

Thoughts of a Mother Turtle By Chie Tengan

Winner of the 22nd (fiscal 2013) Bingata Design Contest presented by the Bank of the Ryukyus

# Bank of the Ryukyus Management Briefing for FY2013





## Overview of Okinawa Prefecture



#### **Natural Environment**

Area

Approximately 2,276 km<sup>2</sup> (around 0.6% of Japan's total land area, the smallest proportion after Kagawa, Osaka, and Tokyo; 18.4% of Okinawa's main island is used as a U.S. military base)

Geographical features

Comprised of 160 small and large islands (49 of which are inhabited)

Climate

Average annual temperature 22.7°C; average annual rainfall surpasses the national average by around 26%

#### Population

Population

Approximately 1,420,000 (estimate as of March 2014)

Households

Approximately 550,000 (estimate as of March 2014)

Total fertility rate

1.79 persons (highest in Japan as of 2009)

Ratio of juvenile population

17.89% (highest in Japan as of 2010)

Population growth rate

0.60% (highest in Japan as of 2010)

#### Industry

Number of tourists each year

6,410,000 (2013)

Gross production by industry

Primary: 2.0%; secondary: 12.4%; tertiary: 85.5% (fiscal 2010)

Forecast rate of economic growth

1.07% (highest in Japan: 2007-2020 forecast rate of real economic growth (Japan Center for Economic Research))

(Source: Okinawa Prefecture)

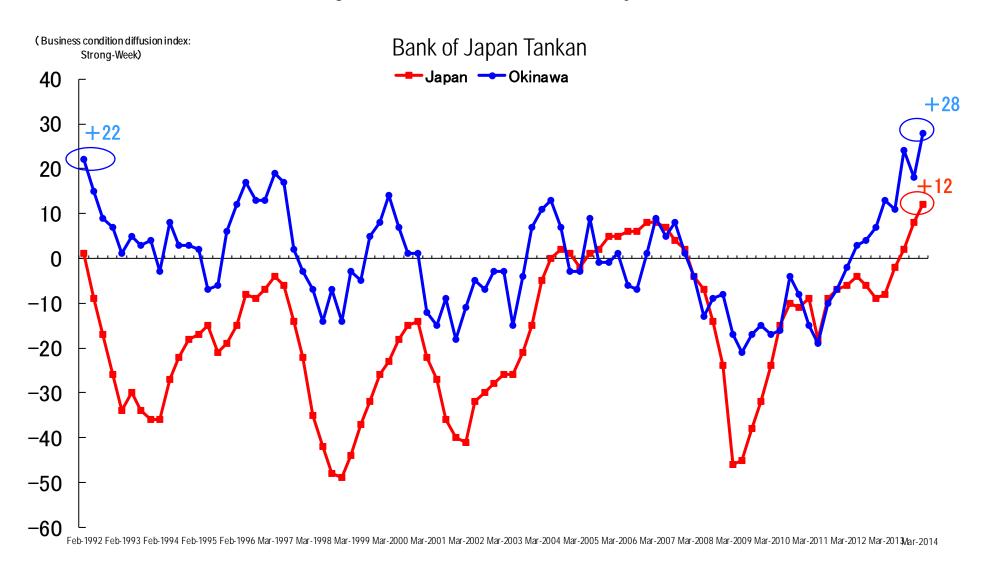


(Source: ALL NIPPON AIRWAYS CO., LTD)

## **■** Economic Trends (Bank of Japan Tankan)



Business confidence at a high level for the first time in 22 years

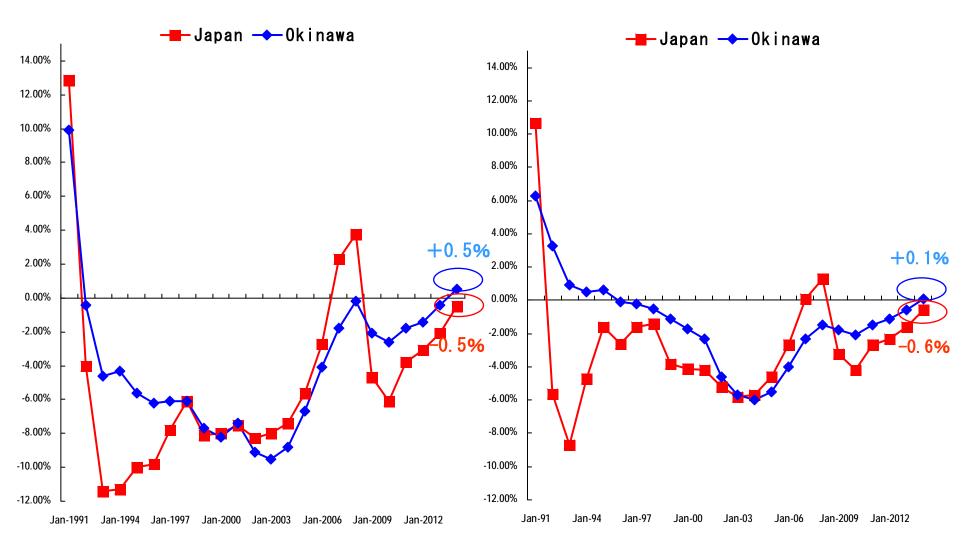


## ■ Trends in Land Prices



Upward trend in prices within the Prefecture for both commercial- and residential-use land (YoY)

Residential-use land (YoY)

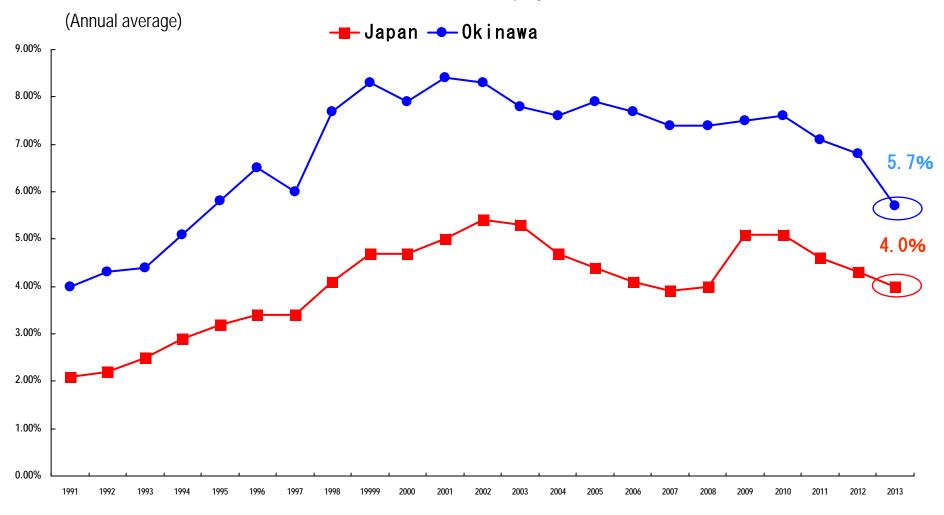


## Employment Conditions



Improvement in employment conditions with a year-on-year decline in the unemployment rate of 1.1 percentage points

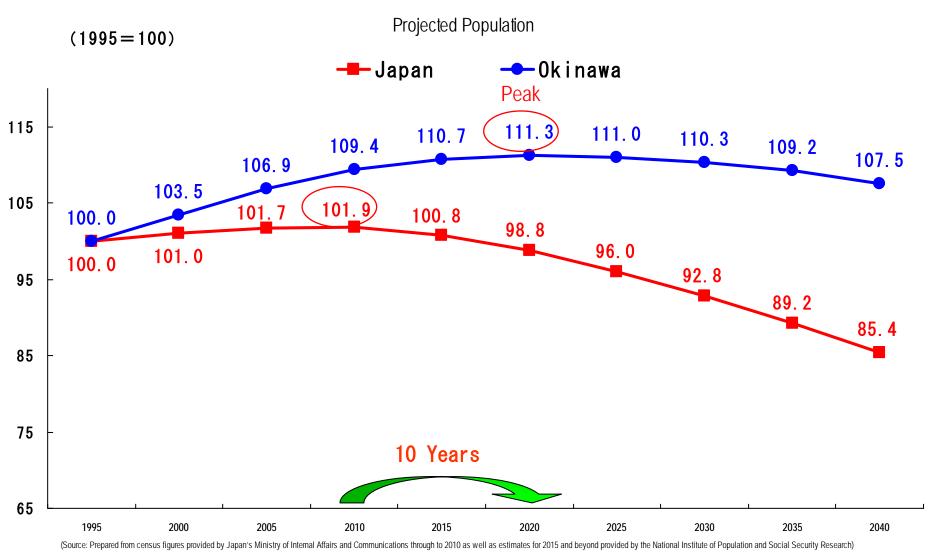




## Projected Population



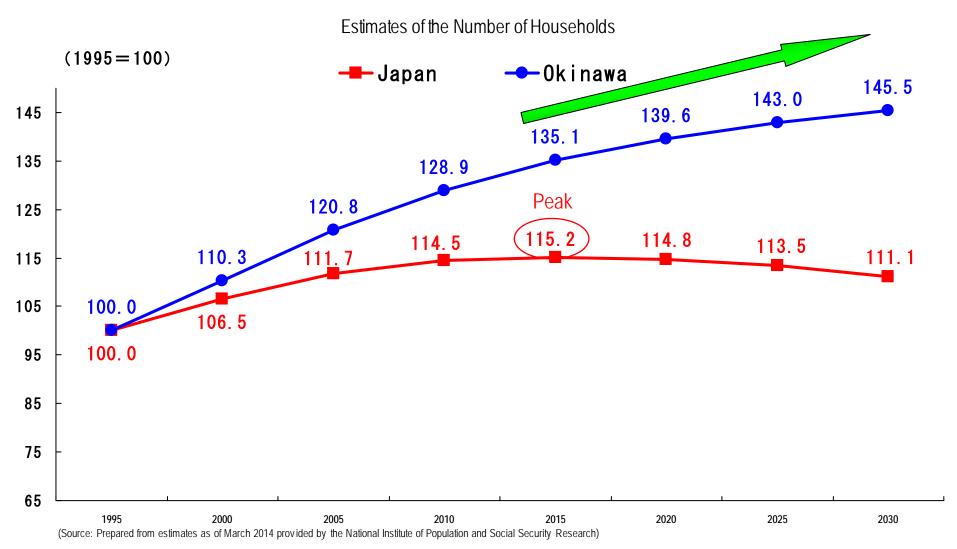
Okinawa Prefecture's population is projected to increase for the foreseeable future



## **E**stimates of the Number of Households



#### Continued increase in the number of households

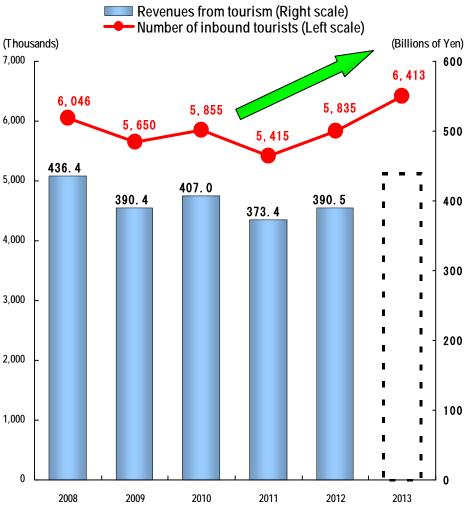






Record number of inbound tourists resulting from a variety of factors including the impact of LCCs and new Ishigaki Airport

## Trends in the Number of Inbound Tourists and Revenues from Tourism



(Source: Statistical overview of the number of tourists entering Okinawa Prefecture)

- ◆LCCs commence services across 15 routes

  \* Number in parentheses represent the number or return flights in one day
- Peach Aviation (7)

Naha⇔Taipei (2), Naha⇔Kansai (3), Naha⇔Ishigaki (1), Ishigaki⇔Kansai (1)

Jetstar (5)

Naha⇔Narita (4), Naha⇔Kansai (1)

Vanilla Air (3)

Naha⇔Narita (3)

◆Painushima Ishigaki Airport opened in March 2013



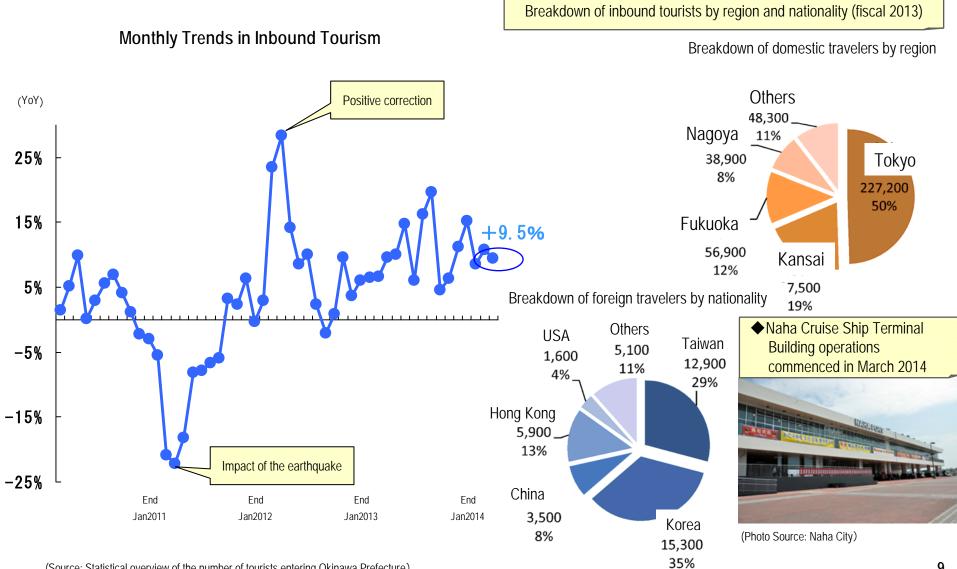
◆Naha Airport International terminal operations commenced in February 2014



## ■ Monthly Trends in Inbound Tourism



### Continuous year-on-year increase for 19 consecutive months



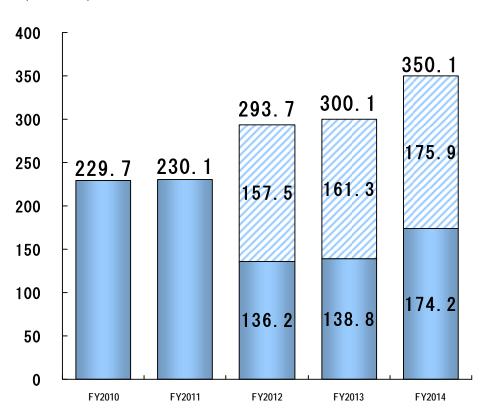
## **■** Measures for Promoting Okinawa



## Budget trends for the department responsible for Okinawa within Japan's Cabinet Office

□ Lump sum subsidy

(Billions of Yen)



(Source: Japan's Cabinet Office)

Excerpt from a comment by Prime Minister Shinzo Abe on December 24, 2013 Secured an annual budget of more than ¥300 billion to help develop and promote Okinawa throughout the current Okinawa development and promotion plan period (fiscal 2012 to fiscal 2021)

Okinawa Development and Promotic	n Lump Sum Subsidy(	(¥175.9 Billion)
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	Okinawa Development and Promotion Special Promotion Subsidy (soft)	Okinawa Development and Promotion Public Investment Subsidy (hard)
Budget amount	• ¥82.6 Billion	• ¥93.2 Billion
Details	<ul> <li>Establish as an independent Okinawa program targeting "soft" businesses</li> <li>Simplify and streamline wherever possible all implementation procedures</li> </ul>	Establish while increasing existing     Okinawa development and     promotion voluntary strategy     subsidies and expanding the scope     of application specific to Okinawa
Subject businesses	"Soft" businesses and other	Social capital improvement, etc.

#### Amount other than the lump sum subsidy (¥174.2 Billion)

Business name	Budget amount
Public works-related expenses, etc.	¥138.2 Billion
(portion applicable to public works to expand runway services at Naha Airport)	¥33.88 Billion
Construction of a 2,700m second runway; operations to commence in 2020	
Okinawa Institute of Science and Technology Graduate University-related expenses	¥19.8 Billion
Business to develop and promote the northern territories	¥5.1 Billion
Basic expenses in connection with steps to consider the introduction of railway and other services	¥0.2 Billion

Excerpt from a comment by Ichita Yamamoto, state minister for Okinawa affairs on December 24, 2013

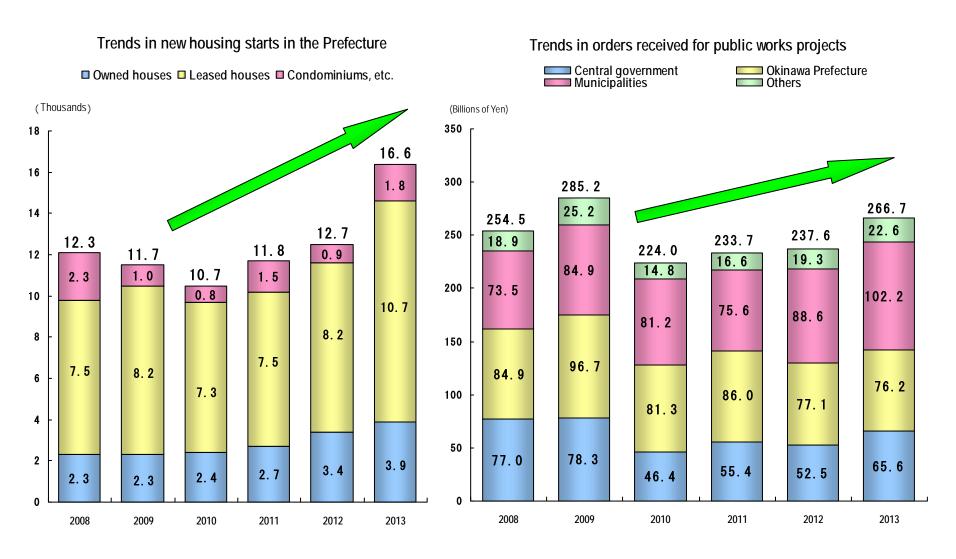
[Northern territories development and promotion business] Continue business activities of at least ¥5 billion each year throughout the current Okinawa development and promotion plan period

[Public works to expand runway services at Naha Airport] Completion of construction by the end of 2019 in accordance with the agreement between Japan's Minister of Finance and Minister of Land, Infrastructure, Transport and Tourism

## Construction



### Substantial increase in both housing starts and public works



## ■ Second Runway at Naha Airport



### Additional construction of a 2,700m runway to address the increase in air travel demand

Total project expenses	Commencement of construction	Completion of construction
About ¥198 Billion	January-2014	December-2019





◆ Second highest number of domestic service routes after Haneda Airport			
Airport name	Operating hours	Number of service routes	Flight/ Day
Tokyo International	24Hours	49	1,082
Naha	24Hours	27	137
Fukuoka	7:00~22:00	26	175
New Chitose	24Hours	26	164
Osaka International	7:00~22:00	24	158
Chubu Centrair International	24Hours	16	67
Kansai International	24Hours	12	59
Narita International	6:00~23:00	11	287

(Source: Okinawa Prefecture)





### Positioned as a future silicon valley and research hub of Asia

#### OIST

◆ In addition to 50 senior research officials, approximately 300 research associates conduct research across a variety of specialist fields related to Okinawa Prefecture.

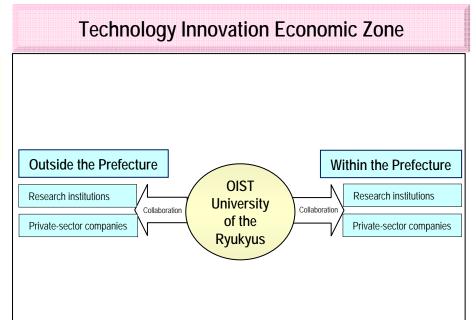
Activities also include the presentation of papers and observation of coral and marine conditions on a real-time basis.



(Source: OIST homepage)

Excerpt from a comment by Ichita Yamamoto, state minister for Okinawa affairs on December 24, 2013

Consideration will be given to a variety of issues including the need to secure essential financial resources and to maintain the appropriate level of quality from a broad perspective. These efforts are geared toward expanding the scale of OIST research and operations.



Promote the formation of a global intellectual and industrial cluster with such institutions as OIST at the center to pursue world-class advanced interdisciplinary research. (Council on Economic and Fiscal Policy "Large-Boned Policy")

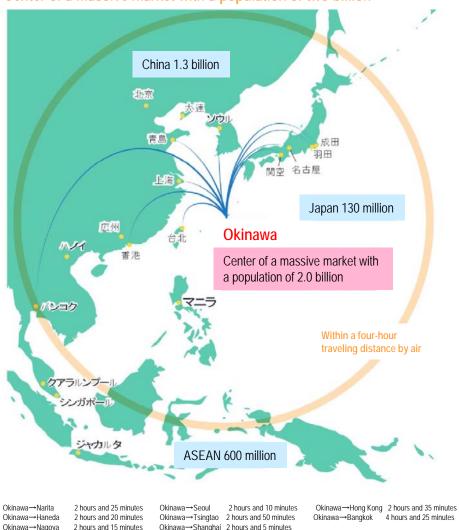
Okinawa Discovery Tour (organized by the Cabinet Office)

Senior officials from 13 of Japan's leading pharmaceutical companies toured OIST and exchanged opinions with pharmaceutical-related companies within the Prefecture in December 2013



### ■ Okinawa Bridging Asia (Okinawa International Logistics Hub)

Geographic competitive advantage due to its position at the heart of Asia Center of a massive market with a population of two billion



Okinawa→Taipei 2 hours and 25 minutes

Okinawa→Kansai Int. 1 hours and 50 minutes

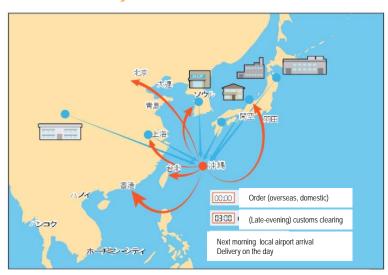
(Source: Okinawa Prefecture)

#### Okinawa relay model



Next day delivery through the use of 24-hour customs clearing and relay functions

#### Okinawa inventory model



Establish a logistics base in Okinawa and promote a variety of business models

### ■ Substantial Expansion of Okinawa's Regional and Economic Zone Systems



Okinawa boasts a variety of incentive programs including an extremely favorable tax deduction and allowance system that is not available in other prefectures. In fiscal 2014, the Prefecture also took steps to substantially improve the availability and use of various systems following the full-fledged reform of the following economic zone and regional systems.

#### Economic zone

### Economic and financial revitalization zone

Designate one region within the prefecture (Nago City currently designated as a financial zone)

(Businesses covered)
Existing finance sector

⇒Expand to industries identified by the governor

In addition to the below-mentioned, application of the substantially liberalized angel tax system

#### International logistics zone

Four existing locations of Naha District, Nakagusuku Harbor (new port zone), Naha Airport District, and Naha Port District

⇒Districts designated by the governor

(Businesses covered)
Manufacturing, packaging,
warehousing, and other sectors
⇒Addition of the aircraft maintenance
sector

#### Information and communication industrial

24 municipalities

the governor

manufacturing,

other sectors

⇒Districts designated by

(Businesses covered)

Information recording

telecommunications,

software, call center, movie,

video, broadcasting, and

### Information and communication zone

Naha and Urasoe District, Nago and Ginoza District, Uruma District 
⇒ Districts designated by the governor

(Businesses covered) Data center, provider, backup center, etc.

⇒Addition of the information and communication equipment interconnection verification sector

### Regional zone

## n industrial Tourist site formation and promotion development district district, industry innovation district

All areas in Okinawa Prefecture
(Tourism-related facilities)
Sports and recreation, education and culture,
relaxation, convention, and sales facilities
⇒ Removal of floor area and other requirements
with respect to facilities covered

(Types of sectors covered by industry innovation) Manufacturing, packaging, warehousing, wholesale, product inspection and other sectors

#### Overview of measures

## Tax deductions and allowances (only economic zones)

#### 40%, 10 years

(Selection system with investment tax and other credits on the right)

\*\*Several requirements including the location of a head office or principal business base within the economic zone or a company of less than 10-years standing established within the economic zone

XSubstantial liberalization of the required number of full-time employees

Investment tax and other credits (common throughout economic zones and regions)

#### Machinery, etc. 15%, buildings and other 8%

Substantially lower than the minimum acquisition cost of subject assets (above ¥10 million ⇒ above ¥1 million)

### Extraordinary depreciation (machinery, etc. 50%, buildings and other 25%)

Economic and financial revitalization zone, international logistics zone, industry innovation district (machinery, etc. 34%, buildings and other 20%); Selection system with income and investment tax credits

#### Other support measures

- Provide a variety of incubation facilities in such cities as Nago and Uruma as well as lots for sale and leased factories
- Business, real estate acquisition, fixed property, and other tax relief measures
- Okinawa information and communication expense support between the main island
- Okinawa youth employment promotion subsidy and other support
- Low-interest finance provided by the Okinawa Development Finance Corporation

(Source: Cabinet Office department responsible for Okinawa affairs)

## ■ Major Projects within the Prefecture



: Private-sector businesses

☐ : Public works

: Total project costs

Hotel Orion Motobu Resort & Spa (approx. ¥9 billion)

Construction of a resort hotel adjacent to the Okinawa Churaumi Aguarium; operations scheduled to commence in July 2014

Plan to utilize a vacant lot within the Gimbaru Training Area (approx. ¥80 billion)

Hotel development project undertaken by a Malaysiabased company; operating contract with Hilton for a 190room hotel; targeting a startup date of 2016

Plan to utilize a vacant lot within the Gimbaru Training Area (approx. ¥15 billion)

Construction completed on a regional medical facility, health care center, fitting center, thalassotherapy children's rehabilitation center in March 2014

◆ Onna Communication Squadron site resort plan (approx. ¥50 billion)

Construction of a 209-room hotel, 20 villas, a spa, and chapel by a Malaysia-based company; targeting a completion date of 2016

 Fishing harbor development project (approx. ¥4 billion)

Development of a 346-room hotel and commercial facility adjacent to the American Village; Hilton Okinawa Chatan Resort scheduled to commence operations in September 2014

◆ Development of a heavy particle beam cancer treatment and additional facilities at a site in west Futenma (approx. ¥16 billion)

Open selection of an operating company from fiscal 2015; targeting the commencement of use in fiscal 2019

◆ Awase land readjustment project (approx. ¥5.9 billion) \*

Residential development comprising over 1,000 dwellings led by AEON Mall Okinawa Rycome, Okinawa's largest shopping center, and Chubu Tokushukai Hospital

Okinawa Flectric LNG Power Station (approx. ¥100 billion)

Units 1 and 2 online; units 3 and 4 scheduled to come online from fiscal 2022 after taking into consideration the status of electricity supply

Project to extend the Okinawa Municipal monorail (approx. ¥35 billion)

Project to extend the Urasoe Line by 4.1 km; targeting an

Project to develop the Naha City district (approx. ¥20 billion)

opening date of spring 2019

Agricultural Market disaster prevention fiscal 2017

Development of a range of facilities including a market, hotel, and residential area; scheduled for completion in





# ■ Financial Summary (Non-Consolidated)



Increase in revenue and earnings for the first time in nine years

(Billions of Yen)

	FY2013	FY2012	Change
Ordinary revenue	37. 9	37. 5	+0.4
Business gross profit	30. 2	29. 3	+0.9
Expenses	21. 7	21. 4	+0.3
Real net business profit	8. 5	7. 8	+0.7
Net credit costs	2. 5	2. 8	-0. 3
Other extraordinary gain/loss	0. 3	-0. 4	+0.7
Ordinary profit	6. 3	4. 5	+1.8
Total income taxes	2. 8	2. 0	+0.8
Net income	3. 4	2. 4	+1.0

<sup>\*</sup> Real net business profit = Business gross profit – Expenses

<sup>\*</sup> Increase and decrease is presented on a financial statement basis.

## Financial Summary (Consolidated)



Increase in revenue; substantial increase in earnings due mainly to an increase in the ratio of voting rights in subsidiary company Ryugin Hosho Co., Ltd.

(Billions of Yen)

	FY2013	FY2012	Change
Consolidated ordinary revenue	39. 9	39. 3	+0.6
Consolidated ordinary profit	7. 4	5. 6	+1.8
Consolidated net income	4. 9	2. 7	+2.2

Details of subsidiaries in which the Bank has increased its ratio of voting rights and other matters (Billion of Yen)				
Company Name	Net income (FY2013)	Net assets (as of March 31, 2014)	Ratio of voting rights	Impact on consolidated profit as a result of an increase in the ratio of voting rights
Ryugin Hosho Co., Ltd.	0.3	2.2	5.00% ⇒ <i>96.15%</i> ※From March 19, 2014	1.1 (Gain on negative goodwill)
Ryukyu Leasing Co.,			4.98% (Share held by the Bank)	0.4
Ltd. 5.0 3.7		15.21% (Share held by Ryugin Hosho Co., Ltd.)	(Equity in net income of affiliates)	

<sup>\*</sup> Bank of the Ryukyus, Ltd. acquired additional shares in Ryugin Hosho Co., Ltd., which holds a portion of the shares of Ryukyu Leasing Co., Ltd., effectively increasing its ratio of voting rights in March 2014

<sup>\*</sup> Bank of the Ryukyus, Ltd. acquired additional shares in Ryukyu Leasing Co., Ltd., an affiliated company accounted for by the equity method, in April 2014. Having increased its ratio of voting rights to 49.96%, the Bank included Ryukyu Leasing Co., Ltd. in its scope of consolidation as a consolidated subsidiary.

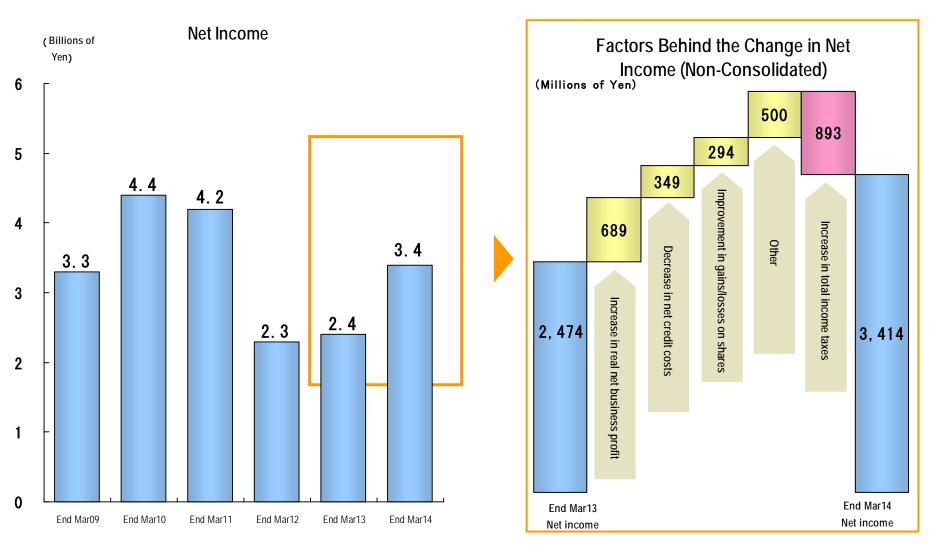
<sup>\*</sup> Increase and decrease is presented on a financial statement basis







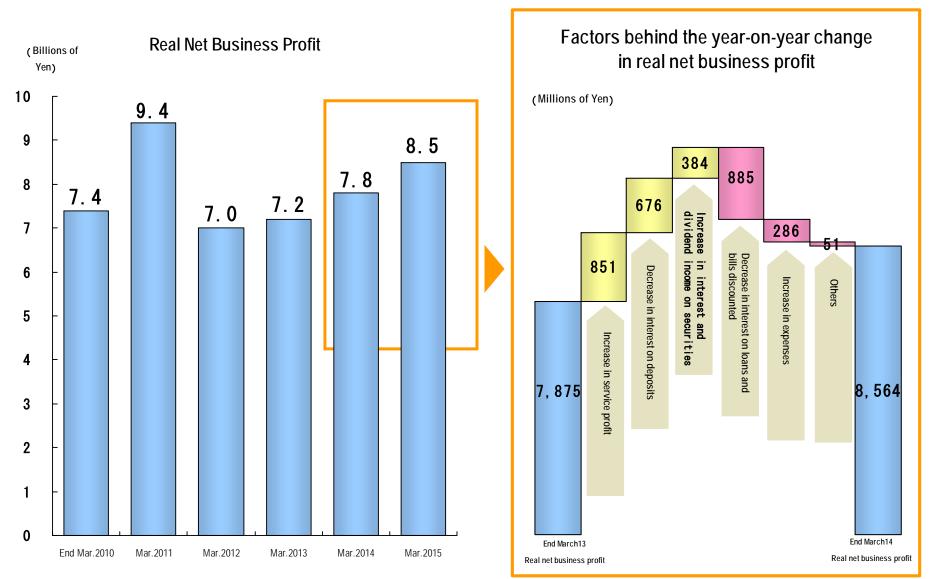
Increase in net income largely attributable to the increase in real net business profit





### ■ Factors Behind the Change in Real Net Business Profit (Non-Consolidated)

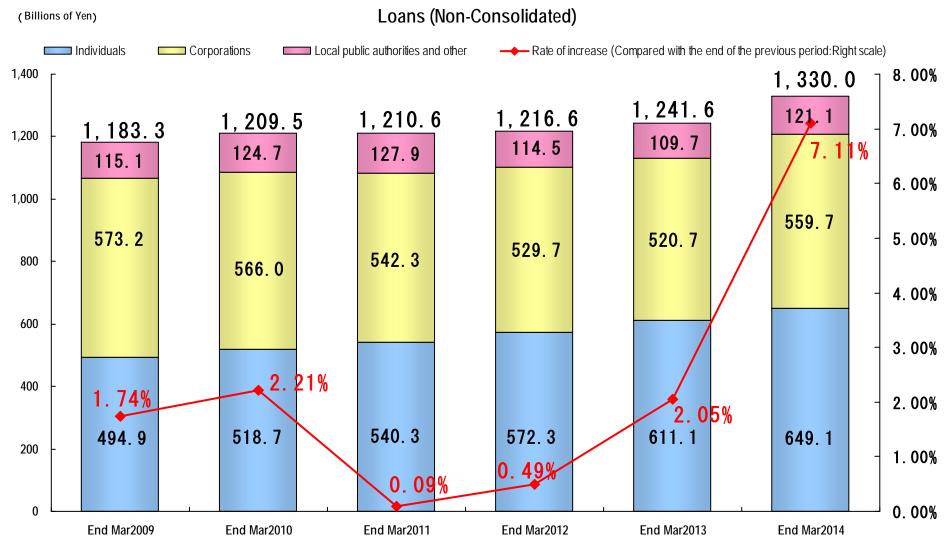
Increase in real net business profit largely attributable to the increase in service profit and decrease in interest on deposits



## Loans (Non-Consolidated)



Increase in loans to individuals, corporations, and local public authorities; the balance of loans tops ¥1,300 billion

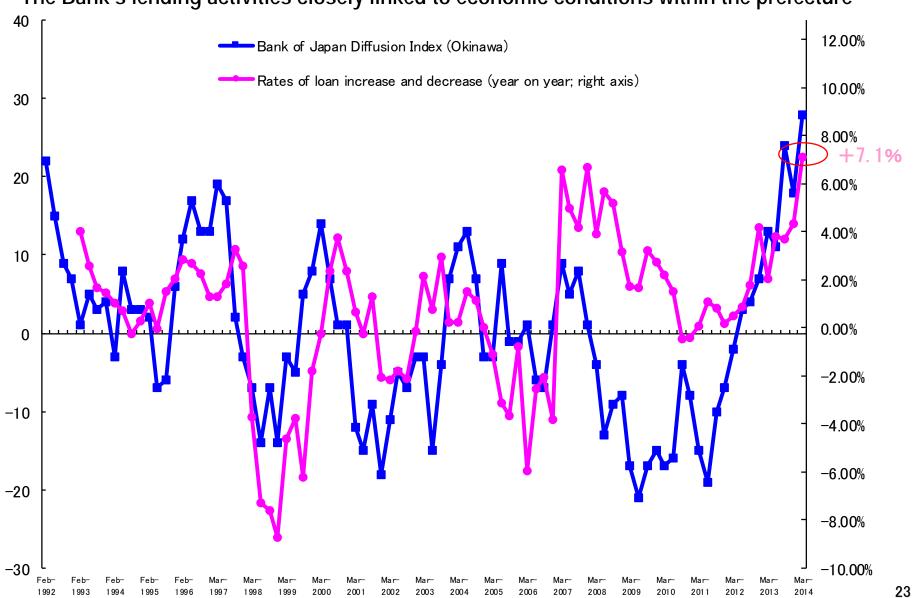


<sup>\*</sup> Rates of increase are presented on a financial statement basis



## ■ Trends in Economic Conditions and the Bank's Lending Activities

### The Bank's lending activities closely linked to economic conditions within the prefecture

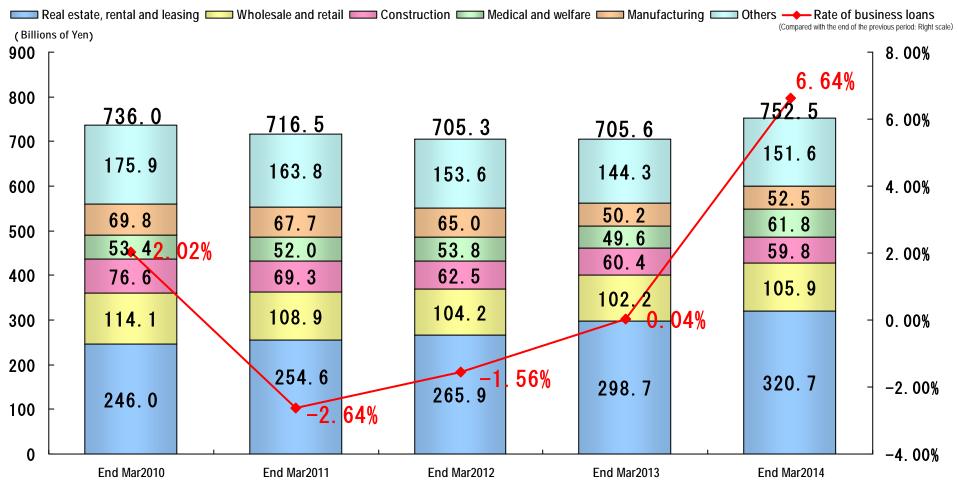


## Business Loans (Non-Consolidated)



Increase mainly in loans to the real estate sector including apartment loans as well as the medical and welfare sector

#### **Business Loans (Non-Consolidated)**



<sup>\*</sup> Change in sector classifications from September 2009

<sup>\*</sup> Individual business loans are handled in a different manner and as such data does not reconcile with data for loans to corporations on page 22

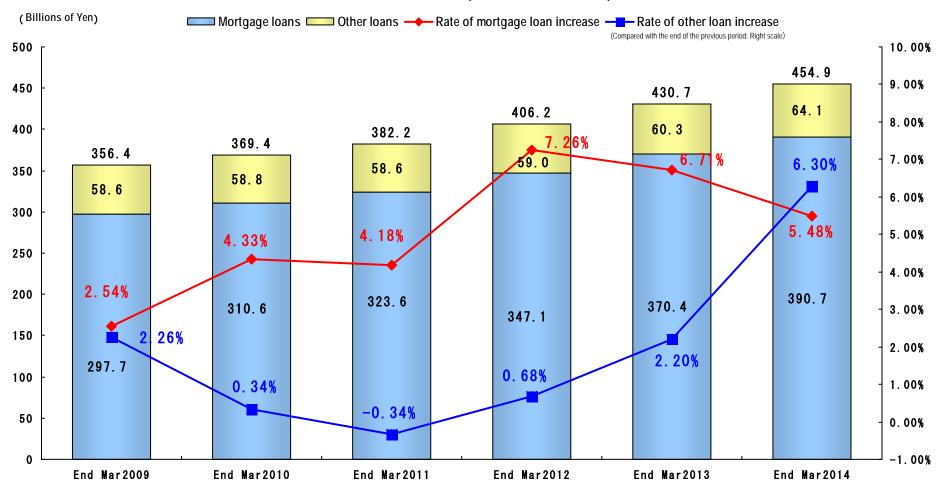
<sup>\*</sup> Rates of increase are presented on a financial statement basis

## Consumer Loans (Non-Consolidated)



Robust trends in mortgage, card, automobile, and educational loans

#### Consumer Loans (Non-Consolidated)



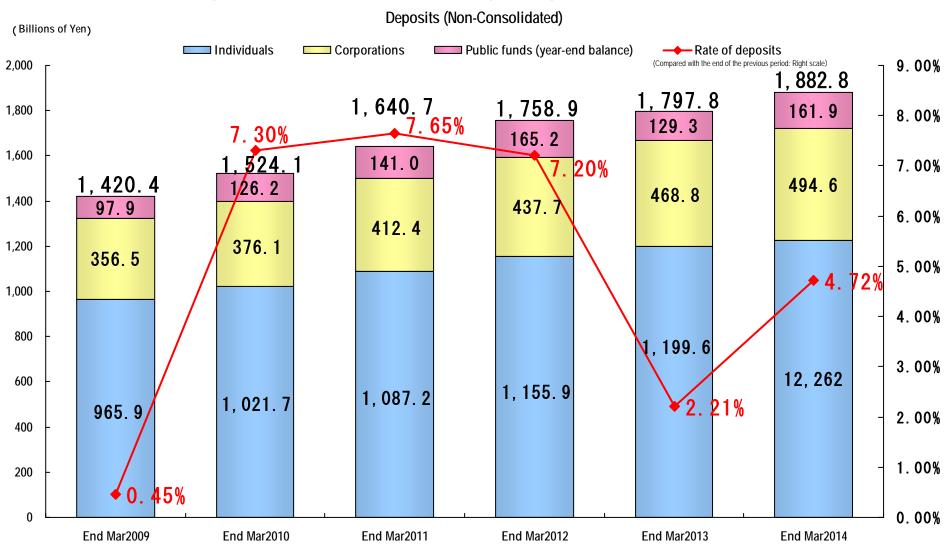
<sup>\*</sup> Data does not include individual business loans and as such does not reconcile with data for loans to individuals on page 22

<sup>\*</sup> Rates of increase are presented on a financial statement basis

## Deposits (Non-Consolidated)



Continued robust trends in deposits from individuals and corporations; increase attributable to the shift in designated financial institution regarding public funds



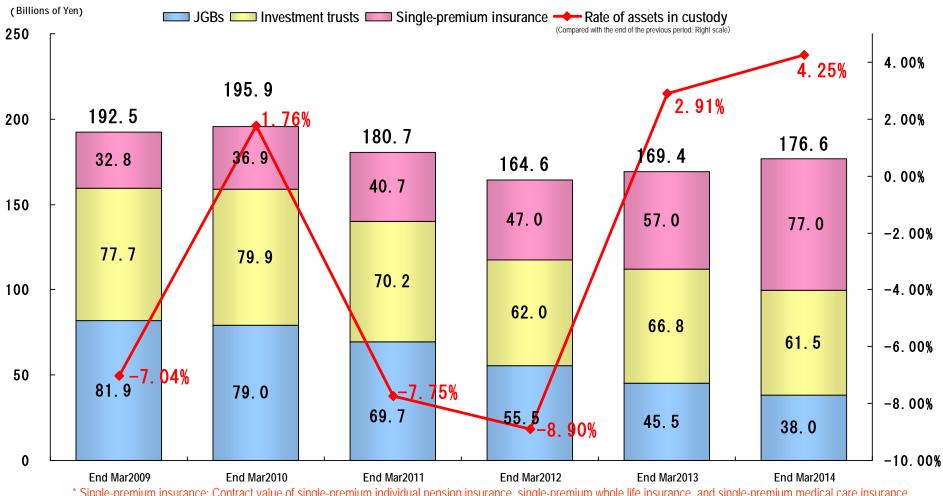
<sup>\*</sup> Rates of increase are presented on a financial statement basis

## Assets in Custody\_(Non-Consolidated)



Robust trends in insurance sales; increase in the balance of assets in custody

#### Assets in Custody(Non-Consolidated)



<sup>\*</sup> Single-premium insurance: Contract value of single-premium individual pension insurance, single-premium whole life insurance, and single-premium medical care insurance

<sup>\*</sup> Rates of increase are presented on a financial statement basis



## **■** Earnings Forecasts for FY2014 (Non-Consolidated)

While yields on loans are projected to decline, net income is expected to remain in line with FY2013 due mainly to an increase in service profit

(Billions of Yen)

	FY2014	FY2013	Year-on-year change
Business gross profit	29. 5	30. 2	-0. 7
Expenses	22. 2	21. 7	+0.5
Real net business profit	7. 3	8. 5	-1. 2
Net credit costs	2. 5	2. 5	0
Ordinary profit	5. 3	6. 3	-1. 0
Total income taxes	1. 9	2. 8	-0. 9
Net income	3. 3	3. 4	-0. 1

<sup>\*</sup> Increase and decrease is presented on a financial statement basis



## Earnings Forecasts for FY2014 (Consolidated)

Substantial increase in revenue due mainly to the inclusion of Ryukyu Leasing Co., Ltd. in the scope of the Bank's consolidation as a consolidated subsidiary; narrowing of the decline in net income due mainly to a decrease in extraordinary gain/loss

			(Billions of Yen)
	FY2014	FY2013	Year-on-year change
Ordinary revenue	52. 2	39. 9	+12.3
Ordinary profit	6. 7	7. 4	-0. 7
Net income	4. 6	4. 9	-0.3

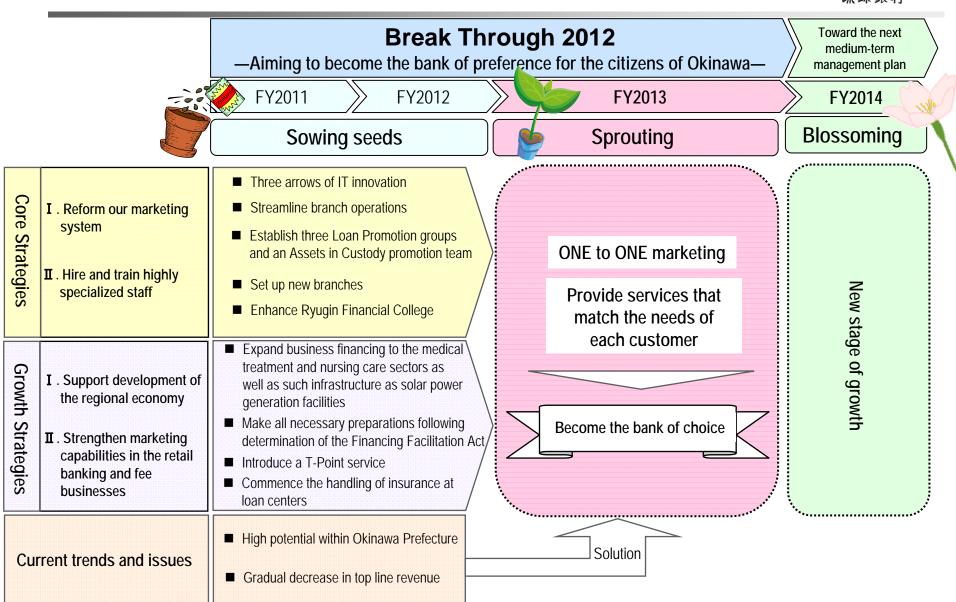
<sup>\*</sup> Increase and decrease is presented on a financial statement basis





## ■ Positioning of the FY2014 Short-Term Management Plan





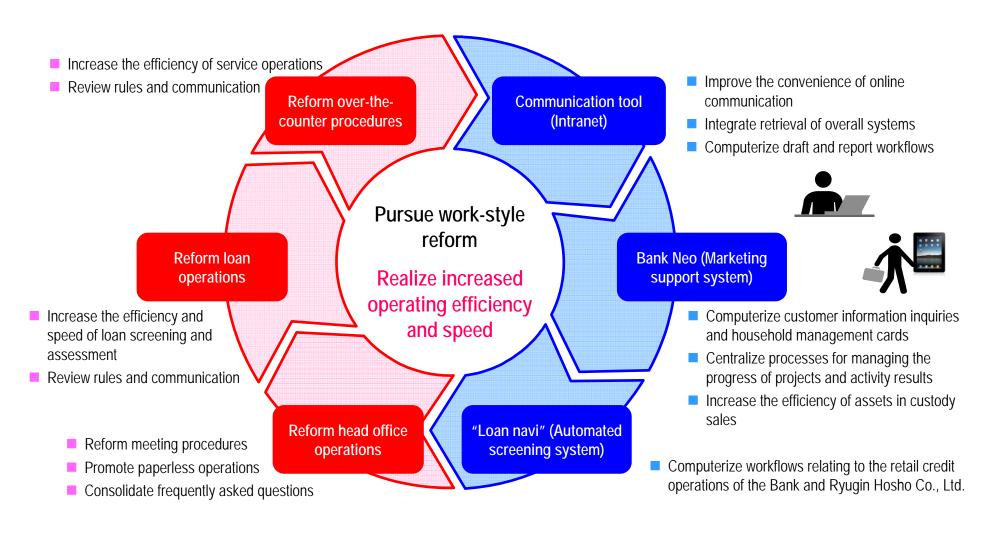
Adhere strictly to a policy of compliance/strengthen risk management

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## Core Strategy I (Reform our marketing system)



### Three arrows of IT innovation; reform branch and head office processes



## Core Strategy II (Hire and train highly specialized staff)

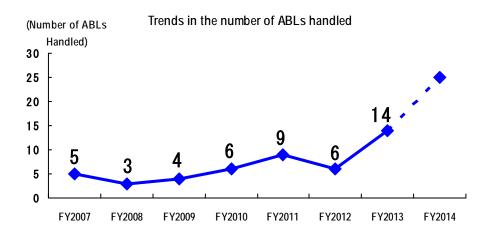


### **Develop specialized staff**

◆ A record high 25 individuals accredited as property assessment advisors across all financial institutions



◆ Increased the balance of loans backed by collateral (ABLs) including trade accounts receivable and property (merchandise, raw materials, machinery and equipment)



◆ A second Bank of the Ryukyus staff member is accredited as a 2nd grade medical management specialist

Doctors' Support Loan

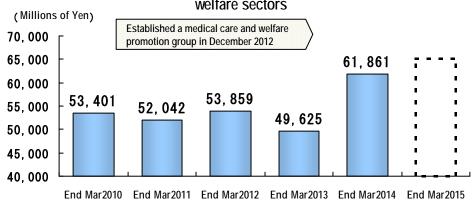


Colle-ju, a loan offered exclusively to homes for the care of the elderly



◆ Medical care and welfare promotion groups with their own designated management consultants worked in unison with branches to bolster the promotion of finance

Trends in the balance of loans to the medical care and welfare sectors





### ■ Growth Strategy I (Support development of the regional economy)

### Help expand marketing channels

◆Held a business forum to promote the appeal of Okinawa





Support renowned chefs
prepare recipes as a
business meeting tool

**Business** 

alliance

ながらいおつきあい

Buyers (top ranked restaurants and hotels in Japan and overseas)

### Support agricultural businesses

(Moku Moku Tezukuri Farm)

**◆**Launched Ryugin agriculture loans

Became the first financial institution in Okinawa Prefecture to form an alliance with the Okinawa Agriculture Credit Fund Association

Working and capital finance essential to agricultural operations and management

Up to a maximum amount of ¥10 million



## ◆Held agricultural business revitalization seminars





## Growth Strategy II





Capture the young

generation

### Strategies to forge a principal bank position and build a stronger corporate image

#### **♦**Launched the Shiawase Free Loan

Unrestricted use

Up to a maximum amount of ¥5 million

Targeting such customers as part-time workers and full-time homemakers

Balance of loans to individuals excluding mortgage loans

#### (Millions of Yen) 70.000 68.000 66,000 64, 175 64,000 62.000 60, 379 59,047 58, 802 58, 647 60.000 58,000 56,000 54,000 52,000 End Mar2010 End Mar2011 End Mar2012 End Mar2013 End Mar2014 End Mar2015

#### ◆Opened the Chatan Loan Center





#### ◆Introduced a T-Point service

The rate of T-Point membership in Okinawa is the highest in Japan  $\,$ 

Designate the account into which salaries are to be credited

5 points (per savings

Salary transfer + Savings fund

Salary transfer + DC Card

60 points (end of January each year)

of ¥5,000)

200 points

Third financial institution to introduce the T-Point service after Suruga Bank Ltd. and Shinsei Bank, Limited

◆ Received the Gold Award from the Okinawa Advertising Association



"Children and Philosophy" educational loan commercial

◆A finalist at the ACC CM Festival

Ryugin Mortgage Loan Transform commercial



# Hold Sixth Industrialization Seminars (Proposal)



### Overview (Proposal)

Dates (planned)	Locations (planned)	Participants
July 11, 2014 (Friday): 14:00 – 18:00	Hotel to other location within Kumejima	• Farmers
July 14, 2014 (Monday): 14:00 – 18:00	Hotel Yugafu Inn Okinawa	•The general public interested
July 15, 2014 (Tuesday): 14:00 – 18:00	Okinawa Kariyushi Urban Resort Naha	in agriculture Public and administrative
July 17, 2014 (Thursday): 14:00 – 18:00	Hotel Kyowa	officers (regional and
July 18, 2014 (Friday): 14:00 – 18:00	Hotel within Ishigakijima	municipal offices)

### **Event Program (Proposal)**

		Details		
Part	Educational	Theme (provisional): Taking up the challenge of the Moku Moku Tezukuri Farm Lecturer: Osamu Kitamura, Representative Director		
† -	al seminar	Theme (provisional): The expanding Halal market and the potential of Okinawa Lecturer: Akio Tanaka, Director, Brand Research Institute, Inc.		
Part	Explanatory meetings	About agricultural funds: Overview of funds and case studies regarding their application Lecturer: a-five or Nomura Agri Planning & Advisory Co., Ltd.		
rt 2	ry mee	About the Ryugin Agri Loan Lecturer: Bank of the Ryukyus, Ltd.		
	etings	About the Sixth Industrialization Support Center Lecturer: Sixth Industrialization Support Center		
Part 3	Consultation meetings	Individual consultation meetings conducted by planners and other appropriate personnel		





Bank of the Ryukyus is committed to fostering a close affinity with customers and to become the bank of preference.

Thank you for your kind attention.