## Shinsei Bank Announces Financial Results for Fiscal 2003

Tokyo (Friday, May 28, 2004) - Shinsei Bank, Limited ("Shinsei Bank") today announced its financial results for the fiscal year 2003 (FY2003), which ended on March 31, 2004.

## FY 2003 Financial Highlights

(all figures compared to fiscal year 2002)

■ Consolidated revenue grew $15.1 \%$ to 123.9 billion yen (operating basis)
■ Consolidated net income grew $25.2 \%$ to 66.4 billion yen
■ Non-interest income as a percentage of consolidated revenue grew to $55 \%$ from $39 \%$ (operating basis)
■ Problem claims to total claims ratio declined to $2.8 \%$ from $5.7 \%$ (non-consolidated)
■ Capital adequacy ratio was $21.13 \%$ and Tier 1 ratio was $16.15 \%$

## 1. Income Statement:

For fiscal 2003, Shinsei Bank's consolidated net income increased $25.2 \%$ to 66.4 billion yen. Diluted earnings per share for the year were 32.7 yen, an increase of $25.2 \%$ from last year. The increase was due to strong revenue growth and asset quality improvement.
For the year, consolidated revenue increased $15.1 \%$ to 123.9 billion yen. Non-Interest income increased to 67.6 billion yen from 41.5 billion yen in fiscal 2002, more than offsetting a decline in interest income. The Bank's commitment to diversify its revenue sources and lower its reliance on interest income continued for the third straight year, with non-interest income growing to $54.6 \%$ of total revenue.
The Bank's asset quality improved further in fiscal 2003, with the Bank achieving net credit recovery of 15.4 billion yen for fiscal 2003.

On a non-consolidated basis, Shinsei Bank earned net income of Yen 65.3 billion. This is 0.3 billion yen higher than was targeted for the year in the Bank's "revitalization plan" and 6.3 billion yen higher than the same period last year. Although the Bank's net business profit before general reserve for loan losses (jisshitsu gyomu jun-eki) of 47.4 billion yen was lower than the "revitalization plan" target, it grew 4.8\% from FY2002.

## 2. Balance Sheet:

At the end of fiscal 2003, Shinsei Bank's loan balance stood at 3.0 trillion yen. This is 455 billion yen lower than the previous year, stemming mainly from a reduction in loan amounts to less creditworthy customers. With its non-performing loan issue largely solved, the Bank is now focused on growing its portfolio of loans and other assets.

Shinsei's funding mix also improved, with total deposits increasing 6.1\% to 2,734.4 billion yen while bank debentures decreased $27.4 \%$ to 1,388.6 billion yen at the end of fiscal 2003. Notably, retail deposits increased about 100 billion yen during the year to further strengthen and stabilize the Bank's funding sources. Additionally, total retail deposits exceeded total debentures volume for the first time. Retail deposits now stand at approximately 1.6 trillion yen in total.

The Bank is gradually shifting its major source of funding toward deposits and away from debentures, although it retains the ability to tap both sources. Even after its charter conversion to an ordinary bank in April 2004, Shinsei retains the right to issue debentures for the next 10 years.

## 3. Asset Quality (non-consolidated):

Shinsei Bank successfully reduced its non-performing loan balance further. As of March 2004, total non-performing loans were at 97.3 billion yen - a decline of 135.9 billion yen or $58.3 \%$ from a year ago. The NPL total of 97.3 billion yen now represents $2.8 \%$ of total claims outstanding as of March 31, 2004.
The total reserve for credit losses was 177.9 billion yen as of March 2004 - a decline of 38.6 billion yen from last year. In terms of total reserve for credit losses to total claims ratios, the Bank still maintained a healthy ratio of $5.1 \%$ - only $0.2 \%$ lower than last year.

## 4. Capital Ratios:

Total capital ratio stands at 21.13 \% and Tier I ratio at $16.15 \%$. Shinsei Bank's capital mostly consists of core capital and the deferred tax assets portion is only around $3 \%$ of total Tier I capital. The Bank plans to deploy excess capital by increasing its loans and other assets.

## 5. Earnings Forecast:

As in the past, Shinsei Bank has provided an expected earnings level for fiscal year 2004 (ending March 31, 2005). The Bank now expects net income for fiscal 2004 (both
consolidated \& non-consolidated) to reach 66 billion yen.

## President Yashiro's Comments on Performance and Strategy

At the press conference announcing these results, Masamoto Yashiro, the Chairman, President and CEO of Shinsei Bank, said the following:
"Our retail business will celebrate its third anniversary this June. Our internet banking, ATM network and call centers, all $24 \times 7$ and free of charge, and the opening of new financial centers continue to attract new customers. The number of PowerFlex accounts more than doubled from April 2003 to 650,000 with assets under management of 1.64 trillion yen at the end of April 2004. We had a good start in FY2004 with our new "Powered One" deposit product and housing loans showing strong growth. In FY2004, we will continue to expand our ATM and branch network, improve the productivity of our branches and introduce value-added products and services quickly and efficiently.
"Shinsei's institutional banking business continues to meet our customers financing needs. Relationship managers and product specialists are integrated into one team, creating value for our customers' needs in funding, asset management and business restructuring. Non-interest income represented 55\% of total revenue as securitization, credit trading, non-recourse financing and M\&A advisory services continued to show good growth. Our corporate restructuring business had an excellent year, advising Mitsui Norin and Matsuya Denki. We continue to seek growth opportunities outside of the banking sector through acquisitions and alliances to build the business in the future."
"Since we launched the bank four years ago, we focused on creating a new banking business model -- a Better Banking model that is built on a strong balance sheet and stringent risk control. In FY2003, we took steps to strengthen our Better Banking model and provide more flexibility. We completed a successful initial public offering in February 2004. In April, we changed our charter to that of an ordinary bank. These steps will allow Shinsei Bank to expand and provide better value to our customers."

## Financial Highlights - Consolidated

| Profit for the Fiscal Years Ended | billions of yen |  | change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Mar. 2004 | Mar. 2003 |  |  |
|  | a | b | a-b | \% |
| Total Revenue * | 123.9 | 107.6 | 16.3 | 15.1\% |
| Expenses* | 68.7 | 67.3 | 1.4 | 2.1\% |
| Net Business Profit (jisshitsu gyomu jun-eki)* | 55.1 | 40.2 | 14.9 | 37.1\% |
| Reference: (Credit Recoveries) | 15.4 | 8.6 | 6.8 | 79.1\% |
| Net Income | 66.4 | 53.0 | 13.4 | 25.2\% |
| Diluted Net Income per Common Share | 32.75 | 26.15 ** | 6.6 | 25.2\% |

* based on the management accounting basis
** adjusted for reverse stock split

|  | billions of yen |  |  |  |  |
| :--- | ---: | :---: | :---: | :---: | ---: |
| Balance Sheet data at the end of | Mar. 2004 | Mar. 2003 | change |  |  |
|  | a | b | a-b | $\%$ |  |
| Total Assets | $\mathbf{6 , 3 4 3 . 7}$ | $6,706.9$ | -363.2 | $-5.4 \%$ |  |
| Loans and Bills Discounted | $\mathbf{3 , 0 4 7 . 0}$ | $3,502.3$ | -455.3 | $-13.0 \%$ |  |
| Securities | $\mathbf{1 , 4 8 3 . 2}$ | $1,770.9$ | -287.7 | $-16.2 \%$ |  |
| Cash and Due from Banks | $\mathbf{3 1 2 . 7}$ | 245.3 | 67.3 | $27.5 \%$ |  |
| Debentures | $\mathbf{1 , 3 8 8 . 6}$ | $1,913.5$ | -524.8 | $-27.4 \%$ |  |
| Deposits (including NCDs) | $\mathbf{2 , 7 3 4 . 4}$ | $2,576.9$ | 157.5 | $6.1 \%$ |  |
| Total Shareholders' Equity | $\mathbf{7 3 0 . 0}$ | 679.8 | 50.1 | $7.4 \%$ |  |


| References | Mar. 2004 | Mar. 2003 |
| :--- | ---: | ---: |
| Exchange Rate $(\nexists / \$)$ | 105.70 | 120.20 |
| Nikkei Average | $11,715.39$ | $7,972.71$ |

## Problem Claims (Based on Financial Revitalization Law)

(Non-consolidated)


## Reserve for Credit Losses (Non-consolidated)

|  |  | in billions of yen |  |  |
| :--- | ---: | ---: | ---: | :---: |
| Meserve for Credit Losses | Mar.31, '04 <br> a | Mar.31, '03 <br> b | Change <br> a-b |  |
| General | $\mathbf{1 7 7 . 9}$ | 216.5 | -38.6 |  |
| Specific | $\mathbf{6 1 . 7}$ | 96.5 | -34.8 |  |
| Restructuring Contries | $\mathbf{1 1 6 . 1}$ | 119.9 | -3.8 |  |

## Capital Adequacy Ratio (Consolidated)

| in billions of yen |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Mar.31, '04 | Mar.31, '03 | Change |  |
|  | a | b | a-b | $\%$ |
| Capital Adequacy Ratio | $\mathbf{2 1 . 1 3 \%}$ | $20.10 \%$ | $1.03 \%$ |  |
| Tier I Ratio | $\mathbf{1 6 . 1 5 \%}$ | $14.27 \%$ | $1.88 \%$ |  |
| Tier I Capital | $\mathbf{7 2 0 . 3}$ | 659.8 | 60.5 | $9.2 \%$ |
| Tier II Capital | $\mathbf{2 2 6 . 8}$ | 273.3 | -46.5 | $-17.0 \%$ |
| Risk Assets | $\mathbf{4 , 4 5 8 . 7}$ | $4,622.8$ | -164.1 | $-3.5 \%$ |

## Financial Data

## Financial Data - Consolidated

1. Risk-Monitored Loan in billions of yen

|  | Mar.31, '04 <br> a | $\begin{gathered} \text { Mar.31, '03 } \\ \text { b } \\ \hline \end{gathered}$ | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | a-b | \% |
| Loans to Bankrupt Obligors | 8.0 | 13.4 | -5.5 | -40.8\% |
| (\% of loans) | (0.3\%) | (0.4\%) | -0.1\% |  |
| Non-Accrual Deliquent Loans | 69.5 | 117.3 | -47.8 | -40.7\% |
| (\% of loans) | (2.3\%) | (3.3\%) | -1.0\% |  |
| Loans Past Due Three Months or More | 8.2 | 74.3 | -66.1 | -89.0\% |
| (\% of loans) | (0.3\%) | (2.1\%) | -1.8\% |  |
| Restructured Loans | 9.2 | 24.3 | -15.1 | -62.0\% |
| (\% of loans) | (0.3\%) | (0.7\%) | -0.4\% |  |
| Total | 94.9 | 229.4 | -134.4 | -58.6\% |
| (\% of loans) | (3.1\%) | (6.5\%) | -3.4\% |  |


| ref. Loans and Bills Discounted | $\mathbf{3 , 0 4 7 . 0}$ | $3,502.3$ | -455.3 | $-13.0 \%$ |
| :--- | ---: | ---: | ---: | ---: |

## 2. Reserve Ratio to Risk Monitored Loans

|  | Mar.31, '04 <br> a | Mar.31, '03 <br> b | change <br> a-b |
| :--- | :---: | :---: | :---: |
| Reserve Ratio to Risk Monitored Loans | $\mathbf{1 8 7 . 4 \%}$ | $94.4 \%$ | $93.0 \%$ |

## 3. Subsidiaries and Affiliates

|  | Mar.31, '04 | Mar.31, '03 |
| :--- | ---: | ---: |
| Subsidiaries | $\mathbf{5 1}$ | 31 |
| Affiliates accounted for using the equity method | $\mathbf{4}$ | 3 |



Consolidated Balance Sheets - Assets : FY'02-FY'03

|  | \# | Mar.31,2004 | Mar.31,2003 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | a | b | a-b | \% |
| Loans and Bills Discounted | 1 | 3,047,042 | 3,502,349 | -455,306 | -13.0\% |
| Foreign Exchanges | 2 | 9,490 | 10,273 | -783 | -7.6\% |
| Securities | 3 | 1,483,234 | 1,770,996 | -287,762 | -16.2\% |
| Monetary Assets Held in Trust | 4 | 242,750 | 170,045 | 72,705 | 42.8\% |
| Trading Assets | 5 | 635,096 | 361,175 | 273,920 | 75.8\% |
| Other Monetary Claims Purchased | 6 | 246,987 | 201,943 | 45,043 | 22.3\% |
| Collateral Related to Securities Borrowing Transactions | 7 | 18,121 | 1,966 | 16,155 |  |
| Call Loans | 8 | - | 536 | -536 | -100.0\% |
| Cash and Due from Banks | 9 | 312,709 | 245,337 | 67,372 | 27.5\% |
| Other Assets | 10 | 375,075 | 503,635 | -128,560 | -25.5\% |
| Premises and Equipment | 11 | 89,703 | 86,117 | 3,585 | 4.2\% |
| Deferred Discounts and Issuance Expenses on Debentures | 12 | 179 | 185 | -5 | -2.7\% |
| Deferred Tax Assets | 13 | 22,941 | 18,435 | 4,506 | 24.4\% |
| Customers' Liabilities for Acceptances and Guarantees | 14 | 38,339 | 50,544 | -12,205 | -24.1\% |
| Reserve for Credit Losses | 15 | -177,916 | -216,570 | 38,654 | -17.8\% |
| Total Assets | 16 | 6,343,755 | 6,706,971 | -363,216 | -5.4\% |
| US\$ / yen |  | @105.70 | @120.20 |  |  |

Consolidated Balance Sheets
-Liabilities, Minority Interests in Subsidiaries and Shareholders' Equity : FY'02-FY'03


Consolidated Statements of Capital Surplus and Retained Earning (See Note C)

|  | millions of yen |  |  | $\%$ |
| :---: | ---: | ---: | ---: | ---: |
|  | Mar. 2004 | Mar. 2003 | Difference |  |
| CAPITAL SURPLUS] |  |  |  |  |
| Balance at beginning of period | $¥ 18,558$ | $¥ 18,558$ |  | $\neq-$ |
| Balance at end of period | 18,558 | 18,558 |  | - |
| [RETAINED EARNINGS] |  |  |  | - |
| Balance at beginning of period | 194,666 | 145,094 | 49,572 | 25.47 |
| Increase | 66,404 | 53,030 | 13,374 | 20.14 |
| Net income | 66,404 | 53,030 | 13,374 | 20.14 |
| Decrease | 10,333 | 3,457 | 6,875 | 66.53 |
| Cash dividends | 10,333 | 3,457 | 6,875 | 66.53 |
| Balance at end of period | $¥ 250,737$ | $¥ 194,666$ | $¥ 56,071$ | 22.36 |


|  | Mar. 31,2004 | Mar. 31,2003 | Change |
| :---: | :---: | :---: | :---: |
| I. Cash flows from operating activities: |  |  |  |
| Net income before income taxes and minority interests | $¥ 68,907$ | 46,330 | 22,577 |
| Depreciation | 3,353 | 3,183 | 169 |
| Amortization of goodwill | 5 | - | 5 |
| Equity in gains(losses) of affiliates | (506) | 208 | (714) |
| Net change in reserve for loan losses | $(40,105)$ | $(153,462)$ | 113,356 |
| Net change in reserve for bonus payable | (468) | 513 | (982) |
| Net change in reserve for retirement benefits | $(5,310)$ | $(16,909)$ | 11,599 |
| Net change in reserve for loss on disposition of premises and equipment | (450) | 397 | (847) |
| Net change in provision of reserve for loss on sale of bonds | 670 | 1,248 | (578) |
| Interest income | $(89,192)$ | $(111,289)$ | 22,096 |
| Interest expenses | 32,009 | 45,172 | $(13,163)$ |
| Gain(Loss) on securities sold | $(18,478)$ | 11,734 | $(30,212)$ |
| Gain on money held in trust | $(2,196)$ | $(1,611)$ | (585) |
| Net exchange losses | 24,452 | 40,579 | $(16,126)$ |
| Net change on sale of premises and equipment | 583 | 1,096 | (513) |
| Net change in trading assets | $(273,920)$ | 81,806 | $(355,726)$ |
| Net change in trading liabilities | $(25,265)$ | $(56,083)$ | 30,818 |
| Net change in loans and bills discounted | 451,744 | 1,292,884 | $(841,139)$ |
| Net change in deposits | 24,029 | 382,017 | $(357,988)$ |
| Net change in negotiable certificates of deposit | 141,034 | $(65,858)$ | 206,893 |
| Net change in debentures | $(521,475)$ | $(846,846)$ | 325,371 |
| Net change in borrowed money (other than subordinated debt) | 35,528 | 777 | 34,750 |
| Net change in due fom banks (other than deposit with the bank of japan) | $(53,846)$ | 98,744 | $(152,590)$ |
| Net change in call loans,commercial paper | 536 | 296,023 | $(295,487)$ |
| Net cahnge in other monetary claims purchased | $(26,492)$ | $(132,963)$ | 106,470 |
| Net change in collateral related to securities borrowing transactions | $(16,155)$ | 123,296 | $(139,451)$ |
| Net change in payables under repurchase agreements | 280,675 | 164,958 | 115,716 |
| Net change in call money | 112,559 | $(329,900)$ | 442,459 |
| Net change in commercial paper | - | $(1,000)$ | 1,000 |
| Net change in collateral related to securities lending transactions | $(368,069)$ | $(184,854)$ | $(183,214)$ |
| Net cahnge in foreign exchange assets | 783 | 138,977 | $(138,194)$ |
| Net change in foreign exchange liabilities | (8) | (52) | 44 |
| Net Decrease in net Trust Account | 7,005 | $(44,128)$ | 51,134 |
| Interest received | 100,640 | 116,751 | $(16,110)$ |
| Interest paid | $(35,599)$ | $(56,140)$ | 20,540 |
| Net change in trading securities | $(11,848)$ | $(34,283)$ | 22,435 |
| Net change in money held in trust | $(66,907)$ | $(75,972)$ | 9,064 |
| Others, net | $(70,381)$ | $(344,487)$ | 274,106 |
| Subtotal | $(342,159)$ | 390,858 | $(733,017)$ |
| Income taxes paid | $(1,272)$ | (449) | (822) |
| Net cash used in operating activities | $(343,431)$ | 390,408 | $(733,840)$ |
| II. Cash flows from investing activities: |  |  |  |
| Purchases of securities | $(2,409,543)$ | $(3,358,218)$ | 948,675 |
| Proceeds from sale of securities | 701,198 | 966,121 | $(264,923)$ |
| Proceeds from redemption of securities | 2,135,689 | 2,080,080 | 55,608 |
| Investment in money held in trust | $(7,484)$ | $(10,886)$ | 3,402 |
| Proceeds from disposition of money held in trust | 3,883 | 91,260 | $(87,377)$ |
| Purchases of premises and equipment | $(5,766)$ | $(9,515)$ | 3,748 |
| Proceeds from sale of premises and equipment | - | 1,744 | $(1,744)$ |
| Payment related to acquisiton of new subsidiary | (22) | (390) | 368 |
| Payment relaed to additional investment for subsidiary | $(5,799)$ | - | $(5,799)$ |
| Proceeds from sales of subsidiaries | 22 | - | 22 |
| Payment related to investing new affliate | - | $(2,767)$ | 2,767 |
| Net cash provided by investing activities | 412,178 | $(242,571)$ | 654,750 |
| III. Cash flows from financing activities: |  |  |  |
| Repayment of subordinated borrowings | $(38,000)$ | $(117,600)$ | 79,600 |
| Payment for redemption of subordinated debts | $(2,226)$ | $(19,398)$ | 17,172 |
| Dividends paid | $(10,333)$ | $(3,457)$ | $(6,875)$ |
| Payment related to tresury stock | (1) | - | (1) |
| Net cash used in financing activities | $(50,560)$ | $(140,456)$ | 89,895 |
| IV. Net increase in cash and cash equivalents | 18,186 | 7,380 | 10,805 |
| V. Cash and cash equivalents at beginning of year | 138,991 | 131,610 | 7,380 |
| VI. Cash and cash equivalents at end of year | ¥157,178 | 138,991 | 18,186 |

## Financial Highlights - Non-Consolidated

| Profit for the Fiscal Years Ended | billions of yen |  | change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Mar. 2004 | Mar. 2003 |  |  |
|  | a | b | a-b | \% |
| Total Revenue | 111.5 | 108.9 | 2.6 | 2.4\% |
| Net Business Profit (jisshitsu gyomu jun-eki)* | 47.4 | 45.2 | 2.2 | 4.9\% |
| Reference: (Bond Gains - net) | 1.8 | -15.1 | 16.9 | -112.1\% |
| Net Operating Income (keijou rieki) | 44.8 | 38.0 | 6.8 | 17.9\% |
| Reference: (Stock Gains - net) | 5.5 | -0.8 | 6.3 | -787.5\% |
| (Credit Recoveries) | -16.7 | -10.0 | -6.7 | 67.0\% |
| Net Income | 65.3 | 59.0 | 6.3 | 10.7\% |
| Diluted Net Income per Common Share (yen) | 32.21 | 29.14 ** | -3.07 |  |
| Dividend per Share (yen) Common | 2.22 | 2.22 ** | - |  |
| Class A preferred | 13.00 | 13.00 | - |  |
| Class B preferred | 4.84 | 4.84 | - |  |
| * based on management accounting basis |  |  |  |  |
| ** adjusted for reverse stock split |  |  |  |  |


|  | billions of yen |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Balance Sheet data at the end of | Mar. 2004 | Mar. 2003 | change |  |  |
|  | a | b | $\mathrm{a}-\mathrm{b}$ | $\%$ |  |
| Total Assets | $\mathbf{6 , 4 0 6 . 3}$ | $6,763.7$ | -357.4 | $-5.3 \%$ |  |
| Loans and Bills Discounted | $\mathbf{3 , 2 1 7 . 8}$ | $3,673.2$ | -455.4 | $-12.4 \%$ |  |
| Securities | $\mathbf{1 , 5 0 8 . 2}$ | $1,768.0$ | -259.8 | $-14.7 \%$ |  |
| $\quad$ Corporate Equities | $\mathbf{2 9 . 1}$ | 21.5 | 7.6 | $35.3 \%$ |  |
| Cash and Due from Banks | $\mathbf{3 0 5 . 6}$ | 242.7 | 62.9 | $25.9 \%$ |  |
| Debentures | $\mathbf{1 , 3 6 2 . 3}$ | $1,888.4$ | -526.1 | $-27.9 \%$ |  |
| Deposits (including NCDs) | $\mathbf{2 , 7 7 8 . 5}$ | $2,602.9$ | 175.6 | $6.7 \%$ |  |
| Total Shareholders' Equity | $\mathbf{7 2 9 . 3}$ | 680.4 | 48.9 | $7.2 \%$ |  |

## References

Exchange Rate (\#/\$)
Nikkei Average

| Mar. 2004 | Mar. 2003 |
| ---: | ---: |
| 105.70 | 120.20 |
| $\mathbf{1 1 , 7 1 5 . 3 9}$ | $7,972.71$ |


| FY'03 ${ }^{\text {FY'02 }}$ Change |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \# | a | b | a-b | \% |
| Operating Income | 1 | 162,890 | 189,919 | -27,029 | -14.2\% |
| Interest Income | 2 | 87,833 | 120,196 | -32,363 | -26.9\% |
| Interest on Loans and Bills Discounted | 3 | 63,578 | 90,594 | -27,016 | -29.8\% |
| Interest and Dividends on Securities | 4 | 16,467 | 21,538 | -5,071 | -23.5\% |
| Interest on Bills Purchased | 5 | 0 | 3 | -3 | -100.0\% |
| Interest on Collateral Related to Securities Borrowing Transactions | 6 | 3 | 23 | -20 | -87.0\% |
| Interest on Call Loans | 7 | 5 | 13 | -8 | -61.5\% |
| Interest on Due from Banks | 8 | 1,957 | 1,535 | 422 | 27.5\% |
| Interest on Swaps | 9 | 4,956 | 5,037 | -81 | -1.6\% |
| Other Interest Income | 10 | 865 | 1,449 | -584 | -40.3\% |
| Fees and Commissions | 11 | 18,883 | 18,399 | 484 | 2.6\% |
| Domestic and Foreign Exchange Commissions | 12 | 374 | 230 | 144 | 62.6\% |
| Others | 13 | 18,509 | 18,168 | 341 | 1.9\% |
| Trading Revenue | 14 | 2,590 | 2,807 | -217 | -7.7\% |
| Revenue from Trading Securities and Derivatives | 15 | 42 | 314 | -272 | -86.6\% |
| Revenue from Securities and Derivatives Related to Trading Transactions | 16 |  | 467 | -467 | -100.0\% |
| Revenue from Trading-Related Financial Derivatives Transactions | 17 | 2,547 | 1,556 | 991 | 63.7\% |
| Other Trading Revenue | 18 |  | 469 | -469 | -100.0\% |
| Other Business Income | 19 | 16,464 | 7,953 | 8,511 | 107.0\% |
| Income on Foreign Exchange Transactions | 20 | 3,530 |  | 3,530 |  |
| Income on Sales of Investment Bonds | 21 | 3,886 | 7,494 | -3,608 | -48.1\% |
| Income on Investment Bonds Redeemed | 22 |  | 71 | -71 |  |
| Income from Trading-Related Financial Derivatives | 23 | 2,494 |  | 2,494 |  |
| Others | 24 | 6,552 | 387 | 6,165 | 1593.0\% |
| Other Operating Income | 25 | 37,117 | 40,562 | -3,445 | -8.5\% |
| Gains on Sales of Stocks and Other Equity-Related Securities | 26 | 5,680 | 3,597 | 2,083 | 57.9\% |
| Gains on Money Held in Trust | 27 | 27,412 | 33,573 | -6,161 | -18.4\% |
| Others | 28 | 4,024 | 3,391 | 633 | 18.7\% |
| Operating Expenses | 29 | 118,083 | 151,830 | -33,747 | -22.2\% |
| Interest Expenses | 30 | 31,715 | 45,569 | -13,854 | -30.4\% |
| Interest on Coupon Debentures | 31 | 8,397 | 19,000 | -10,603 | -55.8\% |
| Amortization of Discount on Debentures | 32 |  | 198 | -198 | -100.0\% |
| Interest on Deposits | 33 | 12,082 | 10,474 | 1,608 | 15.4\% |
| Interest on Negotiable Certificates of Deposit | 34 | 147 | 516 | -369 | -71.5\% |
| Interest on Borrowings | 35 | 10,175 | 13,332 | -3,157 | -23.7\% |
| Interest on Payables under Repurchase Agreements | 36 |  | 0 |  |  |
| Interest on Commercial Paper | 37 |  | 0 |  |  |
| Interest on Call Money | 38 | 169 | 28 | 141 | 503.6\% |
| Interest on Payables under Repurchase Agreements | 39 | 13 | 10 | 3 | 30.0\% |
| Interest on Collateral Related to Securities Lending | 40 | 59 | 311 | -252 | -81.0\% |
| Other Interest Expenses | 41 | 669 | 1,697 | -1,028 | -60.6\% |
| Fees and Commissions | 42 | 7,138 | 3,824 | 3,314 | 86.7\% |
| Domestic and Foreign Exchange Commissions | 43 | 1,109 | 404 | 705 | 174.5\% |
| Others | 44 | 6,028 | 3,420 | 2,608 | 76.3\% |
| Trading Expenses | 45 | 435 |  | 435 |  |
| Expenses on Trading-Related Financial Derivatives Transactions | 46 | 210 |  | 210 |  |
| Others | 47 | 224 |  | 224 |  |
| Other Business Expenses | 48 | 2,388 | 25,439 | -23,051 | -90.6\% |
| Amortization of Expenses on Debenture Issuance | 49 | 193 | 278 | -85 | -30.6\% |
| Loss on Foreign Exchange Transactions | 50 |  | 1,914 | 1,914 |  |
| Loss on Sales of Investment Bonds | 51 | 2,005 | 5,583 | -3,578 | -64.1\% |
| Loss on Investment Bonds Redemption | 52 | 47 | 0 | 47 |  |
| Devaluation of Investment Bonds | 53 |  | 17,074 | -17,074 | -100.0\% |
| Expenses on Derivatives | 54 |  | 332 | -332 | -100.0\% |
| Others | 55 | 141 | 255 | -114 | -44.7\% |
| General and Administrative Expenses | 56 | 65,462 | 65,278 | 184 | 0.3\% |
| Other Operating Expenses | 57 | 10,942 | 11,718 | -776 | -6.6\% |
| Write-Off of Bad Loans | 58 | 583 | 381 | 202 | 53.0\% |
| Loss on Sales of Stocks and Other Equity-Related Securities | 59 | 167 | 294 | -127 | -43.2\% |
| Loss on Devaluation of Stocks and Other Securities | 60 | 5 | 4,098 | -4,093 | -99.9\% |
| Loss on Monetary Assets Held in Trust | 61 | 1,593 | 510 | 1,083 | 212.4\% |
| Provision to Reserve for Loss on Sale of Bonds | 62 | 1,532 | 1,248 | 284 | 22.8\% |
| Others | 63 | 7,060 | 5,185 | 1,875 | 36.2\% |
| Net Operating Income | 64 | 44,806 | 38,089 | 6,717 | 17.6\% |
| Extraordinary Income | 65 | 23,002 | 16,579 | 6,423 | 38.7\% |
| Gain on Disposal of Premises and Equipment | 66 |  | 371 | -371 | -100.0\% |
| Recoveries of Written-Off Claims | 67 | 1,464 | 0 | 1,464 |  |
| Others | 68 | 21,537 | 16,206 | 5,331 | 32.9\% |
| Extraordinary Expenses | 69 | 1,614 | 2,944 | -1,330 | -45.2\% |
| Loss on Disposal of Premises and Equipment | 70 | 1,614 | 2,494 | -880 | -35.3\% |
| Provision to Reserve for Loss on Disposal of Premises and Equipment | 71 |  | 450 | -450 | -100.0\% |
| Income before Income Taxes | 72 | 66,193 | 51,724 | 14,469 | 28.0\% |
| Income Taxes (Current) | 73 | -1,095 | 71 | -1,166 | -1642.3\% |
| Income Taxes (Deferred) | 74 | 1,968 | -7,438 | 9,406 | -126.5\% |
| Net Income | 75 | 65,320 | 59,091 | 6,229 | 10.5\% |
| Profit Brought Forward from Previous Term | 76 | 186,297 | 135,472 | 50,825 | 37.5\% |
| Interim Dividends Paid | 77 | 3,444 |  | 3,444 |  |
| Transfer to Legal Reserve | 78 | 688 |  | 688 |  |
| Undivided Profit at Term End | 79 | 247,485 | 194,564 | 52,921 | 27.2\% |


| Mar31,2004 $\quad$ Mar31,2003 $\quad$ Change |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \# | a | b | a-b | \% |
| Loans and Bills Discounted | 1 | 3,217,804 | 3,673,158 | -455,354 | -12.4\% |
| Loans on Deeds | 2 | 2,471,193 | 2,774,443 | -303,250 | -10.9\% |
| Loans on Notes | 3 | 397,703 | 465,132 | -67,429 | -14.5\% |
| Overdrafts | 4 | 348,619 | 432,604 | -83,985 | -19.4\% |
| Bills Discounted | 5 | 288 | 977 | -689 | -70.5\% |
| Foreign Exchanges | 6 | 9,490 | 10,273 | -783 | -7.6\% |
| Foreign Bills Bought | 7 | 5 | 2 | 3 | 150.0\% |
| Foreign Bills Receivable | 8 | 1,726 | 4,130 | -2,404 | -58.2\% |
| Due from Foreign Banks | 9 | 7,759 | 6,140 | 1,619 | 26.4\% |
| Securities | 10 | 1,508,204 | 1,768,003 | -259,799 | -14.7\% |
| Government Bonds | 11 | 868,375 | 1,347,805 | -479,430 | -35.6\% |
| Local Government Bonds | 12 | 131,909 | 20 | 131,889 | 659445.0\% |
| Corporate Bonds | 13 | 246,850 | 86,629 | 160,221 | 185.0\% |
| Equities | 14 | 29,120 | 21,510 | 7,610 | 35.4\% |
| Other Securities | 15 | 231,947 | 312,036 | -80,089 | -25.7\% |
| Monetary Assets Held in Trust | 16 | 355,327 | 176,692 | 178,635 | 101.1\% |
| Trading Assets | 17 | 633,488 | 356,406 | 277,082 | 77.7\% |
| Trading Securities | 18 | 445,556 | 212,168 | 233,388 | 110.0\% |
| Securities Related to Trading Securities | 19 | 106,844 | 31,108 | 75,736 | 243.5\% |
| Derivatives of Securities Related to Trading Transactions | 20 |  | 5 | -5 | -100.0\% |
| Trading-Related Financial Derivatives | 21 | 81,087 | 113,124 | -32,037 | -28.3\% |
| Commercial Paper and Other Monetary Claims Purchased | 22 | 91,286 | 127,072 | -35,786 | -28.2\% |
| Collateral Related to Securities Borrowing Transactions | 23 | 18,121 | 1,966 | 16,155 | 821.7\% |
| Call Loans | 24 | - | 536 | -536 | -100.0\% |
| Cash and Due from Banks | 25 | 305,563 | 242,713 | 62,850 | 25.9\% |
| Cash | 26 | 13,663 | 24,218 | -10,555 | -43.6\% |
| Due from Banks | 27 | 291,900 | 218,495 | 73,405 | 33.6\% |
| Other Assets | 28 | 334,547 | 495,490 | -160,943 | -32.5\% |
| Prepaid Expenses | 29 | 750 | 674 | 76 | 11.3\% |
| Accrued Income | 30 | 30,852 | 36,457 | -5,605 | -15.4\% |
| Margin on Future Transactions | 31 | 2,673 | 595 | 2,078 | 349.2\% |
| Suspense Payment on Future Transactions | 32 | 5 | 15 | -10 | -66.7\% |
| Derivatives | 33 | 23,731 | 20,124 | 3,607 | 17.9\% |
| Deferred Loss of Hedge Transactions | 34 | 12,399 | 42,546 | -30,147 | -70.9\% |
| Financial Stabilization Donation Fund | 35 | 70,239 | 70,239 |  |  |
| Account Receivable | 36 | 138,638 |  | 138,638 |  |
| Others | 37 | 55,257 | 324,838 | -269,581 | -83.0\% |
| Premises and Equipment | 38 | 24,123 | 21,912 | 2,211 | 10.1\% |
| Land, Buildings and Others | 39 | 17,299 | 15,287 | 2,012 | 13.2\% |
| Suspense Payment for Construction in Progress | 40 | 878 | 509 | 369 | 72.5\% |
| Security Deposit and Others | 41 | 5,945 | 6,115 | -170 | -2.8\% |
| Deferred Discounts and Issuance Expenses on Debentures | 42 | 166 | 163 | 3 | 1.8\% |
| Deferred Discounts on Debentures | 43 | 22 | 26 | -4 | -15.4\% |
| Deferred Expenses for Issuance of Debentures | 44 | 144 | 136 | 8 | 5.9\% |
| Deferred Tax Assets | 45 | 21,790 | 18,330 | 3,460 | 18.9\% |
| Customers' Liabilities for Acceptances and Guarantees | 46 | 64,358 | 87,580 | -23,222 | -26.5\% |
| Reserve for Credit Losses | 47 | -177,960 | -216,590 | 38,630 | -17.8\% |
| Total Assets | 48 | 6,406,313 | 6,763,710 | -357,397 | -5.3\% |

## Non-Consolidated Balance Sheets

- Liabilities and Shareholders' Equity : FY'02-FY'03
in millions of yen

|  | \# | Mar.31,2004 | Mar.31,2003 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | a | b | a-b | \% |
| Debentures | 1 | 1,362,261 | 1,888,405 | -526,144 | -27.9\% |
| Deposits | 2 | 2,307,413 | 2,272,868 | 34,545 | 1.5\% |
| Time Deposits | 3 | 1,180,782 | 1,537,035 | -356,253 | -23.2\% |
| Deposits at Notice | 4 | 21,484 | 36,362 | -14,878 | -40.9\% |
| Saving Deposits | 5 | 780,116 | 526,450 | 253,666 | 48.2\% |
| Current Account | 6 | 35,148 | 21,253 | 13,895 | 65.4\% |
| Others | 7 | 289,881 | 151,765 | 138,116 | 91.0\% |
| Negotiable Certificates of Deposit | 8 | 471,068 | 330,034 | 141,034 | 42.7\% |
| Borrowed Money | 9 | 335,311 | 358,259 | -22,948 | -6.4\% |
| Trading Liabilities | 10 | 90,336 | 118,255 | -27,919 | -23.6\% |
| Derivatives of Securities Related Trading Transactions | 11 |  | 4 | -4 | -100.0\% |
| Trading-related Financial Derivatives | 12 | 90,336 | 118,251 | -27,915 | -23.6\% |
| Payables under Repurchase Agreement | 13 | 445,634 | 164,958 | 280,676 | 170.1\% |
| Collateral Related to Securities Lending Transactions | 14 | 29,275 | 397,344 | -368,069 | -92.6\% |
| Call Money | 15 | 112,559 |  | 112,559 |  |
| Foreign Exchanges | 16 | 280 | 8,918 | -8,638 | -96.9\% |
| Foreign Bills Payable | 17 | 2 | 10 | -8 | -80.0\% |
| Due to Foreign Banks | 18 | 277 | 8,907 | -8,630 | -96.9\% |
| Other Liabilities | 19 | 449,169 | 441,904 | 7,265 | 1.6\% |
| Accrued Expenses | 20 | 42,767 | 46,318 | -3,551 | -7.7\% |
| Income Taxes Payable | 21 | 109 | 30 | 79 | 263.3\% |
| Unearned Revenue | 22 | 1,911 | 3,946 | -2,035 | -51.6\% |
| Suspense Receipt on Futures Transactions | 23 | 20 | 0 | -68 |  |
| Derivatives | 24 | 32,464 | 63,923 | -31,459 | -49.2\% |
| Accounts Payable | 25 | 164,543 |  | 164,543 |  |
| Suspense Receipts | 26 | 92,816 |  | 92,816 |  |
| Others | 27 | 114,535 | 327,684 | -213,149 | -65.0\% |
| Reserve for Bonuses Payable | 28 | 6,971 | 7,293 | -322 | -4.4\% |
| Reserve for Employee Retirement Benefit | 29 | 473 | 5,813 | -5,340 | -91.9\% |
| Reserve for Loss on Disposition of Premises and Equipment | 30 |  | 450 | -450 | -100.0\% |
| Reserve for Loss on Sale of Bonds | 31 | 1,918 | 1,248 | 670 |  |
| Acceptances and Guarantees | 32 | 64,358 | 87,580 | -23,222 | -26.5\% |
| Total Liabilities | 33 | 5,677,033 | 6,083,335 | -406,302 | -6.7\% |


| Capital Stock | 34 | 451,296 | 451,296 | - |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Capital Surplus | 35 | 18,558 | 18,558 | - |  |
| Additional Paid-in Capital | 36 | 18,558 | 18,558 | - |  |
| Retained Earnings | 37 | 252,308 | 197,320 | 54,988 | 27.9\% |
| Appropriated for Legal Reserve | 38 | 4,823 | 2,756 | 2,067 | 75.0\% |
| Undivided Profit at Term End | 39 | 247,485 | 194,564 | 52,921 | 27.2\% |
| Net Income | 40 | 65,320 | 59,091 | 6,229 | 10.5\% |
| Net Unrealized Gains on Securities Available-for-Sale, Net of Taxes | 41 | 7,118 | 13,199 | -6,081 | -46.1\% |
| Treasury Stock, at Cost | 42 | -1 | -0 | -1 |  |
| Total Shareholders' Equity | 43 | 729,280 | 680,374 | 48,906 | 7.2\% |
|  |  |  |  |  |  |
| Total Liabilities and Shareholders' Equity | 44 | 6,406,313 | 6,763,710 | -357,397 | -5.3\% |
| US\$ / yen |  | @105.70 | @120.20 |  |  |

## Financial Data - Non-Consolidated



* including gain/losses on monetary assets held in trust

2. Yield (Domestic Business)

|  | FY'03 | FY'02 | Change |
| :---: | ---: | ---: | ---: |
| Average Yield on Earning Assets (a) | $\mathbf{1 . 3 9 \%}$ | $1.55 \%$ | $-0.16 \%$ |
| Loans | $\mathbf{1 . 8 1 \%}$ | $2.10 \%$ | $-0.29 \%$ |
| Securities | $\mathbf{0 . 5 2 \%}$ | $0.19 \%$ | $0.33 \%$ |
|  |  |  |  |
| Average Funding Cost (b) * | $\mathbf{1 . 9 0 \%}$ | $1.69 \%$ | $0.21 \%$ |
| Average Yield on Funding Cost (c) | $\mathbf{0 . 5 6 \%}$ | $0.68 \%$ | $-0.12 \%$ |
| Debentures | $\mathbf{0 . 5 6 \%}$ | $0.84 \%$ | $-0.28 \%$ |
| Deposits and Negotiable Certificates of Deposit | $\mathbf{0 . 3 5 \%}$ | $0.35 \%$ | $0.00 \%$ |
|  |  |  |  |
| Spread (a-b) | $\mathbf{0 . 5 1 \%}$ | $-0.14 \%$ | $-0.37 \%$ |
| Spread (a-c) | $\mathbf{0 . 8 3 \%}$ | $0.87 \%$ | $-0.04 \%$ |

* (b) includes expenses as a part of funding cost.


## 3. Risk-Monitored Loans

|  |  |  |  | in millions of yen |  | <ref.> |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Mar.31,'04 | Mar.31,'03 | Change |  | Mar.31,'04 |
|  |  | a | b | a-b | \% | Consolidated |
| Loans to Bankrupt Obligors <br> (\% of loans) | A | 7,545 | $13,234$ | $\begin{aligned} & -5,689 \\ & \hline \end{aligned}$ | -43.0\% | 7,960 |
| Non-Accrual Deliquent Loans (\% of loans) | B | $\begin{aligned} & 68,610 \\ & (2.1 \%) \end{aligned}$ | $\begin{array}{r} 116,033 \\ (3.2 \%) \end{array}$ | $\begin{array}{r} -47,423 \\ -1.1 \% \end{array}$ | -40.9\% | 69,531 |
| Loans Past Due Three Months or More (\% of loans) | C | $\begin{array}{r} 8,202 \\ (0.3 \%) \end{array}$ | $\begin{array}{r} 74,310 \\ (2.0 \%) \end{array}$ | $\begin{array}{r} -66,108 \\ -1.7 \% \end{array}$ | -89.0\% | 8,202 |
| Restructured Loans (\% of loans) | D | $\begin{array}{r} 9,083 \\ (0.3 \%) \end{array}$ | $\begin{array}{r} 24,137 \\ (0.7 \%) \\ \hline \end{array}$ | $\begin{array}{r} -15,054 \\ -0.4 \% \end{array}$ | -62.4\% | 9,232 |
| $\begin{gathered} \text { Total (A+B+C+D) } \\ (\% \text { of loans }) \\ \hline \end{gathered}$ |  | $\begin{array}{r} 93,441 \\ (2.9 \%) \\ \hline \end{array}$ | $\begin{array}{r} 227,715 \\ (6.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline-134,274 \\ -3.3 \% \end{array}$ | -59.0\% | $\begin{array}{r} 94,927 \\ (3.1 \%) \\ \hline \end{array}$ |
|  |  |  |  |  |  |  |
| ref. Loans and Bills Discounted |  | 3,217,804 | 3,673,158 | -455,354 | -12.4\% | 3,047,042 |

## 4. Reserve for Credit Losses

|  | in millions of yen |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Mar.31, '04 } \\ \text { a } \end{gathered}$ | Mar.31, '03 <br> b | change a-b |
| General | 61,778 | 96,557 | -34,779 |
| Specific | 116,176 | 119,979 | -3,803 |
| Country Risk | 5 | 53 | -48 |
| Total (E) | 177,960 | 216,590 | -38,630 |

## 5. Reserve Ratio to Risk-Monitored Loans

|  | Mar.31, '04 <br> a | Mar.31, '03 <br> b | change <br> a-b |
| :--- | :---: | :---: | :---: |
| Reserve Ratio to Risk Monitored Loans <br> $(\mathrm{E} /(\mathrm{A}+\mathrm{B}+\mathrm{C}+\mathrm{D}))$ | $\mathbf{1 9 0 . 5 \%}$ | $95.1 \%$ | $95.4 \%$ |

## 6. Credit Cost

|  | in billions of yen |  |
| :--- | ---: | ---: |
|  | FY'03 | FY'02 |
| Written-off Claims | a | b |
| Specific Reserve Provisioning | $\mathbf{0 . 5}$ | 0.4 |
| Loss on Sale of Other Loans | $\mathbf{1 . 0}$ | 57.8 |
| Reversal of Reserve for Loss on Sale of Bonds | $\mathbf{-}$ | 1.5 |
| Reversal of General Reserve for Loan Losses | $\mathbf{1 . 5}$ | 1.2 |
| Reversal of Country Risk Reserve | $\mathbf{- 1 9 . 8}$ | $-\mathbf{- 7 0 . 9}$ |
| Total | $\mathbf{- 0 . 0}$ | -0.0 |

## 7. Problem Claims (Based on Financial Revitalization Law) <br> (Non-consolidated)

|  |  |  |  | ns of yen |
| :---: | :---: | :---: | :---: | :---: |
|  | Mar.31,'04 | Mar.31,'03 | Cha |  |
|  |  |  | a-b | \% |
| Bankruptcy | 11.1 | 35.7 | -24.6 | -68.9\% |
| Doubtful | 68.9 | 99.0 | -30.1 | -30.4\% |
| Special Supervision | 17.3 | 98.4 | -81.2 | -82.4\% |
| Total (A) | 97.3 | 233.2 | -135.9 | -58.3\% |
| Total claims (B) | 3,501.2 | 4,088.2 | -587.0 | -14.4\% |
| Ratio (A) / (B) | 2.8\% | 5.7\% | -2.9\% |  |
|  |  |  |  |  |
| ref. At or below "Need Caution" level | 224.5 | 482.3 | -257.8 | -53.5\% |

## 8. Average Balance of Assets and Liabilities

|  | in billions of yen |  |  |  |
| :--- | :---: | ---: | ---: | ---: |
|  | FY'03 | FY'02 | Change |  |
| Debentures | a | b | a-b | a |
| Deposits | $\mathbf{1 , 4 9 2 . 9}$ | $2,262.1$ | -769.2 | $-34.0 \%$ |
| Loans \& Bills Discounted | $\mathbf{2 , 6 8 1 . 0}$ | $2,834.7$ | -153.7 | $-5.4 \%$ |

## 9. Balance of Deposits from Individuals

in millions of yen

|  | FY'03 | FY'02 | Change |  |
| :--- | :---: | :---: | :---: | :---: |
|  | a | b | a-b | $\%$ |
| Balance of Deposits from Individuals | $1,578,578$ | $1,473,315$ | 105,263 | $7.1 \%$ |

## 10. Unrealized Gains on Available-for-Sale Securities

(Consolidated)

|  | Mar.31,'04 |  |  |
| :---: | :---: | :---: | :---: |
|  | unrealized gains (net) | gains | losses |
| Equities | 738 | 749 | 11 |
| Bonds | -682 | 1,390 | 2,072 |
| Other | 12,005 | 13,259 | 1,253 |
| Total | 12,062 | 15,399 | 3,337 |

(Non-Consolidated)

|  | Mar.31,'04 |  |  |
| :---: | :---: | :---: | :---: |
|  | unrealized gains (net) | gains | Iosses |
| Equities | 738 | 749 | 11 |
| Bonds | -743 | 1,328 | 2,071 |
| Other | 12,005 | 13,259 | 1,253 |
| Total | 12,001 | 15,337 | 3,335 |

## 11. Problem Claims

## A. Losses on Disposals

(Consolidated)

|  |  | in billions of yen |  |
| :--- | ---: | ---: | ---: |
| As of | Net provision of <br> general reserve <br> for loan losses | Disposal of <br> problem claims | Total credit <br> costs |
| March 31, 2004 | -19.7 | 4.3 | -15.4 |
| March 31, 2003 | -69.4 | 60.8 | -86.0 |

(Non-Consolidated)

|  |  | in billions of yen |  |  |
| :--- | ---: | ---: | ---: | :---: |
| As of | Net provision of <br> general reserve <br> for loan losses | Disposal of <br> problem claims | Total credit <br> costs |  |
| March 31, 2004 | $-\mathbf{- 1 9 . 8}$ | 3.1 | -16.7 |  |
| March 31, 2003 | -70.9 | 60.9 | -10.0 |  |

## B. Final Disposal of Claims and New Claims

(1) Outline

| As of | Balance of newly added problem claims <br> Millions of yen <br> (claims against possibly bankrupt obligors or worse, disclosure-basis) |
| :--- | :---: |
| March 31, 2004 | 15.2 |
| March 31, 2003 | 46.8 |


| As of | Final disposal of problem claims |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Write-off (A) | Sale, etc. (B) | Forgiveness (C) | Total (A)+(B)+(C) |
| March 31, 2004 | 8.2 | 90.6 | 5.6 | 104.5 |
| March 31, 2003 | 35.2 | 625.8 | - | 661.0 |

(2) Balance of Claims

| As of | Claims against bankrupt and quasibankrupt obligors (A) | Doubtful claims (B) | Total (A)+(B) |
| :---: | :---: | :---: | :---: |
| March 31, 2004 | 11.1 | 68.8 | 80.0 |
| Claims newly added from <br> April 1, 2002 to March 31, 2003 | 1.8 | 13.3 | 15.2 |
| Claims removed from April 1, 2002 to March 31, 2003 | -29.5 | -40.3 | -69.9 |
| Net change from April 1, 2002 to March 31, 2003 | -24.5 | -30.1 | -54.7 |
| March 31, 2003 | 35.7 | 99.0 | 134.7 |

Note:

* The balance of claims against bankrupt and quasi-bankrupt obligors as of March 31, 2004 includes JPY11.1 billion of claims not appearing on the balance sheet as a result of off-balance arrangements.
C. Balance (comparison with the interim period end)

|  | in billions of yen |  |  |
| :--- | ---: | ---: | ---: |
| As of | Claims against <br> bankrupt and quasi- <br> bankrupt obligors (A) | Doubtful claims (B) | Total (A)+(B) |
| September 30, 2003 | $\mathbf{1 4 . 6}$ | 94.4 | 109.0 |
| Claims newly added from <br> October 1, 2002 to March 31, 2003 | $\mathbf{0 . 4}$ |  |  |
| Claims removed from October 1, 2002 to <br> March 31, 2003 | $\mathbf{- 6 . 0}$ | 4.5 | 4.9 |
| Net change from October 1, 2002 <br> to March 31, 2003 | $\mathbf{- 3 . 4}$ | -27.8 | -33.9 |

## D. Details of Arrangements to Remove Claims from the Balance Sheet

|  | Disposal by liquidation (A) | $\qquad$ | Disposal byimprovement inconditionsaccompanyingobligorrevitalization (C) | Securitization |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Total (D) | Sale to RCC |
| Results of the fiscal year ended March 31, 2004 | -0.6 | -0.2 | - | -49.6 | - |
| Results of the six months ended March 31, 2003 | -0.0 | -0.1 | - | -35.5 | - |



## E. Financial Support for Borrowers

In Fiscal 2003, the Bank had one debt equity swap of 4.7 billion yen and two debt forgiveness of total 5.6 billion yen.

## F. Reserve Ratio

|  | As of March 31, <br> $\mathbf{2 0 0 4}$ | As of March 31, <br> $\mathbf{2 0 0 3}$ | As of Sep. 30, <br> $\mathbf{2 0 0 3}$ |
| :--- | ---: | ---: | ---: |
| (i) Legally or Virtually Bankrupt Obligors <br> (out of unsecured portion of claims) | $100.00 \%$ |  | $100.00 \%$ |

## G. Reserve by Discounted Cash Flow Method

Since last fiscal year, we have established reserves for loan losses using the DCF method to $90 \%$ of claims, by balance, against substandard obligors and possibly bankrupt obligors.
(Note A)
The table represents a translation of the original consolidated statements of income prepared in the Japanese language in accordance with regulations of consolidated financial statements.
(Note B)
The table represents a translation of the original consolidated balance sheets prepared in the Japanese language in accordance with regulations of consolidated financial statements.
(Note C)
The table represents a translation of the original consolidated statements of capital surplus and retained earnings prepared in the Japanese language in accordance with regulations of consolidated financial statements.
(Note D)
The table represents a translation of the original consolidated statements of cash flows prepared in the Japanese language in accordance with regulations of consolidated financial statements.
(Note E)
The table represents a translation of the original non-consolidated statements of income prepared in the Japanese language in accordance with commercial code of Japan.
(Note F)
The table represents a translation of the original non-consolidated balance sheets prepared in the Japanese language in accordance with commercial code of Japan.

