

■ Providing SME Management Assistance

Support for Start-Ups and New Entries

The Bank recognizes that for the sustained development of the regional economy it is indispensable for start-ups and new entries to be done actively and continuously. Consequently, we are working with a “support team for start-ups and new entries” in Head Office and with branches to strengthen our efforts in this area.

In order to support entrepreneurs and those people preparing start-ups, in December 2016 we began offering the “Musashino Business Start-Up Support Loan” and the “Musashino Business Start-Up Support Service Pack.”

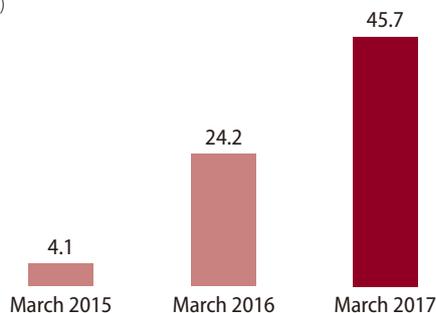
Business Evaluation

The Bank does not rely excessively on financial data, collateral and guarantees—it is strengthening its loans that prioritize the carrying out of business evaluation, including the business details and growth possibilities of each individual company. Loans based on business evaluation have increased to approximately 16% of our total lending (as of March 2017).

The execution amount of loan products utilizing the business evaluation scheme has increased significantly, and such loan products are widely used by our client companies.

Annual execution amount of lending products utilizing the business evaluation scheme

(¥ billion)

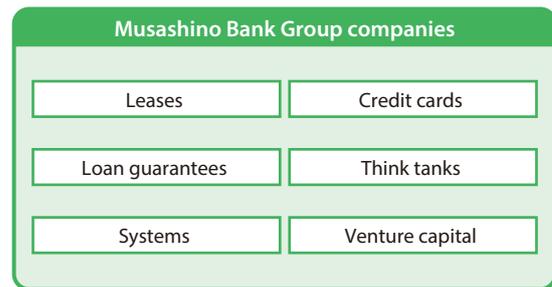


Offering a Variety of Financing Methods

The Bank has focused on offering a variety of financing methods, including syndicated loans to diversify procurement methods and implement financial rationalization when a cooperative financing group has been formed by a number of financial institutions, project financing that provides funding after focusing on the cash flow of a business, private placement bonds that result in improving the corporate image of a company conducting fund procurement, and Asset-Based Lending (ABL) that makes use of the customer’s product inventory, accounts receivable or suchlike.

Strengthening Solution Sales

In order to further strengthen solution-based sales, the Bank is working together with client companies and management to solve various problems and issues while also drawing on the functional capabilities of Group companies.



Support for Overseas Expansion

We are also proactively assisting our corporate customers to expand business overseas. As of the end of June 2017, we had offered support in approximately 34 cases of companies expanding overseas, mainly to such ASEAN countries as Thailand, Vietnam, and the Philippines.

Furthermore, we assigned employees to the Singapore representative office of the Chiba Bank, the KASIKORNBANK in Thailand and to the Hong Kong branch of the Hachijuni Bank (a regional bank mainly based in Nagano Prefecture), to locally and directly handle consultations from companies that have already started doing business in these countries. Through participation in the regional bank alliance scheme of the Japan Bank for International Cooperation, we have formed business alliances with leading regional banks in Indonesia, India, the Philippines, Vietnam, and the Mexico State Government and others, providing various forms of assistance, including opening accounts and providing local information.

In addition, we are utilizing government measures to actively support our clients in entering overseas markets and developing their businesses overseas.

M&A Support

We utilize M&A to help local companies carry out smooth business succession, and to contribute to maintaining regional employment.

Support for Changing Business Sectors

Drawing on bank-wide assistance resources, including Group companies, the Bank provides optimal support for management improvement and revitalization and helps companies change their business sectors.