

# TOMATO BANK

## Financial Highlights 2021

April 1, 2020 — March 31, 2021

TOMATO BANK, LTD.

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(Note) Information presented herein has been extracted from the Original material, solely for the convenience of outside Japan.

The amounts, ratios or any other information presented herein have not been audited.

## Profile

TOMATO BANK, established in Okayama in 1931 as a savings and loan association, has since grown to become a financial institution serving mainly small and medium-sized companies.

Becoming an authorized foreign exchange bank in 1978 has enabled TOMATO BANK to provide a variety of services to meet the region's international banking needs. This, together with being listed on the stock exchange since 1987, has made TOMATO BANK one of the area's leading financial institutions, a position we fully intend to maintain.

In 1989, TOMATO BANK's status was upgraded from "sogo" bank (mutual saving and loan) to ordinary commercial bank status. We marked this occasion by changing our name TOMATO BANK, LTD. to symbolize a process of renewal. Thus, we hoped to establish ourselves as a friendly bank to every customer, like a tomato.

In order to carry out our mission as a financial institution that contributes to the region's growth and development, we aim to provide the customers at our 61 branches, both businesses and individuals, with the best possible service.

## Corporate Data

as of June 30, 2021

<b>TOMATO BANK, LTD.</b>	
<b>Head Office</b>	3-4, Bancho 2-chome, Kita-ku, Okayama-shi, Okayama 700-0811, Japan
<b>Market &amp; International Business Division</b>	Phone : 086-800-1510 Fax : 086-221-1040 SWIFT code : TOMAJPJZ
<b>Founded</b>	November 9, 1931
<b>Paid-in Capital</b>	17,810 millions of yen
<b>Issued and Outstanding Stock</b>	18,679,030 shares
<b>Stock Listing</b>	First Section of Tokyo Securities Exchange
<b>Branches</b>	61
<b>Employees</b>	789

## Subsidiaries and Affiliated Companies

as of June 30, 2021

<b>Subsidiaries</b>	TOMATO BUSINESS, LTD.
	TOMATO CARD, LTD.
	TOMATO LEASE, LTD.

## Message from the President



Shogo Takagi, President

I would like to extend my deepest gratitude to all shareholders, customers, and other stakeholders of TOMATO BANK for their continued support.

Furthermore, I wish to express my sympathy to everyone affected by the COVID-19 pandemic.

The Bank has been stepping up its efforts to deepen initiatives based on its business model, namely to “support the core business of corporate customers and offer the optimum proposals to retail customers,” which the Bank has been pursuing for the past six years under its previous Medium-Term Management Plan. These efforts have enabled us to build the foundations for the next stage of the Bank’s growth, including recording our highest-ever number of business loan borrowers, which constitute the foundation for our stable development.

In April this year, we established our next Medium-Term Management Plan, the “Future Creation Plan Phase 3,” which will run for three years. Under the new plan, in our aim to realize our management vision of “The Bank to Make Dreams Come True and Create the Future of the Region,” we will strive to solve our customers’ issues by demonstrating the true value of our business model. By contributing to the growth and development of the regional economy and industry, which are being changed by the impact of COVID-19, we will aim for the Bank’s sustainable growth.

In November this year, TOMATO BANK will celebrate the 90th anniversary of its foundation. I would like to express my heartfelt gratitude to all our shareholders, customers, and other stakeholders for their continued support and patronage, which have allowed us to grow and prosper in this region for these many years.

We hope you will continue to extend your support and guidance to TOMATO BANK.

July, 2021

Shogo Takagi  
President

**Board of Directors**

as of June 30, 2021

President	Director	Corporate Auditor
<b>Shogo Takagi</b>	<b>Kunihiko Nobunaga</b>	<b>Takumi Kotake</b>
Senior Managing Director	<b>Masaki Inoue</b>	<b>Kazumi Yoshioka</b>
<b>Masashi Nakayama</b>	<b>Koji Naka</b>	<b>Noboru Miyake</b>
Managing Director	<b>Naoyasu Tanabe</b>	<b>Tetsuya Okuda</b>
<b>Kazuyuki Sakate</b>	<b>Hiroshi Ogawa</b>	
<b>Hiroyuki Tomita</b>	<b>Mihoko Ueoka</b>	

**Service Network**

as of June 30, 2021



**Consolidated Balance Sheets**

	Millions of Yen		Thousands of U.S. Dollars
	2021	2020	2021
<b>ASSETS:</b>			
Cash and due from banks	103,458	68,353	934,500
Monetary receivables purchased	895	500	8,091
Trading account securities	101	234	917
Securities	167,892	154,624	1,516,508
Loans and bills discounted	985,601	950,472	8,902,551
Foreign exchange	3,192	2,265	28,836
Lease receivables and investment assets	10,409	11,117	94,023
Other assets	15,457	8,021	139,620
Property, plant and equipment	12,595	12,693	113,771
Intangible assets	587	631	5,309
Deferred tax assets	1,171	2,066	10,580
Customers' liabilities for acceptances and guarantees	5,007	5,030	45,231
Allowance for loan losses	(5,025)	(4,882)	(45,395)
Total assets	1,301,346	1,211,128	11,754,549
<b>LIABILITIES AND NET ASSETS:</b>			
<b>Liabilities:</b>			
Deposits	1,206,536	1,137,142	10,898,170
Borrowed money	26,771	8,403	241,816
Foreign exchange	23	—	211
Other liabilities	9,594	9,366	86,663
Net defined benefit liability	804	1,174	7,265
Provision for directors' stock based compensation	16	—	150
Provision for directors' retirement benefits	18	243	165
Provision for reimbursement of deposits	19	46	178
Provision for contingent loss	89	150	804
Deferred tax liabilities	139	141	1,258
Deferred tax liabilities for land revaluation	513	513	4,639
Acceptances and guarantees	5,007	5,030	45,231
Total liabilities	1,249,534	1,162,214	11,286,556
<b>Net assets:</b>			
<b>Shareholders' equity:</b>			
Capital stock	17,810	17,810	160,870
Capital surplus	15,991	15,991	144,446
Retained earnings	15,589	14,972	140,815
Treasury stock	(340)	(490)	(3,077)
Total shareholders' equity	49,050	48,284	443,056
<b>Accumulated other comprehensive income:</b>			
Valuation difference on available-for-sale securities	2,109	242	19,054
Deferred gains or losses on hedges	(1)	(8)	(12)
Revaluation reserve for land	671	671	6,065
Remeasurements of defined benefit plans	(19)	(274)	(172)
Total accumulated other comprehensive income	2,760	630	24,936
Total net assets	51,811	48,914	467,992
Total liabilities and net assets	1,301,346	1,211,128	11,754,549

**Consolidated Statements of Income**

	Millions of Yen		Thousands of U.S. Dollars
	2021	2020	2021
Income:			
Interest and dividends on:			
Loans and discounts	11,759	11,901	106,216
Securities	1,259	1,630	11,377
Other	36	68	330
Fees and commissions	3,300	3,265	29,810
Other ordinary income	5,594	5,206	50,529
Other income	635	635	5,742
Total income	22,585	22,707	204,007
Expenses:			
Interest on:			
Deposits	269	482	2,430
Borrowing	69	71	629
Other	93	298	848
Fees and commissions	2,572	2,723	23,233
Other ordinary expenses	5,068	4,613	45,786
General and administrative expenses	11,493	11,741	103,813
Other expenses	802	797	7,247
Total expenses	20,369	20,728	183,989
Income before income taxes	2,216	1,979	20,017
Income taxes:			
Current	663	329	5,994
Deferred	32	278	295
Net income	1,519	1,371	13,727
Net income attributable to non-controlling interests	—	—	—
Net income attributable to owners of parent	1,519	1,371	13,727

**Consolidated Statements of Comprehensive Income**

	Millions of Yen		Thousands of U.S. Dollars
	2021	2020	2021
Net income	1,519	1,371	13,727
Other comprehensive income			
Valuation difference on available-for-sales securities	1,867	(2,280)	16,868
Deferred gains or losses on hedges	6	(5)	61
Remeasurements of defined benefit plans	255	166	2,308
Comprehensive income	3,649	(748)	32,966
Comprehensive income attributable to:			
Owners of parent	3,649	(748)	32,966
Non-controlling interests	—	—	—

**Consolidated Statements of Changes in Net Assets**

Millions of Yen  
2021

	Capital stock	Capital surplus	Retained earnings	Treasury stock
Balance at beginning of year	17,810	15,991	14,972	(490)
Issuance of capital stock	—	—	—	—
Net income attributable to owners of parent	—	—	1,519	—
Cash dividends	—	—	(751)	—
Purchases of treasury stock	—	—	—	(91)
Disposals of treasury stock	—	—	(150)	240
Reversal of revaluation reserve for land	—	—	—	—
Net changes in items other than shareholders' equity	—	—	—	—
Net changes during the year	—	—	617	149
Balance at end of year	17,810	15,991	15,589	(340)

Millions of Yen  
2021

	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Remeasurements of defined benefit plans	Total net assets
Balance at beginning of year	242	(8)	671	(274)	48,914
Issuance of capital stock	—	—	—	—	—
Net income attributable to owners of parent	—	—	—	—	1,519
Cash dividends	—	—	—	—	(751)
Purchases of treasury stock	—	—	—	—	(91)
Disposals of treasury stock	—	—	—	—	89
Reversal of revaluation reserve for land	—	—	—	—	—
Net changes in items other than shareholders' equity	1,867	6	—	255	2,129
Net changes during the year	1,867	6	—	255	2,896
Balance at end of year	2,109	(1)	671	(19)	51,811



Millions of Yen 2020				
	Capital stock	Capital surplus	Retained earnings	Treasury stock
Balance at beginning of year	17,810	15,991	14,350	(488)
Issuance of capital stock	—	—	—	—
Net income attributable to owners of parent	—	—	1,371	—
Cash dividends	—	—	(749)	—
Purchases of treasury stock	—	—	—	(1)
Disposals of treasury stock	—	—	(0)	0
Reversal of revaluation reserve for land	—	—	—	—
Net changes in items other than shareholders' equity	—	—	—	—
Net changes during the year	—	—	621	(1)
Balance at end of year	17,810	15,991	14,972	(490)

Millions of Yen 2020					
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Remeasurements of defined benefit plans	Total net assets
Balance at beginning of year	2,522	(2)	671	(441)	50,413
Issuance of capital stock	—	—	—	—	—
Net income attributable to owners of parent	—	—	—	—	1,371
Cash dividends	—	—	—	—	(749)
Purchases of treasury stock	—	—	—	—	(1)
Disposals of treasury stock	—	—	—	—	0
Reversal of revaluation reserve for land	—	—	—	—	—
Net changes in items other than shareholders' equity	(2,280)	(5)	—	166	(2,119)
Net changes during the year	(2,280)	(5)	—	166	(1,499)
Balance at end of year	242	(8)	671	(274)	48,914

Thousands of U.S. Dollars				
2021				
	Capital stock	Capital surplus	Retained earnings	Treasury stock
Balance at beginning of year	160,870	144,446	129,625	(4,413)
Issuance of capital stock	—	—	—	—
Net income attributable to owners of parent	—	—	13,727	—
Cash dividends	—	—	(6,791)	—
Purchases of treasury stock	—	—	—	(823)
Disposals of treasury stock	—	—	(1,361)	2,173
Reversal of revaluation reserve for land	—	—	—	—
Net changes in items other than shareholders' equity	—	—	—	—
Net changes during the year	—	—	5,575	1,350
Balance at end of year	160,870	144,446	140,815	(3,077)

Thousands of U.S. Dollars					
2020					
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Remeasurements of defined benefit plans	Total net assets
Balance at beginning of year	2,185	(73)	6,065	(2,481)	441,827
Issuance of capital stock	—	—	—	—	—
Net income attributable to owners of parent	—	—	—	—	13,727
Cash dividends	—	—	—	—	(6,791)
Purchases of treasury stock	—	—	—	—	(827)
Disposals of treasury stock	—	—	—	—	812
Reversal of revaluation reserve for land	—	—	—	—	—
Net changes in items other than shareholders' equity	16,868	61	—	2,308	19,238
Net changes during the year	16,868	61	—	2,308	26,164
Balance at end of year	19,054	(12)	6,065	(172)	467,992

**Consolidated Statements of Cash Flows**

	Millions of Yen		Thousands of U.S. Dollars
	2021	2020	2021
<b>Cash flows from operating activities</b>			
Income (loss) before income taxes	2,216	1,979	20,017
Depreciation	753	722	6,807
Impairment loss	11	5	103
Increase (decrease) in allowance for loan losses	143	(744)	1,297
Increase (decrease) in net defined benefit liability	(87)	(102)	(791)
Increase (decrease) in provision for directors' bonuses-stock	16	—	150
Increase (decrease) in provision for directors' retirement benefits	(225)	(45)	(2,035)
Increase (decrease) in provision for reimbursement of deposits	(27)	(31)	(245)
Increase (decrease) in provision for contingent loss	(61)	50	(557)
Gain on fund management	(13,055)	(13,599)	(117,924)
Financing expenses	432	852	3,909
Loss (gain) related to securities	(211)	117	(1,912)
Foreign exchange losses (gains)	(0)	0	(1)
Loss (gain) on disposal of non-current assets	12	3	108
Net decrease (increase) in loans and bills discounted	(35,129)	33,481	(317,310)
Net increase (decrease) in deposits	69,052	(4,985)	623,719
Net increase (decrease) in negotiable certificates of deposits	341	(14,035)	3,087
Net increase (decrease) in borrowed money (excluding subordinated borrowings)	18,368	(34,778)	165,911
Net decrease (increase) in deposits (excluding deposits paid to Bank of Japan)	554	(118)	5,004
Net decrease (increase) in call loans	(399)	(500)	(3,605)
Net increase (decrease) in call money	—	(7,000)	—
Net decrease (increase) in foreign exchanges - assets	(926)	158	(8,371)
Net increase (decrease) in foreign exchanges - liabilities	23	(23)	211
Net decrease (increase) in leased receivables and investment assets	708	(1,283)	6,397
Proceeds from fund management	12,846	14,060	116,039
Payments for finance	(784)	(1,274)	(7,082)
Decrease (increase) in defined benefit plans	84	48	765
Other, net	(7,045)	3,761	(63,640)
Subtotal	47,611	(23,282)	430,053
Income taxes paid	(292)	(523)	(2,641)
Net cash provided by (used in) operating activities	47,318	(23,805)	427,412
<b>Cash flows from investing activities</b>			
Purchase of securities	(51,684)	(43,777)	(466,842)
Proceeds from sales of securities	17,139	33,873	154,815
Proceeds from redemption of securities	24,339	38,192	219,848
Purchase of property, plant and equipment	(530)	(250)	(4,789)
Proceeds from sales of property, plant and equipment	5	0	45
Purchase of intangible assets	(123)	(107)	(1,114)
Net cash provided by (used in) investing activities	(10,853)	27,929	(98,036)

	Millions of Yen		Thousands of U.S. Dollars
	2021	2020	2021
Cash flows from financing activities			
Repayments of lease obligations	(53)	(36)	(482)
Cash dividends paid	(751)	(749)	(6,791)
Purchases of treasury stock	(91)	(1)	(823)
Proceeds from sales of treasury stock	89	0	812
Net cash provided by (used in) financing activities	(806)	(787)	(7,284)
Effect of exchange rate change on cash and cash equivalents	0	(0)	1
Net increase (decrease) in cash and cash equivalents	35,658	3,336	322,092
Cash and cash equivalents at beginning of year	64,733	61,397	584,716
Cash and cash equivalents at end of year	100,392	64,733	906,808

**Non-Consolidated Balance Sheets**

	Millions of Yen		Thousands of U.S. Dollars
	2021	2020	2021
<b>ASSETS:</b>			
Cash and due from banks	103,447	68,330	934,401
Monetary receivables purchased	895	500	8,091
Trading account securities	101	234	917
Securities	168,067	154,800	1,518,091
Loans and bills discounted	989,753	954,711	8,940,058
Foreign exchange	3,192	2,265	28,836
Other assets	11,307	3,591	102,134
Property, plant and equipment	12,534	12,634	113,218
Intangible assets	568	603	5,135
Deferred tax assets	1,073	1,864	9,694
Customers' liabilities for acceptances and guarantees	5,157	5,180	46,586
Allowance for loan losses	(4,809)	(4,670)	(43,444)
Total assets	1,291,290	1,200,046	11,663,722
<b>LIABILITIES AND NET ASSETS:</b>			
<b>Liabilities:</b>			
Deposits	1,206,676	1,137,307	10,899,438
Borrowed money	19,423	433	175,447
Foreign exchange	23	—	211
Other liabilities	7,912	7,223	71,473
Provision for retirement benefits	753	759	6,807
Provision for directors' stock based compensation	16	—	150
Provision for directors' retirement benefits	—	228	—
Provision for reimbursement of deposits	19	46	178
Provision for contingent loss	89	150	804
Deferred tax liabilities for land revaluation	513	513	4,639
Acceptances and guarantees	5,157	5,180	46,586
Total liabilities	1,240,587	1,151,844	11,205,738
<b>Net assets:</b>			
<b>Shareholders' equity:</b>			
Capital stock	17,810	17,810	160,870
Capital surplus	16,140	16,140	145,791
Retained earnings	14,313	13,836	129,289
Treasury stock	(340)	(490)	(3,077)
Total shareholders' equity	47,923	47,296	432,874
<b>Valuation and translation adjustments:</b>			
Valuation difference on available-for-sale securities	2,109	242	19,054
Deferred gains or losses on hedges	(1)	(8)	(12)
Revaluation reserve for land	671	671	6,065
Total valuation and translation adjustments	2,779	905	25,108
Total net assets	50,703	48,202	457,983
Total liabilities and net assets	1,291,290	1,200,046	11,663,722

**Non- Consolidated Statements of Income**

	Millions of Yen		Thousands of U.S. Dollars
	2021	2020	2021
<b>Income:</b>			
Interest and dividends on:			
Loans and discounts	11,774	11,911	106,351
Securities	1,318	1,658	11,906
Other	36	68	330
Fees and commissions	3,104	3,053	28,042
Other ordinary income:			
Gains on sales and redemptions of other securities and trading account securities	130	80	1,179
Foreign exchange gains	3	12	32
Other	0	44	0
Other income:			
Recoveries of written off claims	148	65	1,343
Gains on sales of equity securities	265	35	2,397
Other	220	524	1,989
<b>Total income</b>	<b>17,002</b>	<b>17,455</b>	<b>153,573</b>
<b>Expenses:</b>			
Interest on:			
Deposits	269	482	2,430
Borrowing	0	0	3
Other	136	329	1,235
Fees and commissions	2,538	2,680	22,927
Other ordinary expenses:			
Losses on sales and redemptions of bonds and trading account securities	93	17	848
General and administrative expenses	11,227	11,470	101,411
Other expenses:			
Losses on sales and write-offs of shares	90	216	817
Provision for possible loan losses	384	82	3,469
Write-offs of loans	11	151	103
Losses on disposals of fixed assets	42	24	381
Losses on impairment of fixed assets	11	5	103
Other	214	264	1,933
<b>Total expenses</b>	<b>15,019</b>	<b>15,724</b>	<b>135,666</b>
<b>Income before income taxes</b>	<b>1,982</b>	<b>1,731</b>	<b>17,906</b>
Income taxes:			
Current	558	235	5,047
Deferred	43	276	395
<b>Total income taxes</b>	<b>602</b>	<b>511</b>	<b>5,442</b>
<b>Net income</b>	<b>1,379</b>	<b>1,219</b>	<b>12,463</b>

**Non-Consolidated Statements of Changes in Net Assets**

Millions of Yen				
2021				
	Capital stock	Capital surplus	Retained earnings	Treasury stock
Balance at beginning of year	17,810	16,140	13,836	(490)
Issuance of capital stock	—	—	—	—
Net income	—	—	1,379	—
Cash dividends	—	—	(751)	—
Purchases of treasury stock	—	—	—	(91)
Disposals of treasury stock	—	—	(150)	240
Reversal of revaluation reserve for land	—	—	—	—
Net changes in items other than shareholders' equity	—	—	—	—
Net changes during the year	—	—	477	149
Balance at end of year	17,810	16,140	14,313	(340)

Millions of Yen				
2021				
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Total net assets
Balance at beginning of year	242	(8)	671	48,202
Issuance of capital stock	—	—	—	—
Net income	—	—	—	1,379
Cash dividends	—	—	—	(751)
Purchases of treasury stock	—	—	—	(91)
Disposals of treasury stock	—	—	—	89
Reversal of revaluation reserve for land	—	—	—	—
Net changes in items other than shareholders' equity	1,867	6	—	1,874
Net changes during the year	1,867	6	—	2,501
Balance at end of year	2,109	(1)	671	50,703

Millions of Yen 2020				
	Capital stock	Capital surplus	Retained earnings	Treasury stock
Balance at beginning of year	17,810	16,140	13,366	(488)
Issuance of capital stock	—	—	—	—
Net income	—	—	1,219	—
Cash dividends	—	—	(749)	—
Purchases of treasury stock	—	—	—	(1)
Disposals of treasury stock	—	—	(0)	0
Reversal of revaluation reserve for land	—	—	—	—
Net changes in items other than shareholders' equity	—	—	—	—
Net changes during the year	—	—	469	(1)
Balance at end of year	17,810	16,140	13,836	(490)

Millions of Yen 2020				
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Total net assets
Balance at beginning of year	2,522	(2)	671	50,020
Issuance of capital stock	—	—	—	—
Net income	—	—	—	1,219
Cash dividends	—	—	—	(749)
Purchases of treasury stock	—	—	—	(1)
Disposals of treasury stock	—	—	—	0
Reversal of revaluation reserve for land	—	—	—	—
Net changes in items other than shareholders' equity	(2,280)	(5)	—	(2,286)
Net changes during the year	(2,280)	(5)	—	(1,818)
Balance at end of year	242	(8)	671	48,202



Thousands of U.S. Dollars 2020				
	Capital stock	Capital surplus	Retained earnings	Treasury stock
Balance at beginning of year	160,870	145,791	124,978	(4,427)
Issuance of capital stock	—	—	—	—
Net income	—	—	12,463	—
Cash dividends	—	—	(6,791)	—
Purchases of treasury stock	—	—	—	(823)
Disposals of treasury stock	—	—	(1,361)	2,173
Reversal of revaluation reserve for land	—	—	—	—
Net changes in items other than shareholders' equity	—	—	—	—
Net changes during the year	—	—	4,311	1,350
Balance at end of year	160,870	145,791	129,289	(3,077)

Thousands of U.S. Dollars 2020				
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Total net assets
Balance at beginning of year	2,185	(73)	6,065	435,391
Issuance of capital stock	—	—	—	—
Net income	—	—	—	12,463
Cash dividends	—	—	—	(6,791)
Purchases of treasury stock	—	—	—	(823)
Disposals of treasury stock	—	—	—	812
Reversal of revaluation reserve for land	—	—	—	—
Net changes in items other than shareholders' equity	(16,868)	61	—	16,930
Net changes during the year	(16,868)	61	—	22,591
Balance at end of year	19,054	(12)	6,065	457,983