

The Year for Shigagin

Initiatives for Relationship Banking

“Being strong in Networks”

The Bank is utilizing its networks to create “business flow” by connecting our customers. We will help the development of new businesses going forward and work to expand sales channels for local products.

We held the Shigagin Eco Business Matching Fair 2014 this year as well. With 86 companies and organizations presented exhibits and 1,660 visitors at the fair, enthusiastic business discussions were held.



We concluded a Community-Based Partnership Agreement with Shiga Prefecture to collaborate in a total of 11 areas including promotion of industry in the prefecture and regional revitalization. This will strengthen out initiatives aimed at “further contributions to the regional economy.”



We gave presentations on public relations techniques for food ingredients and products at the Shigagin Seminar on Expanding Sales Channels for Agricultural and Food Products. We held a seminar on hexagonal industrialization with the aim of increasing awareness about it.



Shigagin Seminar on Expanding Sales Channels for Agricultural and Food Products

“Being strong in Asia”

As the only regional bank in the Kinki region having a branch overseas, we have provided support for our customers’ overseas business in Asia by building a tight network between our domestic branches, the International Department (the Asia Desk) and our overseas sites including include the Hong Kong Branch and the representative offices in Shanghai (China) and Bangkok (Thailand).

Thanks to our customers, the Hong Kong Branch celebrated the 20th anniversary since its establishment and the Shanghai Representative Office celebrated 10 years since its establishment. To express our gratitude, we held get-togethers for customers at both sites, which were attended by 217 guests from 195 companies. The Bank works to support overseas business while at the same time revitalizing the regional economy as a whole through improving the business performance of our customers.



The Bank concluded operational alliance agreements with Metropolitan Bank and Trust Company (the Philippines) in July 2013, with the Hong Kong Trade Development Council (Hong Kong) in September 2013 as the first regional bank in the Kinki region, and with Vietcombank (Vietnam) in December 2013.



Signing ceremony with Hong Kong Trade Development Council

In April 2013, the Bank set up a new short-term overseas training program and sent trainees to our Hong Kong Branch for three months in order to train Area International Services Promotion Leaders.

We have adopted “a bank journeying into the future together with our customers and region” as our vision for the next ten years, and we started the 5th Medium-Term Business Plan in April 2013 as the first stage in this vision.

In order to promote relationship banking, we have set concrete numerical targets for the Bank’s unique “providing expertise and care under three brand-building strategies” (Being strong in Networks, Being strong in Asia, Being highly CSR-conscious), and we are working to achieve them. We are aiming to achieve further mutual prosperity with the regional community for the sustainable growth of our customers and our region.

“Being highly CSR-conscious”

We have positioned the pursuit of CSR (corporate social responsibility) with an environmental focus as the “essence of bank management.” Under our motto “Clean Bank Shigagin,” and based on “environmental management,” which incorporates the environment in management, we have developed “environmental finance,” which embeds the environment in finance as an initiative to preserve the environment through our core business, and “environmental volunteer” activities.

At the 17th Environmental Communication Awards sponsored by Japan’s Ministry of the Environment among others, the Bank’s CSR Report 2013: Together with You was awarded for the highest-ranked Environmental Report Grand Prize while the Bank’s television commercial “Release of Nigorobuna and Wataka fingerlings” was awarded for a Prize for Excellence. This was the first time that the Bank has earned double commendations.



Environmental Communication Grand Prize Awarding Ceremony

The Bank’s environmental preservation activities and initiatives for “environmental finance” were included in the senior high school textbook *Gendai Rinri (Modern Ethics)* published by Shimizu Shoin Co., Ltd.



The Bank ran a Project to run Biwa trout upstream as a Shiga Bank 80th Anniversary Celebration *Ikimonogatari* Project. Approximately 600 of the Bank’s executives and employees raised this endangered species indigenous to Lake Biwa from eggs and released the grown fingerlings.



Biwa trout eggs



Fingerlings



Scene of the release

Numerical Targets and Performance in Our Commitment to Relationship Banking (April 2013 – March 2014)

Specific initiatives	Targets for the year ending March 31, 2016	Results as of March 31, 2014	Progress toward goal as of March 31, 2014 (%)
● Numerical targets in the 5th Medium-Term Business Plan			
ROE (consolidated)	3.0% or higher	3.99%	
OHR (non-consolidated)	Below 70%	70.18%	
Common equity Tier 1 ratio (consolidated) *1	10.0% or higher	10.50%	
Greenhouse gas emissions reduction *2	20% cut	22.99% cut	
● Initiatives for “providing expertise and care under three brand-building strategies”			
1. Initiatives for “being strong in Networks”			
Number of times setting up business matching meetings ★	3,000	1,300	43.3%
Number of times providing new business support: acting as coordinator	150	106	70.6%
Number of customers with business loans	18,000	18,205	101.1%
Number of times providing “Communications Services” (cumulative total) ★	3,200	2,805	87.6%
Number of customers supporting formulation of business improvement plans (cumulative total) *3	3,000	2,835	94.5%
2. Initiatives for “being strong in Asia”			
Number of times providing overseas business support *4 ★	4,300 cases	2,267 cases	52.7%
Number of times holding overseas business talks, seminars and overseas study tours	30	17	56.6%
3. Initiatives for “being high CSR-conscious”			
Total number of loans under the PLB Fund/Eco-Clean Loan Program *5	600	216	36.0%
Total Eco-plus Time Deposit and Internet banking service agreements (total)	500,000	155,540	31.1%
Total number of people taking part in volunteer activities ★	7,500	2,750	36.6%

★ Indicates an initiative established as a regional contribution target in the 5th Medium-Term Business Plan.

*1 Common Equity Tier 1 ratio (consolidated) Figures on a Basel III basis are presented.

*2 Greenhouse gas emissions reduction Three year average reduction of 20% compared with fiscal 2006 for fiscal 2013 to fiscal 2015

*3 Business improvement plans include simplified plans based on the Bank’s specified “Consultation Sheet”

*4 Support provided by Asia Desk in the International Division and the Bank’s overseas sites (Hong Kong Branch, Shanghai Representative Office and Bangkok Representative Office)

*5 PLB Fund Principles for Lake Biwa Support Fund