trust, the ESOP Trust is substantially a part of the Bank and is treated as the same entity for accounting purposes. Accordingly, stocks held by the ESOP Trust are recognized and treated as treasury stock and assets, liabilities and expenses of the ESOP Trust are included in the accompanying financial statements.
p. Per Share Information - The weighted average number of shares of common stock used in the computation of basic net income per share during the year excludes treasury stock held by the Bank in its own name, as well as shares of treasury stock owned by the ESOP Trust ( 2,089 thousand shares and 893 thousand shares for the years ended March 31, 2012 and 2011, respectively). The average number of common shares used in the computation was 169,286 thousand shares and 170,495 thousand shares for the years ended March 31, 2012 and 2011, respectively.

Diluted net income per share is not disclosed for the years ended March 31, 2012 and 2011 because there are no dilutive securities.
Cash dividends per share presented in the accompanying consolidated statement of income are dividends applicable to the respective year including dividends to be paid after the end of the year.
q. Accounting Changes and Error Corrections - In December 2009, the ASBJ issued ASBJ Statement No. 24, "Accounting Standard for Accounting Changes and Error Corrections" and ASBJ Guidance No. 24, "Guidance on Accounting Standard for Accounting Changes and Error Corrections." Accounting treatments under this standard and guidance are as follows: (1) Changes in Accounting PoliciesWhen a new accounting policy is applied with revision of accounting standards, the new policy is applied retrospectively unless the revised accounting standards include specific transitional provisions. When the revised accounting standards include specific transitional provisions, an entity shall comply with the specific transitional provisions. (2) Changes in Presentations-When the presentation of financial statements is changed, prior-period financial statements are reclassified in accordance with the new presentation. (3) Changes in Accounting Estimates-A change in an accounting estimate is accounted for in the period of the change if the change affects that period only, and is accounted for prospectively if the change affects both the period of the change and future periods. (4) Corrections of Prior-Period Errors-When an error in prior-period financial statements is discovered, those statements are restated. This accounting standard and the guidance are applicable to accounting changes and corrections of priorperiod errors which are made from the beginning of the fiscal year that begins on or after April 1, 2011.

## r. New Accounting Pronouncements

Accounting Standard for Retirement Benefits - On May 17, 2012, the ASBJ issued ASBJ Statement No. 26, "Accounting Standard for Retirement Benefits" and ASBJ Guidance No. 25, "Guidance on Accounting Standard for Retirement Benefits," which replaced the Accounting Standard for Retirement Benefits that had been issued by the Business Accounting Council in 1998 with effective date of April 1, 2000 and the other related practical guidances, being followed by partial amendments from time to time through 2009.

Major changes are as follows:
(a) Treatment in the balance sheet

Under the current requirements, actuarial gains and losses and past service costs that are yet to be recognized in profit or loss are not recognized in the balance sheet, and the difference between retirement benefit obligations and plan assets (hereinafter, "deficit or surplus"), adjusted by such unrecognized amounts, are recognized as a liability or asset.
Under the revised accounting standard, actuarial gains and losses and past service costs that are yet to be recognized in profit or loss shall be recognized within equity (accumulated other comprehensive income), after adjusting for tax effects, and the deficit or surplus shall be recognized as a liability (liability for retirement benefits) or asset (asset for retirement benefits).
(b) Treatment in the statement of income and the statement of comprehensive income (or the statement of income and comprehensive income)
The revised accounting standard would not change how to recognize actuarial gains and losses and past service costs in profit or loss. Those amounts would be recognized in profit or loss over a certain period no longer than the expected average remaining working lives of the employees. However, actuarial gains and losses and past service costs that arose in the current period and yet to be recognized in profit or loss shall be included in other comprehensive income and actuarial gains and losses and past service costs that were recognized in other comprehensive income in prior periods and then recognized in profit or loss in the current period shall be treated as reclassification adjustments.
This accounting standard and the guidance are effective for the end of annual periods beginning on or after April 1, 2013 with earlier application being permitted from the beginning of annual periods beginning on or after April 1, 2013. However, no retrospective application of this accounting standard to consolidated financial statements in prior periods is required.

## 3 TRADING ACCOUNT SECURITIES AND INVESTMENT SECURITIES

Trading account securities at March 31, 2012 and 2011 consisted of Japanese government bonds and local government bonds.

Investment securities at March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Japanese government bonds. | ¥ 402,156 | ¥ 287,212 | \$ 4,893,004 |
| Local government bonds.. | 115,398 | 126,156 | 1,404,039 |
| Debentures.. | 252,871 | 222,923 | 3,076,663 |
| Equity securities | 38,584 | 40,285 | 469,448 |
| Other securities. | 165,914 | 178,676 | 2,018,664 |
| Total | ¥ 974,925 | $¥ 855,254$ | \$11,861,844 |

The costs and aggregate fair value of securities at March 31, 2012 and 2011 were as shown in the table below. Securities below include trading account securities, investment securities and commercial paper within "Commercial paper and other debt purchased":

| March 31, 2012 | Millions of Yen |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Cost | Unrealized Gains | Unrealized Losses | Fair Value |
| Securities classified as: |  |  |  |  |
| Trading: |  |  |  | ¥ 66 |
| Available-for-sale: |  |  |  |  |
| Equity securities.. | ¥ 29,931 | ¥ 7,982 | ¥ 1,739 | 36,174 |
| Debt securities | 755,006 | 12,685 | 217 | 767,474 |
| Other. | 163,590 | 2,560 | 2,239 | 163,911 |
| Held-to-maturity: |  |  |  |  |
| Debt securities ....... | 2,951 | 18 | 0 | 2,970 |
|  | Millions of Yen |  |  |  |
| March 31, 2011 | Cost | Unrealized Gains | Unrealized Losses | Fair Value |
| Securities classified as: |  |  |  |  |
| Trading: |  |  |  | ¥ 26 |
| Available-for-sale: |  |  |  |  |
| Equity securities . | ¥ 32,562 | ¥ 8,318 | ¥ 3,017 | 37,863 |
| Debt securities. | 625,053 | 9,043 | 1,037 | 633,060 |
| Other | 177,550 | 1,427 | 2,131 | 176,845 |
| Held-to-maturity: |  |  |  |  |
| Debt securities.. | 3,232 | 11 | 5 | 3,238 |
|  | Thousands of U.S. Dollars |  |  |  |
| March 31, 2012 | Cost | Unrealized Gains | Unrealized Losses | Fair <br> Value |
| Securities classified as: |  |  |  |  |
| Trading: |  |  |  | \$ 803 |
| Available-for-sale: |  |  |  |  |
| Equity securities . | \$ 364,168 | \$ 97,116 | \$ 21,158 | 440,126 |
| Debt securities. | 9,186,105 | 154,337 | 2,640 | 9,337,802 |
| Other. | 1,990,388 | 31,147 | 27,241 | 1,994,293 |
| Held-to-maturity: |  |  |  |  |
| Debt securities | 35,904 | 219 | 0 | 36,135 |

The information of available-for-sale securities which were sold during the year ended March 31, 2012 and 2011 were as follows:

| March 31, 2012 | Millions of Yen |  |  |
| :---: | :---: | :---: | :---: |
|  | Proceeds | Realized Gains | Realized Losses |
| Available-for-sale: |  |  |  |
| Equity securities | $¥ 2,027$ | $¥ \quad 0$ | ¥ 1,244 |
| Debt securities | 32,365 | 427 | 33 |
| Other. | 9,657 | 123 | 691 |
| Total. | ¥ 44,050 | ¥ 551 | ¥ 1,969 |
|  |  |  |  |
|  | Millions of Yen |  |  |
| March 31, 2011 | Proceeds | Realized Gains | Realized Losses |
| Available-for-sale: |  |  |  |
| Equity securities | $¥ \quad 1,857$ | $¥ 140$ | ¥ 1,098 |
| Debt securities. | 5,997 | 69 | 1 |
| Other. | 13,758 | 182 | 52 |
| Total.. | ¥ 21,613 | ¥ 392 | ¥ 1,151 |
|  |  |  |  |
|  | Thousands of U.S. Dollars |  |  |
| March 31, 2012 | Proceeds | Realized Gains | Realized Losses |
| Available-for-sale: |  |  |  |
| Equity securities | \$ 24,662 | \$ 0 | \$ 15,135 |
| Debt securities. | 393,782 | 5,195 | 401 |
| Other. | 117,496 | 1,496 | 8,407 |
| Total. | \$ 535,953 | \$ 6,703 | \$ 23,956 |

Impairment losses on available-for-sale securities for the years ended March 31, 2012 and 2011 were $¥ 462$ million ( $\$ 5,621$ thousand) and $¥ 219$ million, respectively.

Net unrealized gain on available-for-sale securities for the years ended March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Valuation differences: |  |  |  |
| Available-for-sale securities ..... | $¥ 19,032$ | $¥ 12,602$ | \$ 231,561 |
| Deferred tax liabilities. | $(6,465)$ | $(4,848)$ | $(78,659)$ |
| Minority interests | (11) | 12 | (133) |
| Net unrealized gain on availablefor sale securities | ¥ 12,554 | $¥ 7,766$ | \$ 152,743 |

## 4 MONEY HELD IN TRUST

Money held in trust was all classified as trading, whose net unrealized gains of $¥ 43$ million ( $\$ 523$ thousand) and $¥ 14$ million for the years ended March 31, 2012 and 2011, respectively, were recognized in the consolidated statements of income.

## 5 LOANS AND BILLS DISCOUNTED

Loans and bills discounted as of March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  |  |  | $\begin{aligned} & \begin{array}{l} \text { Thousands of } \\ \text { U.S. Dollars } \end{array} \\ & \hline 2012 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2012 |  | 2011 |  |  |
| Bills discounted |  | 12,777 |  | 12,058 |  | 155,456 |
| Loans on notes. |  | 83,080 |  | 94,900 |  | 1,010,828 |
| Loans on deeds. |  | 1,360,929 |  | 1,394,766 |  | 16,558,328 |
| Overdrafts |  | 165,956 |  | 178,017 |  | 2,019,175 |
| Total. |  | 1,622,743 |  | 1,679,742 |  | 19,743,800 |

Bills discounted are accounted for as financial transactions in accordance with JICPA Industry Audit Committee Report No.24. The Bank has rights to sell or pledge these bills discounted. The total of the face value of bills discounted was $¥ 12,785$ million ( $\$ 155,554$ thousand) and $¥ 12,071$ million at March 31, 2012 and 2011, respectively.

Loans and bills discounted as of March 31, 2012 and 2011 included the following loans:

|  | Millions of Yen |  | $\begin{aligned} & \begin{array}{c} \text { Thousands of } \\ \text { U.S. Dollars } \end{array} \\ & \hline 2012 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2012 | 2011 |  |  |
| Loans to obligors in bankruptcy .. | ¥ 5,271 | $¥$ 5,925 | \$ | 64,131 |
| Past due loans | 76,198 | 72,924 |  | 927,095 |
| Restructured loans. | 7,988 | 14,878 |  | 97,189 |
| Total | $¥ 89,458$ | $¥ 93,728$ |  | 1,088,429 |

Loans to obligors in bankruptcy represent nonaccrual loans to debtors who are legally bankrupt, which are defined in the Enforcement Ordinance for the Corporation Tax Law.

Past due loans are nonaccrual loans, which include loans classified as "possible bankruptcy" and "virtual bankruptcy".

Nonaccrual loans are defined as loans (after the partial charge-off of claims deemed uncollectible) in which the Companies discontinue the accruing of interest income when substantial doubt is judged to exist as to the ultimate collectability of either principal or interest if they are past due for a certain period or for other reasons.

Accruing loans contractually past due three months or more are
loans in which the principal or interest is three months or more past due. The Companies do not have any such loans and bills discounted.

Restructured loans, designed to assist in the recovery of the financial soundness of debtors, are loans on which the Companies granted concessions (e.g., reduction of the stated interest rate, deferral of interest payment, extension of maturity date, reduction of the face amount). Loans classified as nonaccrual loans or accruing loans contractually past due three months or more are excluded.

## 6 FOREIGN EXCHANGES

Foreign exchange assets at March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Due from foreign banks.. | ¥ 3,843 | ¥ 3,642 | \$ 46,757 |
| Foreign exchange bills bought .. | 7 | 13 | 85 |
| Foreign exchange bills receivable .. | 56 | 35 | 681 |
| Total. | $\geq 3,908$ | ¥ 3,691 | \$ 47,548 |

## 7 OTHER ASSETS

Other assets at March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  |  |  | Thousands of <br> U.S. Dollars |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2012 |  | 2011 |  |  |

## 8 PREMISES AND EQUIPMENT

Premises and equipment as of March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Buildings | ¥ 7,285 | $¥ 6,617$ | \$ 88,636 |
| Land. | 26,339 | 27,816 | 320,464 |
| Leased assets | 25 | 24 | 304 |
| Construction in progress. | 66 | 91 | 803 |
| Other | 4,502 | 4,376 | 54,775 |
| Total. | ¥ 38,219 | $¥ 38,926$ | \$ 465,007 |

Accumulated depreciation at March 31, 2012 and 2011 amounted to $¥ 37,156$ million ( $\$ 452,074$ thousand) and $¥ 37,472$ million, respectively.
As of March 31, 2012 and 2011, deferred gains for tax purposes of $¥ 2,053$ million ( $\$ 24,978$ thousand) and $¥ 2,053$ million, respectively, on premises and equipment sold and replaced with similar assets have been deducted from the cost of newly acquired premises and equipment.

The Companies review their long-lived assets for impairment continuously. As of March 31, 2012 and 2011, the Bank recognized impairment losses of $¥ 1,231$ million ( $\$ 14,977$ thousand) and $¥ 104$ million as other expense for certain branches and idle fixed assets due to the carrying amount of the assets exceeds its recoverable amount and the carrying amount of the relevant assets was written down to
the recoverable amount.
The Companies principally group operating assets by branch office, which is the minimum unit for management accounting and idle fixed assets are individually assessed for impairment.

The recoverable amount of operating assets is measured at the discounted cash flows from the continued use and eventual disposition of the asset. The discounted cash flows are calculated using a discount rate of $5.1 \%$

The recoverable amount of idle assets is measured at its net selling price determined by quotation from a third-party vendor.

## 9 INTANGIBLE ASSETS

Intangible assets as of March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Software | ¥ 4,931 | $¥ 3,087$ | \$ 59,995 |
| Other | 118 | 118 | 1,435 |
| Total | ¥ 5,050 | $¥ 3,205$ | \$ 61,442 |

## 10 <br> CUSTOMERS' LIABILITIES FOR ACCEPTANCES AND GUARANTEES

All contingent liabilities arising from acceptances and guarantees are reflected in "Acceptances and guarantees". As a contra account, "Customers' liabilities for acceptances and guarantees" are shown on the asset side representing the Bank's right of indemnity from the applicants.

## 11 ASSETS PLEDGED

Assets pledged as collateral and their relevant liabilities at March 31, 2012 and 2011 were as follows:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Assets pledged as collateral: |  |  |  |
| Investment securities.... | ¥ 76,900 | ¥37,298 | \$ 935,636 |
| Leased investment assets.... | 7,193 | 7,573 | 87,516 |
| Relevant liabilities to above assets: |  |  |  |
| Deposits................ | 6,717 | 18,817 | 81,725 |
| Paydles under secunties lending transacions ... | 8,925 |  | 108,589 |
| Borrowed money ..... | 14,059 | 5,986 | 171,054 |

In addition, investment securities and others totaling $¥ 72,424$ million ( $\$ 881,177$ thousand) and $¥ 71,630$ million were pledged as collateral or security deposits for exchange settlement and futures contracts at March 31, 2012 and 2011, respectively.

Guarantee deposits on office space amounting to $¥ 463$ million ( $\$ 5,633$ thousand) and $¥ 457$ million were included in other assets at March 31, 2012 and 2011, respectively.

## 12 LOAN COMMITMENTS

Contracts of overdraft facilities and loan commitment limits are contracts where the Companies lend to customers up to the prescribed limits in response to customers' applications for loans as long as there is no violation of any conditions in the contracts. The unused amounts within the limits totaled $¥ 559,052$ million ( $\$ 6,801,946$ thousand) at March 31, 2012 and $¥ 561,633$ million at March 31, 2011 for these contracts. Of the above, the amounts for which the original agreement period was within a year or agreements which the Companies could cancel at any time without penalty totaled $¥ 549,930$ million ( $\$ 6,690,959$ thousand) at March 31, 2012
and $¥ 553,002$ million at March 31, 2011.
Since many of these commitments expire without being drawn upon, the unused amount does not necessarily represent a future cash requirement. Most of these contracts have conditions that the Companies can refuse a customers' application for loans or decrease the contract limits with proper reasons (e.g., changes in financial situation, deterioration in customers' creditworthiness). At the inception of the contracts, the Companies obtain real estate, securities, etc. as collateral if considered necessary. Subsequently, the Companies perform periodic reviews of the customers' business results based on internal rules and take necessary measures to reconsider conditions in contracts and require additional collateral and guarantees, if necessary.

## 13 DEPOSITS

Deposits at March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Current deposits | ¥ 89,202 | ¥ 74,591 | \$ 1,085,314 |
| Ordinary deposits. | 1,299,430 | 1,264,924 | 15,810,074 |
| Savings at notice. | 33,133 | 34,640 | 403,126 |
| Deposits at notice | 3,039 | 3,603 | 36,975 |
| Time deposits ..... | 948,013 | 939,251 | 11,534,408 |
| Installment savings. | 9,108 | 9,154 | 110,816 |
| Negotiable certificates of deposit .. | 102,836 | 112,637 | 1,251,198 |
| Other deposits. | 35,637 | 46,514 | 433,592 |
| Total. | ¥2,520,402 | $¥ 2,485,319$ | \$30,665,555 |

## 14 BORROWED MONEY

Borrowed money as of March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Borrowing from other francial insitutions. | ¥ 22,276 | ¥ 14,291 | \$ 271,030 |
| Subordinated debt..... | 10,000 | 10,000 | 121,669 |
| Total.. | ¥ 32,276 | $¥ 24,291$ | \$ 392,699 |

The weighted average interest rate of Borrowings from other financial institutions and Subordinated debt as of March 31, 2012 and 2011 are $0.71 \%, 2.21 \%$ and $0.86 \%, 2.29 \%$, respectively.

Annual maturities of long-term debt as of March 31, 2012 for the next five years and thereafter were as follows:

| Year Ending March 31 | Millions of Yen | Thousands of U.S. Dollars |
| :---: | :---: | :---: |
| 2013. | ¥ 12,376 | \$ 150,577 |
| 2014. | 2,585 | 31,451 |
| 2015. | 11,629 | 141,489 |
| 2016. | 1,065 | 12,957 |
| 2017. | 664 | 8,078 |
| 2018 and thereafter | 3,953 | 48,095 |
| Total. | ¥ 32,276 | \$ 392,699 |

Please see Note 11 for assets pledged as collateral and their relevant borrowed money

## 15 OTHER LIABILITIES

Other liabilities as of March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Domestic exchange unsettled ... | ¥ 6 | ¥ 11 | \$ 73 |
| Income taxes payable... | 321 | 2,928 | 3,905 |
| Accrued expenses ....... | 2,779 | 3,106 | 33,811 |
| Unearned income ....... | 2,401 | 2,862 | 29,212 |
| Derivatives | 3,632 | 2,965 | 44,190 |
| Accounts payable ....... | 8,126 | 5,024 | 98,868 |
| Other | 7,927 | 7,044 | 96,447 |
| Total. | ¥ 25,194 | $¥ 23,943$ | \$ 306,533 |

## 16 LIABILITY FOR RETIREMENT BENEFITS

The Companies have severance payment plans for employees, directors and corporate auditors.

Under most circumstances, employees whose service with the Companies is terminated are entitled to retirement and pension benefits determined by reference to base rates of pay at the time of termination, length of service and conditions under which the termination occurs. If the termination is involuntary, caused by retirement at the mandatory retirement age or caused by death, the employee is entitled to greater payment than in the case of voluntary termination.

The liability for the employees' retirement benefits at March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Projected benefit obligation... | ¥ 30,077 | ¥ 28,772 | \$ 365,944 |
| Fair value of plan assets... | $(21,524)$ | $(21,276)$ | $(261,881)$ |
| Unrecognized actuarial loss... | $(7,015)$ | $(5,837)$ | $(85,351)$ |
| Unrecognized prior service cost... | 581 | 824 | 7,068 |
| Net liability ............ | 2,117 | 2,482 | 25,757 |
| Prepaid pension expense... | 8,330 | 7,696 | 101,350 |
| Lididiliy for mmploees retirement benefits ... | ¥ 10,448 | $¥ 10,179$ | \$ 127,120 |

The components of net periodic retirement benefit costs for the years ended March 31, 2012 and 2011 were as follows:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Service cost | ¥ 950 | ¥ 934 | \$ 11,558 |
| Interest cost. | 572 | 541 | 6,959 |
| Expected return on plan assets ... | (115) | (154) | $(1,399)$ |
| Amortization of prior service cost... | (242) | (242) | $(2,944)$ |
| Recognized actuarial loss ... | 1,123 | 1,096 | 13,663 |
| Net periodic refirement benefit costs ... | ¥ 2,288 | $¥ 2,174$ | \$ 27,837 |

Assumptions used for the years ended March 31, 2012 and 2011 are set forth as follows:

## Discount rate

Expected rate of return on plan assets Amortization period of prior service cost
Recognition period of actuarial gain/loss

| 2012 | 2011 |
| :---: | :---: |
| 1.1\% | 2.0\% |
| 0.9\% | 1.3\% |
| $10 y$ ears | $10 y$ ears |
| $10 y$ ears | $10 y$ ears |

The liability for retirement benefits at March 31, 2012 and 2011 for directors and corporate auditors is $¥ 441$ million ( $\$ 5,365$ thousand) and $¥ 584$ million, respectively. The retirement benefits for directors and corporate auditors are paid subject to the approval of the shareholders.

## 17 EQUITY

Japanese companies are subject to the Companies Act. The significant provisions in the Companies Act that affect financial and accounting matters are summarized below:

## a. Dividends

Under the Companies Act, companies can pay dividends at any time during the fiscal year in addition to the year-end dividend upon resolution at the shareholders meeting. For companies that meet certain criteria such as (1) having the Board of Directors, (2) having independent auditors, (3) having the Board of Corporate Auditors, and (4) the term of service of the directors is prescribed as one year rather than two years of normal term by its articles of incorporation, the Board of Directors may declare dividends (except for dividends-in-kind) at anytime during the fiscal year if the company has prescribed so in its articles of incorporation. However, the Bank cannot do so because it does not meet all the above criteria. The Companies Act permits companies to distribute dividends-in-kind (non-cash assets) to shareholders subject to a certain limitation and additional requirements. Semiannual interim dividends may also be paid once a year upon resolution by the Board of Directors if the articles of incorporation of the company so stipulate. The Companies Act and the Banking Law provides certain limitations on the amounts available for dividends or the purchase of treasury stock.
b. Increases/decreases and transfer of common stock, reserve and surplus The Banking Law requires that an amount equal to $20 \%$ of dividends must be appropriated as a legal reserve (a component of retained earnings) or as additional paid-in capital (a component of capital surplus) depending on the equity account charged upon the payment of such dividends until the aggregate amount of legal reserve and additional paid-in capital equals $100 \%$ of the stated capital.
The Companies Act also provides that stated capital, legal reserve, additional paid-in capital, other capital surplus and retained earnings can be transferred among the accounts under certain conditions upon resolution of the shareholders.

## c. Treasury stock and treasury stock acquisition rights

The Companies Act also provides for companies to purchase treasury stock and dispose of such treasury stock by resolution of the Board of Directors. The amount of treasury stock purchased cannot exceed the amount available for distribution to the shareholders, which is determined by specific formula. Under the Companies Act, stock acquisition rights are presented as a separate component of equity. The Companies Act also provides that companies can purchase both treasury stock acquisition rights and treasury stock.
Such treasury stock acquisition rights are presented as a separate component of equity or deducted directly from stock acquisition rights.

## OTHER OPERATING INCOME

Other operating income for the years ended March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Gain on sales and redemption of bonds and other securities | ¥ 499 | $¥ 157$ | \$ 6,071 |
| Lease revenue ............ | 6,125 | 6,341 | 74,522 |
| Other | 1,784 | 1,951 | 21,705 |
| Total. | ¥ 8,408 | ¥ 8,451 | \$ 102,299 |

## 19 OTHER INCOME

Other income for the years ended March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Gain on sales of stock and other securities. | ¥ 66 | $¥ 258$ | \$ 803 |
| Gain on money held in trust... | 79 | 49 | 961 |
| Other | 1,405 | 1,505 | 17,094 |
| Total. | ¥ 1,552 | ¥ 1,812 | \$ 18,883 |

## 20 OTHER OPERATING EXPENSES

Other operating expenses for the years ended March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Loss on sales and redemption of bonds and other securities.. | ¥ 727 | ¥ 53 | \$ 8,845 |
| Cost of lease ............. | 5,481 | 5,683 | 66,686 |
| Other | 1,403 | 1,194 | 17,070 |
| Total. | ¥ 7,612 | ¥ 6,931 | \$ 92,614 |

## 21 OTHER EXPENSES

Other expenses for the years ended March 31, 2012 and 2011 consisted of the following:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Loss on sales of stocks and other securities. | ¥ 1,244 | ¥ 1,098 | \$ 15,135 |
| Loss on devaluation of stocks and other securities | 544 | 369 | 6,618 |
| Write-down of loans... | 35 | 37 | 425 |
| Loss on money held in trust... | 45 | 51 | 547 |
| Loss on disposal of fixed assets... | 127 | 101 | 1,545 |
| Impairment losses (Note 8)... | 1,231 | 104 | 14,977 |
| Provision for rembursement of deposis ... | 694 | 887 | 8,443 |
| Other | 212 | 773 | 2,579 |
| Total. | ¥ 4,134 | ¥ 3,423 | \$ 50,298 |

## 22 INCOME TAXES

The Companies are subject to Japanese national and local income taxes which, in the aggregate, resulted in a normal effective statutory tax rate of approximately $40.4 \%$ for the years ended March 31, 2012 and 2011.

The tax effects of significant temporary differences which resulted in deferred tax assets and liabilities at March 31, 2012 and 2011 were as follows:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Deferred tax assets: |  |  |  |
| Reserve for possible loan losses | ¥ 14,484 | $¥ 19,787$ | \$ 176,225 |
| Liadiliy for mplopees' recirement benefits .. | 3,856 | 4,117 | 46,915 |
| Depreciation .......... | 2,154 | 2,299 | 26,207 |
| Other. | 4,940 | 5,415 | 60,104 |
| Less valuation allowance.. | $(9,362)$ | $(11,178)$ | $(113,906)$ |
| Total. | 16,073 | 20,441 | 195,559 |
| Deferred tax liabilities: |  |  |  |
| Unrealized gain on available-for-sale securities | 6,460 | 4,862 | 78,598 |
| Unrealized gain on |  |  |  |
| Employees' retirement |  |  |  |
| benefit trust ............ | 1,857 | 2,123 | 22,593 |
| Other .................... | 68 | 80 | 827 |
| Total. | 8,387 | 7,066 | 102,044 |
| Net deferred tax assets .. | ¥ 7,686 | $¥ 13,374$ | \$ 93,515 |

A reconciliation between the normal effective statutory tax rates and the actual effective tax rates reflected in the accompanying consolidated statements of income for the years ended March 31, 2012 and 2011 were as follows:

|  | 2012 | 2011 |
| :---: | :---: | :---: |
| Normal effective statutory tax rate | 40.4\% | 40.4\% |
| Expenses not deductible for income tax purposes | 0.9 | 0.8 |
| Income not taxable for income tax purposes | (1.6) | (1.5) |
| Effect of change in tax rate | 9.9 |  |
| Valuation allowance | (4.1) | 9.1 |
| Other-net | (1.4) | (0.4) |
| Actual effective tax rate | 44.1\% | 48.4\% |

On December 2, 2011, new tax reform laws were enacted in Japan which changed the normal effective statutory tax rate from approximately $40.4 \%$ to $37.7 \%$ effective for the fiscal years beginning on or after April 1, 2012 through March 31, 2015, and to $35.3 \%$ afterwards. The effect of this change was to decrease deferred tax assets and deferred tax liabilities for land revaluation excess in the consolidated balance sheet as of March 31, 2012 by $¥ 327$ million ( $\$ 3,978$ thousand) and $¥ 923$ million ( $\$ 11,230$ thousand), respectively and to increase income taxes-deferred in the consolidated statement of income for the year then ended by $¥ 1,159$ million ( $\$ 14,101$ thousand).

## 23 COMPREHENSIVE INCOME

The components of other comprehensive income for the year ended March 31, 2012 were as follows:

|  | Millions of Yen | Thousands of U.S. Dollars |
| :---: | :---: | :---: |
|  | 2012 | 2012 |
| Unrealized gain on available-for-sale securities: |  |  |
| Gains arising during the year | ¥ 4,483 | \$ 54,544 |
| Reclassification adjustments to profit or loss | 1,945 | 23,664 |
| Amount before income tax effect | 6,429 | 78,221 |
| Income tax effect | $(1,617)$ | $(19,673)$ |
| Total | 4,811 | 58,535 |
| Deferred loss on derivatives under hedge accounting: |  |  |
| Losses arising during the year | $(1,070)$ | $(13,018)$ |
| Reclassification adjustments to profit or loss | 502 | 6,107 |
| Amount before income tax effect | (567) | $(6,898)$ |
| Income tax effect | 137 | 1,666 |
| Total | (429) | $(5,219)$ |
| Land revaluation excess: |  |  |
| Reclassification adjustments to profit or loss |  |  |
| Amount before income tax effect |  |  |
| Income tax effect | 988 | 12,020 |
| Total | 988 | 12,020 |
| Total other comprehensive income | $¥ 5,371$ | \$ 65,348 |

The corresponding information for the year ended March 31, 2011 was not required under the accounting standard for presentation of comprehensive income as an exemption for the first year of adopting that standard and not disclosed herein.

## 24 CASH AND CASH EQUIVALENTS

The reconciliation of cash and due from banks in the consolidated balance sheets to cash and cash equivalents at March 31, 2012 and 2011 were:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Cash and due from banks... | $¥ 42,204$ | $¥ 40,222$ | \$ 513,493 |
| Less deposits in other banks except for the Bank of Japan . | $(1,506)$ | $(2,058)$ | $(18,323)$ |
| Cash and cash equivalents, end of year... | $¥ 40,697$ | $¥ 38,164$ | \$ 495,157 |

## 25 RELATED PARTY TRANSACTIONS

Related party transactions for the years ended March 31, 2012 and 2011 are not disclosed due to the immaterial amount.

## LEASES

Total lease payments under finance leases for the years ended March 31,2012 and 2011 were $¥ 14$ million ( $\$ 170$ thousand) and $¥ 15$ million, respectively.

Pro forma information of leased property whose lease inception was before March 31, 2008.

ASBJ Statement No.13, "Accounting Standard for Lease Transactions", requires that all finance lease transactions should be capitalized to recognize lease assets and lease obligations in the balance sheet. However, the ASBJ Statement No. 13 permits leases without ownership
transfer of the leased property to the lessee whose lease inception was before March 31, 2008 to be accounted for as operating lease transactions if certain "as if capitalized" information is disclosed in the note to the financial statements. The Companies accounted for such leases as operating lease transactions. Pro forma information of leased property whose lease inception was before March 31, 2008 such as acquisition cost, accumulated depreciation, obligations under finance leases, depreciation expense, interest expense and other information of finance leases that do not transfer ownership of the leased property to the lessee on an "as if capitalized" basis was as follows:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Acquisition cost. | ¥ 60 | ¥ 76 | \$ 730 |
| Accumulated depreciation. | 59 | 61 | 717 |
| Net leased property .. |  | $¥ 14$ | \$ 12 |

Obligations under finance leases:

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| Due within one year | ¥ 1 | $¥ 14$ | \$ 12 |
| Due after one year |  | 1 |  |
| Total. | ¥ 1 | $¥ 15$ | \$ 12 |

Depreciation expense and interest expense under finance leases:

|  | Millions of Yen |  |  | Thousands of <br> U.S. Dollars |
| :--- | ---: | ---: | ---: | ---: |
|  | 2012 | 2011 |  | 2012 |
| Depreciation expense... | $¥ 13$ | $¥ 14$ |  | $\$ 158$ |
| Interest expense......... | 0 | 0 |  | 0 |

Depreciation expense and interest expense, which are not reflected in the accompanying consolidated statement of income, are computed by the straight-line method and the interest method, respectively.

## 27 FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES

(1) Bank policy for financial instruments

The Bank's operations mainly include accepting deposits, providing loans, discounting bills, and buying and selling marketable securities and other financial instruments. Through these activities, the Bank holds substantial financial assets and financial liabilities that are subject to fluctuations in interest rates. To protect itself from the negative effects of interest rate fluctuations, the Bank conducts derivative transactions as part of its asset and liability management (ALM) activities.

In addition, the consolidated subsidiaries that engage in leasing and credit card businesses handle financial instruments as their principal business.

## (2) Nature and extent of risks arising from financial instruments

Of the principal financial assets held by the Companies, loans are subject to credit risk, or default on the part of the customer. The Companies hold trading account securities and investment securities, for holding to maturity and for purely trading purposes, as well as to promote business activities. These securities are subject to issuer credit risk, interest rate fluctuation risk and market price fluctuation risk.

Of financial liabilities, deposits and borrowed money are subject to liquidity risk, or the possibility that the Companies may become
unable to meet payment obligations when due in the event that they become unable to utilize markets in certain circumstances.

Among derivative transactions, the Bank employs interest rate swap transactions to hedge risk using ALM. To offset the risk of interest rate increases, the Bank employs variable receipt/fixed payment interest rate swap transactions on loans bearing long-term, fixed rates of interest, and securities.

With respect to currencies, the Bank employs currency swap transactions, forward exchange forward contracts and coupon swap transactions, primarily to hedge the exchange rate fluctuation risks on foreign currency assets and liabilities.

The Bank engages in bond futures transactions, mainly as part of its dealing operations.
With regard to the methods of hedge accounting for interest risks on financial assets and liabilities, the Bank employs deferred hedge accounting as provided in JICPA Industry Audit Committee Report No.24. To evaluate hedging effectiveness, for hedges designed to offset market fluctuations, the Bank performs specified evaluations of hedged loans at individual hedge stages grouped by (remaining) term.

The consolidated subsidiaries do not conduct derivative transactions.

## (3) Risk management for financial instruments

## Credit Risk Management

The Bank has in place various provisions, including a Credit Risk Management Policy and Credit Risk Management Provisions. These provisions, which extent beyond lending activities and include market transactions and off-balance-sheet assets, are in place to manage credit risks related to all manner of banking operations. For each activity, the Bank conducts credit screenings, manages credit limits, manages credit information and employs an internal rating system. The Bank also has in place a credit management system to support management improvements and handle loans that have become delinquent or present collection difficulties. The consolidated subsidiaries also have in place various credit risk management and other provisions. They act in accordance with these provisions to manage credit risks appropriately.

To manage these credit risks, the Companies have established credit risk management divisions, including screening divisions, credit management divisions and problem loan management divisions. The Bank's Credit Risk Management Division takes overall responsibility for credit risk management, including the status of credit risk and accompanying problems.

With regard to credit screening, the Bank's Audit Division checks the Credit Risk Management Division and consolidated subsidiaries' risk management divisions to ascertain the appropriateness of credit risk management.

## Market Risk Management

The Bank has in place a system for managing market risk. All items that require market risk management, including deposit and loan transactions, market transactions and off-balance-sheet transactions, are managed in accordance with the Bank's Market Risk Management Policy and Market Risk Management Provisions. The ALM divisions manage market risk related to deposits and loans, while market-related divisions mainly manage market risk related to market transactions. The Bank's Risk Management Division provides comprehensive reports to the Risk Management Committee indicating risk amounts, stress test results and other information. Market Risk Management Policies and Provisions are also in place at consolidated subsidiaries, in line with
each company's risk profile. In this manner, systems are in place to ensure the appropriate management of market risk.

The market risk management divisions of the Companies manage market risks in this way and the Bank's Risk Management Division serves as the central division for the management of market risk and addressing related problems.

With regard to audits of market risk management, the Audit Division performs checks to determine the appropriateness of market risk management.

## (Quantitative Information Concerning Market Risks)

Major financial instruments held by the Bank, which are subject to the primary risk parameters such as interest rate risk and price fluctuation risk, are loans, securities (held to maturity debt securities and other securities), deposits and negotiable certificates of deposit, and interest rate swap transactions in derivative transactions.

For these financial assets and financial liabilities, the Bank employs quantitative analysis to manage interest rate risk and price fluctuation risk by determining the impact on profits or losses that they will have after specific periods of time, using a statistically forecast fluctuation band for interest rates. Value at Risk (VaR) is used to calculate the impact amount.

The covariance method (holding period of three months (six months for strategic holdings), confidence interval of $99 \%$, observation period of one year) is used for securities, whereas for instruments other than securities, such as deposits and loans, VaR is calculated using the Monte Carlo simulation method (holding period of three months, confidence interval of $99 \%$, observation period of five years).

As of March 31, 2012, the Bank's market risk (estimated loss value) on major financial instruments was $¥ 23,003$ million ( $\$ 279,875$ thousand). Of this amount, $¥ 12,292$ million ( $\$ 149,555$ thousand) was attributable to securities and $¥ 10,711$ million ( $\$ 130,319$ thousand) was attributable to instruments other than securities, such as deposits and loans.

The Bank also conducts back-testing, comparing the VaR calculated using this model with actual profits or losses. During the consolidated fiscal year under review, back-testing demonstrated that its approximation model was sufficiently precise to capture market risk.

However, it is important to recognize that VaR estimation is a calculation based on a statistical process, results are different depending on the preconditions and calculation methods used.
Meanwhile, this process does not forecast maximum losses and future market conditions may differ substantially from past conditions.

Furthermore, quantitative analysis is not applied on certain financial instruments whose impact is immaterial nor those held by consolidated subsidiaries.

## Liquidity Risk Management

The Bank manages liquidity risk in accordance with its Liquidity Risk Management Policy and Liquidity Risk Management Provisions. The International and Securities Division manages cash on a daily basis, and the Risk Management Division, which serves as the management division, monitors this risk, providing comprehensive reports to the Risk Management Committee including the status of risks, the status of assets available for payment, the results of stress tests and other information.

With regard to audits of liquidity risk management, the Audit Division checks to determine the appropriateness of liquidity risk management at the International and Securities Division and Risk Management Division.
(4) Fair values of financial instruments

Fair values of financial instruments are based on quoted price in active markets. If quoted price is not available, other rational valuation techniques are used instead. Also please see Note 28 for the detail of fair value for derivatives.
(a) Fair value of financial instruments

| March 31, 2012 | Millions of Yen |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Carrying <br> Amount | Fair Value | Unrealized Gain(Loss) |  |
| Cash and due from banks. | ¥ 42,204 | ¥ 42,204 |  |  |
| Call loans | 58,000 | 58,000 |  |  |
| Investment Securities: |  |  |  |  |
| Held-to-maturity securities.. | 2,951 | 2,970 | ¥ | 18 |
| Available-for-sale securities. | 967,560 | 967,560 |  |  |
| Loans and bills discounted | 1,622,743 |  |  |  |
| Reserve for possible loan losses (*1) .. | $(40,538)$ |  |  |  |
|  | 1,582,204 | 1,602,305 |  | 20,101 |
| Total | ¥2,652,921 | ¥2,673,040 | ¥ | 20,119 |
| Deposits | ¥2,520,402 | ¥2,521,684 | ¥ | $(1,281)$ |
| Borrowed money | 32,276 | 32,475 |  | (199) |
| Total................................ | ¥2,552,678 | ¥2,554,160 | ¥ | $(1,481)$ |

Derivative instruments (*2):
Hedge accounting is not applied...
Hedge accounting is applied

|  | (1) | $¥$ |  |
| :---: | :---: | :---: | :---: |
|  | $(1,815)$ |  | $(1,815)$ |
|  | $(2,896)$ | ¥ |  |


| Millions of Yen |  |  |
| :---: | :---: | :---: |
| Carrying Amount | Fair Value | Unrealized Gain(Loss) |
| 40,222 | ¥ 40,222 |  |
| 82,000 | 82,000 |  |


| Cash and due from banks | 40,22282,000 | 40,22282,000 | $\geq$ | 5 |
| :---: | :---: | :---: | :---: | :---: |
| Call loans |  |  |  |  |
| Investment Securities: |  |  |  |  |
| Held-to-maturity securities... | 3,232 | 3,238 |  |  |
| Available-for-sale securities.. | 847,769 | 847,769 |  |  |
| Loans and bills discounted | 1,679,742 |  |  |  |
| Reserve for possible loan losses (*1) .. | $(46,550)$ |  |  |  |
|  | 1,633,192 | 1,650,641 |  | 17,448 |
| Total | $\underline{¥ 2,606,416}$ | $\stackrel{\text { ¥2,623,871 }}{ }$ | ¥ | 17,454 |
| Deposits | ¥2,485,319 | ¥2,487,379 | $¥$ | $(2,060)$ |
| Borrowed money | 24,291 | 24,559 |  | (267) |
| Total | $\ddagger$ ¥2,509,611 | ¥2,511,939 | ¥ | $(2,328)$ |

Derivative instruments (*2):
Hedge accounting is not applied.
Hedge accounting is applied

| $¥$ | $(1,017)$ |  |
| :--- | :--- | :--- | :--- |
|  | $(1,247)$ |  |
| $¥$ | $(2,264)$ | $(1,017)$ |
|  |  | $(1,247)$ |


| March 31, 2012 | Thousands of U.S. Dollars |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Carrying Amount | Fair Value | Unrealized Gain(Loss) |  |
| Cash and due from banks. | \$ 513,493 | \$ 513,493 |  |  |
| Call loans | 705,681 | 705,681 |  |  |
| Investment Securities: |  |  |  |  |
| Held-to-maturity securities... | 35,904 | 36,135 | \$ | 219 |
| Available-for-sale securities. | 11,772,235 | 11,772,235 |  |  |
| Loans and bills discounted | 19,743,800 |  |  |  |
| Reserve for possible loan losses (*1) | $(493,223)$ |  |  |  |
|  | 19,250,565 | 19,495,133 |  | 244,567 |
| Total | \$32,277,904 | \$32,522,691 | \$ | 244,786 |
| Deposits | \$30,665,555 | \$30,681,153 | \$ | $(15,585)$ |
| Borrowed money | 392,699 | 395,121 |  | $(2,421)$ |
| Total | $\underline{\underline{\$ 31,058,255}}$ | $\underline{\text { \$31,076,286 }}$ | \$ | $(18,019)$ |
| Derivative instruments (*2): |  |  |  |  |
| Hedge accounting is not applied. | \$ (13,140) | \$ ( 13,140 ) |  |  |
| Hedge accounting is applied | $(22,082)$ | $(22,082)$ |  |  |
|  | \$ (35,235) | \$ (35,235) |  |  |

(*1) Reserve for possible loan losses relevant to loans and bills discounted have been deducted.
(*2) Derivative instruments are disclosed in the net amount of assets and liabilities.

## Cash and due from banks

With regard to amounts due from banks that have not matured and short-term due from banks, as these instruments are settled within a short term and their fair value and book value are nearly identical, their book value is assumed as their fair value. Long-term due from banks with maturities are segmented according to deposit period, and fair value is calculated by discounting them to their present value, using an assumed rate of interest on new amounts due from banks of the same type.

## Call loans

For items with a short commitment term (within three months), as their fair value and book value are nearly identical, their book value is assumed as their fair value.

## Investment securities

The fair value of equity securities is determined by their prices on stock exchanges. The fair value of bonds is determined by their prices on exchanges or at rates indicated by financial institutions handling these transactions for the Bank. The fair value of investment trusts is based on the base value publicly disclosed.

Privately placed bonds guaranteed by the Bank are segmented according to internal rating and term, and fair value is determined by discounting the total amount of principal and interest by the assumed interest rate on new issue bonds of the same type.
For information pertaining to investment securities by holding purpose, please refer to Note 3.

## Loans and bills discounted

As loans bearing floating rates of interest reflect market rates of interest in the short term, unless credit conditions of the lending entity have changed significantly after lending the loans, their fair value and book value are nearly identical, so their book value is assumed as their fair value. Fixed-rate loans are segmented by loan type, internal rating and period, and their fair value is determined by discounting the total amount of principal and interest by the assumed interest rate on new lendings of the same type. However, for items
with a short commitment term (within three months), as their fair value and book value are nearly identical, their book value is assumed as their fair value.

The fair value of loans lended to entities that are legal bankruptcy, virtual bankruptcy or possible bankruptcy are determined according to the current value of expected future cash flows or the amount of collateral that is expected to be recoverable or guarantee amounts that are determined to be recoverable. As these amounts are nearly identical to the book value after deducting the allowance for doubtful accounts, these amounts are assumed as their fair value.

For loans that are fully secured by collateral and that have no specified repayment term, as in terms of their expected repayment periods and interest conditions their fair value and book value are nearly identical, their book value is assumed as their fair value.

## Deposits

For demand deposits, fair value is assumed as amount to be paid when demanded on the balance sheet date (i.e., the book value). The fair value of time deposits is determined by segmenting such deposits by term and discounting future cash flows to their current value. The discount rate used is the rate of interest on new deposits of the same type. As the term on deposits is short (within three months), their fair value and book value are nearly identical, so their book value is assumed as their fair value.

## Borrowed money

Of borrowed money, interest rates on floating-rate borrowings reflect market interest rates in the short term. Assuming that credit conditions of the Companies have not changed significantly since the time of borrowing, their fair value and book value are nearly identical, so their book value is assumed as their fair value. Such borrowings with fixed interest rates are segmented by term, the total amount of principal and interest on the borrowed money is divided by time period, and their present value is calculated by discounting according to the assumed interest rate. For items with a short commitment term (within three months), as their fair value and book value are nearly identical, their book value is assumed as their fair value.

## Derivatives

The information of the fair value for derivatives is included in Note 28.
(b) Carrying amount of financial instruments whose fair value cannot be reliably determined

|  | Millions of Yen |  |  |  | $\begin{aligned} & \begin{array}{l} \text { Thousands of } \\ \text { U.S. Dollars } \end{array} \\ & \hline 2012 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2012 |  | 2011 |  |  |  |
| Equity securities .. | ¥ | 2,410 | $¥$ | 2,422 | \$ | 29,322 |
| Other |  | 2,002 |  | 1,830 |  | 24,358 |
| Total.. | ¥ | 4,413 | ¥ | 4,253 | \$ | 53,692 |

(5) Maturity analysis for financial assets and securities with contractual maturities

| March 31, 2012 | Millions of Yen |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Due in One Year or Less | Due after One Year through Five Years | Due after Five Years through Ten Years | Due after Ten Years |
| Due from banks. | ¥ 9,902 |  |  |  |
| Call loans | 58,000 |  |  |  |
| Investment Securities: |  |  |  |  |
| Held-to-maturity securities... | 800 | 2,050 | 100 |  |
| Available-for-sale securities... | 124,378 | 445,426 | 335,990 | ¥ 4,887 |
| Loans and bills discounted ( $\left.{ }^{*} 1\right)$. | 487,605 | 509,349 | 280,619 | 268,149 |
| Total. | ¥ 680,686 | ¥ 956,825 | ¥ 616,710 | ¥ 273,036 |


(*1) Excluded from the loan amount for the years ended March 31, 2012 and 2011 were $¥ 77,020$ million ( $\$ 937,096$ thousand) and $¥ 75,043$ million in loans classified as "possible bankruptcy", "virtual bankruptcy" and "legal bankruptcy" on which the redemption amount cannot be forecast, respectively.
(6) Maturity analysis for deposits with contractual maturities

| March 31, 2012 | Millions of Yen |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Due in One Year or Less | Due after One Year through Five Years Five Years | Due after Five Years through Ten Years | Due after Ten Years |
| Deposits | ¥2,277,815 | ¥ 240,826 | ¥ 1,761 |  |
| Total. | ¥2,277,815 | ¥ 240,826 | ¥ 1,761 |  |
|  | Millions of Yen |  |  |  |
| March 31, 2011 | Due in One Year or Less | Due after One Year through Five Years | Due after Five Years through Ten Years | Due after Ten Years |
| Deposits | ¥2,229,183 | $\geq 253,757$ | $\geq \quad 2,377$ |  |
| Total. | $\underline{\text { ¥2,229,183 }}$ | ¥ 253,757 | ¥ 2,377 |  |
|  | Thousands of U.S. Dollars |  |  |  |
| March 31, 2012 | Due in One Year or Less | Due after One Year through Five Years | Due after Five Years through Ten Years | Due after Ten Years |
| Deposits | \$27,714,016 | \$ 2,930,113 | \$ 21,425 |  |
| Total | \$27,714,016 | \$ 2,930,113 | \$ 21,425 |  |

Please see Note 14 for maturities of borrowed money.

## 28 DERIVATIVES

It is the Bank's policy to use derivative financial instruments ("derivatives") primarily for the purpose of reducing market risks associated with its assets and liabilities. The Bank also utilizes derivatives as a part of its trading activities.

The Bank enters into interest rate swaps as a means of hedging its interest rate risk on certain loans and investment securities. The Bank also enters into foreign exchange forward contracts, currency swaps to hedge exchange risk associated with its assets and liabilities denominated in foreign currencies.

Derivatives are subject to market risk and credit risk. Market risk is the exposure created by potential fluctuations of market conditions, including interest and foreign exchange rates. Credit risk is the possibility that a loss may result from counterpart's failure to perform under a contract. Because the counterparties to those derivatives are limited to major financial institutions and securities companies, the Bank does not anticipate material losses arising from credit risk.

Concerning risk management associated with derivative transactions, the front and back offices of the trading divisions (the International and Securities Division) are clearly separated, while the Asset and Liabilities Management Office synthetically manages the Bank's market risks. In this manner, an internal monitoring system is effectively secured. Derivative transactions entered into by the Bank have been made in accordance with internal policies, which regulate the trading activities, and credit risk management has formal risk limits and credit lines. The Bank's positions gains-and-losses and other conditions are periodically reported to management.

Derivative transactions to which hedge accounting is not applied at March 31, 2012 and 2011


Derivative transactions to which hedge accounting is applied at March 31, 2012 and 2011

| March 31, 2012 | Millions of Yen |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Hedged Item | Contract Amount |  | Contract <br> Amount <br> Due after <br> One Year |  | Fair Value |  |
| Interest rate swaps: <br> (fixed rate payment, floating rate receipt) | Loans and bills discounted | $\geq$ | 40,029 | ¥ | 40,029 | ¥ | $(1,815)$ |


| March 31, 2011 | Millions of Yen |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Hedged Item |  | Contract Amount |  | Contract Amount Due after One Year | Fair |
| Interest rate swaps: <br> (fixed rate payment, floating rate receipt) | Loans and bills discounted | ¥ | 41,930 |  | 41,930 | $(1,247)$ |


| March 31, 2012 | Thousands of U.S. Dollars |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Hedged Item | Contract <br> Amount | Contract Amount Due after One Year |  | Fair Value |
| Interest rate swaps: (fixed rate payment, floating rate receipt) | Loans and bills discounted | \$ 487,030 | \$ 487,030 |  | $(22,082)$ |

The fair value of derivative transactions is calculated by discounting them to their present value.

The contract or notional amounts of derivatives which are shown in the above table do not represent the amounts exchanged by the parties and do not measure the Bank's exposure to credit or market risk.

## 29 SEGMENT INFORMATION

Under the ASBJ Statement No.17, "Accounting Standard for Segment Information Disclosures" and ASBJ Guidance No. 20, "Guidance on Accounting Standard for Segment Information Disclosures", an entity is required to report financial and descriptive information about its reportable segments. Reportable segments are operating segments or aggregations of operating segments that meet specified criteria. Operating segments are components of an entity about which separate financial information is available and such information is evaluated regularly by the chief operating decision maker in deciding how to allocate resources and in assessing performance. Generally, segment information is required to be reported on the same basis as is used internally for evaluating operating segment performance and deciding how to allocate resources to operating segments.

## (1) Description of reportable segments

The Companies' reportable segments are those for which separate financial information is available and regular evaluation by the Board of Directors is being performed in order to decide how management resources are allocated and in assessing performance. The Companies concentrate on the banking business, and also conduct other financial services including the leasing and the credit-card business.

Therefore, the Companies' reportable segments consist of Banking and Lease.
(2) Methods of measurement for the amounts of ordinary income, profit, assets and other items for each reportable segment

The accounting policies of each reportable segment are consistent with those disclosed in Note 2, "Summary of Significant Accounting Policies".
(3) Information about ordinary income, profit, assets and other items

|  | Millions of Yen |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2012 |  |  |  |  |  |  |
|  | Reportable Segment |  |  | Other | Total | Reconciliations | Consolidated |
|  | Banking | Lease | Total |  |  |  |  |
| Ordinary income: |  |  |  |  |  |  |  |
| Ordinary income from external customers | ¥ 50,962 $~ ¥ ~$ | 7,468 $¥$ | ¥ 58,431 $\ddagger$ | $\geq 1,860 \geq$ | ¥ 60,291 $¥$ | $\geq(305) \geq$ | $\geq 59,986$ |
| Inter segment ordinary income ... | 194 | 781 | 975 | 803 | 1,778 | $(1,778)$ |  |
| Total. | ¥ 51,156 $¥$ | 8,249 | ¥ 59,406 | ¥ 2,664 | ¥ 62,070 $¥$ | $\overline{¥(2,083)}$ | ¥ 59,986 |
| Segment profit. | ¥ 11,954 $\ddagger$ | 507 | ¥ 12,462 | ¥ 697 | ¥ 13,159 $¥$ | ¥ (61) | ¥ 13,098 |
| Segment assets.. | 2,761,448 | 22,028 | 2,783,476 | 12,241 | 2,795,718 | $(13,800)$ | 2,781,917 |
| Other: |  |  |  |  |  |  |  |
| Depreciation ................ | 3,103 | 287 | 3,390 | 43 | 3,433 |  | 3,433 |
| Total interest income .... | 37,912 | 16 | 37,928 | 1,068 | 38,996 | (391) | 38,605 |
| Total interest expenses ... Increase in premises and | 2,820 | 175 | 2,996 | 5 | 3,002 | (93) | 2,908 |
| equipment and intangible assets ... | 5,962 | 200 | 6,162 | 42 | 6,204 | (45) | 6,159 |
| Impairment losses of assets ... | 1,231 |  | 1,231 |  | 1,231 |  | 1,231 |



Note: 1. The "Other" segment contains business that is not included in these reporting segments, such as the credit-card business.
2. Adjustment amounts for the years ended March 31, 2012 and 2011 were as follows:
(1) A reconciliation in ordinary income from external customers of $¥ 305$ million ( $\$ 3,710$ thousand) for the year ended March 31, 2012 was made to adjust gain on reversal of reserve for possible loan losses.
(2) Segment profit reconciliations of $¥ 61$ million ( $\$ 742$ thousand) and $¥ 121$ million were made to eliminate intersegment transactions.
(3) A downward reconciliation in segment assets of $¥ 13,800$ million ( $\$ 167,903$ thousand) and $¥ 15,674$ million was made to eliminate intersegment transactions.
(4) A downward reconciliation in total interest income of $¥ 391$ million ( $\$ 4,757$ thousand) and $¥ 387$ million was made to eliminate intersegment transactions.
(5) A downward reconciliation in total interest expenses of $¥ 93$ million ( $\$ 1,131$ thousand) and $¥ 111$ million was made to eliminate intersegment transactions.
(6) A reconciliation in increase in premises and equipment and intangible assets of $¥ 45$ million ( $\$ 547$ thousand) and $¥ 16$ million was made to eliminate intersegment transactions.
3. Segment profit is reflected as an adjustment to ordinary profit on the consolidated statement of income.
4. Ordinary income represents total income less certain special income included in other income in the accompanying consolidated statement of income.

## Related Information

(1) Information by Services

Income regarding major services for the years ended March 31, 2012 and 2011 were as follows:

|  | Millions of Yen |  |  |  | $\begin{aligned} & \text { Thousands of } \\ & \text { U.S. Dollars } \\ & \hline 2012 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2012 |  | 2011 |  |  |  |
| Loan Businesses. | ¥ | 27,376 | ¥ | 29,911 | \$ | 333,081 |
| Securities Investment Businesses ... |  | 11,642 |  | 11,211 |  | 141,647 |
| Other |  | 20,966 |  | 17,646 |  | 255,091 |
| Total. | ¥ | 59,986 | ¥ | 58,769 | \$ | 729,845 |

(2) Geographical Information
(a) Ordinary income

Ordinary income from external domestic customers exceeded $90 \%$ of total ordinary income on the consolidated statements of income for the years ended March 31, 2012 and 2011; therefore, geographical ordinary income information is not presented.
(b) Premises and Equipment

The balance of domestic premises and equipment exceeded $90 \%$ of total balance of premises and equipment in the consolidated balance sheets as of March 31, 2012 and 2011; therefore, geographical premises and equipment information is not presented.
(3) Major Customer Information

Ordinary income to a specific customer did not reach $10 \%$ of total ordinary income in the consolidated statements of income for the years ended March 31, 2012 and 2011; therefore, major customer information is not presented.

## 30 SUBSEQUENT EVENT

At the Bank's general shareholders meeting held on June 26, 2012, the Bank's shareholders approved the following.

Appropriations of Retained Earnings

|  | Millions of <br> Yen | Thousands of <br> U.S. Dollars |
| :---: | :---: | :---: |
| Year-end cash dividends, <br> $¥ 3.00(\$ 0.03)$ per share.............................$~$ <br> Y | $¥ 14$ | $\$ 6,253$ |

## INDEPENDENT AUDITOR'S REPORT

## To the Board of Directors of THE OITA BANK, LTD.:

We have audited the accompanying consolidated balance sheet of THE OITA BANK, LTD. and consolidated subsidiaries as of March 31, 2012, and the related consolidated statements of income, comprehensive income, changes in equity, and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information, all expressed in Japanese yen.

## Management's Responsibility for the Consolidated Financial Statements

 Management is responsible for the preparation and fair presentation of these consolidated financial statements in conformity with accounting principles generally accepted in Japan, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatements, whether due to fraud or error.
## Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in conformity with auditing standards generally accepted in Japan. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of THE OITA BANK, LTD. and consolidated subsidiaries as of March 31, 2012, and the consolidated results of their operations and their cash flows for the year then ended in conformity with accounting principles generally accepted in Japan.

## Convenience Translation

Our audit also comprehended the translation of Japanese yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made in conformity with the basis stated in Note 1. Such U.S. dollar amounts are presented solely for the convenience of readers outside Japan.


June 26, 2012

## HEAD OFFICE

4-1, Funaimachi 3-chome, Oita 870-0021
Telephone: (097) 534-1111

## SECURITIES \& INTERNATIONAL

## DIVISION

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Fax: (097) 532-3358
Telex: J63074
Swift: OITA JPJT
Hong Kong Representative Office
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18 Chater Road,
Central, Hong Kong
Telephone: 852-2522-8862
Fax: 852-2522-7298

## FOREIGN EXCHANGE OFFICES

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Osaka Branch
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## Saiki Branch

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Saiki, Oita 876-0847
Telephone: (0972) 22-3311

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3-4, Nihonbashi 2-chome, Chuo-ku, Tokyo 103-0027
Telephone: (03) 3273-0081

## Fukuoka Branch

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Hakata-ku, Fukuoka 810-0801
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## Kokura Branch

1-21, Komemachi 1-chome,
Kokurakita-ku, Kita-Kyusyu 802-0003
Telephone: (093) 521-8336

## Beppu Branch

18-21, Noguchinakamachi, Beppu, Oita 874-0932
Telephone: (0977) 21-2121
Nakatsu Branch
2-10, Toyodamachi,
Nakatsu, Oita 871-0058
Telephone: (0979) 24-2211

## Tsurusaki Branch

1-12, Minami-Tsurusaki 3-chome, Oita 870-0104
Telephone: (097) 527-2121

## Hita Branch

1-2, Sanbonmatsu 1-chome,
Hita, Oita 877-0016
Telephone: (0973) 23-2101

## NUMBER OF MONEY EXCHANGE OFFICES 34

## NUMBER OF OFFICES BY DISTRICT

Oita Prefecture ....................................... 92
Miyazaki Prefecture ................................ 2
Kumamoto Prefecture ............................. 1
Fukuoka Prefecture ................................ 6
Osaka .................................................... 1
Tokyo .................................................... 1
Total ....................................................... 103
(As of June 30, 2012)

## BOARD OF DIRECTORS AND AUDITORS

## President

Shoji Himeno
Vice President
Shigenari Koganemaru
Senior Managing Director
Youichi Miura

## Managing Directors <br> Takayuki Suzuki <br> Issei Takahara <br> Nobuhide Shimizu <br> Director, Advisor <br> Yoshito Ogura <br> Directors <br> Tomohiro Watanabe Hideki Eto <br> Outside Directors <br> Norio Shimoda <br> Izumi Kuwano

## Standing Auditors

Tomiichiro Goto Toru Hirose
Outside Auditors
Hiroshi Kawano
Tsunemasa Kojima Juro Yakushiji

## Executive Officers

Nobuhiko Iwata
Shinichi Nagaki
Masaki Kodama
Yoshio Hirayama
Kazutoshi Hikita
Kunihiro Kikuguchi
Toshiki Hijiya

## Summary of Non-Consolidated Balance Sheet (Unaudited)

## THE OITA BANK, LTD.

March 31, 2012

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| ASSETS: |  |  |  |
| Cash and due from banks. | ¥ 41,426 | $¥ 39,459$ | \$504,027 |
| Call loans | 58,000 | 82,000 | 705,681 |
| Commercial paper and other debt purchased | 11,810 | 5,838 | 143,691 |
| Trading account securities | 66 | 26 | 803 |
| Money held in trust | 4,794 | 4,782 | 58,328 |
| Investment securities | 972,147 | 852,493 | 11,828,044 |
| Loans and bills discounted | 1,627,962 | 1,686,388 | 19,807,300 |
| Foreign exchange assets. | 3,908 | 3,691 | 47,548 |
| Other assets. | 16,540 | 16,203 | 201,241 |
| Premises and equipment. | 36,405 | 36,957 | 442,937 |
| Intangible assets | 4,950 | 3,107 | 60,226 |
| Deferred tax assets | 6,116 | 11,770 | 74,412 |
| Customers' liabilities for acceptances and guarantees. | 19,962 | 24,473 | 242,876 |
| Reserve for possible loan losses. | $(42,039)$ | $(47,904)$ | $(511,485)$ |
| TOTAL | ¥2,762,051 | $¥ 2,719,288$ | \$33,605,681 |

LIABILITIES:

| Deposits | ¥2,527,088 | ¥2,491,862 | \$30,746,903 |
| :---: | :---: | :---: | :---: |
| Call money. | 5,753 | 19,956 | 69,996 |
| Payables under securities lending transactions. | 8,925 |  | 108,589 |
| Borrowed money | 23,668 | 16,250 | 287,966 |
| Foreign exchange liabilities | 31 | 37 | 377 |
| Other liabilities. | 19,322 | 18,562 | 235,089 |
| Liability for retirement benefits. | 10,675 | 10,564 | 129,881 |
| Reserve for reimbursement of deposits | 1,856 | 1,807 | 22,581 |
| Deferred tax liabilities for land revaluation excess. | 6,456 | 7,914 | 78,549 |
| Acceptances and guarantees | 19,962 | 24,473 | 242,876 |
| Total liabilities. | 2,623,741 | 2,591,430 | 31,922,873 |

## EQUITY:

| Common stock. | 19,598 | 19,598 | 238,447 |
| :---: | :---: | :---: | :---: |
| Capital surplus | 10,582 | 10,582 | 128,750 |
| Retained earnings: |  |  |  |
| Legal reserve. | 10,431 | 10,431 | 126,913 |
| Unappropriated | 76,928 | 71,174 | 935,977 |
| Total retained earnings | 87,359 | 81,605 | 1,062,890 |
| Unrealized gain on available-for-sale securities | 12,550 | 7,771 | 152,694 |
| Deferred loss on derivatives under hedge accounting. | $(1,172)$ | (743) | $(14,259)$ |
| Land revaluation excess | 9,940 | 9,784 | 120,939 |
| Treasury stock-at cost | (548) | (740) | $(6,667)$ |
| Total equity | 138,309 | 127,858 | 1,682,795 |
| TOTAL | $¥ 2,762,051$ | $¥ 2,719,288$ | \$33,605,681 |

[^2]
## Summary of Non-Consolidated Statement of Income (Unaudited)

THE OITA BANK, LTD.
Year Ended March 31, 2012

|  | Millions of Yen |  | Thousands of U.S. Dollars |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2012 |
| INCOME: |  |  |  |
| Interest on: |  |  |  |
| Loans and discounts. | ¥ 26,835 | $¥ 29,295$ | \$ 326,499 |
| Securities | 11,063 | 10,780 | 134,602 |
| Other. | 28 | 27 | 340 |
| Total interest income. | 37,928 | 40,103 | 461,467 |
| Fees and commissions | 6,942 | 7,165 | 84,462 |
| Other operating income. | 500 | 250 | 6,083 |
| Reversal of reserve for possible loan losses. | 4,139 | 1,028 | 50,358 |
| Other income | 1,546 | 1,788 | 18,810 |
| Total income | 51,056 | 50,336 | 621,194 |
| EXPENSES: |  |  |  |
| Interest on: |  |  |  |
| Deposits | 1,995 | 2,681 | 24,273 |
| Borrowings and rediscounts | 302 | 329 | 3,674 |
| Other. | 514 | 476 | 6,253 |
| Total interest expenses | 2,812 | 3,487 | 34,213 |
| Fees and commissions | 1,701 | 1,788 | 20,695 |
| Other operating expenses | 1,038 | 186 | 12,629 |
| General and administrative expenses | 30,988 | 30,358 | 377,028 |
| Other expenses | 4,019 | 3,316 | 48,898 |
| Total expenses. | 40,561 | 39,137 | 493,502 |
| INCOME BEFORE INCOME TAXES | 10,494 | 11,199 | 127,679 |
| INCOME TAXES: |  |  |  |
| Current. | 816 | 3,490 | 9,928 |
| Deferred | 3,726 | 2,058 | 45,333 |
| Total income taxes | 4,543 | 5,549 | 55,274 |
| NET INCOME. | ¥ 5,950 | $\geq$ 5,649 | \$ 72,393 |
|  |  |  | U.S. Dollars |
| PER SHARE OF COMMON STOCK: |  |  |  |
| Basic net income. | $\geq 35.14$ | $¥ 33.13$ | \$ 0.427 |
| Cash dividends applicable to the year. | 6.00 | 6.00 | 0.073 |

[^3]
## Summary of Non-Consolidated Statement of Changes in Equity (Unaudited)

THE OITA BANK, LTD.
Year Ended March 31, 2012

|  | Thousands <br> Outstanding number of shares of Common Stock | Millions of Yen |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Retained Earnings |  |  |  | Unrealized <br> Gain on <br> Available <br> for-sale <br> Securities | Deferred loss on Derivatives under Hedge Accounting | Land Revaluation Excess | Treasury Stock |  |
|  |  | Common Stock | Capital <br> Surplus | Legal Reserve | Unappropriated |  |  |  |  | Total Equity |
| BALANCE, APRIL 1, 2010 | 171,396 | $¥ 19,598$ | $¥ 10,582$ | $¥ 10,431$ | $¥ 66,474$ | ¥11,240 | $¥(479)$ | ¥9,864 | $¥(29)$ | $¥ 127,682$ |
| Net income |  |  |  |  | 5,649 |  |  |  |  | 5,649 |
| Cash dividends, $¥ 6.00$ per share |  |  |  |  | $(1,028)$ |  |  |  |  | $(1,028)$ |
| Purchase of treasury stock | $(2,637)$ |  |  |  |  |  |  |  | (772) | (772) |
| Disposal of treasury stock | 204 |  | (1) |  |  |  |  |  | 61 | 59 |
| Transfer from land revaluation excess |  |  |  |  | 80 |  |  |  |  | 80 |
| Transfer to capital surplus from retained earnings |  |  | 1 |  | (1) |  |  |  |  |  |
| Net change in the year |  |  |  |  |  | $(3,469)$ | (264) | (80) |  | $(3,813)$ |
| BALANCE, MARCH 31, 2011 | 168,963 | 19,598 | 10,582 | 10,431 | 71,174 | 7,771 | (743) | 9,784 | (740) | 127,858 |
| Net income |  |  |  |  | 5,950 |  |  |  |  | 5,950 |
| Cash dividends, $¥ 6.00$ per share |  |  |  |  | $(1,028)$ |  |  |  |  | $(1,028)$ |
| Purchase of treasury stock | (7) |  |  |  |  |  |  |  | (1) | (1) |
| Disposal of treasury stock | 658 |  | (0) |  |  |  |  |  | 193 | 192 |
| Transfer from land revaluation excess |  |  |  |  | 832 |  |  |  |  | 832 |
| Transfer to capital surplus from retained earnings |  |  | 0 |  | (0) |  |  |  |  |  |
| Net change in the year |  |  |  |  |  | 4,779 | (429) | 156 |  | 4,505 |
| BALANCE, MARCH 31, 2012 | 169,614 | ¥19,598 | ¥10,582 | ¥10,431 | ¥76,928 | ¥12,550 | $¥(1,172)$ | ¥9,940 | $¥(548)$ | $¥ 138,309$ |


|  | Thousands of U.S. Dollars |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retained Earnings |  |  |  | Unrealized Gain on Available for-sale Securities | Deferred loss on Derivatives under Hedge Accounting | Land Revaluation Excess | Treasury Stock | Total Equity |
|  | Common Stock | Capital Surplus | Legal Reserve | Unappropriated |  |  |  |  |  |
| BALANCE, MARCH 31, 2011 | \$238,447 | \$128,750 | \$126,913 | \$865,969 | \$94,549 | \$ 9,040 ) | \$119,041 | \$ 9,003$)$ | \$1,555,639 |
| Net income |  |  |  | 72,393 |  |  |  |  | 72,393 |
| Cash dividends, \$0.07 per share |  |  |  | $(12,507)$ |  |  |  |  | $(12,507)$ |
| Purchase of treasury stock |  |  |  |  |  |  |  | (12) | (12) |
| Disposal of treasury stock |  | (0) |  |  |  |  |  | 2,348 | 2,336 |
| Transfer from land revaluation excess |  |  |  | 10,122 |  |  |  |  | 10,122 |
| Transfer to capital surplus from retained earnings |  | 0 |  | (0) |  |  |  |  |  |
| Net change in the year |  |  |  |  | 58,145 | $(5,219)$ | 1,898 |  | 54,812 |
| BALANCE, MARCH 31, 2012 | \$238,447 | \$128,750 | \$126,913 | \$935,977 | \$152,694 | \$(14,259) | \$120,939 | \$(6,667) | \$1,682,795 |

[^4]
[^0]:    See notes to consolidated financial statements.
    Note: Amounts stated in U.S. dollars are translated from Japanese yen, solely for convenience, at the rate of $¥ 82.19=$ U.S. $\$ 1$, the approximate exchange rate prevailing at March 31 , 2012

[^1]:    statements.

[^2]:    Note: Amounts stated in U.S. dollars are translated from Japanese yen, solely for convenience, at the rate of $¥ 82.19=$ U.S. $\$ 1$, the approximate exchange rate prevailing at March 31 , 2012

[^3]:    Note: Amounts stated in U.S. dollars are translated from Japanese yen, solely for convenience, at the rate of $¥ 82.19=$ U.S. $\$ 1$, the approximate exchange rate prevailing at March 31 , 2012

[^4]:    Note: Amounts stated in U.S. dollars are translated from Japanese yen, solely for convenience, at the rate of $¥ 82.19=$ U.S. $\$ 1$, the approximate exchange rate prevailing at March 31 , 2012

