# **JUROKU Financial Group**

# FY2022 Interim Financial Results September 2022

# December 6, 2022



TSE 1<sup>st</sup> Section and NSE 1<sup>st</sup> Section (7380)

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- ※ The Juroku Financial Group was established on October 1, 2021. Consolidated figures prior to the September 2021 term are associated with the Juroku Bank Group, the parent company of which is Juroku Bank.
  - ※ Descriptions of business projections and other future developments provided in this document are based on information currently available to Juroku Financial Group and some assumptions considered to be rational. Actual business performance, etc., could be significantly different due to a variety of factors.

# Summary

## Section I: Interim Results for FY2022

- The consolidated core net operating profit reached 18.2 billion yen, up 3.6 billion yen year-on-year, as a result of an increase in consolidated core gross operating profit and a decline in expenses. The ordinary profit and interim net profit attributable to owners of the parent company both increased for the fifth consecutive fiscal term.
- The adjusted OHR for both Juroku Financial Group (FG) consolidated results and Juroku Bank non-consolidated results reached the lower 50% range.
- The total payout ratio for the March 2023 term based on the official business projection (consolidated net income of 17.5 billion yen) is expected to reach 33.6%, given the increased interim dividend (commemorative dividend of 10 yen) and acquisition of own shares in November.

## Section II: Initiatives for Sustainability

- The Group established 4 new working groups as subsidiaries of the Sustainability Council for an advanced sustainability management structure.
- Group companies are collaborating to roll out sustainability initiatives. Each Sustainability KPI set in May 2022 shows steady progress.

### Section III: Progress in the First Management Plan

- The Group has taken various measures by setting the final fiscal year under the first Management Plan as a period to convert the Group's business model and build a foundation for sustainable growth.
- Various numerical targets have been achieved ahead of schedule in the March 2022 term. The September 2022 term has seen further enhancements in profitability, fiscal integrity, and efficiency.

## Section IV: Future Direction of Management

- In addition to developing the Long-Term Vision--a blueprint of where the Juroku Financial Group wants to be in a decade from now--the Group will draw up the 5-year Medium-Term Management Plan eyeing the Juroku Bank's 150th anniversary.
- April 2023 will see the introduction of a new HR system and a transition to a holding company system to reform the actions and mentality of the Group in its entirety, as well as to grow through the empowerment of diverse human resources and proactive action.
- The Group will also consolidate its emblem with that of the Juroku Bank, which has been in use for over half a century, in turn further enhancing the sense of solidarity among all Group directors and employees and strengthening inter-Group coordination.

# Section I: Interim Results for FY2022

# Section II: Initiatives for Sustainability

## Section III: Progress in the First Management Plan

Section IV: Future Direction of Management

# Summary of consolidated results

- Juroku FG consolidated results
- The consolidated core net operating profit reached 18.2 billion yen, up 3.6 billion yen year-on-year. This was a result of an increase in fees and commissions and other operating profit (excluding profit/loss on JBGs and other debt securities) boosting the consolidated core gross operating profit and reducing expenses.
- [Consolidated results] The ordinary profit and interim net income attributable to owners of the parent company both increased for the fifth consecutive fiscal term (including the Juroku Bank's consolidated results prior to the transition to a holding company).

			(Unit: 10	00 million ye	en)
Juroku FG consolidated results	2020/9	2021/9 A	2022/9 B	Year-on-Year B-A	
Consolidated core gross operating profit	345	378	403	1 2	5
Net interest income	252	266	266		0
Fees and commissions	72	84	92		8
Other operating profit (Excluding profit on JBGs and other debt securities)	20	26	45	1	9
Expenses	240	231	220	2 -1	1
Personnel expenses	129	124	120		4
Non-personnel expenses	95	90	85	-	5
Consolidated core net operating profit	104	146	182	3 3	6
Profit on JGBs and other debt securities	14	3	-48	-5	1
Consolidated net business profit	118	150	134	-1	6
Credit costs	28	21	5	-1	6
Profit on equities	25	11	14		3
Ordinary profit	118	150	155	4	5
Interim net income attributable to owners of the parent company	75	103	103	5	0

# Consolidated core gross operating profit

Greater fees and commissions, and other operating profit (excluding profit/loss on JBGs and other debt securities), have resulted in a 2.5 billion yen year-on-year increase



A drop in personnel and nonpersonnel expenses has resulted in a 1.1 billion yen year-on-year decline

# Consolidated core net operating profit

Higher consolidated core gross operating profit and lower expenses have resulted in a 3.6 billion yen year-on-year increase

#### [Consolidated results] Ordinary profit

#### 5 Interim net income attributable to owners of the parent company

The [consolidated results] of ordinary profit increased by 0.5 billion yen yearon-year and the interim net income attributable to owners of the parent company jumped by 7 million yen yearon-year, both rising for the fifth consecutive term. This was a result of a decline in credit costs and an increase in stock-related profit/loss, despite a 4.8 billion yen loss of JGBs and other debt securities.

\*The Juroku Financial Group was established on October 1, 2021. Consolidated figures prior to the September 2021 term are associated with the Juroku Bank Group, the parent company of which is Juroku Bank.

# Summary of non-consolidated results of Juroku Bank

- The core net operating profit reached an interim-record 16.7 billion yen, up 3.6 billion yen year-on-year. This was a result of an increase in fees and commissions and other operating profit (excluding profit/loss on JBGs and other debt securities) boosting the core gross operating profit and reducing expenses.
- The ordinary profit increased for the fifth consecutive fiscal term.

		(Unit: 100 million yer					
Ju	roku Bank non-consolidated results	2020/9	2021/9 A	2022/9 B	Year-on-Year B-A		
С	ore gross operating profit	304	329	354	1 25		
	Net interest income	255	268	265	-3		
	Fees and commissions	45	55	62	7		
	Other operating profit (Excluding profit on JBGs and other debt securities)	4	5	26	21		
E	xpenses	207	197	187	2 -10		
	Personnel expenses	105	100	92	-8		
	Non-personnel expenses	85	80	79	-1		
Сс	pre net operating profit	97	131	167	3 36		
Pr	ofit on JGBs and other debt securities	14	3	-48	-51		
Ne	et business income	111	135	119	-16		
Cr	edit costs	27	19	5	-14		
Profit on equities		25	10	14	4		
Ordinary profit		112	138	142	4 4		
Int	erim net income	75	100	95	5 -5		

#### 1 Core gross operating profit

Juroku Bank non-

consolidated results

Greater fees and commissions. and other operating profit (excluding profit/loss on JBGs and other debt securities), have resulted in a 2.5 billion yen yearon-year increase

#### 2 Expenses

Personnel expenses have dropped in particular, resulting in a 1 billion yen year-on-year decline

#### Core net operating profit

An interim-record 16.7 billion yen has been achieved from an increase in core gross operating profit and a decline in expenses

#### 4 Ordinary profit

The ordinary profit increased for the fifth consecutive term despite a 4.8 billion yen loss of JGBs and other debt securities, as a result of a decline in credit costs and an increase in stock-related profit/loss, which resulted in a year-on-year increase of 0.4 billion yen

#### 5 Interim net income

The interim net income marked a 0.5 billion ven decline vear-onyear resulting from increased income taxes-deferred

# Business performance of Group companies

- Juroku FG consolidated results
- The Group companies' total (excluding Juroku Bank) contribution to the interim net income attributable to owners of the parent company reached 807 million yen, up 79 million yen year-on-year, as a result of setting Group companies (excluding joint ventures) as wholly-owned subsidiaries of the Juroku FG or Juroku Bank.

## Business performance of Group companies

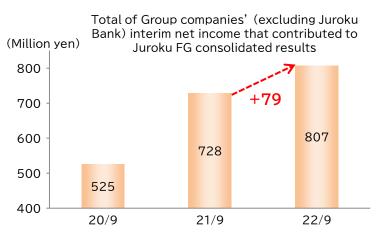
(Unit: 100 million yen)

	Juroku Bank		Total of Grou (excl. Jurc		Juroku TT Securities	Juroku Lease	Juroku Card	Juroku Credit Guarantee	Others*	Offsetting, etc.		ted results
	22/9	Year-on-Year	22/9	Year-on-Year	22/9	22/9	22/9	22/9	22/9	22/9	22/9	Year-on-Year
Core gross operating profit	354	25	54	-3	13	10	10	13	6	-5	403	25
Expenses	187	-10	40	2	9	8	9	5	7	-6	220	-11
Core net operating profit	167	36	14	-4	4	2	1	7	-0	0	182	36
Ordinary profit	142	4	13	-3	4	2	0	7	-0	-0	155	5

\*Other Group companies: Juroku Research Institute, Juroku Densan Digital Service, NOBUNAGA Capital Village, Kanda Machiokoshi, Juroku Business Service

#### Results of September 2022 term (vs. late March 2022)

Juroku TT	No. of securities	20,679 accounts
Securities	accounts	(+1,023)
Juroku Lease	No. of clients	5,944 clients (+112)
Juroku Card	No. of merchant agreements	18,003 agreements (+253)
Juroku Credit	Cautionary	1,709.8 billion yen
Guarantee	balance	(+40.2 billion yen)

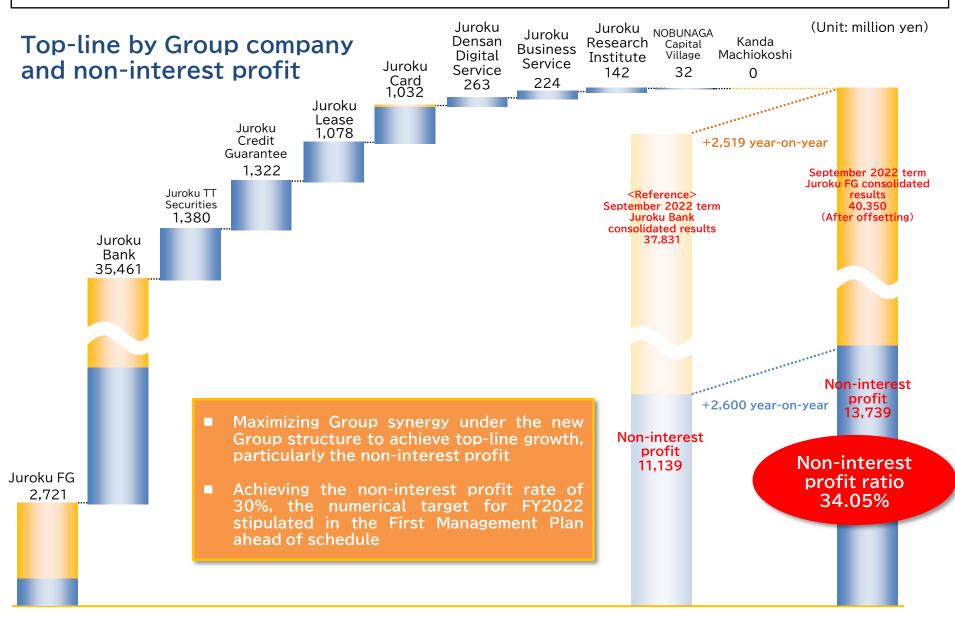


# Progress in non-interest profit of Group companies

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Juroku FG

• Maximizing Group synergy to achieve top-line growth (core gross operating profit), particularly non-interest profit.



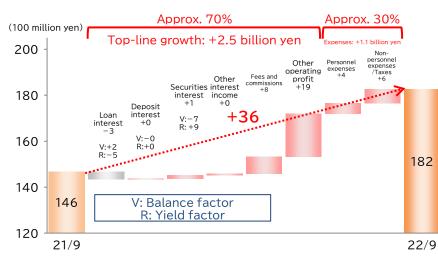
Juroku FG consolidated results

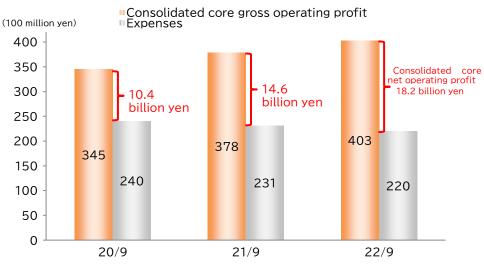
- The consolidated core gross operating profit jumped by 3.6 billion yen year-on-year to 18.2 billion yen thanks to higher consolidated core gross operating profit and lower expenses.
- Transition of core gross operating profit and expenses

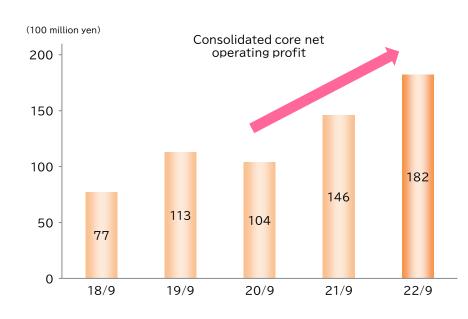
		(Unit: 100 million yen)					
	Juroku FG consolidated results	20/9	21/9 A	22/9 B	Difference B-A		
Cor	nsolidated core gross operating profit	345	378	403	25		
	Net interest income	252	266	266	0		
	Fees and commissions	72	84	92	8		
	Other operating profit (*)	20	26	45	19		
Exp	penses	240	231	220	-11		
Cor	solidated core net operating profit	104	146	182	36	D	

\*Excluding profit/loss on JBGs and other debt securities

 Fluctuation factors and transition of the consolidated core net operating profit





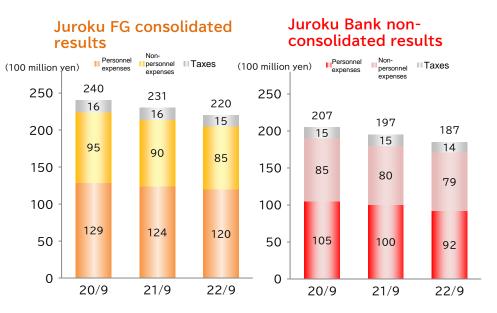


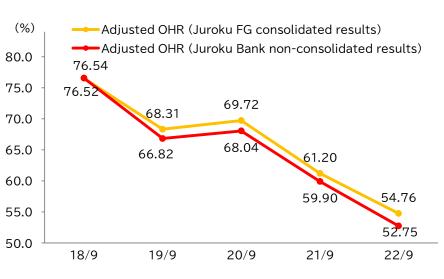
◆ Adjusted OHR improved by 6.44 percentage points year-on-year to 54.76% in Juroku FG consolidated results, and by 7.15 percentage points year-on-year to 52.75% in Juroku Bank non-consolidated results.

	Expenses (Unit: 100 million yen)									
			20/9	21/9 A	22/9 B	Difference B-A				
lts	Exp	penses	240	231	220	-11				
Juroku FG consolidated results		Personnel expenses	129	124	120	-4				
Jurok Isolidat		Non-personnel expenses	95	90	85	-5				
cor		Taxes	16	16	15	-1				
ר ults	Exp	penses	207	197	187	-10				
ank nor ed resu		Personnel expenses	105	100	92	-8				
Juroku Bank non- consolidated results		Non-personnel expenses	85	80	79	-1				
Cor		Taxes	15	15	14	-1				

## Adjusted OHR

	Aujusteu		(Unit	: 100 millio	on yen, %)
		20/9	21/9 A	22/9 B	Difference B-A
G results	Core gross operating profit	345	378	403	25
Juroku FG consolidated results	Expenses	240	231	220	-11
conso	Adjusted OHR	69.72	61.20	54.76	-6.44
k non- results	Core gross operating profit	304	329	354	25
Juroku Bank non- consolidated results	Expenses	207	197	187	-10
Juro conso	Adjusted OHR	68.04	59.90	52.75	-7.15





# Net interest income and loans

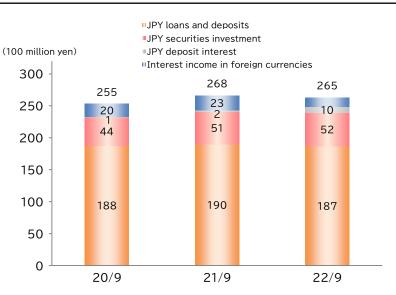
Juroku Bank nonconsolidated results

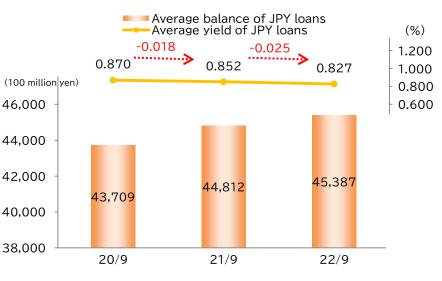
- The net interest income dropped by 3 billion yen year-on-year to 26.5 billion yen, resulting from a decline in the interest income in foreign currencies.
- The average balance of JPY loans showed a solid result of 4,538.7 billion yen, up 57.5 billion yen year-on-year.

	Breakdown of net interest income (Unit: 100 million yen)							
		ku Bank non- solidated results	20/9	21/9 A	22/9 B	Difference B-A		
Ne	et in	terest income	255	268	265	-3		
	In	terest income in JPY	234	245	250	5		
		JPY loans and deposits	188	190	187	-3		
		JPY securities investment	44	51	52	1		
		JPY deposit interest	1	2	10	8		
		terest income in reign currencies	20	23	14	-9		

#### Average balance and yield of JPY loans

	(Unit: 100 million yen, %)					
Juroku Bank non- consolidated results	20/9	21/9 A	22/9 B	Difference B-A		
Average balance of JPY loans	43,709	44,812	45,387	575		
Average yield of JPY loans	0.870	0.852	0.827	-0.025		





# Fees and commissions

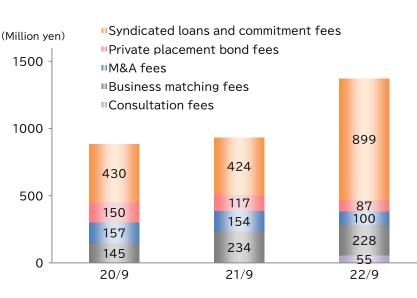
• Fees and commissions grew by 0.7 billion yen year-on-year to 6.2 billion yen.

Individual-related and corporate solution-related revenues both reached interim-record levels.

#### Breakdown of fees and commissions (Unit: 100 million yen) Juroku Bank non-21/922/9Difference 20/9B-A consolidated results В А Juroku Bank 55 62 7 45 35 5 Individual-related 19 30 8 9 13 Corporate-related 4 17 13 -2 Others 15 Juroku TT Securities 11 17 16 -1 Juroku Bank + Juroku TT 56 72 78 6 Securities

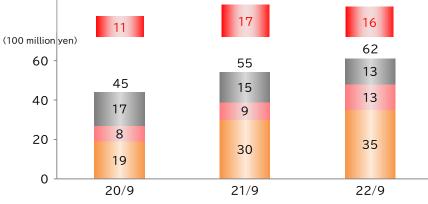
# Corporate solution-related revenues

			(Unit: M	illion yen)
iroku Bank non- onsolidated results	20/9	21/9 A	22/9 B	Difference B-A
prporate solution-related venues	883	930	1,370	440
Syndicated loans and commitment fees	430	424	899	475
Private placement bond fees	150	117	87	-30
M&A fees	157	154	100	-54
Business matching fees	145	234	228	-6
Consultation fees	_	_	55	55



Individual-related Corporate-related Others

<Juroku TT Securities> Individual-related revenues



# Securities investment

- Security valuation gains reached 30.1 billion yen overall.
- Cross-shareholdings declined by 1.5 billion yen from the preceding term to 46.3 billion yen as a result of continuous reduction efforts.

(Unit: Year)

(Unit: 100 million ven)

	Valuation gains and losses of securities (Unit: 100 million yen)									
Juroku Bank non- consolidated results		20/9	21/3	21/9	22/3 A	22/9 B	Difference B-A			
Bc	onds	670	869	931	857	699	-158			
Stocks		24	-3	23	-72	-145	-73			
Other securities		64	-27	-23	-95	-252	-157			
	Foreign bonds	62	-28	-23	-64	-160	-96			
	Investment trusts	1	0	-0	-31	-91	-60			
То	tal	759	837	932	689	301	-388			

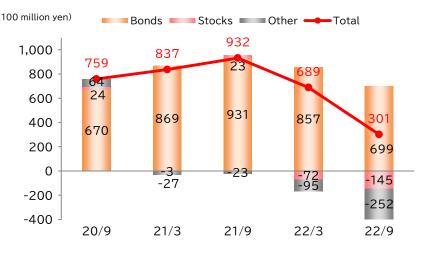
## Bond duration

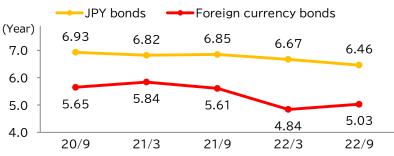
Juroku Bank non- consolidated results	20/9	21/3	21/9	22/3 A	22/9 B	Difference B-A
JPY bonds	6.93	6.82	6.85	6.67	6.46	-0.21
Foreign currency bonds	5.65	5.84	5.61	4.84	5.03	0.19

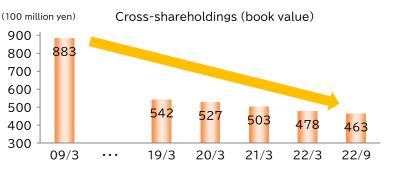
\*Excluding derivatives, and including JPY bonds for held-to-maturity purposes and for other retaining purposes

# Cross-shareholdings

							. 9
Juroku Bank non- consolidated results	19/3	20/3	21/3	22/3 A	22/9 B	Difference B-A	8 7 6 5
Cross-shareholdings (book value)	542	527	503	478	463	-15	4 3







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# Credit costs and bad debt balance

- Credit costs declined 1.4 billion yen year-on-year to 0.5 billion yen, in response to a change in the year-on-year allowance for loan loss calculation standards and a decline in the allowance rate.
- The ratio of non-performing loans improved by 0.07 percentage points year-on-year to 1.43%.

(Unit: 100 million ven)

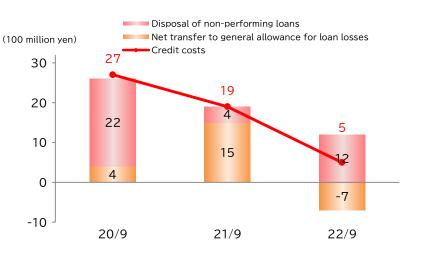
С	re	dit	cost	S
 	_			

Juroku Bank non- consolidated results	20/9	21/9 A	22/9 B	Difference B-A
① Net transfer to general allowance for loan losses	4	15	-7	-22
② Disposal of non-performing loans	22	4	12	8
Transfer to individual allowance for loan losses	21	3	12	9
③ Reversal of allowance for loan losses	-	-	-	-
④ Recoveries of written-off claims	0	-	-	-
Credit costs ①+②-③-④	27	19	5	-14

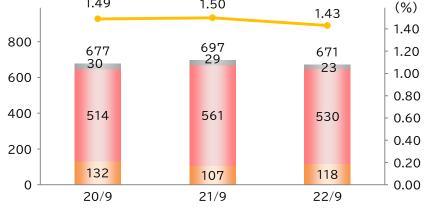
\*The September 2021 term saw a 1.1 billion yen increase in general allowance for loan losses, due to a change in the standards for calculating the allowance for loan losses.

## Outstanding non-performing loans

	(Unit: 100 million yen, %)				
Juroku Bank non- consolidated results	20/9	21/9 A	22/9 B	Differen ce B-A	
Bankrupt and substantially bankrupt claims	132	107	118	11	
Doubtful claims	514	561	530	-31	
Substandard claims	30	29	23	-6	
Total	677	697	671	-26	
Ratio against total claims outstanding	1.49	1.50	1.43	-0.07	



Substandard claims Doubtful claims Bankrupt and substantially bankrupt claims Ratio against total claims outstanding (100 million yen) 1.49 1.50



### Non-interest profit ratio and income from customer services

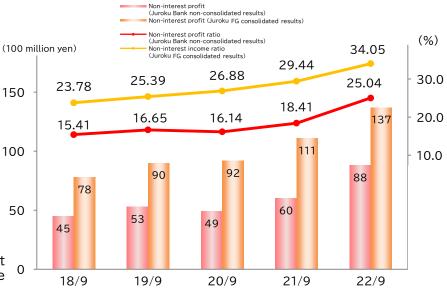
- The consolidated non-interest profit ratio increased by 4.61 percentage points year-on-year to 34.05%, exceeding the 30% target set in the first Management Plan.
- The income from customer services grew by 1.5 billion yen year-on-year to 7.4 billion yen.

#### Non-interest profit ratio\* (Unit: 100 million yen, %) 21/922/9Difference 20/9А В B-A Juroku FG consolidated results 92 111 137 26 Non-interest profit 26.88 29.44 34.05 4.61 Non-interest profit ratio Juroku Bank non-consolidated results Non-interest profit 49 60 88 28 Non-interest profit ratio 16.14 18.41 25.04 6.63

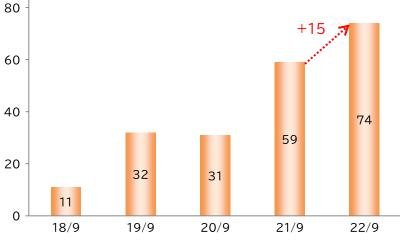
\*The ratio of "fees and commissions" and "other operating profit excluding profit/loss on JBGs and other debt securities" in the core gross operating profit

## Income from customer services

		(Unit: 100 million yen, %)				
	uroku Bank non- onsolidated results	20/9	21/9 A	22/9 B	Difference B-A	
Pr	ofit from customer services	31	59	74	15	$\mathbf{b}$
	Average loan balance × Deposit-loan interest rate difference	191	192	189	-3	
	Deposit-loan interest rate difference	0.868	0.850	0.828	-0.022	
	Fees and commissions	45	55	62	7	
	Operating expenses	205	188	177	-11	



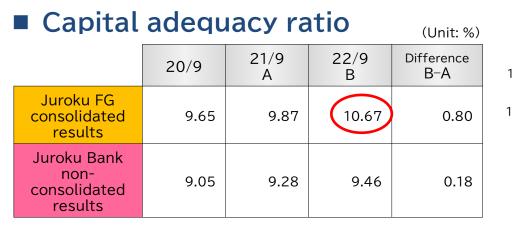
(100 million yen) Profit from customer services = Average loan balance x Deposit-loan

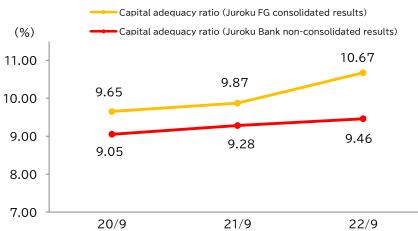


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# Capital adequacy ratio and owner return

- ◆ The consolidated capital adequacy ratio marked 10.67%, while the non-consolidated capital adequacy rate stood at 9.46%.
- The total payout ratio based on the official business projection (i.e., consolidated net income of 17.5 billion yen) is expected to reach 33.6%.

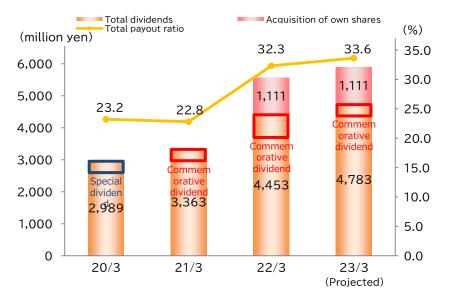




## Dividends

	20/3	21/3	22/3	23/3
Dividends per share (Parenthesis indicate interim dividends)	80 yen (35 yen)	90 yen (35 yen)	120 yen (50 yen)	<mark>130 yen</mark> (60 yen)
Total dividends	2,989 million yen	3,363 million yen	4,453 million yen	4,783 million yen
Acquisition of own shares	_	_	1,111 million yen	1,111 million yen
Total payout ratio	23.2%	22.8%	32.3%	33.6%

\*The interim dividends before 3/2022 were issued by the Juroku Financial Group \*Red indicates projections



# Business projection and divided forecast

- The net profit attributable to owners of the parent company for the March 2023 term is expected to reach 17.5 billion yen, up 400 million yen year-on-year.
- Owners are expected to receive 130 yen in annual dividend, consisting of 60 yen as an interim dividend and 70 yen as an end-ofyear dividend.

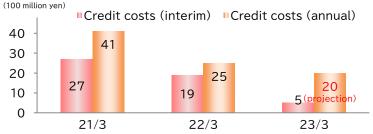
	<b>Business projection</b>	(Unit: 100	million yen)		
Jur	oku FG consolidated results	<b>2022/3</b> (Actual)	2023/3 (Projection)	Difference	
Cor	nsolidated core gross operating profit	782	746	-36	
	Net interest income	543	500	-43	
	Fees and commissions	171	186	15	
	Other operating profit (Excluding profit on JBGs and other debt securities)	67	60	-7	
Ex	penses	460	445	-15	
	Personnel expenses	247	238	-9	
	Non-personnel expenses	183	178	-5	
Consolidated core net operating profit		321	301	-20	
Orc	linary profit	267	255	-12	
	im net income attributable to owners of the parent pany	171	175	4	

# Dividend forecast

		21/3	22/3	23/3
Annual dividend		90 yen (including ordinary dividend increase of 10 yen) (including 10 yen in commemorative dividend)	120 yen (including 20 yen in commemorative dividend)	[Projection] 130 yen (including 10 yen in commemorative dividend)
	Interim	35 yen	50 yen	60 yen (including 10 yen in commemorative dividend)
	Year-end	55 yen (including the ordinary dividend increase of 10 yen) (including 10 yen in commemorative dividend)	70 yen (including 20 yen in commemorative dividend)	[Projection] 70 yen

[Reference]	(Unit: 100 million yen)		
Juroku Bank non- consolidated results	<b>2022/3</b> (Actual)	2023/3 (Projection)	Difference
Core gross operating profit	289	275	-14
Actual operating income	180	202	22
Net business income	25	20	-5
Ordinary profit	245	232	-13
Net profit	173	165	-8

#### Juroku Bank non-consolidated results



\*The Juroku Bank changed the standards for calculating the allowance for loan losses. This has increased credit costs of the March 2022 term by 1 billion yen compared to the equivalent amount without the change.



# Section I: Interim Results for FY2022

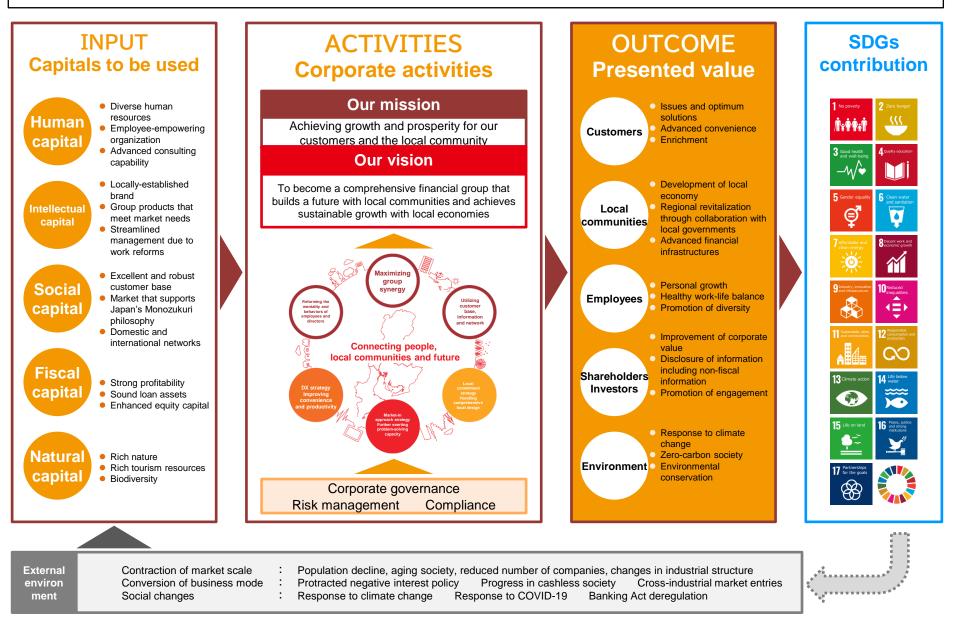
Section II: Initiatives for Sustainability

## Section III: Progress in the First Management Plan

Section IV: Future Direction of Management

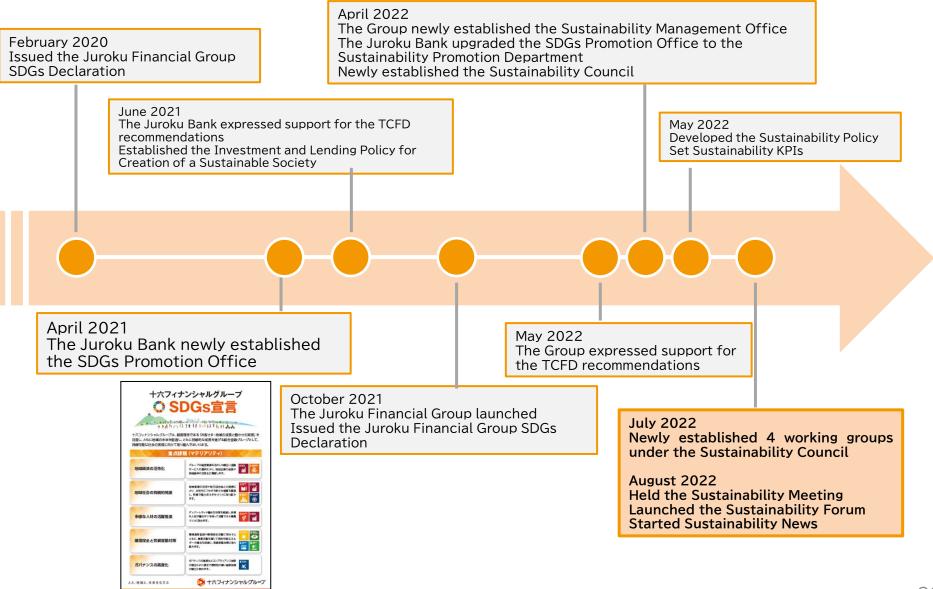
# Value creation process

• Delivering value to all stakeholders through corporate activities in order to contribute to achieving SDGs



# Transition in initiatives for sustainability

- The Group has undertaken diverse initiatives for sustainability upon issuing the Juroku Financial Group SDGs Declaration in February 2020.
- The Group has endeavored over the past few years to establish a system for achieving sustainability and rolled out various measures to internally
  instill this system.

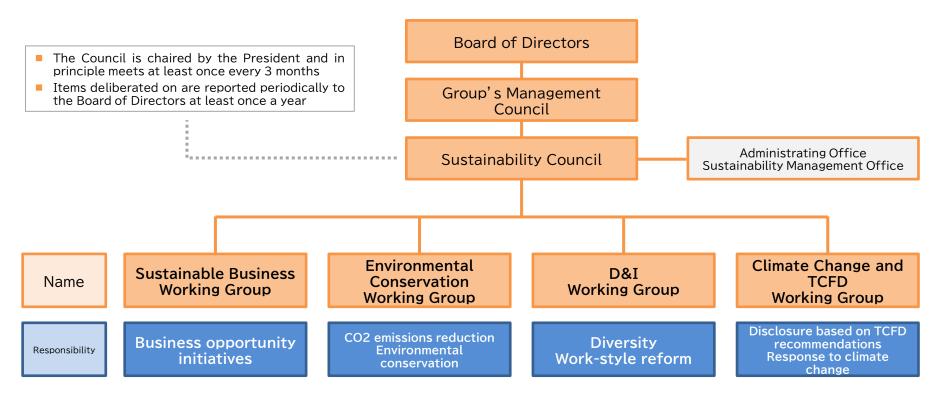


# Development of a system for achieving sustainability

- To advance its sustainability management structure, the Group has established 4 new working groups.
- Every month, each group discusses challenges that line up with their responsibilities and reports details to the Sustainability Council.

### Advancing the sustainability management structure

- New establishment of 4 working groups as subsidiaries of the Sustainability Council
- Each working group consists of Group-wide members: the managing director who serves as the officer, and others including General Managers from the FG and Juroku Bank's divisions, and Group companies
- Every month, each group discusses challenges that line up with their responsibilities and reports details to the Sustainability Council



# Rollout of measures for instilling sustainability concept

- To promote better understanding of the sustainability concept, the Sustainability Meeting takes place periodically in which the FG President, the Juroku Bank President, and employees exchange opinions.
- Efforts are made to spread good practices and instill measures by holding the Sustainability Forum and sharing the Sustainability News through the intranet.



specific

initiatives

Notifying

initiatives

Share

empathy and

understanding

# Addressing key challenges (Materiality)

 The Juroku Financial Group is promoting various initiatives in line with the SDGs Declaration to address five key challenges (Materiality).

	Key challenges (materiality)	Initiatives		
S	Revitalization of the local economy	<ul> <li>Supporting business foundation and new business operations to foster future leaders of local economy</li> <li>Supporting local companies' main business operations and management succession to contribute to their growth</li> <li>Supporting asset formation to achieve enriched living</li> </ul>	8 Cecent work and economic grawh	
Business	Sustainable development of the local community	<ul> <li>Creating comfortable and appealing communities</li> <li>Using local resources to create value that will benefit future generations</li> <li>Promoting digital transformation of local companies and local governments</li> </ul>	Quality education       8 Decent work and communic growth       11 Suttandite child       17 Particultion for particul	
	Environmental conservation and climate change actions	<ul> <li>Supporting local companies' carbon neutral business management</li> <li>Implementing initiatives for environmental conservation and environmental impact mitigation</li> <li>Responding to climate change and disclosing information in line with TCFD</li> </ul>	7 description and other The second of the s	
Management	Empowerment of diverse human resources	<ul> <li>Building a corporate culture that boasts diversity as strength</li> <li>Implementing work style reform to provide a good work-life balance</li> <li>Creating workplaces that facilitate growth of diverse human resources and empower them</li> </ul>	5 Gender equality 5 Gender equa	
Ma	Advanced governance	<ul> <li>Advancing corporate governance</li> <li>Strengthening risk management and compliance</li> <li>Achieving stakeholder engagement</li> </ul>	16 Frice, palice and arrow instructors	

# Progress in Sustainability KPIs

• To reinforce initiatives for sustainability, the Group has set (Materiality) Sustainability KPIs in its 5 key challenges.

### Targets by FY2030

Key challenges	Item	Quantitative target	September 2022 result	s (progress rate)
Revitalization of the local	Sustainable finances provided (including environment-related finances)	2 trillion yen (800 billion yen)	<sup>(*)</sup> 91.6 billion yen (32.2 billion yen)	4.6% (4.0%)
economy	Balance of Group assets on deposit	550 billion yen	344.5 billion yen	62.6%
Sustainable development of	Social impact investments	2 billion yen	0 billion yen	0.0%
the local community	DX-support consultation cases	3,000 cases	<sup>(*)</sup> 48 cases	1.6%
Environmental conservation and	CO2 emissions (vs. FY2013 level)	50% reduction	39.1% reduction (Provisional figure)	78.2%
climate change actions	Paper use (vs. FY2019 level)	50% reduction	17.9% reduction (Provisional figure)	35.8%
Empowerment of	Ratio of female managers	20%	7.4%	37.0%
diverse human resources	Ratio of paid leave claimed	80%	27.4%	34.3%

#### On-going targets

(\*)Cumulative total from April 2022

Advanced	Initial response training for emergency preparedness	No less than twice a year	3 times	150.0%
governance	Dialog with investors	No less than 10 times a year	8 times	80.0%

# **Revitalization of the local economy**

### Vision

Providing a wide range of financial services to grow local companies and contribute to the revitalization of local economy

### Action

Supporting business foundation and new business operations to foster future leaders of local economy

- NOBUNAGA21(※) ※ Venture support network led by the private sector
- Open innovation
- Startup and venture investments
  - ⇒ Establishing the NOBUNAGA Capital Village

Expanding business range

# Supporting local companies' main business operations and management succession to contribute to their growth

- Arranging business meetings and business matching to help local companies expand sales channels
- Supporting initiatives for solving social and environmental issues
- Management succession, M&A support
- · Human resource referencing, HR system consultation

#### Supporting asset formation to achieve enriched living

- · Supporting asset formation in line with major life events
- · Offering asset management consultation with extensive service lineup
- · Supporting inheritance and asset succession, using trust products
- · Providing financial and economic education

### Key items

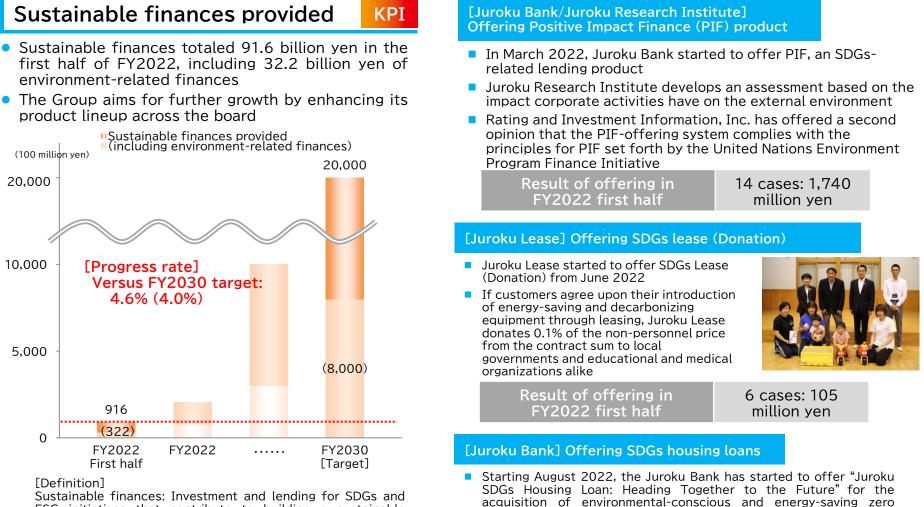
- Local VC CVC investment
- Sustainable finance
- Management succession consultation
- Human resource reference
- Asset formation support
- Balance of Group assets on deposit

### **Sustainability KPIs**

Targets by FY2030

Sustainable finances provided (including environment-related finances)	2 trillion yen (800 billion yen)
Balance of Group assets on deposit	550 billion yen

Sustainable finances totaled 91.6 billion yen (including 32.2 billion yen of environment-related finances) in the first half of FY2022, achieving 4.6% (environment-related: 4.0%) of the FY2030 target.



energy house certifications

A donation is made to environment-related funds of Gifu and Aichi

based on the amount of products offered, with the aim of

contributing to development programs of local housing environments

Sustainable finances: Investment and lending for SDGs and ESG initiatives that contribute to building a sustainable society

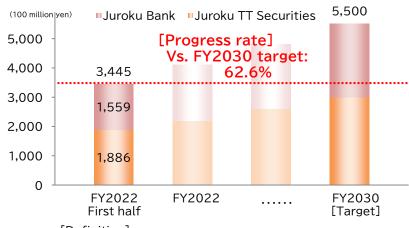
Environmental field: Investment and lending for environmental impact-reducing initiatives

- The balance of Group assets in custody as of late September 2022 reached 344.5 billion yen, achieving 62.6% of the FY2030 target.
- The Group has focused on expanding regular investment trusts to stably form customer assets. The amount of monthly contribution and the number
  of contracts continued to show solid increase.

#### Balance of Group assets on deposit



- The balance of Group assets in custody reached 344.5 billion yen as of late September 2022, achieving 62.6% of the FY2030 target
- Juroku Bank accounted for 155.9 billion yen (approximately 45%) and Juroku TT Securities 188.6 billion yen (approximately 55%)



#### [Definition] Juroku Bank: Investment trust

Juroku TT Securities: Stocks, bonds, investment trusts, fund wraps, etc.

## Asset formation support

- The amount of monthly contribution to investment trust and the number of contracts continued to show steady increase
- To cater to the diverse needs of customers, November 2022 saw the launch of WealthNavi for Juroku Bank, an automated asset management service

# WealthNavi for 十六銀行

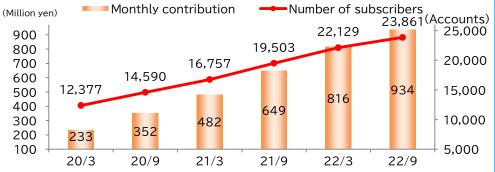
## [Juroku TT Securities] Offering value-added solutions through bank-securities partnership

- Juroku TT Securities has offered value-added solutions through banksecurities partnership, thereby seeing a solid increase in its number of accounts amid a sluggish stock market
- The Nagoya Sales Office was promoted to the Nagoya Branch in April 2022 to become a more local community-based securities company.



#### [Juroku Bank] Expanding regular investment trust

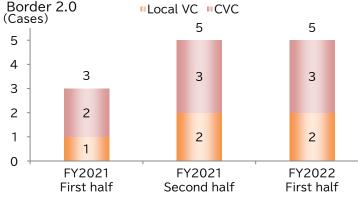
 For customers' stable asset formation, efforts have been focused on expanding regular investment trusts optimized to long-term, regular, and diversified investments



NOBUNAGA Capital Village Co., Ltd., an investment company that launched in April 2021, is proactively working on local VC and CVC investment.

### Local VC and CVC investment

- NOBUNAGA Capital Village Co., Ltd., an investment company that launched in April 2021, is rolling out local VC and CVC investment
- Building an investment environment by, for instance, joining as an associate organization in Chubu STARTUP RUNWAY and the Central Japan Innovation Initiative's human resources development program Beyond the Development program Beyond the



### Management succession consultation

- Realizing the best matching based on a deep understanding of customers' business
- Raising needs based on various seminars and individual company consultation

#### Human resource referencing

 Holding periodic workshops and sending news about examples to spread human resource referencing jobs to the sales frontlines and further enhance the quality of cases

#### [NOBUNAGA Capital Village] Investment in FY2022 first half

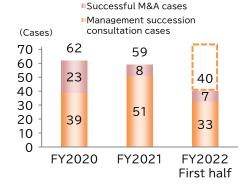


NOBUNAGA Capital Village provided information about "Hoikuen Ryugaku®" (lit. "nursery school study trip")--a study trip program offered by KitchHike, Inc.--to Mino City, Gifu, which supports regional vitalization efforts. KitchHike and Mino City accordingly partnered to start a demonstration experiment on the program in October 2022.

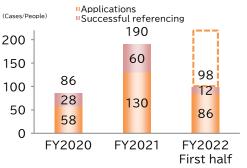


This is a case in which the Group's internal collaboration went beyond investments and had a synergistic effect on the revitalization of local communities

#### [Juroku Bank] Management succession consultation



#### [Juroku Research Institute] Human resource referencing



# Materiality ~Sustainable development of the local community~

# Sustainable development of the local community

### Vision

Using local resources to create comfortable and appealing communities, and promote digital transformation of local communities

### Action

#### **Creating comfortable and appealing communities**

- · Community development fund / PFI initiatives
- Renovation / redevelopment support
- Area design management for tourism destinations, shopping malls, etc.
  - $\Rightarrow$  Establishing Kanda Machiokoshi Co., Ltd.

Expanding business range

#### Using local resources to create value that will benefit future generations

- · Industrial Bureaucratic Academic partnership using extensive networks
- Branding local resources
- Supporting tourism marketing
- Social impact investment

Promoting digital transformation of local companies and local governments

- Offering solutions based on IT consultation
- · Supporting cashless transactions with new payment-clearing services
- Supporting digital transformation of local governments
  - ⇒ Establishing Juroku Densan Digital Service Co., Ltd.

Expanding business range

### Key items

- Local revitalization initiatives
- Sustainable tourism development
- Social impact investments
- DX-support consultation
- Payment-clearing solutions
- Cashless transactions

# Sustainability KPIs

Targets by FY2030

Social impact investments	2 billion yen
DX-support consultation cases	3,000 cases

# Materiality ~Sustainable development of the local community~

Kanda Machiokoshi Co., Ltd., which launched in April 2022, started its local crowdfunding program OCOS.
 Juroku Densan Digital Service Co., Ltd., which started operating in March 2022, saw a solid increase in its number of orders.

### Social impact investments



**KPI** 

- Kanda Machiokoshi Co., Ltd., which launched in April 2022, started its local crowdfunding program OCOS, the first initiative of its kind as a financial institution in the Tokai region
- Kanda Machiokoshi was registered as a type II financial instruments business required in investment-type crowdfunding, in addition to purchase- and donation-type crowdfunding
- A total of 4 projects have been set as of late October 2022, earning a total of 5.8 million yen

#### [Kanda Machiokoshi] Local crowdfunding OCOS

The first project, which involved developing a hands-on Mino traditional Japanese paper-making and accommodation facility at a Mino City community whose number of traditional paper craftsmen has declined, exceeded its 4 million yen target and earned 4.5 million yen

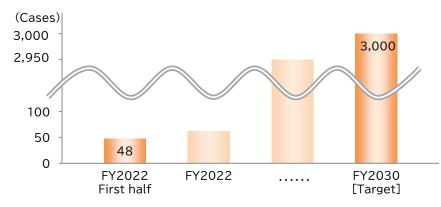
Cumulative total (	as of late October 2022)	●4支持にはなら市4回の第 ・ ・ またのための単語所をつえる	岐阜県 美濃市 蕨生
No. of posts started	4		
No. of purchased applications	350	23違女子起果家が勝ヶ渡で「次… 梯ヶ瀬商店街の空き店舗「ニュー根座	和紙に家みれる里山テーマバーク… 1300年の伝統の美濃和紙を次世代に繋
Amount of purchased applications	5,801 thousand yen	<ul> <li>望」の報話</li> <li>105 %</li> <li>東本った会話</li> </ul>	げる鹿泊体験拠点 114 % 東下った会談
Membership	334	1,049,000 m 900.8 106 A	4,553,000 ⊟ #33.\∰ 141 ↓
		<ul> <li>○ ひとやすみ事務所 渡邊 百恵</li> <li>首 10.31 原点回帰、出発に添えて、今…</li> </ul>	<ul> <li>● 千田崇統</li> <li></li></ul>

### DX-support consultation cases

- Juroku Densan Digital Service Co., Ltd., which started operating in March 2022, provides IT consulting that closely supports customers-particularly those introduced by Group companies--and proposes optimal solutions
- The first half of FY2022 saw 48 orders
- Efforts are being focused on DX-support by holding preliminary case consultations and workshops among other steps to strengthen information-sharing with Juroku Bank branches
- Opportunities to obtain findings are provided by periodically holding seminars to support local DX initiatives

#### [Juroku Densan Digital Service] DX-support consultation

- Expanding available solutions as necessary under partnership with various IT vendors to cater to customers' diversifying challenges
- Particularly receiving cases on job-streamlining (e.g., remote maintenance, information sharing) and security measures to respond to an increase in global cyberattacks



# Materiality ~Sustainable development of the local community~

- Kanda Machiokoshi Co., Ltd. became involved in supporting 4 local communities by, for instance, contracting public services and providing consulting for governmental subsidies.
- ◆ Juroku Card Co., Ltd. proactively supports private firms and local governments in their transition to cashless transactions.

### Sustainable tourism development

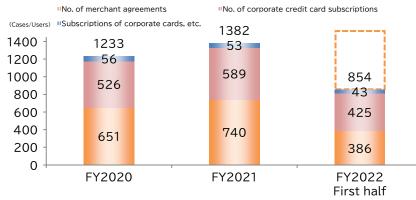
- Providing solutions considered necessary in advancing the sustainability of Gifu's tourist destinations and commerce districts
- Becoming involved in supporting 4 local communities by, for instance, contracting public services and providing consulting for governmental subsidies

#### **Gifu City**

- Nagaragawa hot springs and Gifu's castle town: JTA's subsidy on united local community initiatives Developing a regional plan (partnering with ORGAN, a non-profit)
- Gifu City: Supporting renovation project of old private houses
- Gifu City: Serving as a member of a working group on strategies for Japan's heritage

### Transitioning to cashless transactions

- Juroku Card collaborated with Group companies to make proposals to entities with which agreements that have yet to be made
- Informing customers about responding to the Law Concerning Preservation of National Tax Records in Electronic Form, enforced in January 2022, and suggesting corporate cards



## [Kanda Machiokoshi] Tourism marketing DMO support



#### Shirakawa Village

 Japan Tourism Agency's (JTA) project to demonstrate sustainable tourism
 Study on earning structure for local communities (Collaboration with Juroku Research Institute)

#### Takayama City

- Commissioned study on introduction of local discretionary tax (accommodation tax) (Collaboration with Juroku Research Institute)
- Appointment as economic policy advisor

#### Nakatsugawa City

- Contracted job as CFO of Nakatsugawa Tourism Bureau
- JTA's project on sustainable tourist destination model
   -> Demonstration experiment for parking lot use in Naegi Castle (November)

## [Juroku Card] Supporting the introduction of cashless payment terminals for local governments

- Supporting the introduction of cashless payment terminals in Kasamatsu City, Gifu
- Supporting not only private firms but also local governments in their transition to cashless transactions, and thereby contributing to DX in local communities



#### [Juroku Card] Holding a seminar on responding to the revised Law Concerning Preservation of National Tax Records in Electronic Form

- Hosting a seminar on responding to the revised Law Concerning Preservation of National Tax Records in Electronic Form to promote local operators' understanding
- Contributing to local communities' further transition to cashless transactions by sharing streamlined accounting treatments with corporate credit cards, amid rising expectations for better productivity through digitized accounting

# **Environmental conservation and climate change actions**

### Vision

Working on reducing the environmental impact and helping local companies achieve carbon neutrality in order to build a decarbonized society

### Action

#### Supporting local companies' carbon neutral business management

- · Offering decarbonization consultation services
- · Providing environment-related finances (investments, loans, leasing)
- · Supporting renewable energy business
- Providing a wide range of solutions involving external business partners

#### Implementing initiatives for environmental conservation and environmental impact mitigation

- Updating air conditioners and introducing LEDs to stores to reduce power consumption
- · Expanding areas for introducing CO2-free electricity
- · Promoting paperless operations to reduce the use of paper
- · Adopting HVs / EVs for sales fleet

# Responding to climate change and disclosing information in line with TCFD

- Building a governance structure for climate change
- Advancing scenario analysis
- Measuring SCOPE3 and setting reduction targets
- · Enhancing the quality and quantity of information disclosure

### Key items

- Decarbonization support for local companies
- CO2 emission reduction
- Paper use reduction
- Use of HVs and EVs for sales fleet

### **Sustainability KPIs**

Targets by FY2030

CO2 emission (vs. FY2013	50%
level)	reduction
Paper use (vs. FY2019	50%
level)	reduction

## Materiality $\sim$ Environmental conservation and climate change actions $\sim$

The Group aims to reduce 50% of its CO2 emissions generated from energy use (Scopes 1 and 2) by FY2030 versus FY2013 levels.
 The Group also aims to promote paperless operations and halve paper use by FY2030 versus FY2019 levels.

#### CO2 emissions (vs. FY2013 level)



KPI

- The first half of FY2022 saw a smooth drop in CO2 emissions (Scopes 1 and 2) versus the baseline FY2013 first half
- In November 2021, the Group saw the introduction of Gifu Prefecture-generated, CO2-free electricity for use at Juroku Bank's head office building
- The Group gradually updated air conditioners and introduced LEDs to stores
- Calculations for the categories in the table below have started as to Scope 3, and considerations are underway to disclose other categories down the line

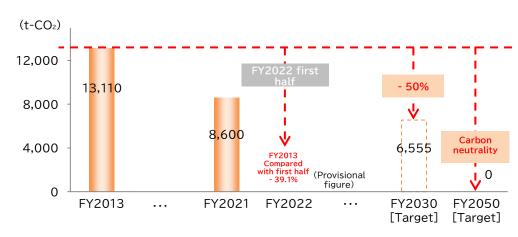
Scope 3 items	FY2021
[Category 6] Business trips	49
[Category 7] Employee commuting	3,135

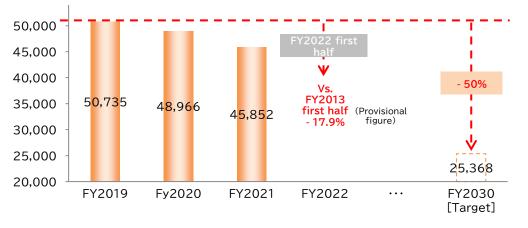
### Paper use (vs. FY2019 level)

- The first half of FY2022 saw a smooth decline in paper use versus the baseline FY2019 first half
- The Head Office building underwent a change in its layout with the introduction of monitors, abolishment of trash cans, and reductions in storage space, copy machines, and printers alike
- Efforts will gradually be made to promote electronic contracts, introduce RPA to reduce paper-printing, and introduce lot scanners



Photo of office after change in its layout



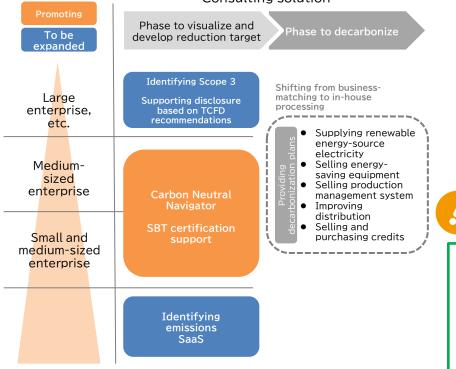


### Materiality ~Environmental conservation and climate change actions~

- The Group provides a decarbonization-support consultation service to assist the decarbonization efforts of local companies.
- The Group has been selected for the financial institution portfolio carbon analysis pilot program assistance project, sponsored by Japan's Ministry of Environment (MOEJ) and for which applications were called in September 2022.

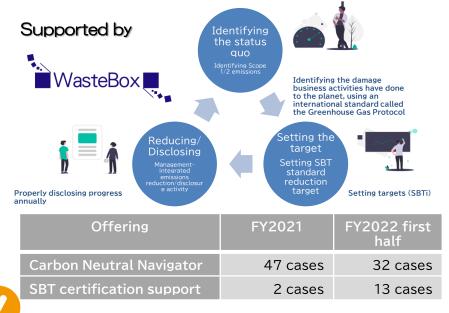
#### Decarbonization support for local companies

- The transportation equipment industry which serves a key part of the Group's sales territories is increasingly developing plans for the achievement of decarbonization, the importance of which is particularly rising among automotive-related firms
- The Juroku Bank has started a collaboration with WasteBox Co., Ltd. and provides a wide range of solutions by working in concert with external business partners Consulting solution



#### [Juroku Bank] Carbon Neutral Navigator (August 2021)

 Juroku Bank offers consulting services for the visualization and reduction targets of customers' greenhouse gas emissions, thereby supporting the carbon management of customers



Selected for the MOEJ-sponsored financial institution portfolio carbon analysis pilot program assistance project

- The Group has been selected for the MOEJ-sponsored financial institution portfolio carbon analysis pilot program assistance project
- By participating in this project, the Group will accumulate portfolio and carbon analysis know-how for identifying and calculating customers' greenhouse gas emissions, and utilize the obtained insight and analysis results in supporting customers' decarbonization down the road

# Materiality ~Empowerment of diverse human resources~

# **Empowerment of diverse human resources**

### Vision

Promoting diversity and work style reform to create a workplace that empowers diverse human resources

### Action

#### Building a corporate culture that boasts diversity as strength

- · Offering re-skilling training for work conversion and work scope expansion
- · Actively appointing women to managerial positions
- · Abolishing uniforms and insignias for mentality reform
- · Employing seniors, the disabled and those making a career change

#### Implementing work style reform to provide a good work-life balance

- Obtaining healthy management certification
- Encouraging workers to claim paid leave
- · Encouraging male employees to claim parental leave / spouse maternal leave
- Promoting diverse work styles involving remote work and staggered commuting

# Creating workplaces that facilitate growth of diverse human resources and empower them

- $\boldsymbol{\cdot}$  Expanding investment in human capital by increasing opportunities to participate in trainings
- $\boldsymbol{\cdot}$  Developing specialized human resources and helping them attain qualifications
- Developing human resources capable of building trusting relations with customers
- Utilizing a career-challenge system

### Key items

- Development of female managers
- Encouragement to claim paid leave
- Promotion of parenting leave for men
- Development of IT / DX human resources

# Sustainability KPIs

largets	by F1	(2030
-		

Ratio of female managers	20%
Ratio of paid leave claimed	80%

# Materiality ~Empowerment of diverse human resources~

The ratio of female managers in the first half of FY2022 reached 7.4%, up 0.7 percentage points from the preceding term.
 The ratio of paid leave claimed in the first half of FY2022 was 27.4%, and is expected to reach at least 50% on a full-year basis.

### Ratio of female managers

- The Group appointed 4 women to managerial positions in the first half of FY2022 to build a corporate culture that boasts diversity, thereby improving the ratio of female managers to 7.4%
- The Group has focused efforts on enhancing a support structure by, for instance, drawing up a plan to train and empower female personnel and providing the training in a phased manner

#### Ratio of paid leave claimed

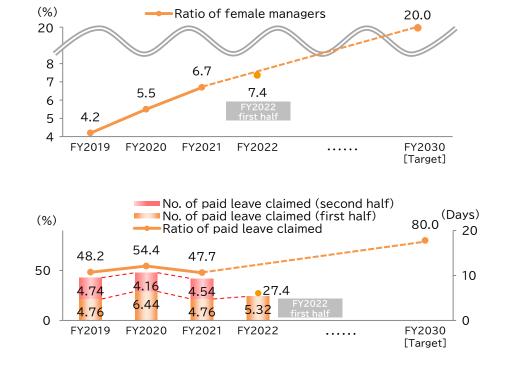
KPI

**KPI** 

- The Group aims to reach an 80% ratio of paid leave claimed as part of a work style reform initiative to achieve a good work-life balance
- The ratio reached 27.4% in the first half of FY2022, and is expected to reach at least 50% on a full-year basis

### Promotion of parenting leave for men

- April 2017 saw the introduction of a spouse maternal leave system to encourage male employees to participate in childcare, and a claim rate of 90% or higher has been maintained since the introduction of the system
- HR systems underwent a partial change in response to the enforcement of the amended Act on Childcare Leave, Caregiver Leave, and Other Measures for the Welfare of Workers Caring for Children or Other Family Members on October 1, 2022



### Development of IT/DX human resources

- The Group supports initiatives for empowering each employee to develop IT/DX human resources and create a digital-literate organizational climate by, for instance, recommending employees to take programming courses and setting a premium for earning digital-related public qualifications
- The Group recommends all employees take the IT Passport Examination to acquire basic IT knowledge, and successful examinees to obtain advanced digital-related qualifications

# Materiality ~Advanced governance~

# **Advanced governance**

## Vision

Advancing governance and disclosing information appropriately to establish a transparent management structure

## Action

### Advancing corporate governance

- · Assessing the effectiveness of the Board of Directors
- · Advancing the internal auditing structure
- · Building a sustainability management structure
- · Introducing sustainability elements to directors' remunerations

### Strengthening risk management and compliance

- Risk management stance
- · Compliance stance
- Preventing money laundering
- Information security

## Achieving stakeholder engagement

- Engagement with customers
- Engagement with managers
- Engagement with local communities
- Engagement with shareholders and investors

## Key items

- Third-party involvement in assessing the effectiveness of the board
- Third-party involvement in assessing the advancement of the internal auditing system
- Initial response training for emergency preparedness
- Dialog with investors

## Sustainability KPIs

## On-going targets

Initial response training for emergency preparedness	No less than twice a year
Dialog with investors	No less than 10 times a year

# Materiality ~Advanced governance~

As on-going targets, the first half of FY2022 saw 3 sessions of the initial response training for emergency preparedness (progress rate: 150%) and 8 dialog sessions with investors (progress rate: 80%).

#### Initial response training for emergency preparedness



- The first half of FY2022 saw 3 initial response training sessions versus the on-going target to implement at least 2 sessions a year
  - BCP training simulating wind and flood damage
  - BCP training simulating earthquake
  - Initial response training for ATM malfunction
- The Group will continue to develop potentially important themes based on environmental changes and needs surrounding the Group, and conduct initial response training for emergency preparedness accordingly

On-going targets	No less than twice a year	
Result of FY2022 first	3 sessions (progress	
half	rate: 150%)	

## Dialog with investors



- The first half of FY2022 saw 8 dialog sessions versus the ongoing target to implement at least 10 sessions a year
- The Group will continue to reinforce initiatives aimed at proactive dialog and dialog content enhancement

On-going targets	No less than 10 times a year	
Result of FY2022 first	8 sessions (progress	
half	rate: 80%)	

# Third-party involvement in assessing the effectiveness of the Board

- Selection processes are underway for an assessment organization in response to propositions from several outside organizations
- The Group will continue its efforts to conduct an assessment in or beyond the next fiscal year

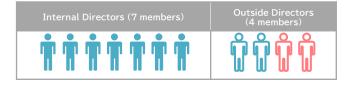
# Third-party involvement in assessing the advancement of the internal auditing system

- The Group decided on a third-party assessment organization in response to presentations from several groups
- The Group will perform third-party-involved assessments to widely share the status quo of the Group's stance on internal auditing and further advance auditing

### Corporate governance

### Composition of the Board

- The Group strives to ensure that the Board has a well-balanced structure with diverse knowledge or expertise
- To enhance not only management supervision but also the Board's objectivity and rationality in decision-making, at least one-third of the total number of Directors consist of Independent Outside Directors



### Establishment of Management Advisory Board

- To further ensure transparency and fairness of the Board's decision-making, the Group has established the Management Advisory Board, which consists of two committees, the Personnel Affairs Committee and the Compensation Committee, as an advisory body to the Board of Directors
- Each committee is chaired by an Outside Director, and the majority of the members are Outside Directors

# Disclosure based on TCFD recommendations

## Governance

### Sustainability management structure

As stated in the Sustainability Policy, the Juroku Financial Group recognizes sustainability initiatives (e.g. on climate change) as an important management challenge. "The Juroku Financial Group SDGs Declaration" lists "environmental conservation and climate change response" as one of key challenges.

In order to address this challenge appropriately, the Group has set up the Sustainability Council, which is chaired by the President and consisting of Group Management Council members, Division General Managers and the head of the Sustainability Management Office. The Council meets at least once every 3 months in principle to deliberate on key challenges such as drawing up a policy for implementing initiatives for climate change and other sustainability issues, setting targets and checking progress, and reflecting results to management strategies and risk management. Items deliberated on at this Council are reported periodically to the Board of Directors at least once a year for appropriate supervision.

## Strategy

## Opportunities and risks brought by climate change

The Juroku Financial Group analyses risks and opportunities associated with climate change in the timeframes of "short term," "mid term" and "long term." The results of analyzing scenarios are used to organize active dialog (engagement) for supporting customers who are working toward a decarbonized society, and reinforce financial support in the forms of sustainable financing and transition financing to create business opportunities and reduce risks.

Assessment item		nent item	Main opportunities and risks	
Resource efficiency		urce efficiency		
Opport	Energy sources		<ul> <li>Increasing business opportunities, e.g. offering investments, loans and consultation services to help customers' transition to a decarbonized society</li> <li>Reducing business costs through resource saving and energy saving</li> <li>Boosting corporate value by implementing appropriate initiatives on climate change and disclosing information about them</li> <li>Increasing public works projects for disaster management the demand for customers' capital investment fund</li> </ul>	
Products and services		ts and services		
S	Robustness			
Physical risks Transitional risks		Acute risks	<ul> <li>Deterioration in customers' business performance and damage to collateral value due to the increase in frequency and severity of abnormal climate patterns, causing a decline in loan asset value</li> <li>Business disruption at Group sites affected by a disaster</li> </ul>	Short- to long-term Short- to long-term
	nono	Chronic risks	• Deterioration in customers' business performance and damage to collateral value due to higher average temperature and higher sea level, causing a decline in loan asset value	Mid- to long-term
		Policies / laws		
	Transitional	Technologies	<ul> <li>Deterioration in customers' business performance due to climate-related regulation tightening, failed investment in low-carbon technology and changes in consumer behaviors, causing a decline in loan asset value</li> <li>Slower implementation of appropriate climate-related initiatives and disclosure of information about them than competitors, lowering corporate value</li> </ul>	Mid- to long-term
	risks	Market		Short- to long-term
Reputation		Reputation		

X Short-term = Around 5 years; Mid-term = Around 10 years; Long-term = Around 30 years

# Information disclosure based on TCFD recommendations

## Scenario analysis

The Juroku Financial Group conducts scenario analysis on physical risks and transitional risks in order to identify how climate-related risks would affect the Group.

#### **Physical risks**

Rain-prone Japan experiences heavy precipitations each year, causing rivers to swell and triggering flooding. In recent years, the number of heavy localized rainstorms have become more common, causing significant damage to many areas including our sales territories.

In terms of physical risks, we have anticipated an increase in the frequency of large-scale flooding due to climate change, and calculated the impact of climate-attributable large flooding in Gifu Prefecture on the Group's credit-related expenses on the premise of the RCP8.5 scenario (4°C scenario). The result points to the cost increase of approx. 3.1 billion yen.

#### **Transitional risks**

Following qualitative analysis on sectors with large credit exposure and sectors referred to in TCFD recommendations, we have identified "electric power sector" and "automotive sector" as sectors of significant transitional risks for the Group.

In terms of transitional risks, on the premise of the RCP2.6 scenario (2°C scenario) and NZE scenario (1.5 °C scenario), we calculated the impact on the Group's creditrelated expenses in view of the increased cost of transition into a decarbonized society (e.g. introduction of the carbon tax), decline of net sales and future market trends. The result points to the cost increase of approx. 2.2 billion yen.

	Physical risks	Transitional risks	
Scenario	IPCC∕RCP8.5 scenario (4°C scenario)	IPCC∕RCP2.6 scenario (2℃ scenario) IEA∕NZE scenario (1.5℃ scenario)	
Risk event	Large-scale flooding	Transition to a decarbonized society	
Analysis target	Borrowers in Gifu Prefecture Collateral of real estate (buildings) in Gifu Prefecture (excluding secured home loans)	Electric power sector Automotive sector	
Analysis content	Deterioration of business performance due to customers' business suspension / stagnation Damage to the Group's real estate (buildings) collateral	Deterioration of customers' business performance due to cost increase and sales decline	
Analysis period	Up to 2050	Up to 2050	
Analysis results	Increase of credit-related expenses: Up to 3.1 billion yen	Increase of credit-related expenses: Cumulative total of approx. 2.2 billion yen	

※ IPCC (Intergovernmental Panel on Climate Change)

※ IEA (International Energy Agency)

Analysis results are calculated under specific preconditions.

The impact on the Group's finances has been found to be limited within the scope of this analysis, but we will continue to enhance the scenario analysis.

## **Carbon-related assets**

Of carbon-related assets defined in the TCFD recommendations, loan balance to energy and utilities sectors accounts for 1.4% of the total loan balance. We will examine target sectors for other carbon-related assets for future information disclosure.

Ratio of carbon-related assets against Juroku Bank's loan balance (as of the end of March 2022)

(Unit: million

		yen)
Utilities	Energy	Total
1.0%	0.4%	1.4%

X Loan balance = Total of loans, foreign exchange, acceptance and guarantee, etc. X Utilities include electric power and gas supply sectors and exclude water and renewable energy power sectors

## **Risk management**

## Approach to risk management

The Group has an integrated risk management framework in place, managing its overall financial risks in the categories of "credit risk," "market risk," "fluidity risk" and "operational risk."

Climate change risk is recognized as one of the top risks and a driver of financial risk, and is controlled with the risk management framework for credit risk and operational risk.

## Formulating an investment and lending policy

The Group has the Investment and Lending Policy for Creation of a Sustainable Society.

#### **Basic policy**

The Group strives to contribute to medium- to long-term enhancement of corporate value and sustainable growth of customers by vigorously supporting initiatives to resolve environmental and social issues through investment and lending. Moreover, the Group strives to mitigate or avert the impact of investment and lending that may pose a significant risk or have a negative impact on the environment and society by subjecting any such investment and lending to meticulous consideration.

#### Sector-specific policies

Coal-fired thermal power generation	Juroku FG will not invest in or extend loans to projects that involve building new coal-fired thermal power stations or expanding existing power generation facilities, while taking a prudent approach in considering exceptional cases in response to emergencies or in projects in line with the Japanese government's energy policy.
Weapons	Juroku FG will not invest in or extend loans to companies that manufacture weapons, regardless of fund usage, in view of the inhumane nature of cluster bombs, anti-personnel landmines and biological / chemical weapons.
Deforestation	Juroku FG will not invest in or extend loans to projects that involve illegal logging or forest incineration. Investment in / loan to projects whereby the fund is used for operations that involve deforestation will be considered carefully in view of their impact on the local economy and the environment.

# Information disclosure based on TCFD recommendations

## **Indicators and targets**

## **CO2 emission reduction targets**

The following reduction targets are set on CO2 emission generated by the Group's energy use in our efforts to establish a decarbonized society.

Target Halve CO2 emission by FY2030 from the FY2013 level and achieve carbon neutrality by FY2050



## CO2 emission(SCOPE1、2)

In FY2021, the Group reduced CO2 emission by 852 tons from the previous year, due partly to the introduction of CO2-free electricity generated in Gifu Prefecture for use at Juroku Bank's head office building, which began in November.

This has reduced our CO2 emission by 34.4% in FY2021 compared to the FY2013 level.

Calculation methods for other categories will be explored for future information disclosure.

[Category 7] Employee commuting

[Category 6] Business trips

## Sustainable finance targets

FY2021 results

The following targets are set on sustainable finances in order to support, through out business, customers' initiatives for solving environmental issues and to contribute to establishing a decarbonized society.

49

3,135

Targets	2 trillion yen (including 800 billion yen in the environmental field)
Period	9 years (FY2022 - FY2030)
T a r g e t investment and lending, etc.	<ul> <li>Sustainable finances : Investment and lending for SDGs / ESG initiatives that contribute to building a sustainable society</li> <li>Environmental field : Investment and lending for initiatives to reduce environmental impact</li> </ul>

## Section I: Interim Results for FY2022

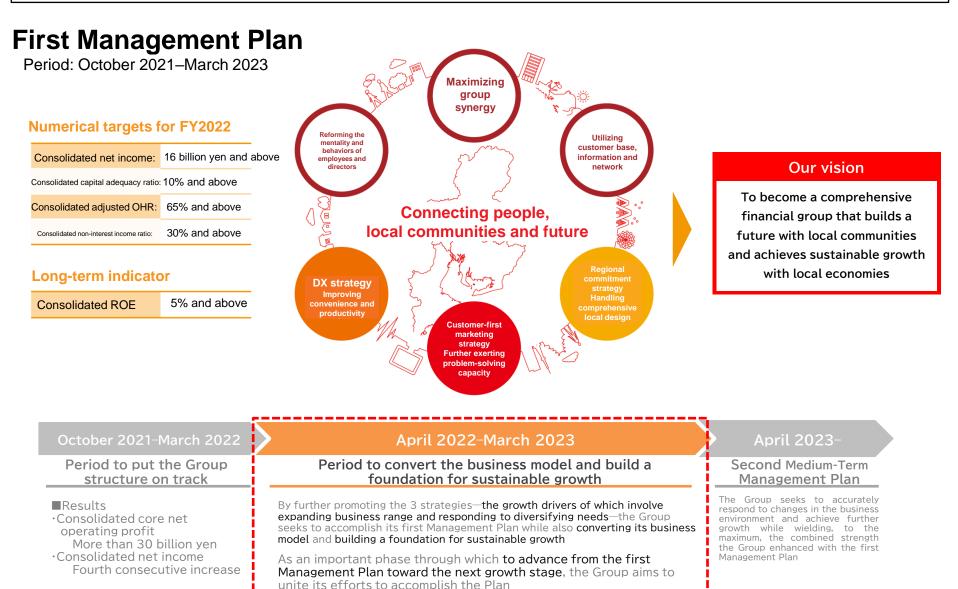
Section II: Initiatives for Sustainability

Section III: Progress in the First Management Plan

## Section IV: Future Direction of Management

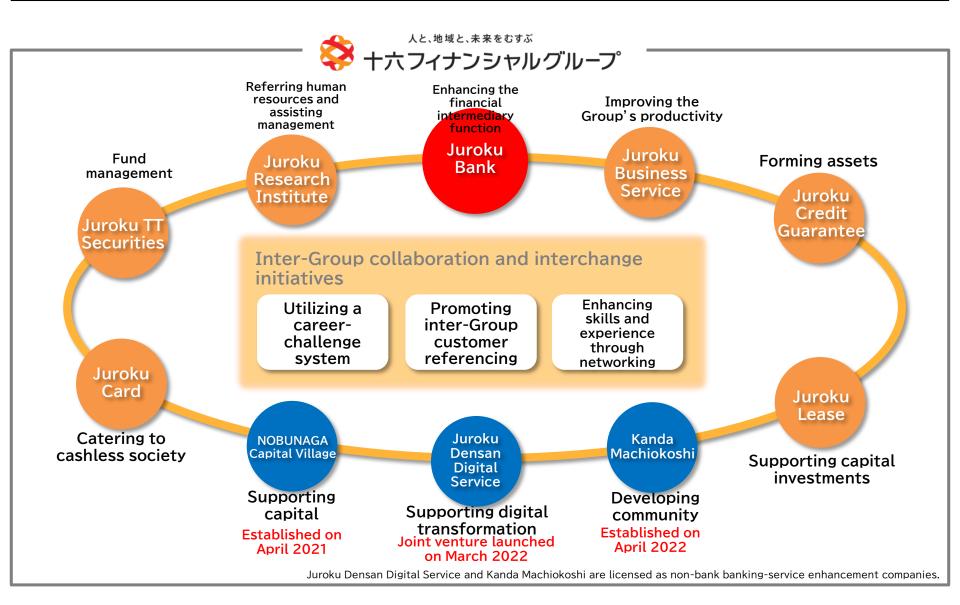
# **Overview of the First Management Plan**

The Group has taken various measures by setting the final fiscal year under the first Management Plan as a period to convert the Group's business model and build a foundation for sustainable growth.



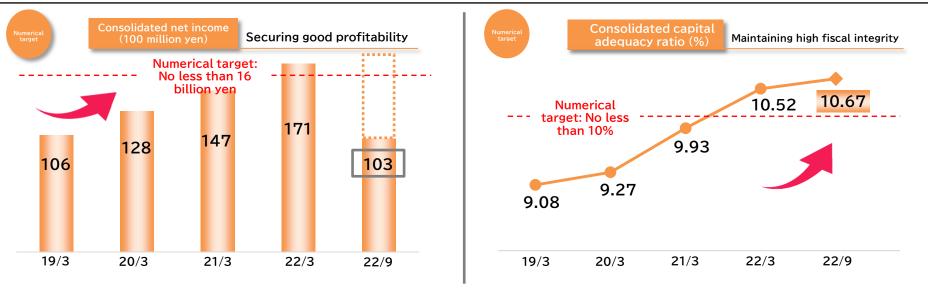
# Maximizing group synergy

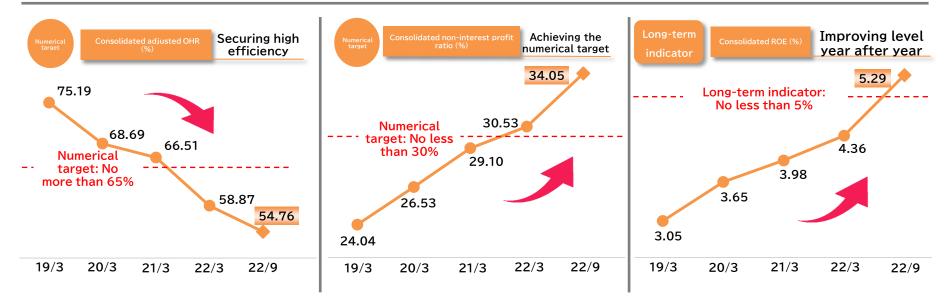
• By expanding the Group's business range and further collaborating with Group companies, the Group strives to achieve the growth and prosperity of local communities as a comprehensive regional financial service provider.



# Progress against numerical targets

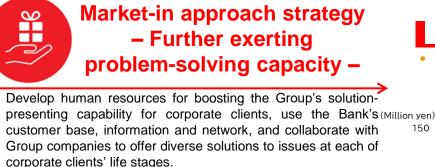
 Various numerical targets have been achieved ahead of schedule in the March 2022 term. The September 2022 term has seen further enhancements in profitability, fiscal integrity, and efficiency.





# Management strategy ~Customer-first marketing strategy~

- Amassing the Group's management resources to fulfill the consulting function.
- Offering diverse solutions for various issues.



Priority measure

#### Offering diverse solutions to issues at each of the corporate clients' life stages

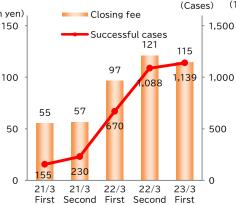
Reinforcing solution-presenting capability



- Initiatives in the foundation and growth stages
- Supporting fundraising through equity investment, and assisting the expansion of sales channels through business matching, etc.
- Initiatives in the stability stage
- Facilitating leasing, diversification of the means of capital fund-raising, human resource reference, cashless adaptation, digital transformation, etc.
- Initiatives in the maturity / regeneration stages
- Assisting project handling by bank branches / management succession support office, collaboration with specialized consultants, and hands-on help

## **Business matching**

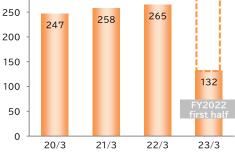
Successful cases showed a solid increase resulting from repeated dialog with customers and the provision of appropriate solutions for needs and challenges





Lease sales

Stability



#### Developing human resources to strengthen sales capabilities

Enhancing skill level-based training curricula to develop human resources that can provide diverse solutions to resolve customers' challenges

Skill level Solution job foundation training Solution capability enhancement training Individual-related sales training for liaison staff Corporate solution-related training for FA staff

# Management strategy ~Customer-first marketing strategy~

的十六銀行

- Amassing the Group's management resources to fulfill the consulting function.
- Offering diverse solutions for various issues.

## Market-in approach strategy - Further exerting problem-solving capacity -

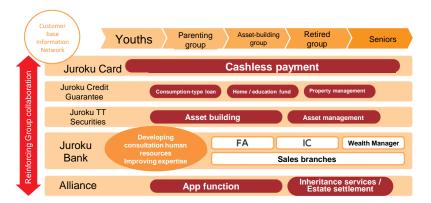
 Expand Group collaboration / alliance, and offer channels optimized to the needs of customers to build a consultation system toward establishing lifelong trading relations

#### Building a consultation system toward **Priority** measure establishing lifelong trading relations

- Enhancing face-to-face channels
- Offering value-added solutions through bank-securities partnership
- Offering long-term perspectives in line with customers' life plan
- Addressing the needs for non-face-to-face transactions
- Developing smartphone-based systems for building assets and raising loan needs
- Adopting cashless transactions for improved convenience
- Strengthening alliance

JH R

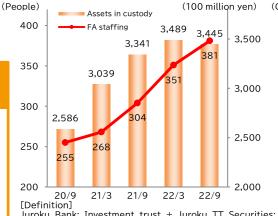
Expanding trust and insurance services to cater to customer needs



#### Group-based consultation system toward establishing lifelong trading relations

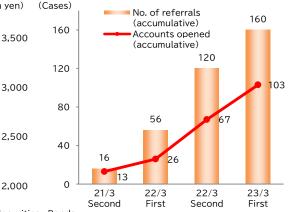
#### FA staffing and balance of assets in custody

Making long-term proposals that are in synch with customers' life plans while increasing FA staffing



#### Referral of private trust experts

• The number of consultation cases rose as a way of smooth asset succession and property management for older age



Juroku Bank: Investment trust + Juroku TT Securities: Bonds, stocks, investment trusts, fund wraps, etc.

The Juroku Bank's entry into trust services and release of first-ever trust product in Japan

- The Juroku Bank obtained a license on September 27 to operate as a universal banking entity, and started to offer a trust service accordingly
- The Bank started offering "Juroku Ohitorisama Trust <Mirai Yoroshintaku>," the firstever product in Japan to cover affairs subsequent to a customer's death and money trust concerning relevant costs in a single package





# Management strategy ~DX strategy~

Enhancing non-face-to-face channels to improve product / service convenience and expand general transactions.

# DX strategy - Improving convenience -

- Enhancing non-face-to-face channels to improve product / service convenience and expand general transactions
- Adopting advanced marketing based on data to address diversifying needs

#### ① Enhancing non-face-to-face channels

- Expanding transactions that are completed online
- Expanding the functions of personal apps for improved convenience
- Building a platform as the gateway to corporate customers
- Using a common platform for procedures to eliminate the use of seal and hardcopy forms in transactions
- Offering friction-less functions and services
- Using tablet devices and AI in-store

Priority

measure

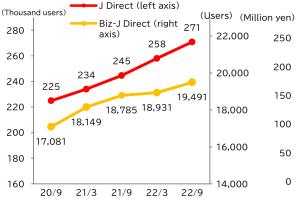
 Enhancing online functions and contents to broaden the scope of general transactions



- Sharing and utilizing information internally and externally
- Offering new financial services based on open API
- Offering timely information services based on data analysis
- Forming alliance to deliver IT consulting

## J Direct/Biz-J Direct

 Enhancing non-face-to-face channels, with growth observed in J Direct (personal customers) and Biz-J Direct (business customers)



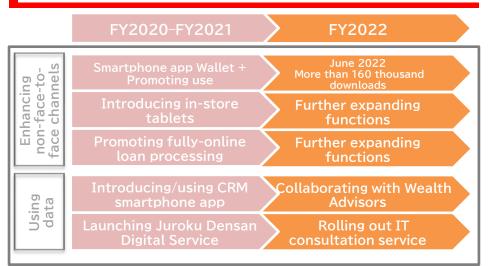
### Juroku Cloud Factoring

• Under partnership with OLTA, shortterm small funding is offered to cater to customers' diversifying fundraising needs.

## folta



### DX initiatives: Improving convenience



# Management strategy ~DX strategy~

• Streamlining business with digital technology to optimize the distribution of management assets.

## DX strategy - Improving productivity -

- Enhancing non-face-to-face channels to improve product / service convenience and expand general transactions
- Adopting advanced marketing based on data to address diversifying needs

#### Priority measure

## ① Creating human resources in high-growth areas through work streamlining

- Improving work processes and optimizing the distribution of management resources
- Utilizing workflow systems, teleconferencing, digital forms, etc. to create extra time for business activities
- Using in-store tablet devices to shorten time for administration
- Using digital technology to reduce back-office work and centralize it to the head office
- Deploying human resources strategically from administration to highgrowth areas such as FA and Group companies

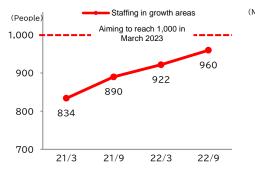
#### Priority measure 2 Work-style reform and digital transformation support

#### Work style reform and HR development

- Expanding remote work to facilitate diverse work styles
- Using IT tools to expand remote sales activities
- Developing human resources in digital technology through alliance and ICT solutions
- Work Facilitating digital transformation of customers and local communities
- Using alliance to promote customers' digital transformation
- Utilizing Group companies' functions to facilitate cashless transactions by businesses and local communities
- Building up digital transformation know-how such as teleworking, paperless transactions and table-based sales

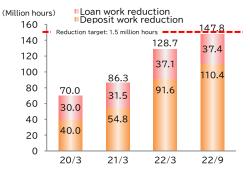
#### Redeployment of staff to growth areas

 Redeploying human resources to growth areas across the Group to further boost the consulting service function and Group synergy

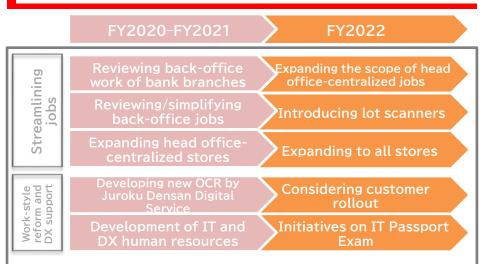


## Reducing job volume

 Promoting the elimination of back-office administration at Juroku Bank's sales offices with plans to reduce administration work worth 1.5 million hours in the March 2023 term versus the level recorded in the March 2017 term



## DX initiatives: Improving productivity



# Management strategy ~Regional commitment strategy~

Playing a central role in revitalizing local communities through expansion of business categories.



## Local commitment strategy Comprehensive local design –

Establishing solid relations with local stakeholders and further expanding business categories as a general financial group to deploy financial services that contribute to the development of the local economy, thereby contributing to local revitalization



Priority measure

#### Boosting the appeal of local communities

#### Creating local brands

 Branding local delicacies and disseminating their information in large cities for PR

#### Utilizing local resources

- Rediscovering local resources and implementing measures to boost local appeal to promote tourism
- Coordinating industrial bureaucratic academic partnership to assist the development of new products

#### Creating new business

- Assisting business creation and forming local communities
- Expanding alliance and considering to establish communitydevelopment companies

#### Providing assistance in solving local issues

- Revitalizing central business districts
- Facilitating urban redevelopment projects, PPP / PFI projects and funds to revitalize local cities and encourage people to move in

#### Assisting local government bodies' work streamlining

 Facilitating cashless transaction response and contracting public services (policy adviser), etc.

## **Creating local brands**

- The Gifu Brand Metropolitan Dissemination Project business sessions have been held since September 2018 as the venue for business negotiations between Gifu-based vendors and prominent buyers in the Tokyo metropolitan area
- The target areas have been expanded to Nagoya and Kansai regions in FY2020 to operate as the Gifu Brand Metropolis Dissemination Project, thereby facilitating Gifu-based vendors' entry into major cities and the creation of the Gifu brand

Project name	Period	Number of sessions	Total business cases
*Includes figures from the former Gifu Brand	March 2021 term (interim)	3 times	34 cases
Metropolitan Dissemination Project	Cumulative total*	43 times	613 cases

#### Utilizing local resources/Supporting local governments

- After being selected as a consignee of Ena City, Gifu's premium e-gift voucher service, the Juroku Bank started providing a digital wallet service for local government-issued merchandise coupons jointly with NTT DATA Corporation and Infcurion, Inc.
- With the ability to charge via credit cards and directly from bank accounts, the service can offer enhanced convenience based on local governments' incorporation of monetary functions



#### **Creating new business**

- Collaborating with local companies, NOBUNAGA Capital Village has held a meet-up with local university and high school students under the theme of "resolving local challenges"
- Participants extensively exchanged opinions on the day of the event about the standout features of their local community and Gifu's future



# Management strategy ~Regional commitment strategy~

Deepening initiatives for SDGs and local revitalization by Group directors and employees.

# 

## Local commitment strategy · Comprehensive local design –

- Deploying suitable human resources to optimum positions and streamlining work processes to create extra time for business activities, while boosting awareness on SDGs and community revitalization to deepen initiatives
- Working with local businesses, business associates and local communities to take on local and environmental issues in order to establish a sustainable society

#### Deepening Group's initiatives for SDGs and local revitalization

#### Environment

- Initiatives for decarbonization and CO2 reduction
- Disclosure of climate change impact

#### Society

Priority

measure

- Connection with customers and local communities at Group sites
- Diversity promotion, women's empowerment and HR development that takes advantage of diverse capabilities

#### Governance

- Business management that makes use of external knowledge and insight
- Enhanced compliance system

#### Priority measure 2 Assisting SDGs initiatives by customers and local communities

#### Support for SDGs initiatives by corporate clients

Support for the introduction of SDGs-based management

### Support for SDGs initiatives by local communities

Educational and cultural activities, emergency preparedness

## Hosting a top management gathering

- To express gratitude to customers upon marking a 1-year anniversary in October 2022, the Group held a Juroku Financial Group Top Management Gathering in Gifu and Aichi prefectures
- As a comprehensive regional financial service provider, the Group expressed its commitment to further reinforcing Group-wide collaboration and becoming a frontrunner that can prove valuable to customers and local communities



#### Publishing the Juroku Research Institute Recommendations 2022 "Regions Popular among Women"

 Setting major gender gaps in local communities as a fundamental issue for the revitalization of the communities, the Juroku Research Institute published "Regions Popular among Women": recommendations that present analysis results, good practices, and solutions



• Studies and other particulars by 3 female researchers of Juroku Research Institute reassessed the status quo and examined analysis results as well as solutions for the potential of solving gender gaps

## Offering SDGs Navigator and SDGs Challenge Assist

- Offering SDGs Navigator that supports customers upon the introduction of SDGs in their management, which involves interviewing the extent to which they have undertaken SDGs initiatives, developing a diagnosis report for feedback, and thereby assisting the development of a Declaration of Commitment to SDGs
- Offering also SDGs Challenge Assist which, in a one-stop manner, provides funds required when customers work on SDGs, as well as offering an SDGs Challenge Certificate to customers who used the service and listing their names on Juroku Bank's website

## Hosting Juroku Disaster Preparedness Day 2022

- Hosting Juroku Disaster Preparedness Day 2022, an educational event held on the occasion of Japan's September 1 Disaster Drill Day
- Raising local community members' awareness of disaster preparedness by offering tremor-experiencing opportunities with earthquake simulation vehicles through the cooperation of the City of Nagoya Fire Department, and showcasing emergency disaster response vehicles owned by the Group



## Section I: Interim Results for FY2022

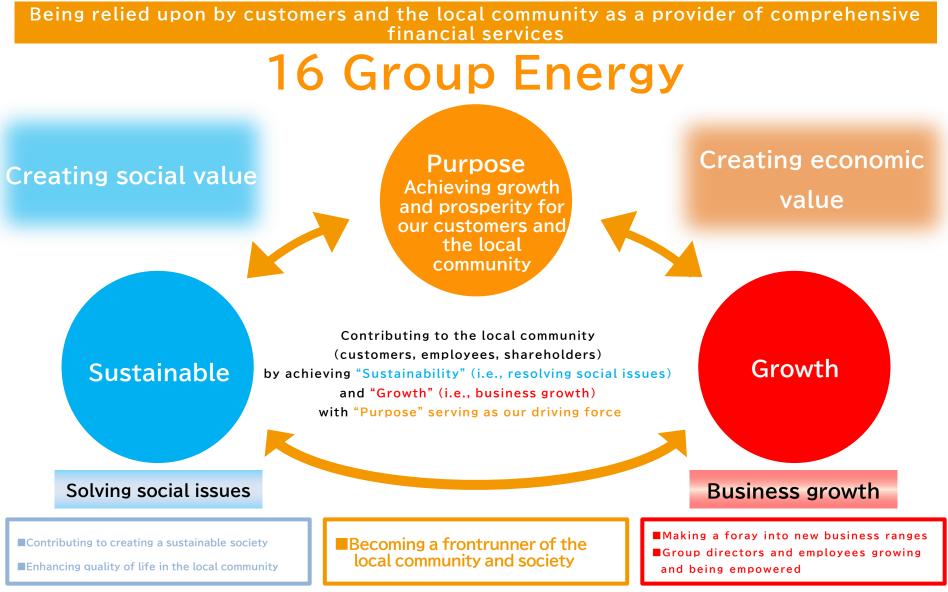
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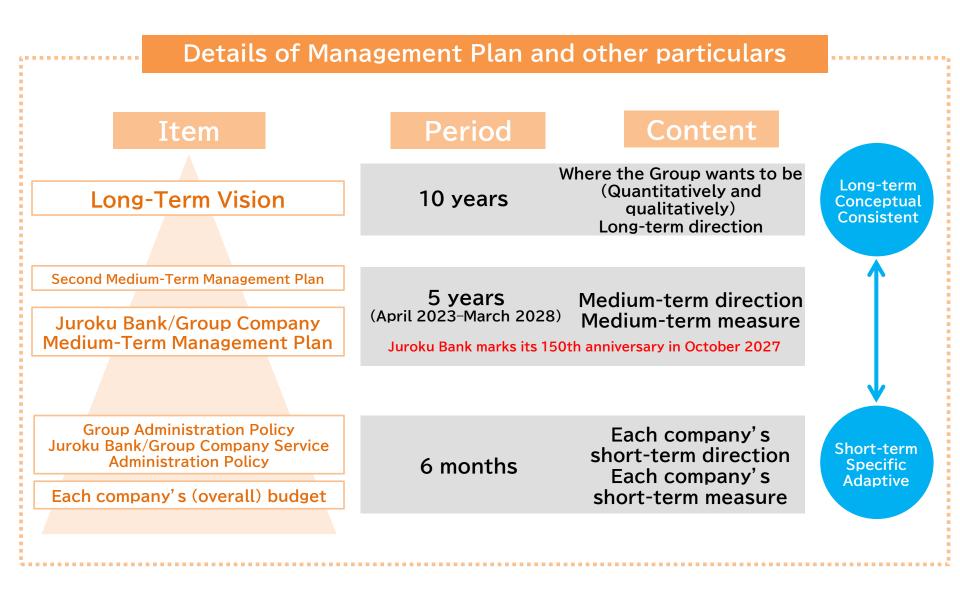
# 16 Group Energy

 Under 16 Group Energy and as a frontrunner of the local community and society, the Group seeks to be a constantly relied upon and needed entity.



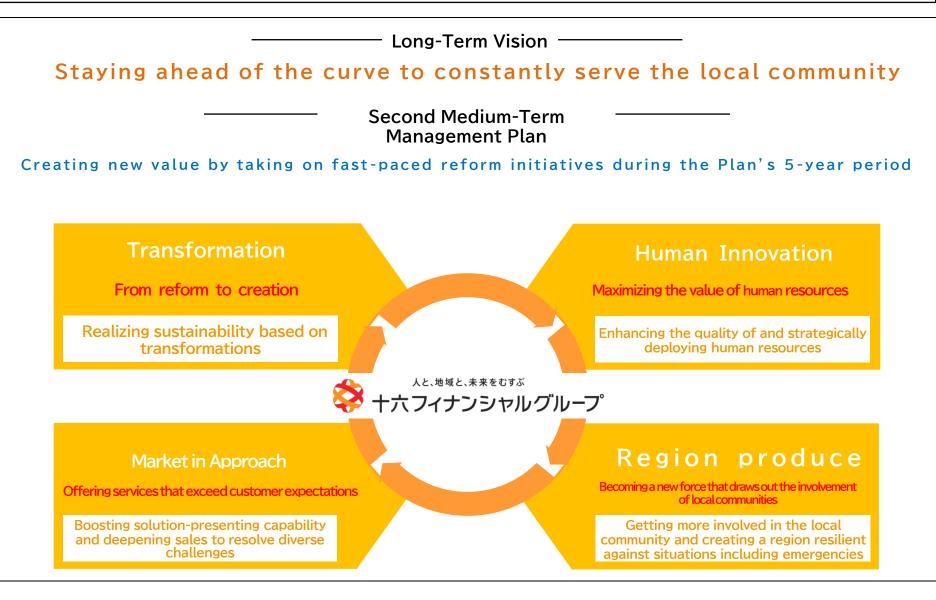
# Direction of the Second Medium-Term Management Plan

The Group will develop the Long-Term Vision, a blueprint of where the Juroku Financial Group wants to be in a decade from now, and thereby draw up the 5-year Medium-Term Management Plan eyeing the Juroku Bank's 150th anniversary.



# Direction of the Second Medium-Term Management Plan

• To reach where the Group wants to be, the next Management Plan will roll out 4 strategies derived from the 3 strategies that are pursued under the first Management Plan.



## Introduction of new HR system and transition to holding company system

April 2023 will see the first shake-up in the HR system in 22 years. The Group's transition to a holding company system will be a
first among regional financial institutions in the 3 Tokai area prefectures.

### Introducing a new HR system

Concept

Concept

# Revitalizing the organization and developing active human resources

•Each employee expressing what they aim to be •Growing as human resources that the local community needs

#### Clarifying the mission and reforming behavior

- •Promoting behavioral reform by clarifying the mission
- •Encouraging growth of employees who are enthusiastic and willing to take on challenges

# Developing a corporate culture that draws on individuality and diversity

Developing an organization that fosters individuality and diversity, and in which individuals respect one another
Channeling the capability of diverse human resources into the Group's momentum

#### 1. Newly establishing "My Vision" and "Commitment"

•Employees expressing their "My Vision" (what they aim to be) •Setting commitments (targets) of what employees want to achieve and take on through their repeated efforts toward realizing the Group Management Philosophy



Committing to the organization's purpose while valuing personal purposes

2. Developing new assessment and compensation systems

New HR review system to foster individuality and diversity to encourage growth

•Compensating enthusiasm and attitude to take on challenges instead of seniority

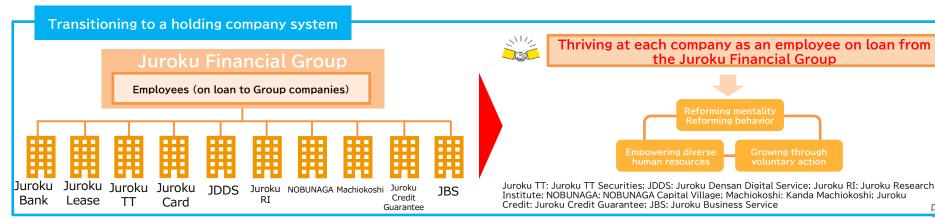
Abolishing minimum promotion age, allowing for employees to serve as General Managers at the age of 35

#### 3. Empowerment of diverse human resources

Newly establishing retention system (enhancing childcare system)
 Newly establishing expert system (developing specialists)

 Newly establishing return-to-work system (re-hiring former employees)

Maximizing the value of diverse human resources



5'

# Consolidation of our emblem

• The Juroku Financial Group will consolidate its emblem with that of the Juroku Bank, which has been in use for over half a century (this includes subsidiaries of the Bank).

## Transition of Juroku Bank's emblem

**Meiji era** (1868–1912) 1972– (Started using the emblem)







2023-



- Juroku Bank and its 2 subsidiaries (Juroku Business Service and Juroku Credit Guarantee) currently use an emblem that was designed in 1967--the Bank's 90th anniversary--as a mark for employees to wear, and which signifies advancement toward the organization's centennial milestone
- Branches started to widely use the emblem in signboards and other locations 50 years ago in September 1972

The emblem will be consolidated in step with when the Second Medium-Term Management Plan starts as well as when the Group introduces a new HR system and transitions to a holding company system in April 2023. With this move, the Group intends to develop a united brand image, reform the mentality of Group directors and employees, and reinforce inter-Group coordination.



Conceptual image of store after consolidation of emblem