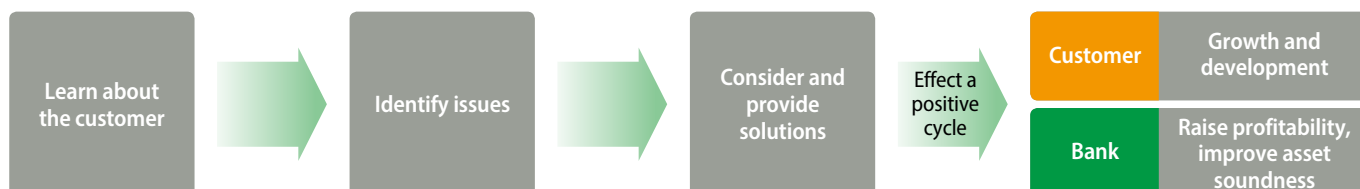


# Initiatives for Corporate Customers and Individual Business Owners

## Promoting Feasibility Assessments

The Bank appropriately assesses the business content and growth potential of companies at various life stages (feasibility assessments), and after sharing the management issues and needs that have been identified, works to propose solutions in coordination with outside institutions and support their execution. Through various training programs and other initiatives, we work to enhance the judgment and consulting skills of employees, and have systems in place for providing even higher quality solutions, including a program for honoring exceptional initiatives called the “President’s Awards for Local Creation and Feasibility Assessments.”



## Utilization of Financial Intermediary Function Benchmarks

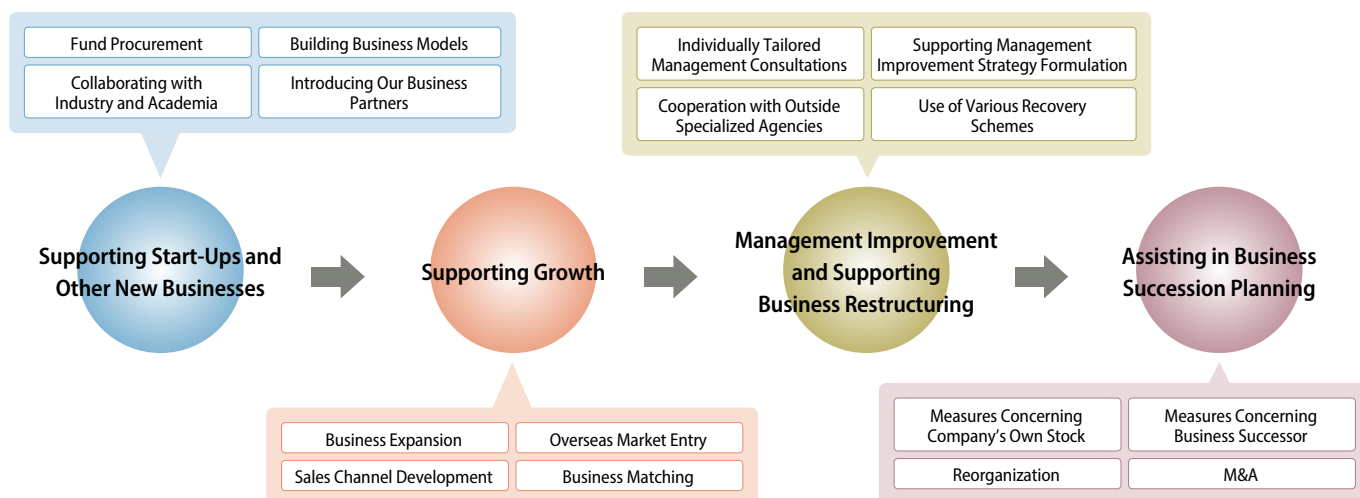
The Bank works to promote community-based finance utilizing the financial intermediary function benchmarks program announced by the Financial Services Agency in September 2016 for objectively assessing the financial intermediary function of financial institutions.

Financial Intermediary Function Benchmark Results (March 2017)

		(Units: Companies, ¥ billion)		
Companies conducting transactions with the financial institution as their main bank (ranked first in loan balance) that have improved management indicators (sales, operating profit ratio, labor productivity, etc.) or that have expanded their workforce (number of customers on group basis) and loan amounts for those customers	Customers for whom Kyoto Bank is main bank	14,929		
	Loan balance of main customers	969.6		
	Number of customers with improved management indicators, etc.	10,188		
		(Unit: ¥ billion)	29/3	28/3
	Year-end loan balance for past 3 years of customers with improved management indicators, etc.	797.1	794.9	742.2
		(Units: Companies, ¥ billion, %)		
Number of borrowers to which the financial institution has made loans based on feasibility assessments and loan amounts, and the ratio to total number of borrowers and total loans (number of customers on individual company basis)	Number of borrowers receiving loans based on feasibility assessments and loan balance	1,738	319.3	
	Ratios of the above figures to total number of borrowers and the loan balance of those borrowers	4.8%	10.7%	
President’s Awards for Local Creation and Feasibility Assessments		(Unit: Reports, Awards)	Number of reports 693	Number of awards 25

## Initiatives to Provide Business Support Tailored to the Growth Stages of the Customers

Based on its “Policy on Promoting Community-based Finance” and “Policy for Facilitating Smooth Access to Finance,” the Bank supports the stabilization, growth and development of its customers’ management by providing in-depth support tailored to the growth stages of the customers and facilitating smooth access to finances.



## Supporting Start-Ups and Other New Businesses

For the challenges and needs of customers who are considering starting up companies or venture companies, or moving into new business fields, we are collaborating with support organizations and universities that are participating in the "Kyogin Venture Business Support Program" and are offering assistance in business matching, supplying various types of information, and providing introductions to specialists (institutions) and universities as well as holding events and helping customers to apply for public aid. In fiscal 2016, we invested in five companies through the Bank of Kyoto Bright Future Support Fund, which was established in February 2016.

### Financial Intermediary Function Benchmark Results (March 2017)

Number of borrowers by life stage (number of customers on individual company basis) and loan amount	(Units: Companies, ¥ billion)	Total borrowers	Start-up phase	Growth phase	Stability phase	Decline phase	Rehabilitation phase
	Number of borrowers by life stage		36,166	1,459	1,665	18,183	636
Year-end loan balance for borrowers by life stage		2,972.1	97.0	193.7	2,608.2	86.8	254.3
Number of start-ups in which the financial institution was involved		(Unit: Number)	905				
		(Unit: Companies)	28				
Number of customers receiving start-up support (by support content)	(1) Support for formulating start-up plan		28				
	(2) Loans to customer during start-up phase		879				
	(3) Referrals of government-affiliated financial institutions or start-up support organizations		15				
	(4) Subsidies for venture companies		7				

## Supporting Growth

Utilizing our broad customer network and support network of outside institutions, we actively work to help customers develop sales channels. In addition, seminars on improving negotiating skills are held to provide support for enhancing these capabilities as well.

### Financial Intermediary Function Benchmark Results (March 2017)

Number of companies receiving main business support (to raise corporate value) and the ratio to total number of customers (customers on a group basis)	(Units: Companies, %)	Total customers (1)	Customers receiving main business support (2)	(2)/(1)
		30,981	1,564	5.0%
Companies receiving main business support that had management improvement		1,022		
Number of employees engaged primarily in SME loans and main business support and the ratio to total employees	(Units: Companies, %)	Total number of employees (1)	Number of employees involved in processes at left (2)	(2)/(1)
		3,171	885	27.9%
		838	89	10.6%

## Management Improvement and Supporting Business Restructuring

For business partners requiring management improvement or business restructuring, the Bank strives to strengthen relationships and share awareness of management issues with business partners while working toward improving management.

This is particularly so for the Management Support Office, which is the Credit Examination Division's specialized financial assessment department. The Office holds consultation sessions and seminars as well as working with branches to collaborate closely with the Small and Medium-Sized Business Rehabilitation Support Council and outside consultants to support business partners.

### Financial Intermediary Function Benchmark Results (March 2017)

Progress of management improvement plans of SMEs for which the financial institution has altered loan terms	(Unit: Companies)	Total term changes	Customers in good condition	Customers in stable condition	Customers in poor condition	Without plan
		4,109	9	118	1,056	2,926
Number of customers for which Guidelines for Personal Guarantee Provided by Business Owners utilized and the ratio to total borrowers	(Units: Companies, %)	Total borrowers (1)	Customers for which guidelines utilized (2)	(2)/(1)		
		36,166	3,800	10.5%		

## Assisting in Business Succession Planning

To support customers immersed in business succession issues, we offer initial advice on measures concerning the company's own stock and business succession, review optimal business succession schemes, and study problem-solving measures in collaboration with experts including tax accountants.

Moreover, we offer problem-solving support through the use of M&A for customers who are struggling with business continuity due to lack of successors or industry reorganization.

### Financial Intermediary Function Benchmark Results (March 2017)

Number of customers receiving business succession support (Unit: Companies)	247
Number of customers receiving M&A support (Unit: Companies)	17