

~Achieved ordinary profit targets, and steadily reduced unrealized losses ~ set to resume dividend payments

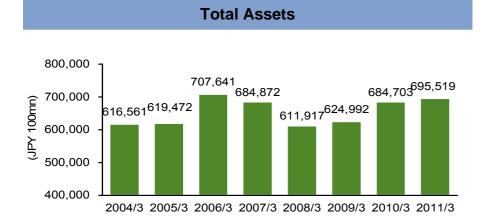
- Ordinary Profits: JPY 117.3bn, Net Income: JPY144.3bn
  - While the Bank enjoyed a constant stream of profits, its credit-related expenses decreased. Ordinary profits surpassed its targets (from JPY50bn to JPY100bn) on a full year basis.
- Capital Adequacy Ratio: 22.76%, Tier I Ratio: 16.80% (Preliminary Figures)
  - As a result of a decrease in unrealized losses on securities and other factors, capital adequacy and Tier I ratios rose by 3.50% and 2.92%, respectively.
- The Bank targets JPY50bn to JPY100bn in ordinary profit for FY 2011

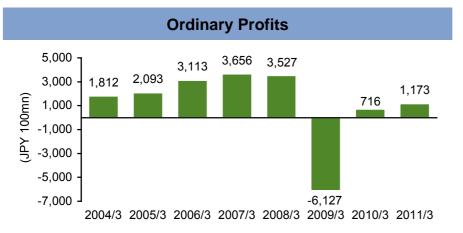
# Financial Summary (Non-consolidated)

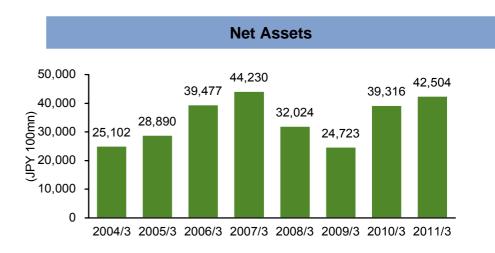
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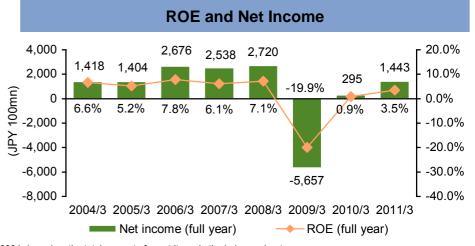
### ~Still on the upward trend~

■ With a stable stream of profits and decreased unrealized losses on securities, both the total assets and net assets grew









- ~ Both the ordinary profits and net income increased ~
  - Ordinary profits totaling JPY117.3bn exceeded the targets (between JPY50bn and JPY100bn)

					Change
	(in JPY 100mn)	2010/3	2011/3	Change	(%)
1	Ordinary Income	12,572	10,710	-1,861	-14.8%
2	Interest Income	7,145	6,606	-539	-7.5%
3	Other Operating Income	2,454	1,627	-826	-33.7%
4	Other Ordinary Income	2,843	2,326	-516	-18.2%
5	Ordinary Expenses	11,855	9,537	-2,318	-19.6%
6	Interest Expenses	6,479	5,577	-901	-13.9%
7	Other Operating Expenses	1,736	2,475	738	42.5%
8	General and Administrative Expenses	1,078	1,029	-48	-4.5%
9	Other Ordinary Expenses	2,438	348	-2,089	-85.7%
10	Ordinary Profits	716	1,173	456	63.7%
11	Extraordinary Profits	21	307	285	1,308.9%
12	Extraordinary Losses	34	95	61	177.8%
13	Income before Income Taxes	703	1,384	680	96.7%
14	Net Income	295	1,443	1,147	388.2%

- Ordinary income decreased as a result of a decline in yields and gains on sale of securities
- Gains on sale of securities: JPY93.5bn (down JPY97.6bn from the previous year-end)
- While losses on sale of securities increased following the Bank's efforts to improve its portfolio performance, ordinary expenses decreased thanks to a fall in interest rates which reduced funding costs, and a more stabilized economy which brought about lower credit costs
- Losses on revaluation of securities: JPY32bn (down JPY109bn from the previous year-end)
- > Losses on sale of securities: JPY178.9bn (up JPY137.3bn from the previous year-end)
- Credit-related costs: a gain of JPY25bn (JPY 26.9bn are from the reversal of loan loss reserves which are accounted for as extraordinary profits (FY2009: JPY152.9bn))
- Ordinary profits increased due to credit cost reductions
- Net income increased to a greater extent relative to the ordinary profits, as less amounts of corporate and other tax payments were required and extraordinary profits were generated by reversal of loan loss reserves

Note: Non-consolidated results as of March 31, 2011

# **Earnings Yields (Non-consolidated)**

### ~ Spreads have improved ~

### ■ Spreads improved despite drops in both the investment and funding yields (0.10%→0.17%)

		Averaç	ge (in JPY	100mn)	Override (%)		
		2010/3	2011/3	Change	2010/3	2011/3	Change
1	(Spread)				0.10	0.17	0.06
2	(Investment)	679,752	689,745	9,992	1.64	1.18	-0.46
3	Loans and Bills Discounted	112,754	130,757	18,003	0.87	0.65	-0.21
4	Securities	448,496	435,751	-12,744	2.18	1.59	-0.59
5	Yen-denominated Securities	151,830	151,751	-79	1.20	0.87	-0.33
6	Foreign-currency-denominated Securities	296,665	284,000	-12,665	2.68	1.97	-0.70
7	Trading Assets	54	396	342	-12.30	0.08	12.38
8	Short-term Investment Assets	106,716	114,804	8,087	0.21	0.13	-0.07
9	(Funding)	679,752	689,745	9,992	1.53	1.00	-0.52
10	From the Member Banks	373,410	393,538	20,127	1.03	0.84	-0.18
11	Debentures	54,279	55,455	1,176	1.22	1.22	-0.00
12	From the Markets/ Clients	196,232	183,240	-12,992	0.83	0.76	-0.07
13	From the Yen Market	11,667	11,752	84	0.21	0.17	-0.03
14	From the Foreign Currencies Markets	155,472	144,856	-10,616	0.47	0.37	-0.10

- Spreads improved, since funding yields dropped more sharply than the investment yields (up 0.06% year-to-year)
- Investment yields, mainly on securities, fell by 0.46% (year-to-year)

■ Funding costs decreased 0.52% (year-to-year), as short-term interest rates dropped in both the domestic and overseas markets

## **Balance Sheet Summary (Non-consolidated)**

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### ~ Unique portfolio management strategies backed by a stable funding base ~

■ Both the total and net assets grew by JPY1,081.5bn and JPY318.7bn, respectively

	(in JPY 100mn)	2010/3	2011/3	Change	Change (%)
	(Assets)				
1	Loans and Bills Discounted	130,380	140,023	9,643	7.4%
2	Securities	440,137	430,700	-9,436	-2.1%
3	Money Held in Trust	65,556	77,510	11,954	18.2%
4	Cash and Due from Banks	21,803	18,280	-3,523	-16.2%
5	Others	26,825	29,004	2,178	8.1%
6	Total Assets	684,703	695,519	10,815	1.6%
	(Liabilities)				
7	Deposits	391,087	409,570	18,483	4.7%
8	Negotiable Cert. of Deposit	7,027	7,681	653	9.3%
9	Debentures	56,117	54,216	-1,900	-3.4%
10	Borrowed Money	22,844	20,756	-2,087	-9.1%
11	Others	168,310	160,791	-7,519	-4.5%
12	Total Liabilities	645,387	653,015	7,628	1.2%
	(Net Assets)				
13	Paid-in Capital	34,259	34,259	-	-
14	Capital Surplus	250	250	-	-
15	Retained Earnings	8,185	9,681	1,496	18.3%
16	Others	-3,377	-1,686	1,691	-
17	Total Net Assets	39,316	42,504	3,187	8.1%

■ Money held in trust which consists primarily of loans to the Japanese government and debentures, grew by JPY1,081.5bn from the previous fiscal year-end

 Liabilities grew by JPY762.8bn from the previous fiscal year-end due to an increase in deposits from the member banks

 Net assets grew by JPY318.7bn (year-to-year) due to the accumulation of net profits and reductions in net unrealized losses on other securities

### Fair Value of Securities (Non-consolidated)

- ~ Unrealized losses on securities have decreased ~
  - Unrealized losses on securities decreased by JPY262.8bn from the previous fiscal year-end

	(Net Unrealized Gains/ Losses:			
	in JPY 100mn)	2010/3	2011/3	Change
	[Fair Value of Securities]			
1	Stocks	911	423	-487
2	Bonds	-29	13	43
3	Japanese Government Bonds	-4	29	34
4	Municipal Government Bonds	0	0	-0
5	Corporate Bonds	-24	-16	8
6	Other	-6,411	-4,488	1,923
7	Foreign Bonds	-453	-1,135	-682
8	Foreign Stocks	-29	-33	-4
9	Other	-5,929	-3,318	2,610
10	Investment Trusts	-5,794	-3,290	2,504
11	Subtotal ①	-5,529	-4,050	1,478
	[ Fair Value of Money Held in Trust ]			
12	Other Money Held in Trust ②	1,286	1,199	-86
	Securities reclassified into other holding purpose classification			
13	"Other Securities" reclassified into "Held-to-Maturity Debt Securities" ③	-1,814	-578	1,236
14	Total (①+②+③)	-6,058	-3,429	2,628

■ The Bank improved its portfolio performance amid volatile market conditions, and successfully reduced unrealized losses on securities by JPY262.8bn from the previous fiscal year-end

Note: The difference between the amount of held-to-maturity debt securities posted on the B/S and their fair value is JPY 405.7bn (an increase)

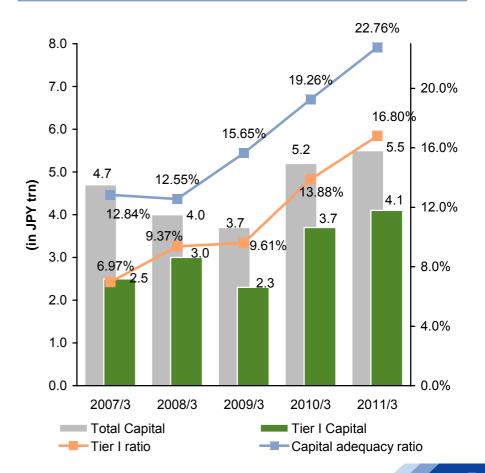
As of March 31, 2011, non-consolidated basis Source: The Norinchukin Bank

- ~ The Bank has maintained its capital adequacy at a sound level ~
  - Capital adequacy and Tier 1 ratios were 22.76% and 16.80%, respectively.

#### Capital Breakdown (in JPY 100mn)

		2010/3	2011/3	Change
1	Tier I capital	37,908	41,336	3,427
2	Capital stock and capital surplus	34,509	34,509	-
3	Earned surplus	8,194	9,474	1,280
4	Unrealized losses on other securities	-4,066	-2,216	1,850
5	Tier II capital	17,745	17,596	-149
6	Perpetual subordinated bonds and loans	14,860	14,860	-
7	Dated subordinated bonds, loans, and preferred stock	2,658	2,543	-114
8	Deductions	3,048	2,949	-98
9	Total Capital	52,605	55,982	3,376
10	Risk-weighted assets	273,075	245,938	-27,136
11	BIS Capital Adequacy Ratio	19.26%	22.76%	3.50%
12	Tier I Ratio	13.88%	16.80%	2.92%

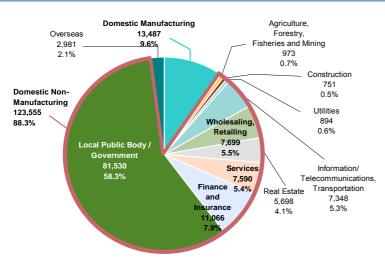
### The Bank's Capital Adequacy Ratio Over Time



### **Lending Business (Non-consolidated)**

- ~ An outline of the Bank's loan portfolio ~
- As a result of its unique profile, the Bank is able to maintain a highly-sound loan portfolio

#### **Outstanding loan balance by industry (in JPY 100mn)**

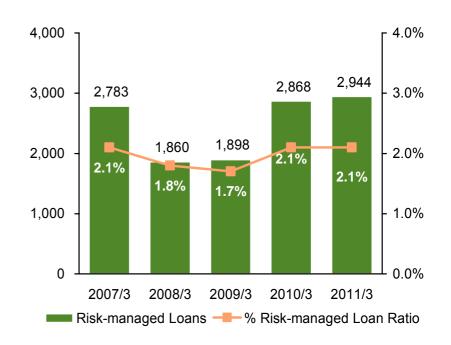


Total: 140,023

#### Outstanding loan balance by borrower (in JPY 100mn)

	Item	Outstanding Amount	%
1	Cooperative Organizations	5,086	4%
2	Corporations Related to the Primary Sector	32,400	23%
2	Others(Public Local Body, Government,		
3	Financial Institution and Others)	102,536	73%
4	Total	140,023	100%

#### Changes in risk-managed loans (in JPY 100mn)



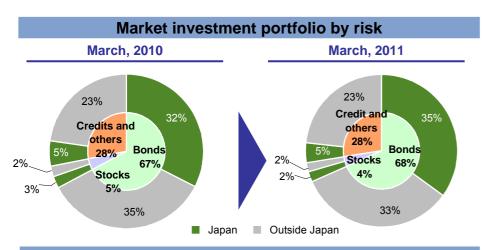
Note: As of March 31, 2011, non-consolidated basis.

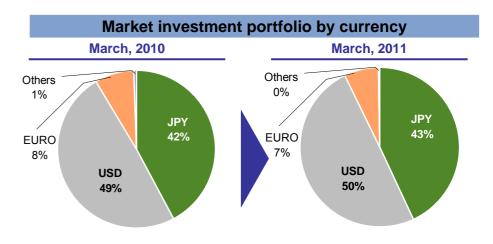
### **Market Investment Portfolio (Non-consolidated)**

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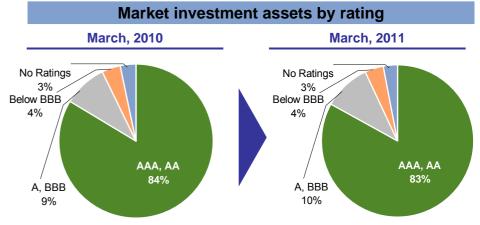
### Breakdown of market investment portfolio

Under the concept of globally diversified investment, the Bank focused on developing an optimal asset mix for the main asset classes of bonds, stocks and credit assets while also taking into account geographic and currency diversification.





#### Bond and credit portfolio by rate reset maturity March, 2010 March, 2011 Longer than 5 years Longer than 10 Longer than 10 years Longer than 5 years and up to 10 years and up to 10 years years 2% Longer than 1 year Longer than 1 year and up to 5 years and up to 5 years 20% Up to 1 year Up to 1 year 74% 73%



Note: As of March 31, 2011, non-consolidated basis.

# Investments in Securitized Products (Non-consolidated, Preliminary figures)

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#### ■ The majority of securitization exposures were highly-rated primary securitized products (ABS)

	1 Exposures by product							(JPY in 100mn)
		AAA	AA	Α	BBB	Below BBB	Total	Change Y to Y
1	ABS	19,346	-	399	15	3	19,764	-5,549
2	RMBS (Note 3)	3,586	356	239	86	433	4,703	-790
3	CMBS	771	699	783	775	494	3,524	-1,300
4	CDO	1,047	5,398	3,269	811	2,503	13,030	-4,969
5	CLO	1,033	4,906	2,888	680	1,823	11,332	-4,354
6	Resecuritized Products (Note 4)	-	380	338	93	642	1,454	-570
7	CBO and Others	14	111	42	37	37	244	-44
8	Others	-	-	-	446	696	1,142	204
9	Total	24,751	6,454	4,691	2,135	4,132	42,166	-12,405

	3. Exp					
	•	•	•		(JPY in 100mn)	
	Exposures Change Y to Y			Unrealized Gains/Losses	Change Y to Y	Profits/ Losses (Note 5)
1	USD	28,746	-10,262	-511	668	180
2	Euro	6,475	-688	-301	216	125
3	GBP	336	-102	-12	6	-
4	JPY	6,607	-1,350	-123	57	-75
5	Total	42.166	-12 405	-948	949	230

#### 2. Unrealized Gains/Losses and Total Profits/Losses by product

								(01	1 111 10011111)
		AAA	AA	Α	BBB	Below BBB	Total	Change Y to Y	Profits/ Losses (Note 5)
10		-176	-	-16	0	-0	-192	150	-
11	RMBS (Note 3)	11	43	42	5	15	118	166	-1
12	CMBS	-137	-37	-47	-82	-14	-319	132	-90
13	CDO	-39	-211	-274	-51	23	-554	499	322
14	CLO	-38	-203	-316	-71	-20	-652	347	195
15	Resecuritized Products (Note 4)	-	0	18	-6	43	54	132	120
16	CBO and Others	-0	-7	23	26	-	42	19	6
17	Others	-	-	-	-	-	-		
18	Total	-341	-205	-295	-129	22	-948	949	230

- Note 1: Securitized products are defined internally based on the definition in Basel II. Includes Sub-prime related products.
- Note 2: The amount of securitization exposure is the net exposure after write-off and revaluation. For some CMBS, the amount of exposure JPY 41.3bn (Revaluation

(.IPY in 100mn)

- losses: JPY 1.2bn, Losses: JPY 1.6bn), which should be included in Specialized Lending (SL) under Basel II, is not included here.
- Note 3: Includes Sub-prime RMBS. Does not include mortgage-backed securities related with US Government sponsored entities.
- Note 4: Re-securitized Products such as ABS-CDO, and CDO of CDO's. Include ABS-CDO and CDO of CDO's that contain Sub-prime RMBS as underlying assets.
- Note 5: The total value of revaluation profits/ losses and unrealized gains/losses on financial instruments with embedded derivatives as of FYE 2011/3.
- Note: As of March 31, 2011, non-consolidated basis.
- Source: The Norinchukin Bank

# Investments in Sub-prime Loan-related Products and Other Products (Non-consolidated, Preliminary figures)

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### ~ Sub-prime loan-related products, monolines and leveraged loans ~

■ Net exposure to sub-prime loan-related products was JPY87.3bn (after JPY 0.1bn in revaluation losses and JPY 18.2bn in unrealized profits)

#### 1. Investment in Sub-prime Loan Related Products (Note1) (in JPY 100mn)

#### (1) Sub-prime Loan related products (Sub-prime RMBS: securitized instruments) (Note2)

		Exposures	Change Y to Y	Unrealized Gains/Losses	Change Y to Y	Profits/Losses
1	AAA	83	-226	41	-11	-
2	AA	91	-20	44	55	-
3	A	178	151	44	38	-
4	BBB	12	-24	5	17	-
5	below BBB	433	41	15	41	-1
6	Total	798	-78	151	142	-1

#### (2) ABS-CDO including sub-prime RMBS (resecuritized instruments)

		Exposures	Change Y to Y	Unrealized Gains/Losses	Change Y to Y	Profits/Losses
7	AAA	-	-	-	-	-
8	AA	-	-	_	-	-
9	Α	-	-	-	-	-
10	BBB	-	-107	-	-20	_
11	below BBB	0	-42	0	-17	-
12	Total	0	-149	0	-38	-

#### (3) CDO of CDO's including sub-prime RMBS (cubic instruments) (Note3)(Note4)

		Exposures	Change Y to Y	Unrealized Gains/Losses	Change Y to Y	Profits/Losses
3	AAA	-	-	-	-	-
4	AA	-	-	-	-	_
5	Α	63	63	20	20	-
6	BBB	-	-	-	-	-
7	below BBB	11	-49	10	10	_
8	Total	74	13	31	31	-

#### (4) Total of sub-prime loan related products (Total of (1) to (3))

		Exposures	Change Y to Y	Unrealized Gains/Losses	Change Y to Y	Profits/Losses
19	AAA	83	-226	41	-11	-
20	AA	91	-20	44	55	-
21	A	241	214	64	59	-
22	BBB	12	-131	5	-2	-
23	below BBB	445	-50	25	34	-1
24	Total	873	-21/	182	135	_1

Note 1: The Bank has not engaged in any Sub-prime loan-related lending

ote 2: Ratios by vintage (Issuance year) are 100%, 0%, and 0% for 2004 and before, 2005-2006, and after 2007, respectively.

Note 3: Ratios by vintage (Issuance year) are 100%, 0%, and 0% for 2004 and before, 2005-2006, and after 2007, respectively

ote 4: CDO of CDO's contains RMBS even if only in small quantities. Includes only a few sub-prime RMBS.

#### 2. Investment in Monoline Products (in JPY 100mn) (Note 5)

				Unrealized -	
		Exposures	Change	Gains/Losses	Change
			Y to Y	Gailla/LUSSES	Y to Y
1	Monoline Wrapped Financial Instruments (Note6)	304	-1,271	-82	199
2	Monoline usage in Securitization business	-	-	1	-
3	Total	304	-1 271	-82	100

#### 3. Investment in Leveraged Loans (Note 7) (in JPY 100mn)

		Exposures	Change Y to Y
4	Domestic	270	-44
5	Overseas	780	-260
6	Total	1,051	-305

#### 4. Trading of Sub-prime loan related products

The Bank has not originated, underwritten nor traded ABCP, SIV, or leveraged loans. The Bank does not own any sub-prime loan related products in its trading account and is not involved in any unconsolidated off-balance sheet transactions. The Bank is only involved in sponsoring 1 SPC to provide liquidity to its domestic customers' account receivables (Exposures: JPY64.5bn)

#### 5. Investment in Bonds Issued by US Housing-related GSEs (Note 8) (in JPY 100mn)

				Unrealized -	
		Exposures	Change Y to Y	Gains/Losses	Change Y to Y
7	Agency Mortgage Bonds	36,100	7,420	534	-292
8	Agency Bonds	20,391	1,302	-774	-716
9	Total	56.492	8.723	-239	-1.009

#### [Reference]

Sub-prime loan-related products within fund investment

The Bank does not own any funds mainly investing in sub-prime loan-related products, but some funds of which the Bank commissions the management, includes sub-prime RMBS (primary instruments). (note) Sub-prime RMBS within the fund was JPY 26.7bn and the unrealized losses were JPY 3.5bn.

Note) Internal research basis for funds which the Bank can look through the individual assets within each fund

Note 5: The Bank has exposures to securitized products (CDOs) including monoline-CDS, other than financial products guaranteed by monolines.

Note 6: Non-guaranteed grades for non-recourse loan and CLO are all above investment grades. No sub-prime related loan products for guaranteed products.

ote 7: Internal definition of loans mainly targets LBOs. The reserve for possible loan losses amounts to JPY 9.7bn.

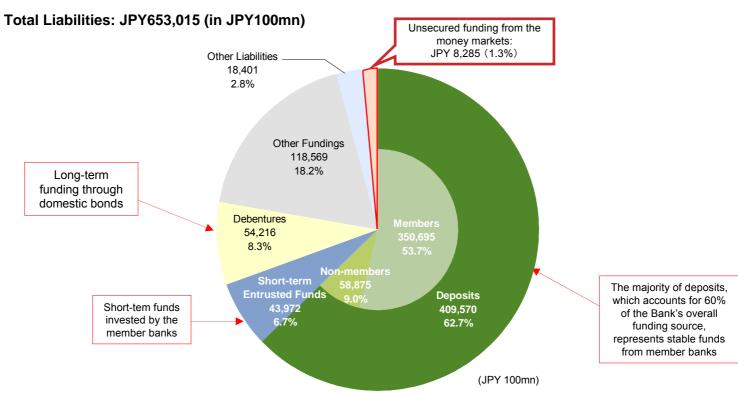
ote 8: The Bank has JPY 2,051.9bn of mortgaged-backed security bonds issued and guaranteed by Ginnie Mae, a US government-owned corporation.

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### **Stable Funding**

- ~ Stable funding realized by deposits from the member banks ~
  - Short-term unsecured funding from the markets accounts for only 1.3% of total liabilities

### **Breakdown of funding**



Note1: Other Funding includes Payables under Repurchase Agreements (Secured), Payables under Securities Lending Transactions, Borrowed Money (secured, subordinated loans) and others. Other liabilities includes Acceptances & Guarantees and Reserves. Short-term Unsecured Funding from Markets includes Trading Liabilities, Negotiable Certificates of Deposit, and Call Money and Bills Sold.

Note2: As of March 31, 2011, non-consolidated basis

### ~ Both the ordinary income and net income (consolidate) increased ~

### ■ Ordinary Profits: JPY 104.7bn, and Net Income: JPY 129.5bn

					Chango
	(in JPY 100mn)	2010/3	2011/3	Change	Change (%)
1	Ordinary Income	12,680	10,818	-1,862	-14.7%
2	- Interest Income	7,191	6,650	-541	-7.5%
3	Ordinary Expenses	11,914	9,770	-2,143	-18.0%
4	- Interest Expenses	6,480	5,577	-902	-13.9%
5	- General and Administrative Expenses	1,148	1,100	-48	-4.2%
6	Ordinary Profits	766	1,047	280	36.7%
7	Extraordinary Profits	25	296	271	1,074.5%
8	Extraordinary Losses	34	96	62	178.7%
9	Semiannual Income before Income Taxes	756	1,246	489	64.7%
10	Semi-annual Net Income	330	1,295	964	291.6%

(in JPY 100mn)	2010/3	2011/3	Change	Change (%)
(Assets)				
Loans and Bills Discounted	130,976	140,827	9,851	7.5%
Securities	439,947	430,417	-9,529	-2.2%
Money Held in Trust	65,566	77,518	11,951	18.2%
Cash and Due from Banks	21,953	18,376	-3,577	-16.3%
Others	28,323	31,198	2,875	10.2%
Total Assets	686,767	698,338	11,571	1.7%
(Liabilities)				
Deposits	391,016	409,493	18,477	4.7%
Negotiable Cert. of Deposit	7,027	7,681	653	9.3%
Debentures	56,057	54,163	-1,894	-3.4%
Borrowed Money	20,433	18,660	-1,773	-8.7%
Short-term Entrusted Funds	42,771	43,972	1,201	2.8%
Others	129,899	121,769	-8,130	-6.3%
Total Liabilities	647,206	655,740	8,534	1.3%
(Net Assets)				
Paid-in Capital	34,259	34,259	-	-
Capital Surplus	250	250	-	-
Retained Earnings	8,374	9,723	1,348	16.1%
Others	-3,322	-1,634	1,688	-
Total Net Assets	39,560	42,598	3,037	7.7%
	(Assets) Loans and Bills Discounted Securities Money Held in Trust Cash and Due from Banks Others Total Assets (Liabilities) Deposits Negotiable Cert. of Deposit Debentures Borrowed Money Short-term Entrusted Funds Others Total Liabilities (Net Assets) Paid-in Capital Capital Surplus Retained Earnings Others	(Assets)         Loans and Bills Discounted       130,976         Securities       439,947         Money Held in Trust       65,566         Cash and Due from Banks       21,953         Others       28,323         Total Assets       686,767         (Liabilities)       0         Deposits       391,016         Negotiable Cert. of Deposit       7,027         Debentures       56,057         Borrowed Money       20,433         Short-term Entrusted Funds       42,771         Others       129,899         Total Liabilities       647,206         (Net Assets)       Paid-in Capital         Paid-in Capital       34,259         Capital Surplus       250         Retained Earnings       8,374         Others       -3,322	(Assets)         Loans and Bills Discounted       130,976       140,827         Securities       439,947       430,417         Money Held in Trust       65,566       77,518         Cash and Due from Banks       21,953       18,376         Others       28,323       31,198         Total Assets       686,767       698,338         (Liabilities)       0       409,493         Negotiable Cert. of Deposit       7,027       7,681         Debentures       56,057       54,163         Borrowed Money       20,433       18,660         Short-term Entrusted Funds       42,771       43,972         Others       129,899       121,769         Total Liabilities       647,206       655,740         (Net Assets)       7       250         Paid-in Capital       34,259       34,259         Capital Surplus       250       250         Retained Earnings       8,374       9,723         Others       -3,322       -1,634	(Assets)         Loans and Bills Discounted       130,976       140,827       9,851         Securities       439,947       430,417       -9,529         Money Held in Trust       65,566       77,518       11,951         Cash and Due from Banks       21,953       18,376       -3,577         Others       28,323       31,198       2,875         Total Assets       686,767       698,338       11,571         (Liabilities)       0       0       0       0       18,477         Negotiable Cert. of Deposit       7,027       7,681       653         Debentures       56,057       54,163       -1,894         Borrowed Money       20,433       18,660       -1,773         Short-term Entrusted Funds       42,771       43,972       1,201         Others       129,899       121,769       -8,130         Total Liabilities       647,206       655,740       8,534         (Net Assets)         Paid-in Capital       34,259       34,259       -         Capital Surplus       250       250       -         Retained Earnings       8,374       9,723       1,348         Others       -3,322

# **Appendices**

### The Bank's Initiatives Following the Great East Japan Earthquake

### ~Overview of the Reconstruction Support Program

In response to the Great East Japan Earthquake which heavily devastated the agriculture, forestry and fishery cooperatives, the Bank established "Reconstruction Support Program" which is designed to provide all-round and full-fledged support for reconstructing the agriculture, forestry and fisheries industries.

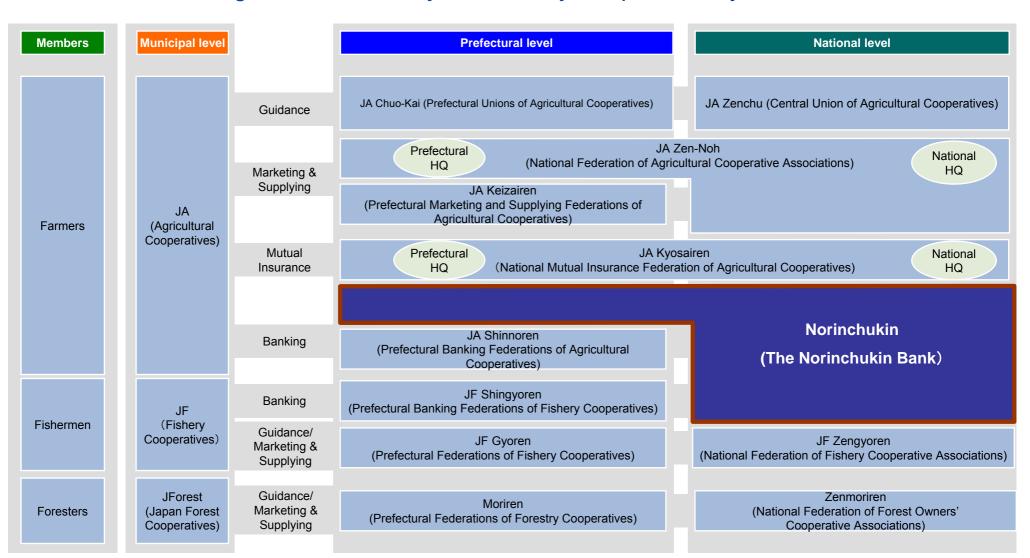
### <Overview of the Reconstruction Support Program>

O This is a multi-year (four-year) project worth JPY 1 trillion in project size (low-interest loans). A total of JPY30 billion will be provided as financial support from the program. The Bank also plans to allocate human resources by sending its staff to support the reconstruction processes.

Details	Target	JA Bank, JF Marine Bank, and Forestry Cooperative System
Financial Support Program	Farmers, Foresters, and fishermen	Financial support (Interest subsidies, recovery and reconstruction loans (Low-interest loans and others)
Business &	Member Organizations	Business restoration (Support for restoring infrastructures including branches, ATMs, terminals, etc.)
Management Support Program		Management support ( Support for strengthening the members' management bases)

### **Summary of the Cooperative System**

~ Structure of the Agricultural, Forestry and Fishery Cooperative System ~



### The JA Bank Medium-term Strategy (FY2010~2012)

### 農林中央金庫

- ~ (Basic Objective) Bringing about a "JA Bank which contributes to both agricultural industry and people's daily lives, as well as one which is chosen by the people, and then continues to grow" ~
  - JA Bank will work in unison with JA, Shinnoren, and the Norinchukin Bank in carrying out its medium-term strategy (FY2010 to FY2012) towards achieving the principal goals
- Specific Action Items (Framework) for the JA Bank's Medium-term Strategy (FY2010~FY2012)

Contributing to the JA Bank members, customers, local communities. and society

- Enhancing the JA Bank's role as the "Main Bank for the Agricultural Industry"
- Enhancing the JA Bank's services to support farmers' financial needs
- Strengthening the JA Bank's line up of agricultural financial products
- Promoting agricultural-commercial-industrial cooperation. and providing support to workers who are entering the agriculture business, as well as improving and revitalizing the farmers' business
- Disclosing the achievements made by the JA Bank as a

- Enhancing the JA Bank's role as the "Main Bank for the local residents"
- Increasing the number of customers who use the JA Bank as the primary bank for managing their household budgets
  - Furthering promotion of package sales, conducting pinpoint marketing, and strengthening the JA Bank's efforts to obtain new customers
- Improving protections for, and the overall satisfaction of, the JA Bank customers
  - Making a substantial shift to IC cash cards, promoting a JA point system service across all of JA, and preventing misuse of the JA Bank's financial services

■ Contributing to both local communities and society

■ Preparing to

products and

administrations

unify the

various

Launching the JA Bank Agri-support Project -Strengthening the JA Bank's efforts in the Food & Farming Education Support Project, reviewing the Interest Subsidy Project, proceeding with investment projects, and launching a project to support workers who are entering the agricultural industry

Establishing various systems and infrastructure as well as launching projects which will permit the JA Bank to make significant contribution

■ Stabilizing the operations of and facilitating the use of functions provided by . JASTEM

- Establishing the prefectural joint operation system at a prefectural level
- Establishing a center function (agricultural finance, loan, pension, centralized administration) on a prefectural
- Establishing an MBO system on a prefectural level
- Establishing a unified channel strategy (branches, ATMs), and a unified human resource strategy (sales systems, etc.) on a prefectural level
  - Addressing structural improvements

  - The issue of small-scale JAs which have not yet merged

- Enhancing and streamlining business management
- Establishing and employing numerical management targets based on the unified policy
- Introducing and establishing an approach to comprehensive risk volume management

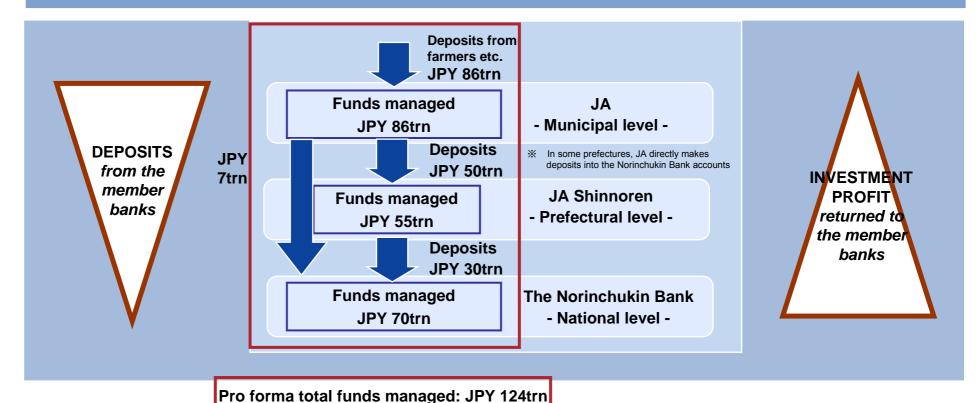
Initiatives to secure financial soundness ⇒ Based on the premise of launching the JA Bank's medium-term strategy

- The JA Bank's goals after completing its three-year strategy (FY2012)

■ Fostering closer relationships with agricultural corporations and large-scale farmers as well as increasing the number of JA Bank customers ■ Raising the satisfaction among the JA Bank members (farmers) and customers Increasing the number of customers across the next two generations Increasing the number of customers, improving the JA Bank's regional share, and promoting the use of the JA Bank Strengthening JA's and the JA Bank's regional reputations

- ~ Flow of funds within the JA Bank Group ~
  - JA Bank Group = JA (municipal level) + JA Shinnoren (prefectural level) + The Norinchukin Bank (national level)

### Flow of funds in the JA Bank Group



Note: As of Mach 31, 2011

Pro forma total funds managed = Funds managed (JPY86trn+JPY55trn+JPY70trn) – Deposits (JPY50trn+JPY7trn+JPY30trn).

### Status of JA Bank Group (2) - (Deposit Business)

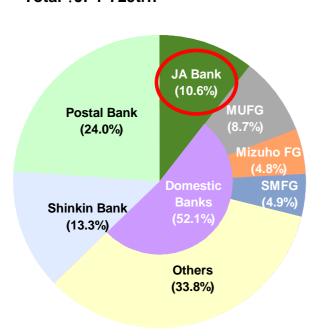
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### ~ Stable JA Savings ~

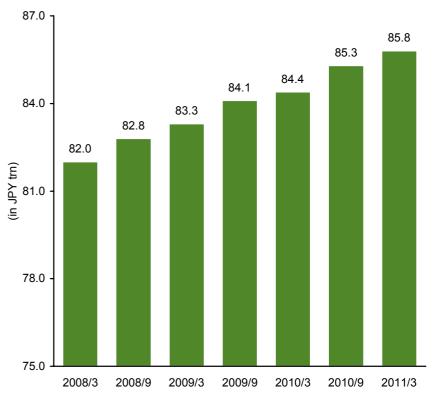
- JA Bank maintains a strong operating base and a network of 8,707 branches (as of March 31, 2010) (715 JAs nationwide, as of April 1st 2011)
- Historical outstanding balance of JA Bank deposits and savings shows a stable long-term growth

#### **Deposits and savings (Retail)**

#### Total: JPY 729trn



#### JA Bank deposits and savings



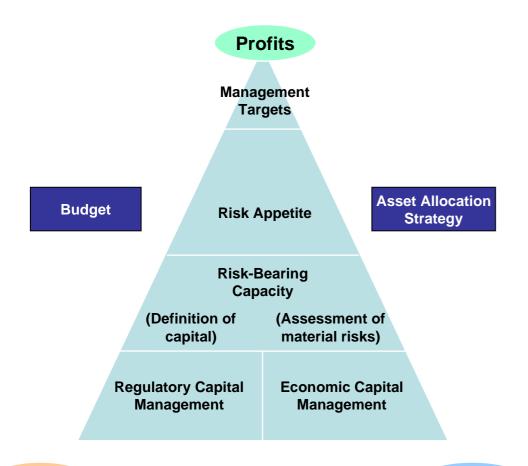
Note: Retail and non-retail aggregate (public sector, companies and others) deposits and savings Source: The Norinchukin Bank

Note: As of September 30, 2010

Prepared by the Norinchukin Bank based on disclosures of the Bank of Japan, Japanese Bankers Association, Shinkin Central Bank Research Institute, Japan Post and other banks' disclosed reports.

Retail saving balance for JA Bank, Domestic Banks and Shinkin Bank, all saving balance for Postal Bank.

- ~ The Advanced Internal Capital Adequacy Assessment Process ~
- The Internal Capital Adequacy Assessment Process (ICAAP) under Pillar II of Base-II Accord



#### 1. Risk appetite

- Reaffirm that the Bank's primary objective is to return profits stably to its member banks, while maintaining a sound business standing, etc.
- Identify types and amounts of risks which are necessary for implementing management strategies
  - Manage portfolios with the emphasis on ensuring safe and stable investments under the Bank's fundamental policy of diversifying its investments on a global basis
  - Maintain enough equity capital and liquidity to withstand stress situations

#### 2. Determination of risk bearing capacity

- Determine the maximum amount of risk which the bank can bear
  - Types of material risks: market risk, credit risk and operational risk
  - Definition of capital and risk-bearing capacity to cover those risks

# 2. Confirm consistency between risk appetite and risk-bearing capacity

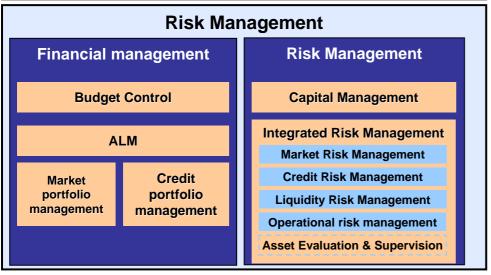
■ Confirm that the risk exposure (the amount of aggregate risk which is recognized based on the risk appetite) has not exceeded and will not exceed the risk-bearing capacity (the amount of capital), by establishing a check point system and implementing stress tests under the regulatory capital and the economic capital management regimes

### **Risk Management System**

### ~ The Advanced Risk Management System ~

■ The Bank has employed an "integrated risk management" system, in which risks are managed in an integrated manner with a central focus on economic capital management

#### **Board of Directors Management Committees** Credit Portfolio Risk **Management** Management Market Committee Committee Credit **Portfolio** and and **Management** Committee Operational Risk Cooperative Committee Management Finance | Committee Committee



#### 1. Board of Directors

- The board sets management objectives in the form of medium-term management plans, annual operation plans, economic capital allocation and management plans, and budget plans. It also introduced the ICAAP (Internal Capital Adequacy Assessment Process).
- Based on feedbacks from internal and external audits, the board keeps track of the risk management regimes.

#### 2. Management committees

- The Risk Management Committee determines important issues which are associated with the management of economic or regulatory capital and the evaluation of fair value
- Based on the policies determined by the Risk Management Committee, each relevant committee sets concrete portfolio management policies in the market portfolio management committee or the credit portfolio management committee.

#### 3. Risk management

- As part of its integrated risk management efforts, the Bank has established individual units to watch over market risk, credit risk, liquidity risk and operational risk as well as a unit to supervise such units. Their roles and responsibilities have been clearly defined.
- Through its integrated risk management efforts, the Bank, under its risk management framework, has improved its financial management practices which are flexible enough to ensure that the Bank maintains a sound and profitable business performance and, at the same time, to strike an optimal balance between risks, profits, and capital in volatile markets and in the constantly changing economic and financial environments

- The information contained herein is quoted from public sources etc., and the accuracy and reliability of such information is neither guaranteed nor warranted. We assume no responsibility for any losses incurred either directly or indirectly from the use of this information
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