



Financial Results for FY 2021 (Ending Sep. 2021)

## Contents



. Okinawa's Economy Amid the COVII	D-19 Crisis		
Tankan Survey	4	Profit from Service Charges	20
Tourism	5	Assets in Custody	2 <sup>-</sup>
Unemployment Rates, Job-openings-to-applican	ts	Individual Customer Services	22
Ratios, and Corporate Bankruptcies	6	Corporate Customer Services	25
Public Construction Contract Amounts and Numl		Card-related Business (1/2)	24
of New Housing Construction Projects Started	7	Card-related Business (2/2)	25
2. Financial Results for the Fiscal Year	Ended	ESG (Environment, Society, and Governance)	20
September 30, 2021		Securities	2
Financial Summary (Consolidated) (1/2)	9	Net Credit Costs and Disclosed Bad Debt	28
Financial Summary (Consolidated) (2/2)	10	Overview of Forward-looking Provisioning (1/2)	29
Financial Summary (Non-Consolidated)	11	Overview of Forward-looking Provisioning (2/2)	30
Summary of Profit/Loss Trends	12	Expenses	3
Profit/Loss During the Fiscal Year Ended		Workforce Planning	32
September 30, 2021	13	Capital Adequacy Ratio	3
Profit from Customer Services	14	Forecast for FY 2021 (Ending March 31, 2022)	34
Loans (1/2)	15	Dividends	3
Loans (2/2)	16		
COVID-19 Crisis Financial Support (1/2)	17		
COVID-19 Crisis Financial Support (2/2)	18		
Deposits	19		





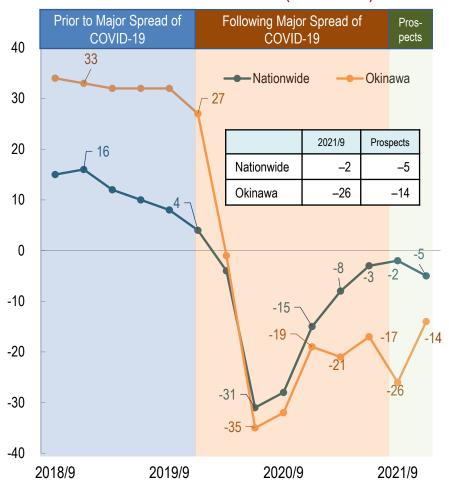
Okinawa's
Economy Amid
the COVID-19 Crisis

### Tankan Survey



Tourism, which is a key industry in Okinawa Prefecture, worsened compared to nationwide results due to the impact of COVID-19.

#### Business Sentiment DI (Good/Bad)



Source: Bank of Japan Naha Branch data (for graph creation)

#### Economic Overview of Okinawa Prefecture

- The Tankan (Short-Term Economic Survey of Enterprises in Japan) showed business sentiment diffusion index (DI) bottoming out in June 2020, followed by a partial recovery that hasn't been able to rectify the continuing low-level trend.
- ➤ Future outlook dropped by 12 points to -14 on the "bad" side.

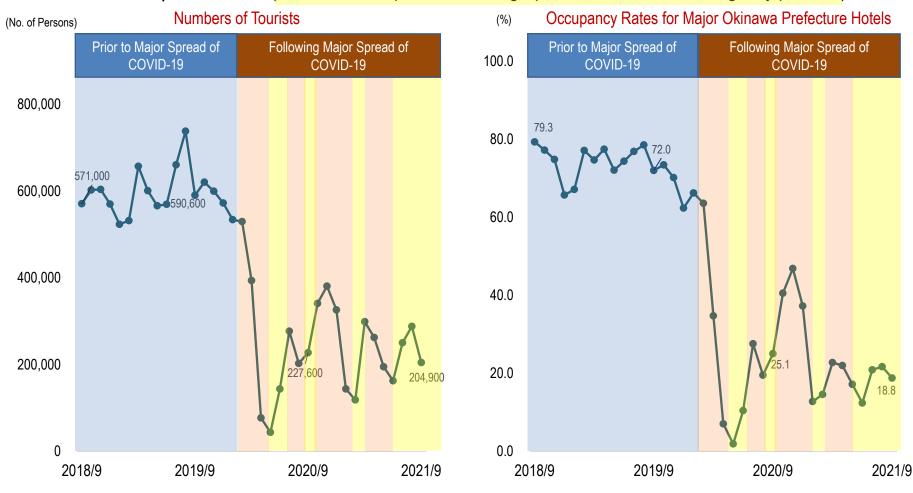
### Major Indicators

- Tourism still remains in a tough situation because of the movement restrictions led by the national state-ofemergency declarations and/or Okinawa Prefecture declarations, etc.
- Employment exhibited a worsening trend continuously in response to slowed tourism-industry demand.
- Public investment remained strong overall, but shows a weakening trend due to significant drops in rental housing investment.

### **Tourism**



In the first half of FY 2012, the national state-of-emergency declaration kept be issued for about six months from May 23 to September 30, which led to a tough environment with restrictions to limit movement over prefectures. (Yellow-shaded portions of the graph indicate state-of-emergency periods.)

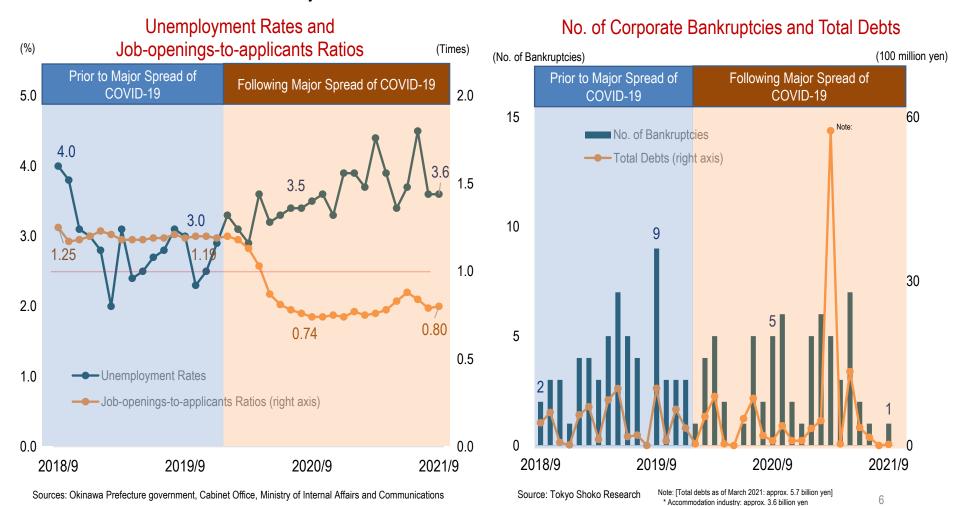


# Unemployment Rates, Job-openings-to-applicants Ratios, and Corporate Bankruptcies



\* Chemical engineering products manufacturing: approx. 1.7 billion yen

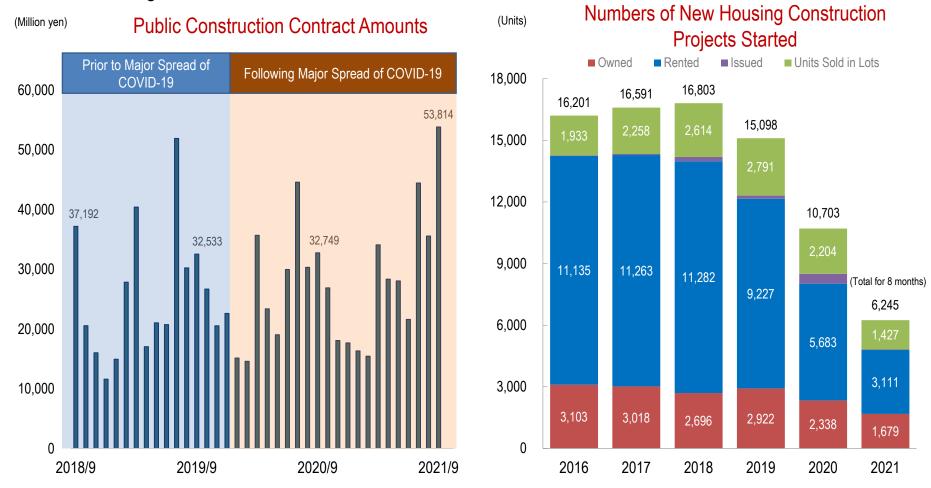
Declining demand in tourism, a key Okinawa Prefecture industry, and other such negative developments have continuously led to a worsening trend in increased unemployment rates and decreased job-openings-to-applicants ratios. On the other hand, corporate bankruptcies have leveled out thanks to government emergency fiscal measures, assistance measures by financial institutions, and other such countermeasures.



# Public Construction Contract Amounts and Numbers of New Housing Construction Projects Started



New public construction contract amounts remained strong despite the spread of COVID-19. Numbers of new housing construction projects were weak overall, primarily due to a significant decline in new rental housing construction.







Financial Results for the Fiscal Year Ended September 30, 2021

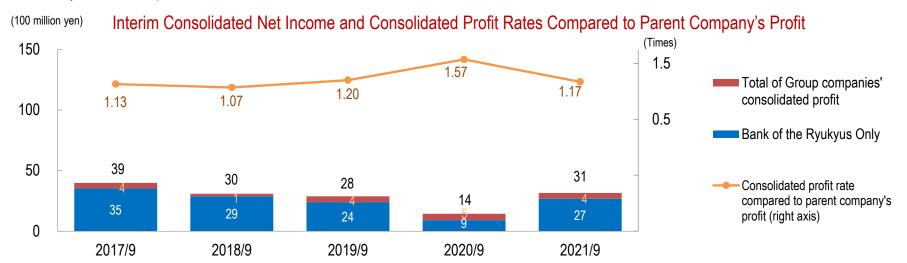
# Financial Summary (Consolidated) (1/2)



Revenue decreased and profit increased. Consolidated interim net income increased, primarily due to profit increase for bank only.

	FY 2021 (Ending Sep. 2021)		FY 2020
		Year on Year	(Ending Sep. 2020)
Ordinary revenue	288	<b>–</b> 2	290
Ordinary expenses	240	<b>–</b> 27	267
Ordinary profit	47	24	23
Interim profit attributable to owners of the parent company	31	17	14

Note: Year-on-year calculation is spreadsheet based.



# Financial Summary (Consolidated) (2/2)

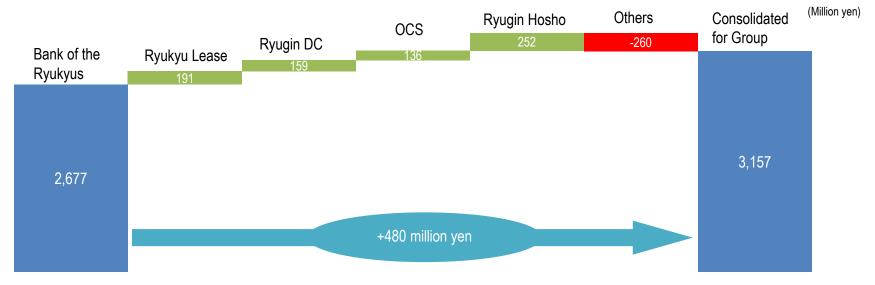


For each of the group of Bank of the Ryukyus, interim net income was secured to be in surplus.

(100 million yen)

	Bank of the Ryukyus	Ryukyu Lease	Ryugin DC	ocs	Ryugin Hosho	Others
Ordinary revenue	193	82	8	10	4	-10
Ordinary profit	39	2	2	1	3	-2
Interim net income	26	1	1	1	2	-2

Note: "Others" encompasses inter-company eliminations and also includes Ryugin Business Service Co., Ltd. and Ryugin Research Institute Ltd.



## Financial Summary (Non-Consolidated)



Revenue and profit increased. Due to forward-looking provisioning of reserves in the fiscal year ended March 31, while additional credit costs were not generated, credit costs decreased.

(100 million yen)

	FY 2021 (Ending	FY 2020 (Ending	
		Year on Year	Sep. 2020)
Ordinary revenue	193	5	188
Business gross profit (a)	157	3	154
Expenses (b)	122	<b>–</b> 3	125
Real net business profit (c = a - b)	35	6	29
Net credit costs	<b>–</b> 5	<b>–</b> 18	13
Other extraordinary gains/losses	<b>–</b> 1	1	-2
Ordinary profit	39	25	14
Interim net income	26	17	9

Note: Year-on-year calculation is spreadsheet based.

# Summary of Profit/Loss Trends (Non-Consolidated: September 2017 to September 2021)



(Million yen)

						, ,
	2017/9	2018/9	2019/9	2020/9	2021/9	Year-on-year
Profit from customer services*1	1,593	1,353	1,706	1,617	2,409	+792
Deposit and loan balance*2	10,970	10,918	11,313	11,530	11,563	+33
Profit from service charges*3	2,561	2,617	2,731	2,777	3,129	+352
Expenses	-11,938	-12,182	-12,339	-12,690	-12,283	+407
Profit/loss in Trading Division	3,075	2,602	1,923	997	1,032	+35
Profit/loss in Securities & International Department	2,738	2,110	1,698	720	796	+76
Interest and dividends	1,392	1,361	621	637	506	-131
Gains/losses from forex and commodities trading	212	782	107	60	34	-26
Balance of 5 bond accounts	103	<b>–</b> 73	672	173	79	-94
Balance of 3 share accounts	965	-18	-320	19	29	+10
Policy-related investment	336	492	224	277	235	<b>–</b> 42
Net credit costs	222	-126	-103	-1,330	582	+1,912
General provision for doubtful accounts (reversal)*4	26	<b>–</b> 557	<b>–</b> 57	-864	577	+1,441
Miscellaneous, corporate tax, etc.	-1,377	-947	-1,134	-373	-1,346	<b>–</b> 973
Interim net income	3,513	2,882	2,391	911	2,677	+1,766

<sup>\*1</sup> Profit from Customer Services = Deposit and Loan Balance + Profit from Service Charges – Expenses

<sup>\*2</sup> Balance of deposits and loans (incl. loan-related fees). Interest on deposits is calculated based on currency swap income in real terms.

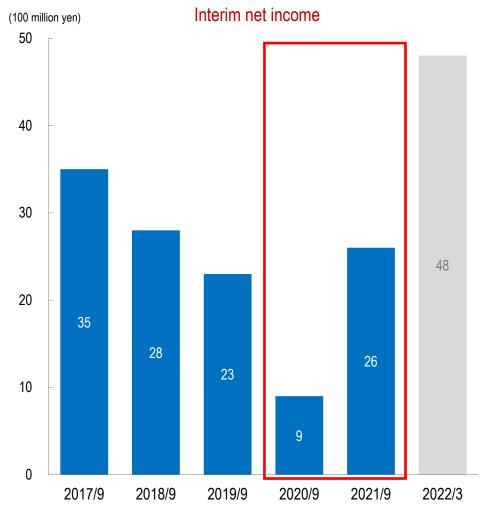
<sup>\*3</sup> Profit from service charges (excl. loan fees).

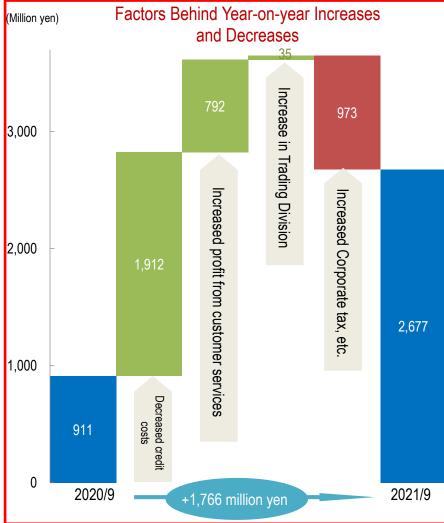
<sup>\*4</sup> General provision for doubtful accounts: negative amounts indicate a provision and positive amounts indicate a reversal.

### Profit/Loss During the Fiscal Year Ended September 30, 2021



Year-on-year profit substantially increased due to decreased credit cost and increased profit from customer services.



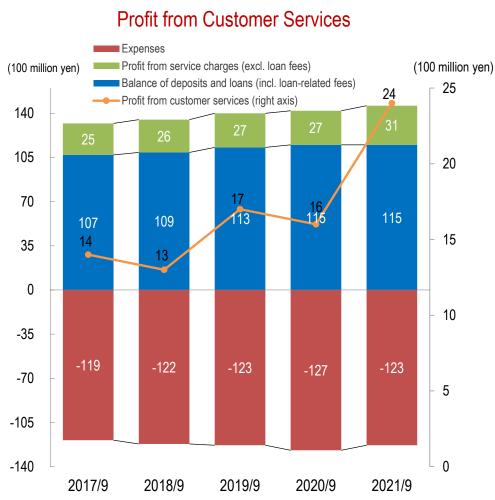


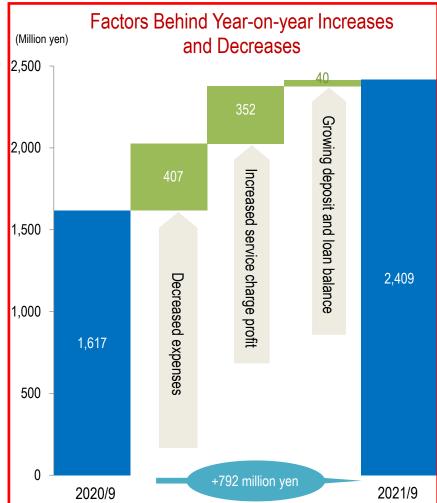
<sup>\* &</sup>quot;Profit from Customer Services" showed results for the half of the relevant period, while the estimate of the whole financial year was stated for the results of FY 2021 (Ending in Mar. 2022).

### **Profit from Customer Services**



Due to reduced expenses, increased profit from service charges, etc., profit from customer services increased.



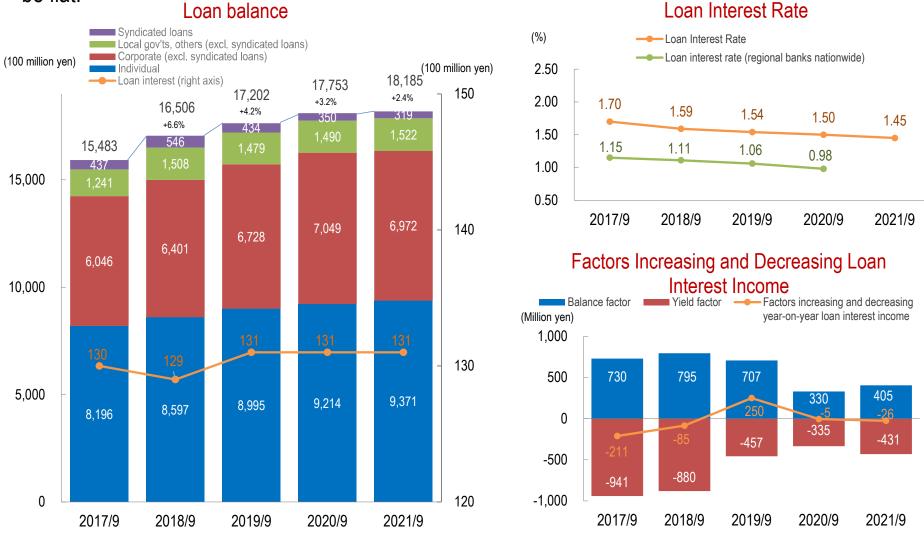


Note: Profit from Customer Services = Deposit and Loan Balance + Profit from Service Charges - Expenses

# Loans (1/2)



Slowdown in the growth rate of loan balance and the declined interest rate, loan interest continued to be flat.



## Loans (2/2)



COVID-19—related funding support and other measures brought about pronounced declines in yields

from business loans.

#### Breakdown of Loan Balances by Use



Note: Loan-related fees (consumer loan guarantee fees and group credit life insurance premiums) are deducted from yield calculation.

#### Interest Rate Conditions for Loans (Effectively Interestfree and Unsecured) to Local Governments

Local Gov't	Base Rate (Fixed)
Tokyo Metropolis	1.7%
Nara Pref.	2.175% (with 1.9% subsidized by nat'l gov't)
Fukuoka Pref.	1.3%
Kagoshima Pref.	1 year or less: 1.4% More than 1 year, max. 3 years: 1.6% More than 3 years, max. 5 years: 1.7%
Okinawa Pref.	0.8%

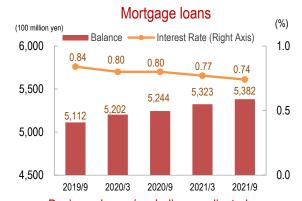


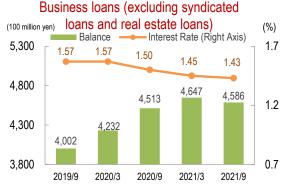


# Local Government Loans (Excluding Syndicated Loans) and Other Loans





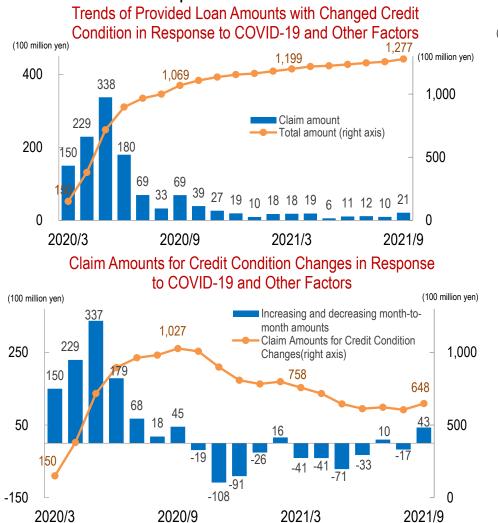


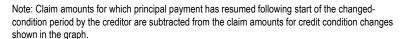


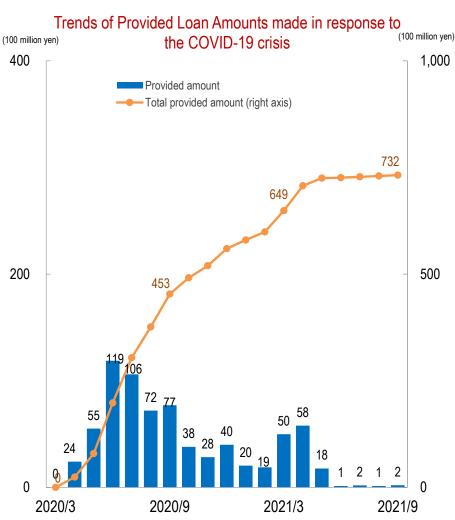
# COVID-19 Crisis Financial Support (1/2)



The amounts of provided loans with changed credit conditions and issued new loans have leveled out after COVID-19 pandemic was under control.







Note: Regarding loans made for response to the COVID-19 crisis, amounts in the graph are reached by adding together loans from the prefectural Small and Medium Enterprise Safety Net Fund and COVID-19 Infection Countermeasures Fund (\*Acceptance finished 17 as of March 2021).

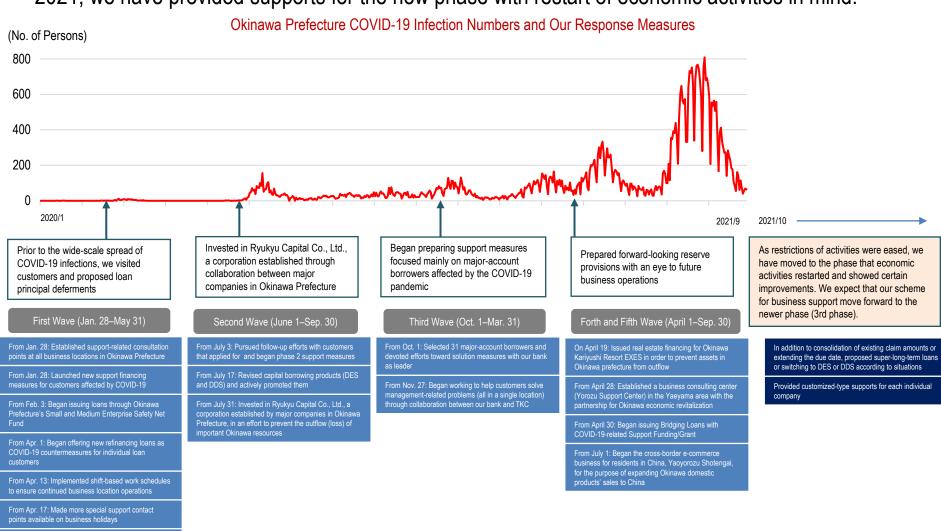
# COVID-19 Crisis Financial Support (2/2)

From Apr. 18: Established a business holiday contact

point for subsidy inquiries



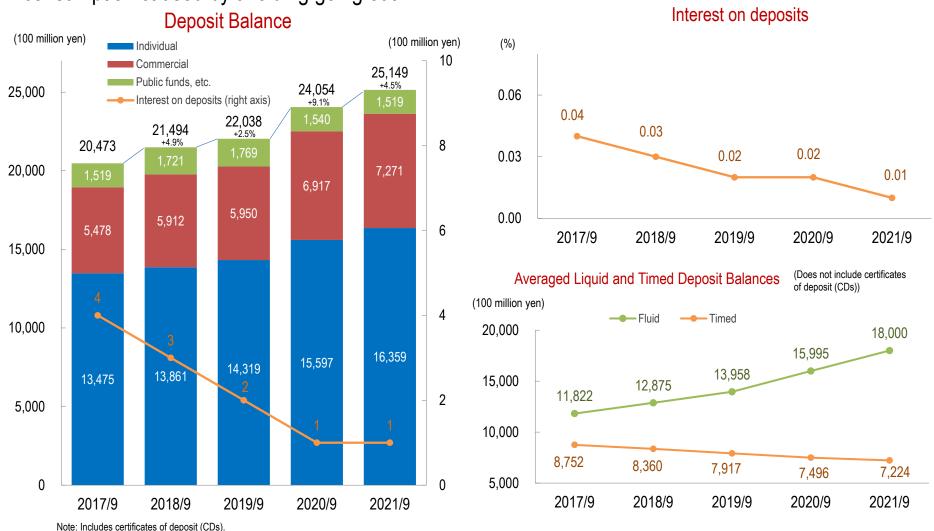
We have provided proactive support for our customers prior to the spread of COVID-19. From October 2021, we have provided supports for the new phase with restart of economic activities in mind.



### **Deposits**



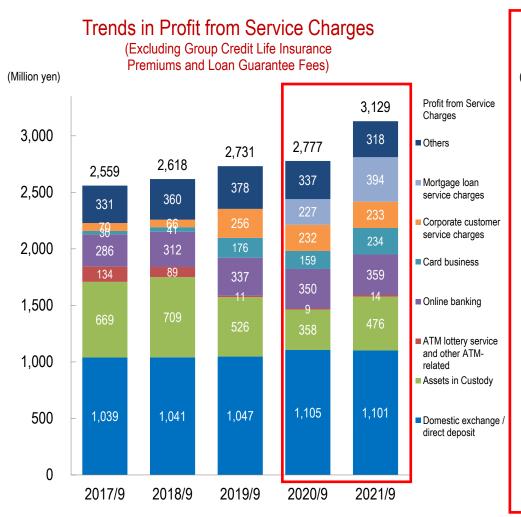
Deposit balance substantially increased due to COVID-19-related funding support and decline in consumption caused by avoiding going out.

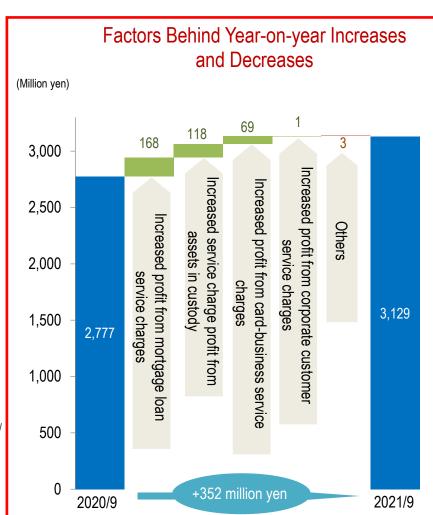


### **Profit from Service Charges**



Service charges for mortgage loans, assets in custody service, card business services, and similar helped bring service charge profit up.





### Assets in Custody

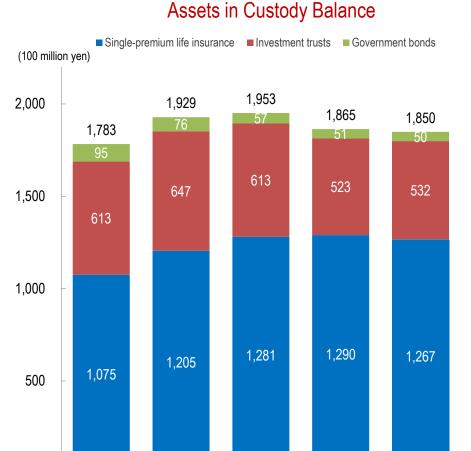
0

2017/9

2018/9



By developing sales strengthening measures for assets in custody, sales revenue from investment trusts, single-premium life insurances, and commercial insurances increased.

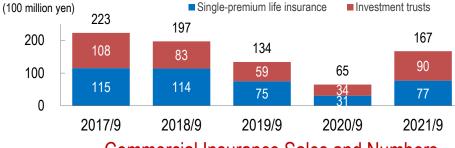


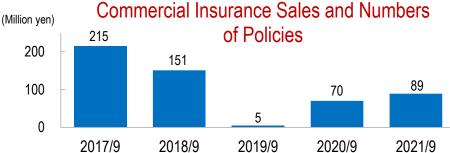
2019/9

2020/9

2021/9

#### Assets on Custody Sales Revenues





#### Sales Strengthening Measures (From April 2021) for Assets in Custody

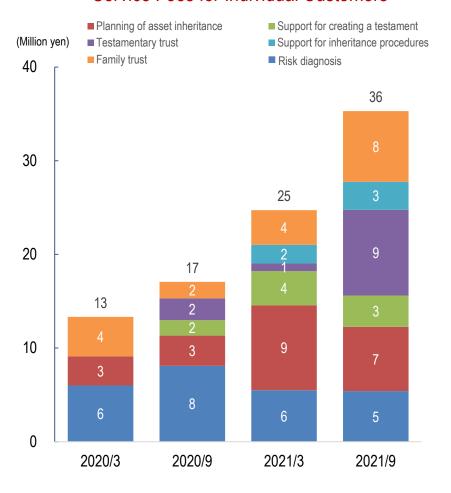
- We added more members to our Assets in Custody Promotion Team to strengthen assets in custody sales, and assigned these personnel to all blocks throughout the prefecture.
- By changing the role of the Assets in Custody Promotion Team from sales support to retail-field personnel training, we worked to foster human resources capable of proposing products and services better suited to each customer's current situation and stage in life, thus strengthening asset inheritance consulting services, asset management consulting services and so forth.

### **Individual Customer Services**



We have promoted asset inheritance supports for individuals from FY 2017. Since our efforts about the issues in inheritance was widely spread and recognized, Service Fees for Individual Customers increased

#### Service Fees for Individual Customers



#### How to support asset inheritance for individuals

#### Supported asset inheritance for individuals (all in a single location)

Step 1: Understanding the current situation (family structure, creating a property ledger, hearing thoughts for asset inheritance)

Step 2: Risk diagnosis (measures for division of inheritance property, understanding of funds needed to pay tax, etc.)

Step 3: Planning of asset inheritance and supports for implementation

Note: After planning of asset inheritance we will support for implementation of testamentary trust, family trusts, or others.

#### Our Support System

Introduction of a fully-flat organizational system in which both sales personnel and bank tellers handle sales and bank counter tasks

- Needs for inheritance were expanded due to changes in attitudes for inheritance as expanding COVID-19 pandemic.
- We realized provision of high-quality administration/services for customers and solutions by maximizing sales capabilities.
- We fostered human resources who can provide optimal products and services according to the customers' life stages, led by the Bank headquarters.

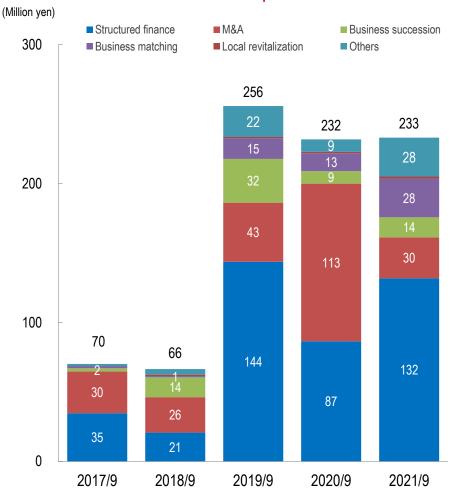


### **Corporate Customer Services**



Profit from service charges remained flat. No. of consulting for M&A showed an increasing trend due to the COVID-19 crisis.

#### Service Fees for Corporate Customers



#### **Primary Consulting Business Services**

#### Structured Finance

Targeting corporate customers who want to ensure long-term, stable funds, we offer advice on placing private bonds and assist with arranging syndicated loans.

#### Mergers and Acquisitions

Targeting customers who have no successors within their family or business, we offer advice on the M&A process and address concerns and questions. Using our networks inside and outside Okinawa Prefecture, we introduce customers to potential companies that can take over their business and assist in the process through to completion.

#### **Business Succession**

Targeting customers considering handing over treasury shares and/or business assets, our seasoned staff and certified tax accountants offer advice such as potential future direction for the company and ways to avoid disputes.

#### **Business Matching**

Using our networks, we introduce business partners and clients to customers and provide support to help solve management issues.

#### Local Revitalization

- We provide support for developing business overseas, and contribute to community growth in collaboration with BOR venture funds, the OKINAWA Startup Program, the local government and other organizations.
- We work to solve issues facing the community in various ways, such as introducing foreign workers to resolve human resource shortages.

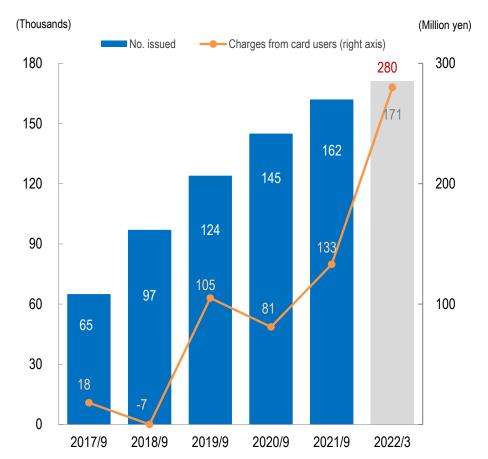
## Card-related Business (1/2)



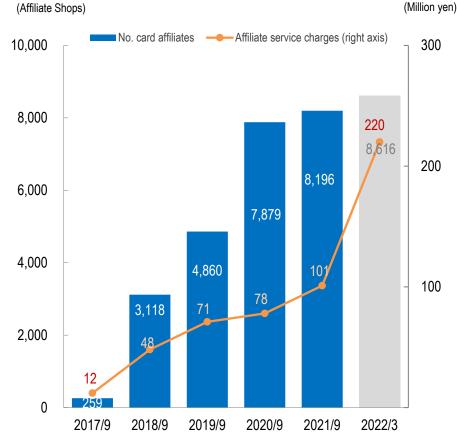
As both numbers of Visa debit cards issued and card affiliates steadily increased, charges from card users and card affiliates increased even in the COVID-9 crisis.

### Total Numbers of Visa Debit Cards Issued and Charges from Card Users

No. Card Affiliates and Affiliate Service Charges



Note: Profit "from Charges from Card Users" showed results for every half of the period, while the estimate of the whole financial year was stated for the results of FY 2021 (Ending in Mar. 2022).



Note: Profit "from Affiliate Service Charges" showed results for the half of the relevant period, while the estimate of the whole financial year was stated for the results of FY 2021 (Ending in Mar. 2022).

### Card-related Business (2/2)



Numbers of new members grew for Visa debit cards with contactless payment functionality. Payment terminal functions are becoming increasingly sophisticated at card-affiliate locations as we accelerate efforts to sign up new affiliates.

#### Ryugin Visa Debit Card

2015/10 Began offering the Ryugin Visa Debit Card

2018/7 Began immediate, over-the-counter issuance of cards at Ryugin locations

2018/9 Began issuing the corporate-customer Ryugin Visa Debit Card

#### **Recent Main Efforts**

Issuance of Debit Cards with Visa Touch Payment Feature (July 2020)



#### Card Affiliate Services

2017/1 Began offering customer services for card affiliates

2018/5 Began offering electronic money services (five main brands)

2019/9 Began support for METI cashless and customer return initiative

2021/7 Began offering affiliate services of UnionPay, the international settlement brand.



- In response to growing support nationwide for QR code payments, we supported QR code payments for five major service brands.
- > We now offer support for 28 brands at affiliate locations, achieving the widest-reaching brand support in a single payment terminal among all such terminal types in Japan.

#### **Recent Main Efforts**

#### Began Offering Ticket Vending Machines with Cashless Payment Functionality (March 2021)

- Our bank lends ticket vending machines with built-in touch-panel settlement terminals to affiliates. These machines support credit card, electronic money, QR code and cash payments.
- The technology was developed jointly by our bank and The Chiba Bank, Limited, in collaboration with Toshiba Tech Corporation and the TSUBASA Alliance.



#### Affiliated with UnionPay, the International Settlement Brand (July 2021)

Our bank officially obtained a brand license (principal member) of UnionPay on July 2021 for the first time among regional banks and began affiliate services of the UnionPay brand directly.





- \* UnionPay Card
- · The cards are widely used all over China and also issued in 70 countries and regions in the world. Total number of issued cards has reached 160 million other than the mainland China.

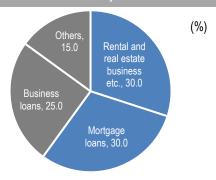
### ESG (Environment, Society, and Governance)



To facilitate proactive efforts for ESG, we strengthened new services and efforts in the Bank.

#### Recent Main Efforts for E (Environment Measures)

Breakdown of Loan Balances by Use for Bank of the Ryukyus



➤ In Breakdown of Loan Balances by Use for Bank of the Ryukyus, balance of the rental and real estate loan and the mortgage loan is approximately 60.0%. In response to environment issues through business activities, we began offering loan products as follows.

#### Loan Products

#### On October 2021: Began offering Ryugin Eco-power Loan

Loan product for introduction of facilities which reduce emissions of greenhouse effect gases and contribute to climate control.



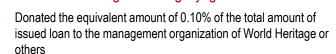
On October 2021: Added the certification of ZEH\*1 and BELS\*2 for items subject to the preferential interest rate of the mortgage loans/rental and real estate loans

Added ZEH and BELS that are systems to certify eco-friendly houses to items subject to the preferential interest rate.

#### Recent Main Efforts for S (Social Problems)

#### Loan Products

#### On October 2021: Began offering Ryugin SDGs Loan





#### Efforts in the Bank

### On July 2021: Obtained the certification of Nearly ZEB\*3 for the first time among financial institutions in Okinawa prefecture



We realized Nearly ZEB by reducing the energy consumption by 75.5% in the Motobu branch of the Bank of the Ryukyus.

\*3 ZEB (Zero Energy Building): Based on the reduction rate of energy consumption, reduction of annual energy consumption for the reference building is classified as four stages, such as ZEB for 100% reduction or more, Nearly ZEB for 75% reduction or more, or others.

#### Recent Main Efforts for G (Governance)

### On July 2021: Represented our agreement for the recommendation of Task Force on Climate-related Financial Disclosures (TCFD)

While understanding risks and opportunities of climate changes affecting business activities of our bank and reflecting them to our management strategy and risk management, we also forecast their financial impacts and disclose them as the financial information.

### On October 2021: Newly established the Division of Sustainability Promotion

We develop the corporate social responsibility (CSR) that we have ever done and widely contribute sustainable development in local communities and environments.

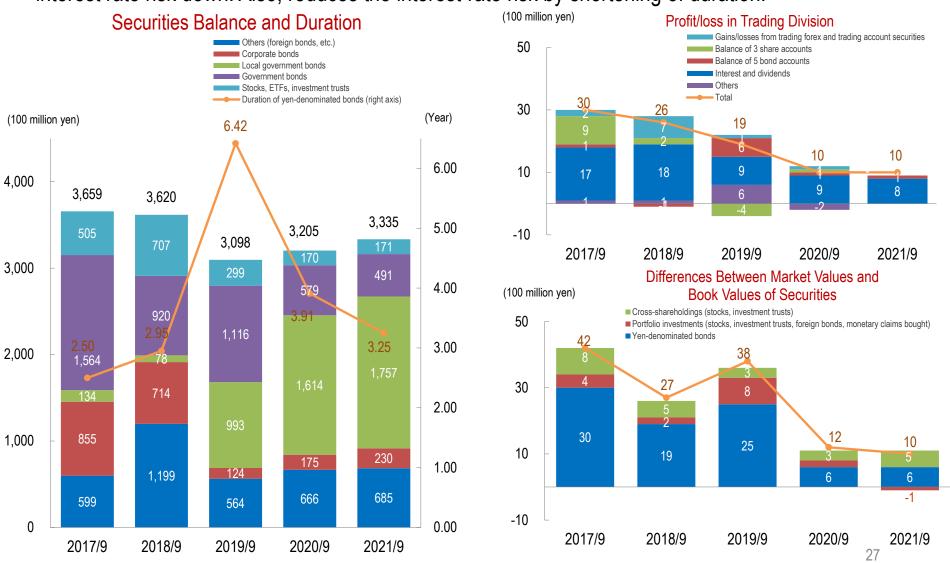
<sup>\*1</sup> ZEH (Net Zero Energy House): Houses to aim for a balance of zero annual primary energy consumption by introducing highly efficient equipment and systems, realizing substantial energy-saving with maintaining the quality of indoor environment, and introducing renewable energy.

<sup>\*2</sup> BELS: System in which the third-party evaluation organization evaluates and certifies energy saving performance in new and existing buildings

### **Securities**



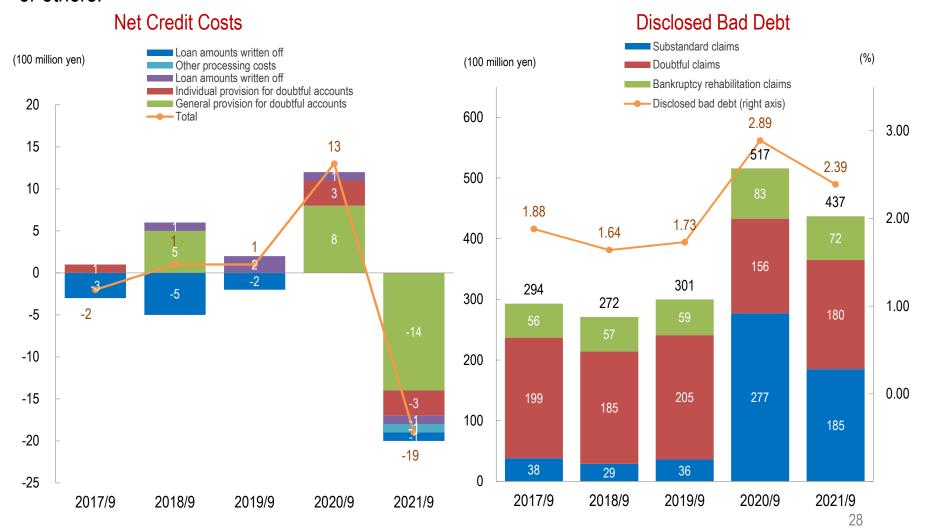
Increases in local government bonds grew the balance while shortening of bond duration periods kept interest rate risk down. Also, reduces the interest-rate risk by shortening of duration.



### Net Credit Costs and Disclosed Bad Debt



Introduction of forward-looking reserve provisions in FY 2020. Reversal of net credit costs due to restart of principal payment from a part of business operators and recovery of economic indicators, or others.



### Overview of Forward-looking Provisioning (1/2)

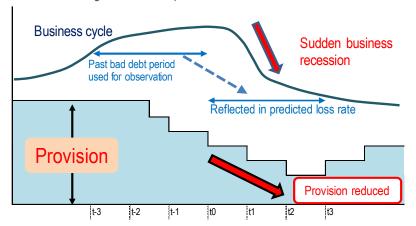


By switching to a more rational estimation method for future risk calculation that takes current and future information into consideration, we have strengthened our standing against future potential loss and risk. This bolsters our financial resilience to economic environment downturns in the future and makes it possible to focus firmly on forward-looking sales efforts, thus cultivating a framework that supports customers without fear of additional credit costs.



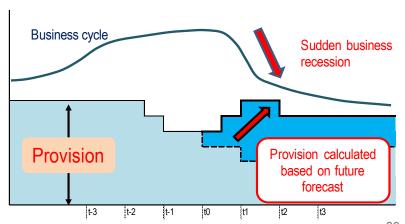
#### Standard Approach

Making provision estimates based on past results and rates results in padding of profits due to provision decreases following sudden business recessions as well as the need for undesirable provision increases due to the emergence of new risk, thus hurting financial composition at the Bank.



#### **New Approach (Improved)**

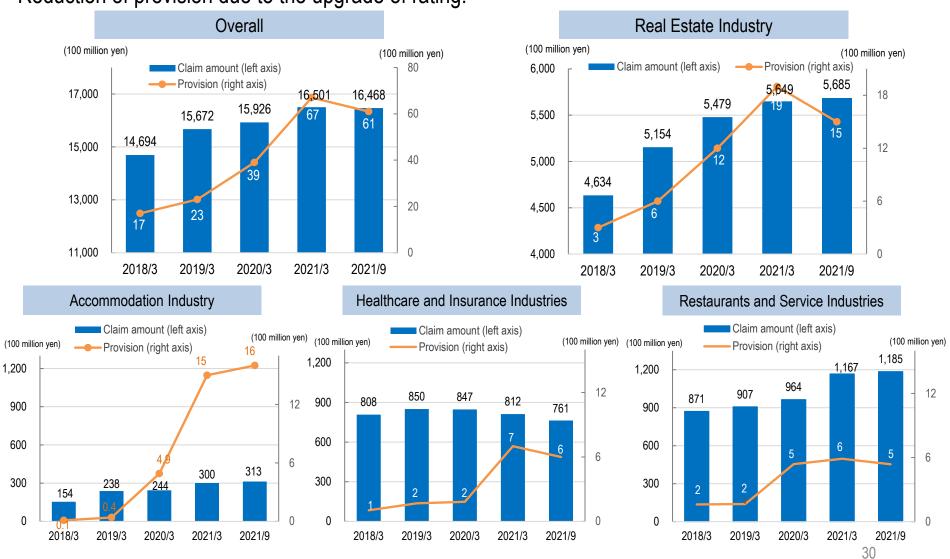
By reflecting forecasted credit risk at the appropriate times and in appropriate ways, we can increase provisions with relatively quick timing, thus enabling more forward-looking sales activities in support of customers without fear of additional credit costs.



## Overview of Forward-looking Provisioning (2/2)



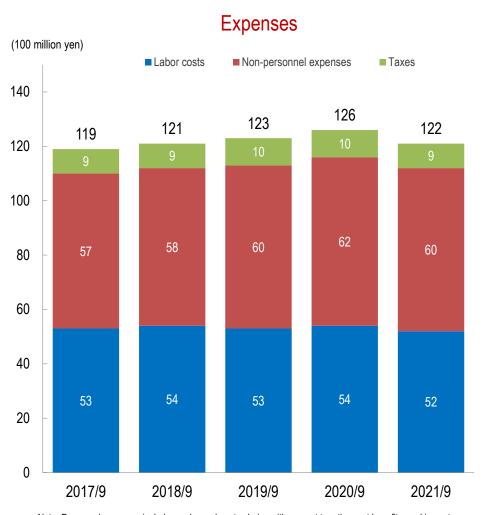
Restart of principal payment from a part of business operators, mainly from the real estate industry. Reduction of provision due to the upgrade of rating.



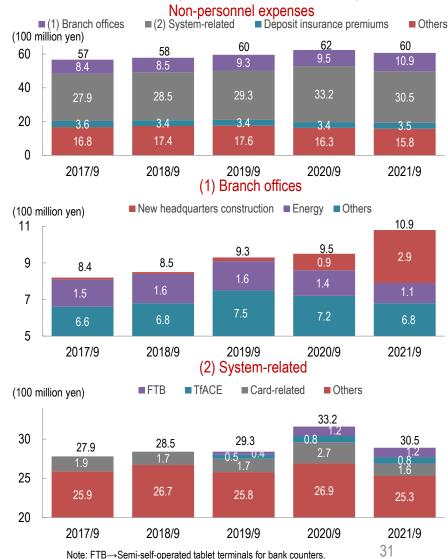
### Expenses



Non-personnel expenses increased due to new headquarters construction-related expenses or expenses due to forward-looking investments for introduction of semi-self-operated tablet terminals, card-related business, etc.



Note: Personnel expenses include employees' past salaries with respect to retirement benefits, and impacts (loss/profit) of actuarial differences.



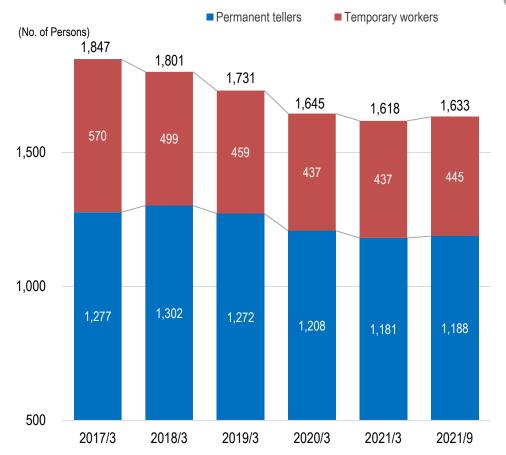
Note: TfACE→Next-generation terminals for business locations.

### Workforce Planning



Due to decrease in workforce and reductions in administrative workloads, we achieved both bringing down labor costs and strengthening customer communication.

#### History of Workforce Changes



Main Efforts on the Counters of Bank Locations for Reduction of Administrative Workloads

#### Flexible & Traditional Bank (FTB) Project (From October 2019)

- ➤ Use of semi-self-operated tablet devices, and significantly reducing bank counter staff workloads and numbers of tellers
- ➤ In the first half of FY 2021, eliminating the use of paper printouts, personal seal usage, and unnecessary operations after completed introduction of semi-self-operated tablet devices at all of our locations.

# Introduction of Fully-flat Organizational System for Bank Tellers (April 2020)

We introduced a fully-flat organizational system for bank tellers, enabling customers to fulfill all of their asset-formation needs quickly and in ways tailored to their current life situation and stage—all at a single teller desk.

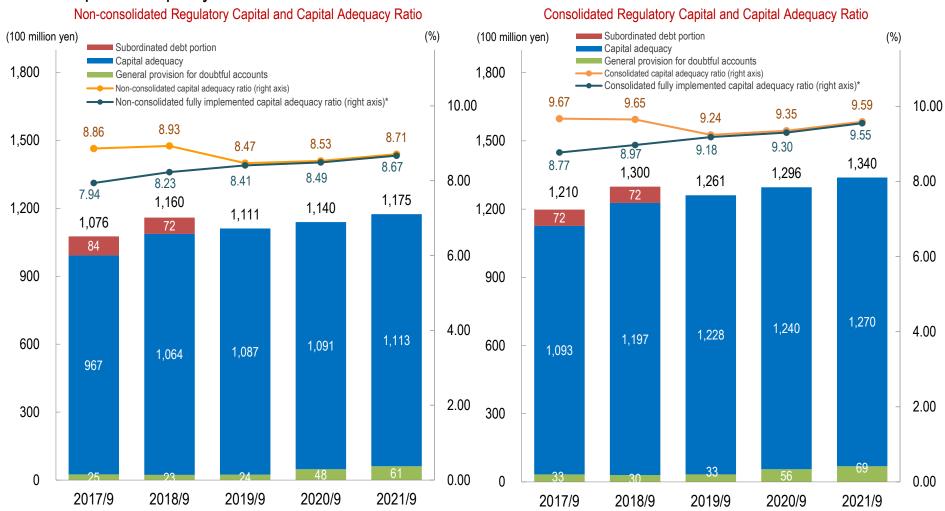
# New Business Support Team Established at the Headquarters (April 2021)

A new business support team was established at the Bank headquarters to provide support for barcode- and QR-code-based payment system introduction, promote e-tax and el-TAX usage, assist with electronic banking introduction, and reduce the labor burden of special and unique tasks at bank business locations.

### Capital Adequacy Ratio



Enhancement of preparation for financial supports related to the COVID-19 crisis. Steady increase of the capital adequacy ratio.



<sup>\*</sup> Based on the planned application of new capital adequacy ratio calculation requirements (final version of Basel III), the fully implemented capital adequacy ratio was calculated by setting capital computation of subordinated debt and the difference in land revaluation as zero, and summing up the entire amount of intangible fixed assets and prepaid pension cost as adjusted capital.

### Forecast for FY 2021 (Ending March 31, 2022)



Profit growth is forecasted for both non-consolidated and consolidated financial results due to improvements in credit costs and other areas.

Non-Consolidated (100 million yen)

	FY 2021 (Ending	FY 2020	
	Forecast	Year on Year	(Ending Mar. 2021) Completed
Ordinary revenue	376	+3	373
Ordinary profit	67	+44	23
Net income	48	+32	16

Consolidated (100 million yen)

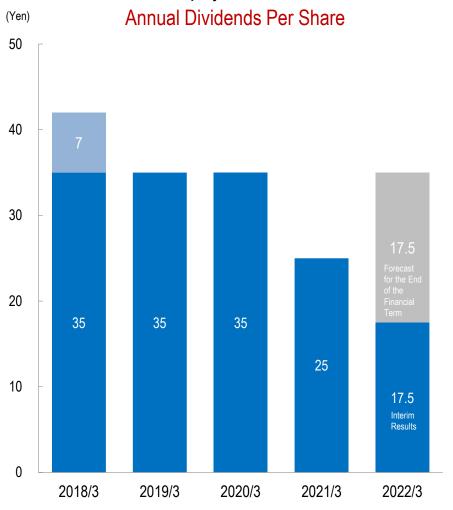
	FY 2021 (Ending	FY 2020	
	Forecast	Year on Year	(Ending Mar. 2021) Completed
Ordinary revenue	560	<b>–12</b>	572
Ordinary profit	75	+37	38
Profit for the period attributable to owners of the parent	52	+27	25

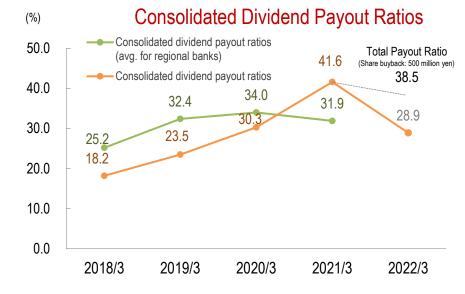
Note: Year-on-year calculation is spreadsheet based.

### **Dividends**



With consideration for Bank profit level recovery, we pay FY 2021 interim dividends equivalent in amount to FY 2019 payments.





#### Basic Dividend Policy and Payout Forecast

#### **Basic Dividend Policy**

Our basic policy on dividend payouts is to continue strengthening internal reserves while paying dividends based on comprehensive and thorough consideration of business results, the financial environment, future shareholder value improvements and other such factors.

#### March 2022 Dividend Payout Forecast

Dividend payouts for the fiscal year ended March 31, 2021 fell in response to the impacts of the COVID-19 pandemic. However, regarding end-of-year payments for the fiscal year ending on March 31, 2022, we plan to pay dividends equivalent to March 31, 2020 payments.

Note: Mar. 2018 dividends included a commemorative payout of 7 yen in celebration of the 70th anniversary of the Bank's founding.

### **About This Document**



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The information in this document is on a non-consolidated basis unless otherwise specified.

Information is based on guidelines of published data, and some totals presented in this document may not add up due to rounding. In addition, because calculations may involve the use of our unique definitions for illustration and comparison purposes, the numbers presented in this document may not match the published figures.

This document contains information about the future (forward-looking information) such as forecasts, outlooks, objectives and plans concerning the Bank of the Ryukyus. Said forward-looking information was created based on information available as of November 10, 2021 and does not represent a guarantee of future performance.

Certain assumptions and hypotheses are used for descriptions of forward-looking information, but these assumptions and hypotheses may be inaccurate from an objective perspective and may not materialize in the future. Forward-looking information involves risks and uncertainties, so we ask readers to refer to earnings briefs and annual reports from the Bank for more details. The Bank will not update any forward-looking information contained in this document.