## Business Results for 1H of FY2010 and Future Management Direction

- Aiming at Establishing a True Retail Bank -



**November 18, 2010** 



- I. Outline of Business Results for 1H of FY2010
- **II. Future Management Direction** 
  - (1) Outline of the New Business Revitalization Plan
  - (2) Strategic Initiatives for Promoting Cross-Selling
- III. Outline of Resona's Capital Restructuring Plan

[Reference Materials]

## I. Outline of Business Results for 1H of FY2010

**II. Future Management Direction** 

(1) Outline of the New Business Revitalization Plan

(2) Strategic Initiatives for Promoting Cross-Selling

III. Outline of Resona's Capital Restructuring Plan

[Reference Materials]

### Financial Results for 1H of FY2010: General Overview

### Posted consolidated interim net income of Y81.7bn

- Interim net income decreased Y3.8bn (-4.4%) YoY, but exceeded the 1H forecast by Y21.7bn (+36.2%)
- Y40.8bn (+45.8%) YoY increase in income before income taxes and minority interests
  - The increase is mostly due to a decline in net credit costs by Y36.5bn YoY (-53.0%)
- Y44.6bn YoY increase in income tax charges
  - > Absence of DTA adjustment in relation to taxable provisioning of general reserve for possible loan losses in 1H FY2009

## Steady and stronger-than-forecast top-line income

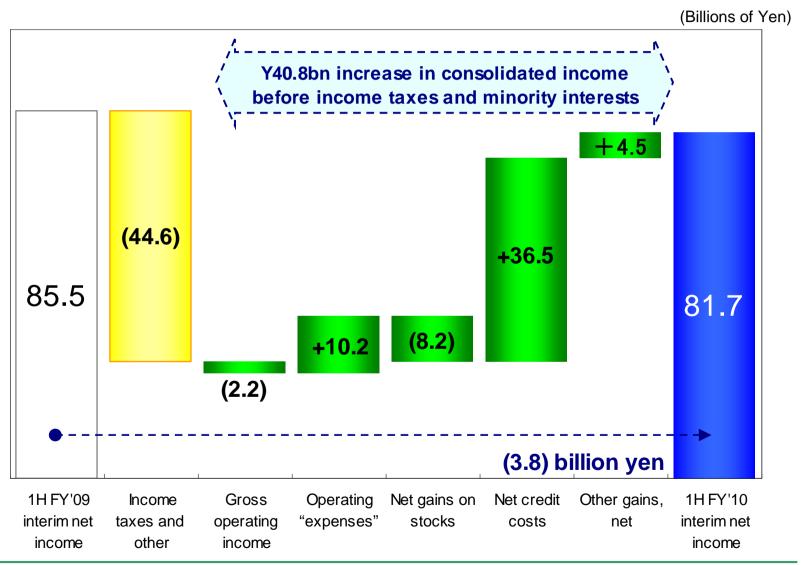
- Y8.0bn (+5.2%) YoY increase in "consolidated gross operating profit" + "consolidated operating expense"
- Actual net operating profit surpassed the 1H forecast by Y16.3bn (+13.0%)(total of 3 banks)
  - ➤ Increase in gains on bonds offset the decrease in income from loans and deposits
  - > Investment trust sales increased by 80% YoY, contributing to an increase in fees and commission income
  - > Continued efforts to reduce operating costs brought down cost-to-income ratio to 54% level (total of 3 banks)

### **Maintained soundness in asset quality**

- NPL ratio as of Sep. 30, 2010 : 2.60% (total of 3 banks)
- Unrealized gain on available-for-sale securities as of Sep. 30, 2010 : Y94.8bn (total of 3 banks)
- Consolidated CAR as of Sep. 30, 2010 : 12.80%, Tier 1 ratio: 9.06% (preliminary ratios)

## **Factors Accounting for the Change in Consolidated Interim Net Income**

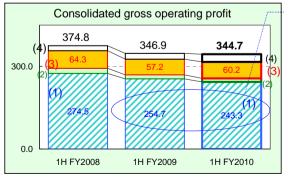


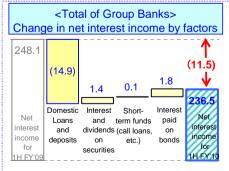


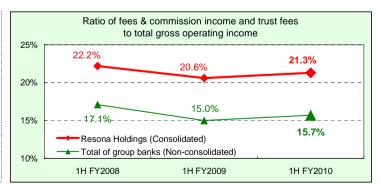
## Outline of P&L for 1H of FY2010

(Billions of Yen)

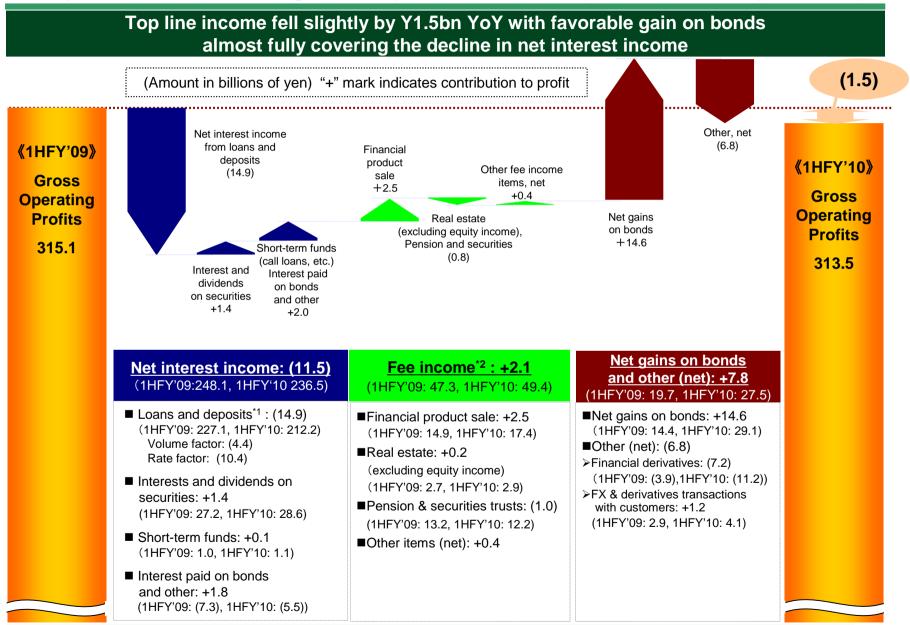
	Resona Holdings			Total of g	roup banks				Factors accounting for the difference (A) - (B)
	(Consolida	ated)	Difference	(Non-cons	solidated)	Resona	Saitama Resona	Kinki Osaka	(Approx. figures)
	(A)	YoY change	(A)-(B)	(B)	YoY change	Non- consolidated		Non- consolidated	RC: Resona Card, RG: Resona Guarantee
Gross operating profit	344.7	(2.2)	31.1	313.5	(1.5)	208.3	74.6	30.5	
(1) Net interest income	243.3	(11.4)	6.7	236.5	(11.5)	146.4	66.4	23.6	RC3.0bn and other
Income from loans and deposits				212.2	(14.9)	133.6	57.3	21.2	Domestic operations; banking account; Deposits include NCDs
(2) Trust fees	13.2	(1.2)	-	13.2	(1.2)	13.2	-	-	
(3) Fees and commission income	60.2	3.0	24.0	36.2	3.3	25.6	6.6	3.9	RG 15.2bn, RC 7.9bn and other
(4) Other operating income	27.8	7.3	0.3	27.5	7.8	23.0	1.5	2.9	
Net gain on bonds	29.1	14.6	-	29.1	14.6	23.3	3.0	2.7	
Actual net operating profit				141.3	1.9	94.6	36.8	9.8	Net operating profit before transfer to general reserve for possible loan losses and expenses related to problem loan disposal in the trust account.
Expenses (including non-recurring items)	(184.0)	10.2	(9.7)	(174.3)	5.6	(114.0)	(38.7)	(21.5)	RC-6.3bn, RG-1.8bn and other
Net gain/(loss) on stocks	(6.6)	(8.2)	0.0	(6.7)	(8.9)	(6.6)	(0.1)	0.0	
Credit related expenses, net	(32.2)	36.5	(14.1)	(18.1)	33.2	(8.1)	(3.9)	(6.0)	RG-11.8bn, RC-3.2bn and other
Other gain/(loss), net	8.2	4.5	1.3	6.8	2.6	6.1	1.2	(0.5)	
Income before income taxes	129.9	40.8	8.6	121.2	31.1	85.6	33.0	2.5	
Income taxes and other	(48.1)	(44.6)	(3.5)	(44.5)	(35.8)	(31.6)	(13.5)	0.6	Minority interests in net income -2.4bn, Income tax of RHD and other -1.1bn
Net income	81.7	(3.8)	5.0	76.6	(4.6)	53.9	19.5	3.1	





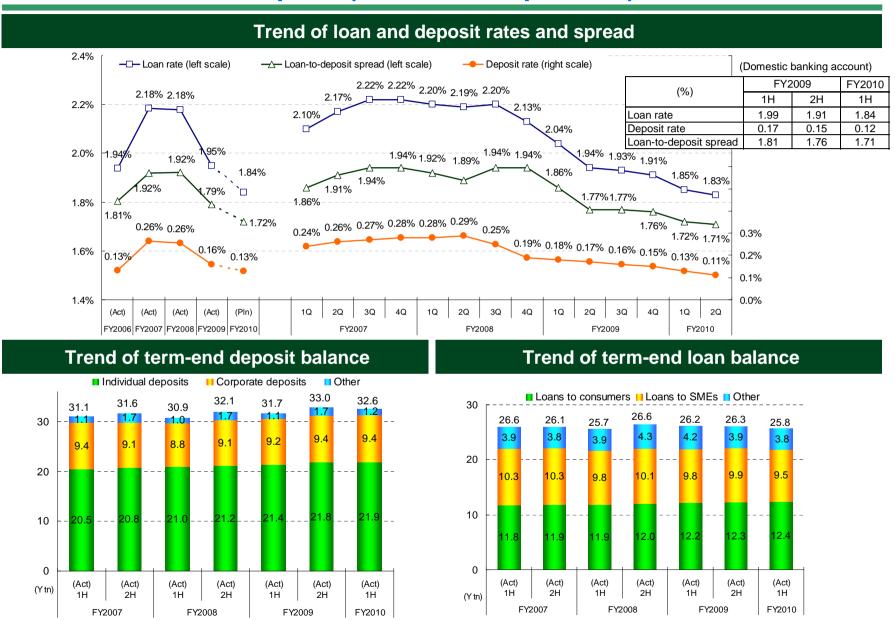


## **Analysis on YoY Change in Top Line Income (Total of Group Banks)**

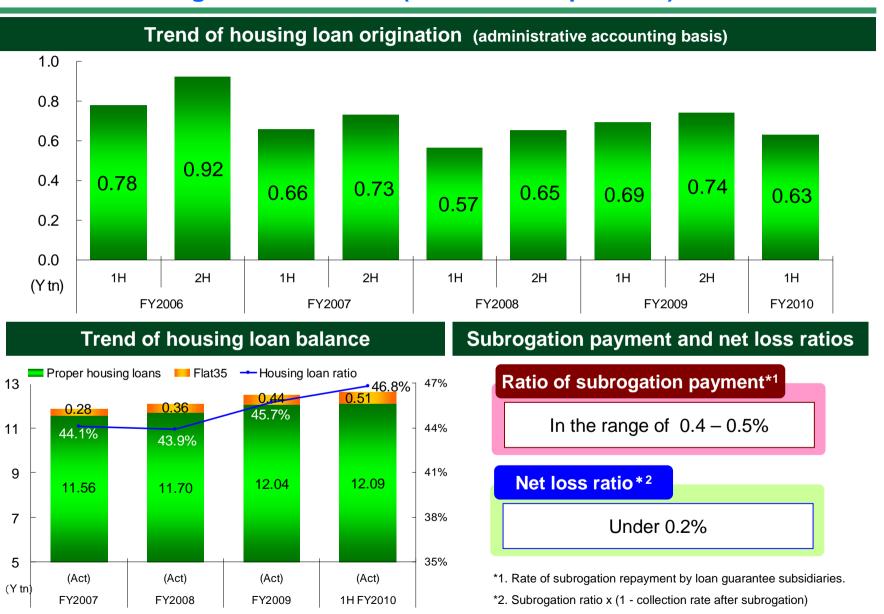


<sup>\*1.</sup> Domestic operations (Deposits include NCDs) \*2. Fees and commission income plus trust fees

## **Trend of Loan and Deposit (Total of Group Banks)**

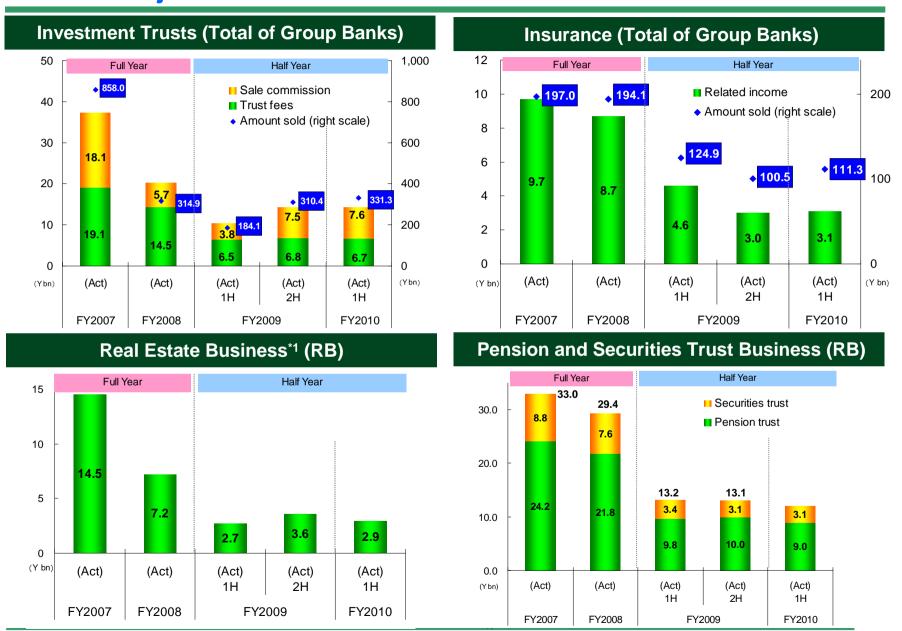


## **Trend of Housing Loan Business (Total of Group Banks)**



<sup>\*</sup> Data compiled for management and administration purposes (including Flat 35)

## **Trend of Major Fee Businesses**

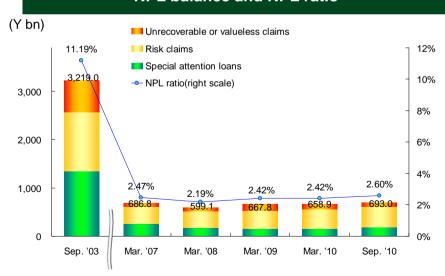


## **Trend of Credit Costs and NPL (Total of Group Banks)**

### **Credit costs**

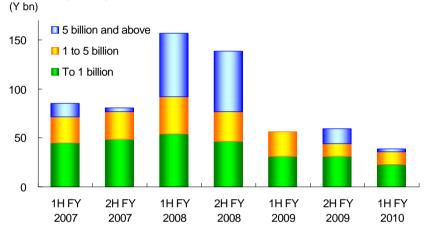
					(E	Billions o	of Yen)
	1H FY'07	2H FY'07	1H FY'08	2H FY'08	1H FY'09	2H FY'09	1H FY'10
General reserve	(20.5)	4.6	6.4	(28.5)	9.5	(18.8)	(11.5)
Specific reserve and other items	34.3	20.2	120.1	66.0	41.7	49.5	29.6
New bankruptcy, downward migration	85.3	81.3	157.3	139.0	56.3	59.2	39.1
Reversal and other gains (upward migration, off-balancing and other)	(51.0)	(61.1)	(37.2)	(72.9)	(14.6)	(9.7)	(9.4)
Total credit-related expenses (net)	13.8	24.8	126.5	37.4	51.3	30.7	18.1

### NPL balance and NPL ratio

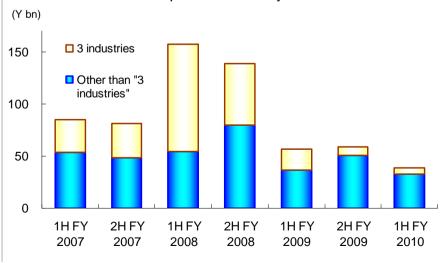


## Credit costs arising from 3 industries and large obligors declined noticeably

 New addition to specific reserve by credit amounts at the beginning of the fiscal year



New addition to specific reserve by industries



## **Securities Portfolio (1) (RHD Consolidated)**

### Securities portfolio with reduced downside risks

### **■** Trend of Securities Portfolio

							(Ybn)
	Mar.31,03		Mar.31,07		Mar.31,09	Mar.31,10	Sep.30,10
Available-for-sale securities *1	6,005.1		6,396.5		7,096.6	7,733.7	7,792.3
Stocks (1)	1,319.0		390.4		356.7	344.5	357.0
Bonds	4,433.0	V	4,951.7	l	6,431.1	7,055.1	7,163.5
Japanese Government Bonds	3,811.0	۱	3,927.6	۱	5,653.4	5,755.7	5,933.6
Local Government Bonds	159.8	ı	311.5	ľ	196.0	146.2	122.5
Corparate Bonds	462.2	ľ	712.5	(3)	581.6	1,153.1	1,107.3
Other	253.0	(2)	1,054.4		308.7	334.0	271.7
Unrealized gains/(losses)	-25.8		432.9		-32.5	120.6	95.3

			_			
Bonds held to maturity *2	2.5	148.4		599.1	1,087.2	1,286.6
Unrealized gains/(losses)	0.0	-0.3		7.3	24.8	36.0

<sup>\*1</sup> Amounts are on an acquisition cost basis.

### [Factors for change]

(1) Significant reduction during the Intensive Revitalization Period

(2) Unwinding net investment position in response to poor market visibility

- (3) Government-backed bonds
  - + 336.0bn (from Mar.31, '09) : Same risk category as JGB Privately placed bonds
  - + 285.8bn (from Mar.31, '09): newly classified as marketable securities available for sale due to a change in accounting treatment

### **Relationship-purpose equity holdings**

### Stocks

- Reduced relationship-purpose stock holdings by approx. Y1tn on acquisition cost basis from the level in March 2003
- Continue efforts to reduce the balance further

### Net investment portfolio

### JGB

- Average duration : 2.5 years, BPV: Y1.93bn
- Balance of floating-rate JGBs: Y481.5bn

### Other

 No direct investments in sovereign bonds issued by European countries

Indirect exposure is also minimal:

- → Less than Y1.5bn to PIIGS countries
- No investments in assets linked to the U.S. sub-prime housing loans
- All securitized products held were organized in Japan and 90% of them are backed by housing loans originated in Japan

[Securitized products by underlying assets]

(Ybn)

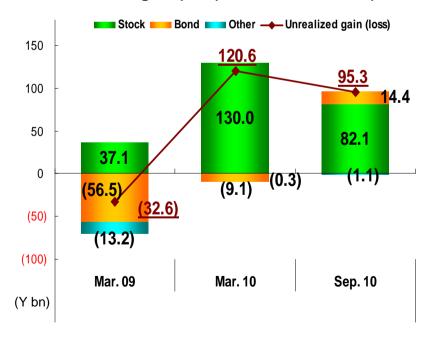
Securitized Products	221.2
RMBS	201.0
CMBS	12.2
Other	7.9

<sup>\*2</sup> Amounts appearing on B/S.

## **Securities Portfolio (2) (RHD Consolidated)**

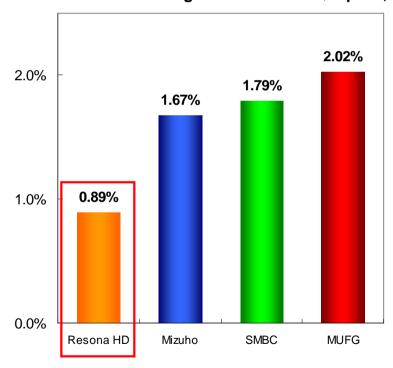
## Net unrealized gain (loss) on non-trading marketable securities available for sale

- Net unrealized gain: Y95.3bn
- Floating-rate JGB consistently marked to market prices
  - Net unrealized loss on floating-rate JGB : (Y9.1bn)
  - [Reference]
     Net unrealized gain based on theoretical prices computed for an administrative purpose: +Y13.3bn
- Net unrealized gain (loss) (RHD consolidated)



### Ratio of stockholdings to total assets

- Break-even Nikkei Average : Approx. 7,600 Yen
- $\beta$  vis-à-vis Nikkei Average : Approx. 0.8
- Stockholdings (acquisition price) to total assets: 0.89%
- Ratio of stockholdings to total assets (Sep. 30, 2010)



<sup>·</sup>Resona HD: Total of group banks

<sup>·</sup>Mizuho: Mizuho Bank, Ltd.+ Mizuho Corporate Bank, Ltd. + Mizuho Trust & Banking Co., Ltd.

<sup>·</sup>SMBC : Sumitomo Mitsui Banking Corporation

<sup>•</sup>MUFG: Bank of Tokyo-Mitsubishi UFJ, Ltd. + Mitsubishi UFJ Trust and Banking Corporation

## **Capital Adequacy Ratio (RHD Consolidated)**

■ RHD's consolidated CAR [Mar. 31, 2010] <u>13.81%</u> ⇒ [Sep. 30, 2010] <u>12.80%</u> (- 1.01%)

### Capital adequacy ratio

Change in capital adequacy ratio (Basel II, F-IRB basis)

(Ybn, %)

	Mar.31, 2010	Sep.30, 2010	Change
Capital adequacy ratio	13.81	12.80	(1.01)
Tier 1 ratio	10.20	9.06	(1.14)

Tot	al qualifying capital	2,814.0	2,432.7	(381.2)		
T	ier 1	2,078.6	1,722.3	(356.3)		
	Capital stock and capital surplus	727.9	551.0	(176.8)		
	Retained earnings	1,327.1	1,161.7	(165.3)		
	Minority interests in consolidated subsidiaries	125.1	110.9	(14.1)		
T	ier 2	752.1	726.2	(25.9)		
	45% of unrealized gains on other securities	This item is not applicable to banks with only domestic operations				
	Excess of eligible reserves relative to EL and general reserve for possible loan losses	80.4	75.6	(4.7)		
	Subordinated bonds	640.1	620.2	(19.9)		
D	eductions	16.7	15.7	(0.9)		
Risk	c-weighted assets	20,371.4	18,998.8	(1,372.5)		
С	redit risk	19,127.1	17,799.9	(1,327.1)		
Operational risk		1,244.3	1,198.9	(45.4)		

<sup>\*</sup> Disclosure of capital adequacy ratio as of Sep. 30, 2010 is on a preliminary basis.

## Factors for the change in 1H FY2010

[Total qualifying capital] - 381.2bn (-2.01%)

- ➤ Tier1 Repayment of public funds: Y425.7bn
  - •Other capital surplus -176.8bn (-0.94%)
    - Repayment of public funds -176.8bn (-0.94%)
  - •Retained earnings -165.3bn (-0.88%)
    - Repayment of public funds -248.8bn (-1.31%)
    - Accumulation of profit +83.4bn (+0.44%)
  - Preferred securities FX adjustment -14.1bn (-0.08%)
- > Tier 2
  - Subordinated debt FX adjustment -19.9bi
    - -19.9bn (-0.11%)

8.87%

•Inclusion of loan loss reserve etc. -4.7bn (-0.03%)

- 1,372.5bn (+0.86%)

[Risk-weighted assets]
> Credit risk assets

- 1,327.1bn (+0.83%)
- Decline in the average risk weight for loan portfolio,
- Decrease in the outstanding balance of corporate loans, etc.

### [Reference Information]

- Consolidated capital adequacy ratio: 12.98% (BIS international standard)
- Tier 1 ratio: (BIS international standard)
- Net unrealized gain on

available-for-sale securities: +95.3bn

Net DTA / Tier 1 capital: 11.54%

## Earnings Forecasts for FY2010 (Released on November 12, 2010)

	Resona Holdings (Consolidated)					
	1H FY'10 (Actual)	Full year forecast	Change from original forecast	Change from previous year		
Consolidated ordinary income	460.4	875.0	45.0	(0.1)		
Consolidated ordinary profit	114.7	175.0	5.0	22.7		
Net (interim) income	81.7	135.0	_	2.8		

Forecast of capital adequacy ratios

Lower 12% range\*1

(Billions of yen)

	Resona Holdings (Non-consolidated)						
	1H FY'10 (Actual)	Julian San Commission					
Operating income	16.7	31.0	_	(8.0)			
Operating profit	14.0	25.5	0.5	(7.1)			
Ordinary profit	14.3	25.0	1.0	(7.6)			
Net (interim) income	15.4	26.0	1.0	(8.9)			

Forecast for term-end per share dividend on common stock *2	10 yen
Forecast for term-end per share dividend on preferred stock	As pre-determined

<sup>\*2</sup> Resona Group has announced its intention to increase dividend on common stock per share by 20 percent and intend an effort to distribute stable dividends thereafter, subject to implementation of a capital exchange and additional repayment of public funds described in "Resona Capital Restructuring Plan" press-released dated November 5, 2010.

	Total of	Total of three banks (approx. figure)			R	Resona Bank		Saitama Resona Bank			Kinki Osaka Bank		
	1H FY'10 (Actual)	Full year forecast	Change from original forecast	Change from previous year	Full year forecast	Change from original forecast	Change from previous year	Full year forecast	Change from original forecast	Change from previous year	Full year forecast	Change from original forecast	Change from previous year
Gross operating profit	313.5	607.0	3.0	(8.2)	399.0	4.0	(7.6)	149.0	0.5	1.2	59.0	(1.5)	(1.7)
Operating expenses	(172.2)	(347.0)	(3.0)	3.5	(227.0)	(2.0)	3.8	(77.5)	(0.5)	(1.1)	(41.5)	-	1.7
Actual net operating profit	141.3	260.0	-	(4.6)	172.0	2.0	(3.7)	71.5	-	0.1	17.5	(1.5)	0.1
Ordinary profit	106.4	170.0	-	17.4	111.0	1.0	9.6	58.5	1.5	9.6	1.0	(3.0)	(1.2)
Income before income taxes	121.2	187.0	-	10.5	126.0	1.0	6.5	57.5	1.5	5.7	3.0	(3.0)	(2.1)
Net (interim) income	76.6	130.0	-	6.9					Resona	Group has a	oplied a cons	solidated taxa	tion system.
Gain/(loss) on stocks	(6.7)	-	(4.0)	(4.3)	-	(4.0)	(2.1)	-	-	(0.7)	-	-	(1.3)
Credit related expenses	(18.1)	(66.0)	4.0	16.1	(43.0)	4.0	11.1	(11.0)	1.5	5.7	(11.0)	(0.5)	0.2
					<consolidated> <non-consolidated> <consolidated></consolidated></non-consolidated></consolidated>						1		
Forecast of capital adequacy ratios					Lower 11% range Approx. 11%								

<sup>\*1.</sup> The forecast of capital adequacy ratio as of Mar. 31, 2011 would be expected to be "in the upper 10.0% range" if a capital raising of 600 billion yen through a public offering of common stock and repurchase and cancellation of DIC preferred stock of 900 billion yen are successfully implemented by the end of this current fiscal year.

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## **Concept of the New Business Revitalization Plan**

#### Aiming at Establishing a True Retail Bank Group **Priority Areas** Products and services **Five Priority Strategies Business-domain Area Banking** Strengthening of Area **Enhancement of customer** management relations integrally linked Capitalize on customers' loyalty Saitama Tokyo Osaka to local communities the comprehensive of Resona financial functions Expand Income from Retail Banking oans to individuals of "Resona" **Exploiting synergies** from fusion of retail and trust Insurance sales **Priority Businesses** banking operations Fans" Investment trust **Exertion of** Personal Banking Selection sales Aiming to be No.1 Trust banking in the provision of functions Improve **Establishment of** Estate planning m financial products and **business** Life planning loans to individuals support business Solution-related and **business** nding Establishment of a brand RORA Promotion of for asset inheritance Corporate Banking cross-selling and estate planning Real estate Focus activities our regional Establishment of **Alliances** business offering Corporate pensions solutions for **Expansion of our corporate** management business base by exerting **Activities** challenges our comprehensive strength Loan to SMEs Capitalize on competitiveness Operational reform Creation of new corporate culture based on cost advantage -The Six Smart Initiatives -Establishment of **Pursuit of Most-trusted Status** Upgrade of marketing **Service Reform** Resona Style capabilities Focus on individuals Strengthen relationships **CSR** / HR reform

## **Outline of the Earnings Plan(Total of Group Banks)**

### Return to a stable growth trend

### [Earnings Trend & Plan]

	EVOCCO	EV0040	EV0044	EV/2040	EV2042	
(Amount in Billions of Yen)	FY2009		FY2011	FY2012	FY2013	Increase
	Actual	Plan	Plan	Plan	Plan	(Decrease)
		(A)			(B)	(B)-(A)
Gross operating profit	615.2	607.0	603.0	606.0	623.0	16.0
Net interest income	485.8	464.0	466.0	469.0	481.0	17.0
Fee income *1	96.3	102.0	105.0	107.0	111.7	9.7
Other	32.9	41.0	32.0	30.0	30.3	(10.7)
Net gains on bonds	19.7	23.2	2.0	(2.7)	0.9	(22.3)
Operating expense	350.5	347.0	346.0	345.0	343.0	(4.0)
Personnel expense	126.0	128.0	127.5	127.5	129.0	1.0
Non-personnel expenses	206.0	200.0	199.5	198.5	195.0	(5.0)
Actual net operating profit *2	264.6	260.0	257.0	261.0	280.0	20.0
Net gains on stocks	4.3	-	4.0	7.0	8.0	8.0
Credit costs, net	82.1	66.0	64.0	64.0	61.0	(5.0)
Other gains, net	(10.2)	(7.0)	(5.0)	(4.0)	(2.0)	5.0
Income before income taxes	176.5	187.0	192.0	200.0	225.0	38.0
Net income	123.1	130.0	131.0	121.0	137.0	7.0
[Management Indices]		_				
Fee income ratio % *3	15.65	16.80	17.41	17.66	17.93	1.13
Cost-to-income ratio %*4	56.98	57.16	57.37	56.93	55.05	(2.11)
Actual net operating profit ROA %	0.68	0.65	0.64	0.64	0.68	0.03
RORA (Income before income taxes) % *5	0.87	0.94	0.97	1.01	1.13	0.19
Credit cost ratio % *6	0.32	0.26	0.25	0.25	0.23	(0.03)

- \*1. Fees and commission income + Trust fees
- \*2. Net operating profit before transfer to general reserve and NPL charge-off in the trust account
- \*3. Fee income / Gross operating profit
- \*4. Operating expenses / Gross operating profit (before NPL charge-off in the trust account)
- \*5. Income before income taxes / [(Risk assets beginning balance + ending balance)]
- \*6. Credit costs, net / Total credits (term-end balance)

### [Major Assumptions]

#### <Macro economy>

 Stagnation in domestic economy continues for a while. However, from mid-FY2012,domestic economy is expected to recover gradually spurred by growth of Asian economies.

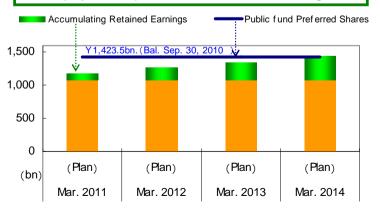
#### <Interest rates>

 Both long and short-term interest rates remain at the same level for the time being, and start to rise again gradually from mid-FY2012.

	FY2010	FY2011	FY2012	FY2013	Increase
	Plan	Plan	Plan	Plan	(Decrease)
	(A)	I Idii	1 Idii	(B)	(B)-(A)
Overnight call rate (policy rate) %	0.100		0.300	0.500	0.400
TIBOR 3M %	0.390		0.590	0.790	0.400
10 year JGB %	1.350		1.550	1.750	0.400
FX (Yen / 1US\$)	90	95	100	110	20
Nikkei 225 (yen)	9,000~11,000		12,500	15,000	

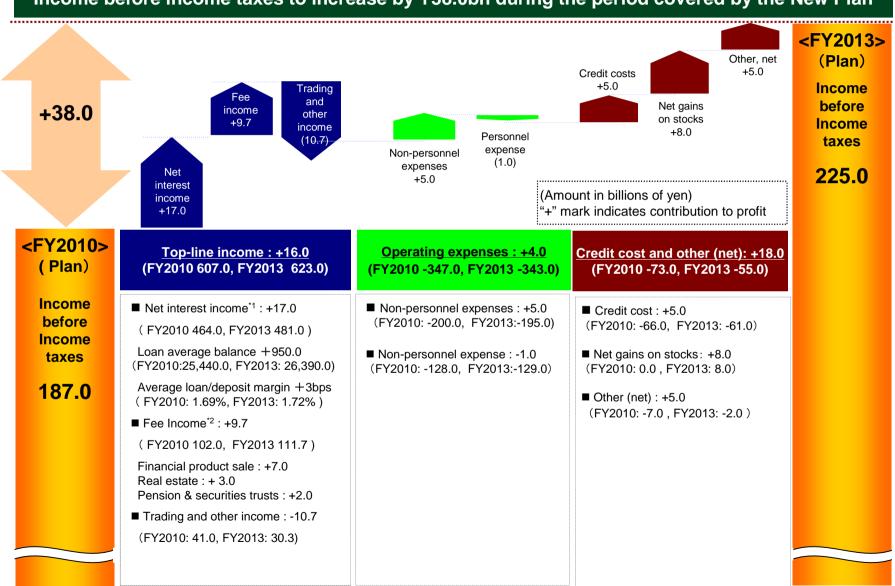
### [Image of Accumulating Retained Earnings \*1]

[End of FY2013] Outstanding amount of public fund preferred shares (Sep.30, 2010) < Accumulated retained earnings



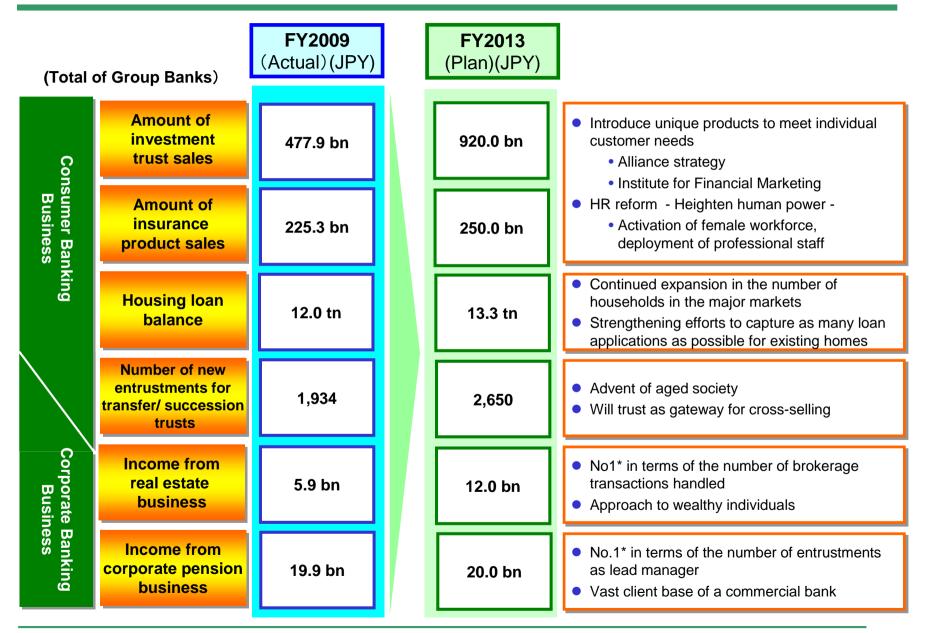
# Gap Analysis: Income before Income Taxes under the New Plan Period (Total of Group Banks)

### Income before income taxes to increase by Y38.0bn during the period covered by the New Plan



<sup>\*1.</sup> Domestic operations (Deposits include NCDs) \*2. Fees and commission income plus trust fees

## **Priority Businesses in the New Plan Period**



<sup>\*</sup>As a percentage share among five designated trust banks in Japan

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[Reference Materials]

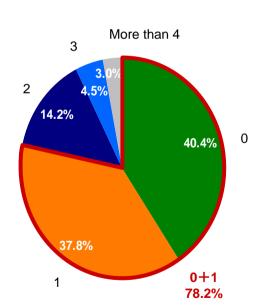
## **Upside from Cross-Sales**

**Cross-Selling per Customer\*1** 

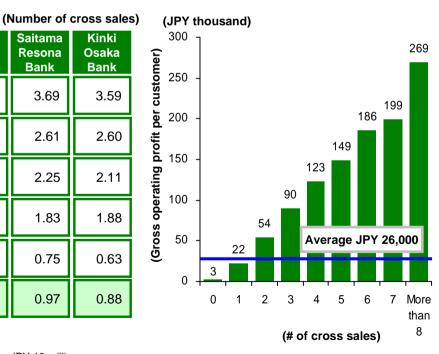
Average Number of Cross-Sales\*1,2

# of Cross-Sales and Gross Operating Profit per Customer\*1,3

- Resona has achieved only one or fewer cross-sales for 78.2% of total clients
- Resona will target these clients to promote additional cross sales
- Average number of cross-sales is between 0.88 and 0.97
- Less than one cross-sales on average
- Average operating profit per customer is JPY 26,000
- Profitability improves significantly with one or more than two crossselling



#### Saitama Kinki Resona Resona Osaka Bank Bank **Bank** Affluent I 2.97 3.69 3.59 2.33 2.61 2.60 Affluent II 2.09 Mass I 2.25 2.11 1.88 Mass II 1.75 1.83 0.78 0.75 0.63 Mass III 0.97 0.97 0.88 **Total**



<sup>\*1</sup> As of March 2010 end

<sup>\*2</sup> Number of product per client. Client categories are defined as follows:

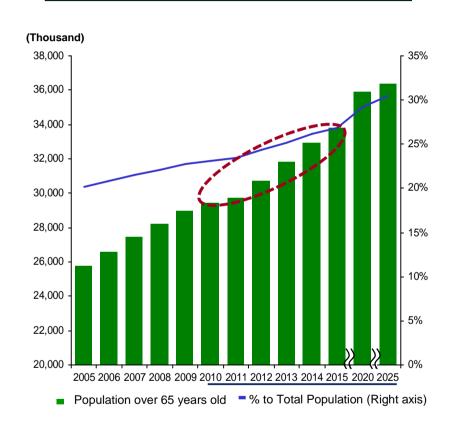
Affluent I: AUM or condominium loans exceeding JPY 50 million, Affluent II: AUM exceeding JPY 10 million,

Mass I: Housing loan for own home, Mass II: AUM exceeding JPY 5 million, Mass III: AUM below JPY 5 million

<sup>3</sup> Figures for Resona Bank, calculated as 12 times the gross operating profit per customer recorded for the one month ended March 31, 2010

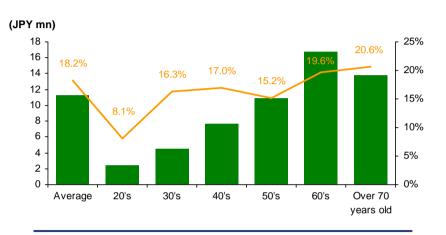
## **Aged Society and AM Needs**

## Historical and Estimated Trend of Population Over 65 Years Old\*1



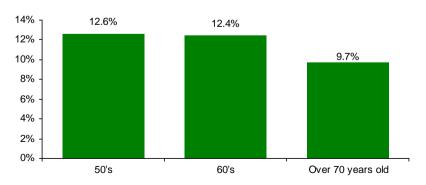
#### \*1 Source: National Institute of Population and Social Security Research "Population Statistics 2008", As of Oct. 1st, 2010

## Financial Asset Distribution and Product Preference\*2



## Resona's Active Customers per Age Group / Total Population per Age Group\*3

■ A large share of accounts in 50s to 70s skewed distribution of financial assets



<sup>\*2</sup> Source: The Central Council for Financial Services Information. % of Saving Product: % of bonds, stocks, investment trust, money trust, loan trust etc. in financial assets

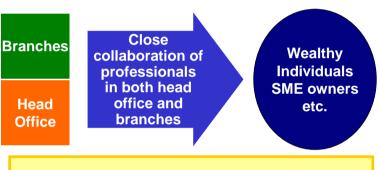
Active customers as of March 31, 2010 (Total of group banks) Total population per age group from "Population Estimate" (Ministry of Internal Affairs and Communications) As of Apr. 1<sup>st</sup>, 2010 (final figures)

## "Retail x Trust" (Will Trust)

### Will Trusts: A Gateway to Cross Selling

### ■ Resona's Strengths · · · Function and Foundation

- Trust business held within the bank itself
- Client base and network of a commercial bank
- Diverse Products and Solutions (Cross-Selling)



### **Entrustment of Wills**



Consulting

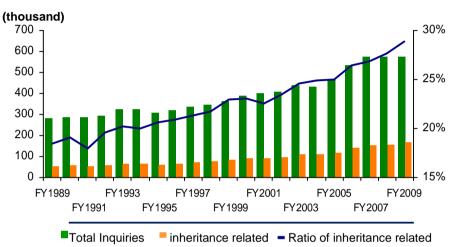
Inheritance

### **Various Opportunities for Cross Sales**

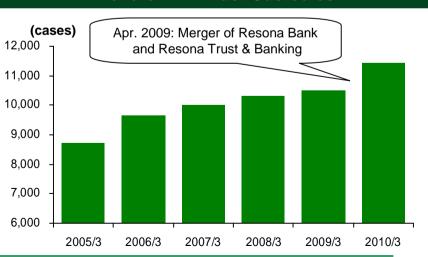
- investment trusts insurance apartment loans
- real estate mediation business succession....

### **Increasing Demand for Will Trusts in an Aged Society**

### Inquiries to Family Courts Regarding Inheritance\*1



### **Trend of Will Trust Custodies**

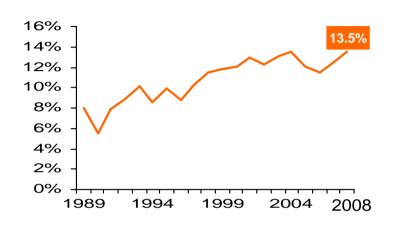


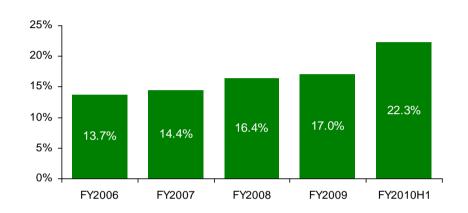
Source: Judicial Statistics Yearly Report "Shihou toukei nenpou"

## **Housing Loan Growth**

### Sales of Existing Homes to Total Home Sales<sup>1\*</sup>

### Ratio of Existing Homes in Housing Loan Applications\*3





### Ratio of Repayment to Household Income\*2

#### 

#### Source: Ministry of Land, Infrastructure, Transport and Tourism Excerpt from documents published by "Shakai Shihon Seibi Shingikai (No. 26)"

Ratio of existing homes to total guarantee applications to Resona Guarantee Co., Ltd.

### **Pursuit of Cross-Selling to Housing Loan Clients**



Will Trust

Reverse Mortgage
(for home renovation purpose)

Home Renovation Loan

Consumer Loan

Insurance Sales

Advent of Environmental Diversified Aged Society Awareness Life Plans

<sup>2</sup> Source: Ministry of Land, Infrastructure, Transport and Tourism Ratio or repayment within household income = repayment on loans / total household income

## **Operational Reform at Resona Bank**

## **Profitability Maximization of Branch Offices**

■ Redefine branch offices as a "Place for Sales" by separating back-office operations

X

## Sales Force Reinforcement

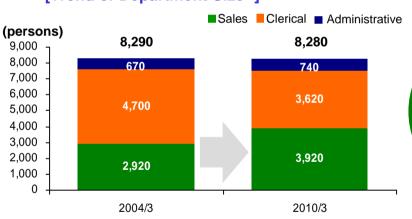
Personnel shift to sales department through operational reform

### Per Head Profitability Reinforcement

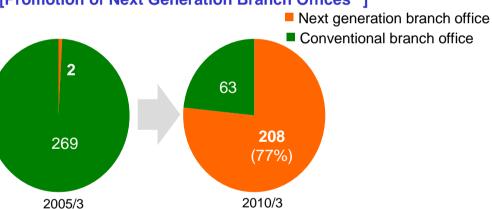
- Promotion of next generation branch offices
- Deployment of sales specialists
- Full operation of CRM system
- Upgrade of branch office system

Profitability
Maximization
of Branch
Office

### [Trend of Department Size\*1]



### [Promotion of Next Generation Branch Offices\*2]



## **Focus on Low Cost Operations**

Separation of back-office operations from branch offices

Operation Integration

Operation Standardization

3 NOs & 3 LESSes

6 smart initiatives

Reduction of administrative work

Optimization of division of labor

Operational cost reductions

Reinvestment of reduced operation costs into strategic areas

<sup>\*1.</sup> All employees excluding temporary transfers and employees on leave

<sup>\*2.</sup> Exclude branch offices not applicable for the transition to the next generation office

I. Outline of Business Results for 1H of FY2010

**II. Future Management Direction** 

(1) Outline of the New Business Revitalization Plan

(2) Strategic Initiatives for Promoting Cross-Selling

III. Outline of Resona's Capital Restructuring Plan

[Reference Materials]

## Significance of Resona's Capital Restructuring Plan

Shift of Resona's Capital Policy from "Repayment of Public Funds" to "Improvement of Common Stock Shareholder Value"

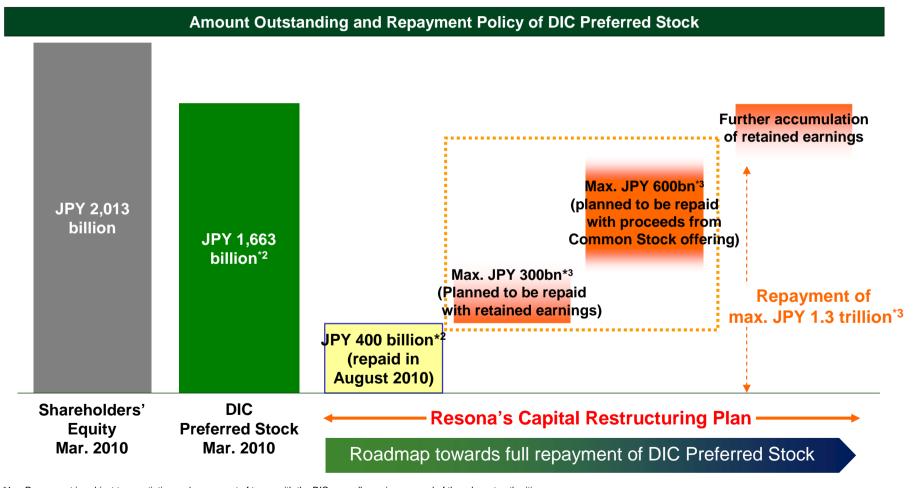
■ Transforming the core of the capital base from "public fund preferred stock" to "common stock"

Restructuring the financial base to a **Elimination of** common stock focused. dilution uncertainty easy-to-understand capital structure Resona's **Capital** Restructuring Plan Improving the quality of Presentation of a clear capital in anticipation of roadmap towards full **Basel III** repayment of public funds

Winning greater trust as the "True Retail Bank"

## **Overview of Resona's Capital Restructuring Plan**

- With the proceeds (approx. JPY 600 billion) from common stock offering and a maximum of JPY 300 billion of retained earnings, Resona plans to repay up to JPY 900 billion of DIC Preferred Stock\*1
- Resona intends to repay up to a maximum of JPY 1.3 trillion including the JPY 400 billion\*2 already repaid in August 2010



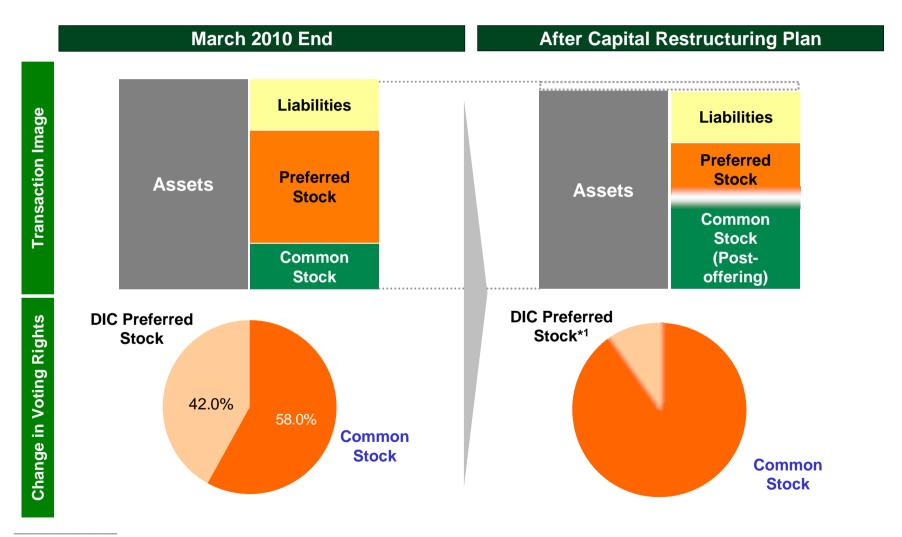
<sup>\*1</sup> Repayment is subject to negotiation and agreement of terms with the DIC, as well as prior approval of the relevant authorities

<sup>2</sup> Figures reflect initial invested amounts by DIC

<sup>\*3</sup> Including premium

## **Restructuring to an Easy-to-Understand Capital Structure**

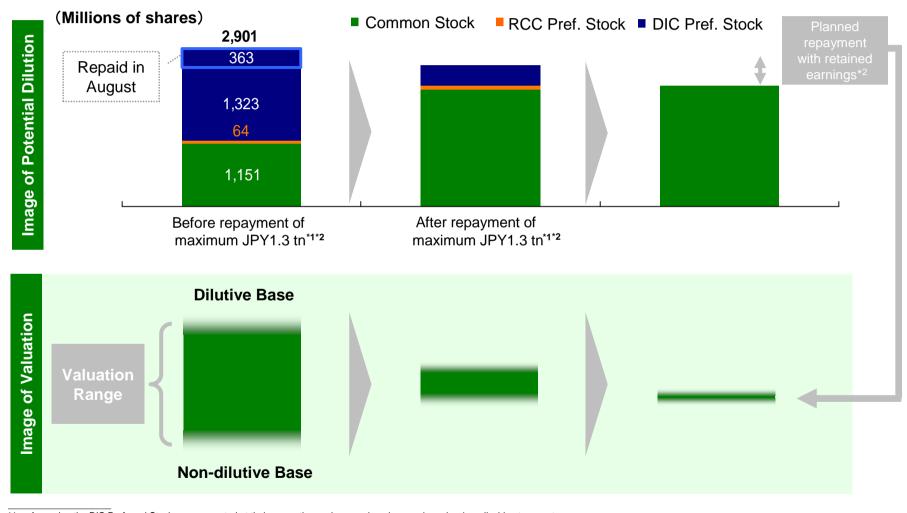
- Going forward, Resona will aim to attribute earnings and governance to common stockholders
- Reduction in preferred stock and increase in common stock will enhance the quality of capital



<sup>\*1</sup> Repayment is subject to negotiation and agreement of terms with the DIC, as well as prior approval of the relevant authorities

## **Elimination of Dilution Uncertainty**

- After the repayment of a maximum JPY 1.3 trillion, Resona aims to repay the remaining DIC Preferred Stock with retained earnings
- By presenting a clear path to the full repayment of the remaining DIC Preferred Stock, the range of valuation of Resona's common stock should narrow



<sup>\*1</sup> Assuming the DIC Preferred Stocks are converted at their respective exchange prices (conversion prices) applicable at present

<sup>\*2</sup> Assuming mandatory conversion of RCC Preferred Stock to Common Stock

## **Presentation of a Clear Roadmap Towards Full Repayment of Public Funds**

- The balance of injected public funds was halved as of Sep. 2010 compared to Sep. 2003\*1
- The roadmap towards full repayment is expected to be clear through Resona's Capital Restructuring Plan

Details of Public Funds*1								
(JPY bn)	Amount 2003/9 (A)	Amount 2010/9 (B)	Amount Repaid (B) - (A)	Future Planned Development in Repayment				
Class C	60.0	60.0	-	The increase in outstanding common stock upon mandatory				
Class F	100.0	100.0	-	conversion is expected to be minimal, since an equivalent number of shares arising from mandatory conversion of Class C and F preferred stock has already been repurchased from				
RCC Subtotal	868.0	160.0	(708.0)	the market and is being held as treasury shares				
Class 1	550.0	150.0	(400.0)	<ul> <li>Intend to repay up to JPY 900 billion of DIC Preferred Stock according to the Capital Restructuring Plan and intend to</li> </ul>				
Class 2	563.5	563.5	-	repay the remaining balance through further accumulation of profits (retained earnings)				
Class 3	550.0	550.0	-	<ul> <li>Aiming for full repayment within 5 years given current profit trends</li> </ul>				
DIC Subtotal	1,663.5	1,263.5	(400.0)	<ul> <li>However, the timing of future repayments will take into account capital adequacy regulations, etc. and will be executed in an appropriate and flexible manner</li> </ul>				
Total Preferred	2,531.5	1,423.5	(1,108.0)					
Common Stock	296.4	261.6	(34.7)	<ul> <li>Current priority is on repayment of DIC preferred stock</li> <li>No current plans to apply for a secondary offering of DIC-held common stock</li> </ul>				
Total Public Funds Remaining	3,128.0	1,685.1	(1,442.7)					

<sup>\*1</sup> Figures reflect initial invested amounts

## Policy on Dividend and Response to Basel III

## Dividend Increase and Medium-to-Long Term Dividend Policy

- Business results have been strong, and dividends on the DIC Preferred Stock are expected to be reduced in line with the capital restructuring plan. Resona Holdings plans to increase dividends per common share by 20% compared to the currently outstanding forecast for annual dividends (10yen per share) subject to the implementation of the Plan, and intends to pay a stable dividend thereafter.
  - The forecast for future dividends per share will be announced after the completion of repayment of the DIC Preferred Stock in connection with the implementation of the Plan.
- Also, after completing the repayment of the DIC Preferred Stock, the Company plans to clarify its dividend policy, including a target level for the dividend payout ratio, etc.

### **Policy Responding to Basel III**

- Resona Group currently expects to remain subject to the capital adequacy requirements for domestic operations (second standard).
  - However, in order to secure reliable capital strength, the Group operates its business with a high capital adequacy ratio, taking into account the international standard (first standard).
- If the Plan is implemented within this fiscal year, the following ratios, each of which is approximately 1% over the minimum level of the capital adequacy ratio required by Basel III in January 2015, are expected to be achieved as of the end of March 2011.
  - Common equity capital ratio: Approximately 5.5%
  - Tier 1 ratio
    Approximately 7%
- With these ratios as its target for capital adequacy management, the Company aims to secure the excess capital (buffer) required by Basel III by accumulating future earnings.

At this moment, details - such as the target level, the calculation method and the timing of implementation for the capital adequacy ratio of Basel III in Japan - have yet to be determined. Therefore, the capital adequacy ratio numbers, etc. under Basel III described above are estimated by the Company based on the press releases distributed by the Group of Governors and Heads of Supervision dated September 12, 2010, or the public materials created by the Basel Committee on Banking Supervision that have been published so far.

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## Repurchase and Cancellation of DIC Preferred Stock (Aug. 2010)

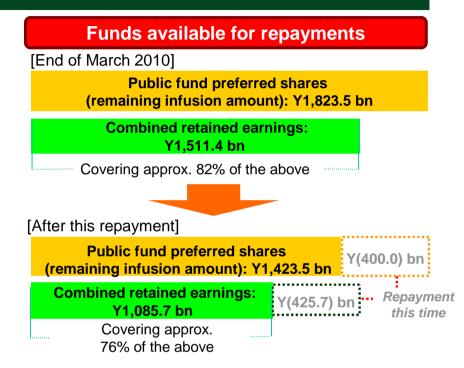
### Repurchased and cancelled Y400bn of DIC preferred stock on an infusion amount basis

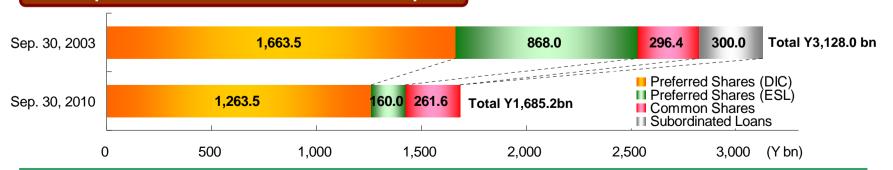
### **Transaction details**

Class One No.1 Preferred Shares					
(1) Number of shares repurchased	200 million shares				
(2) Issue price per share	JPY 2,000				
(3) Purchase price per share	JPY 2,128.60				
(4) Total issue amount	JPY 400.0 billion				
(5) Total purchase amount	JPY 425.7 billion				
(6) Premium = (5) - (4)	JPY 25.7 billion				
(7) Reduction in the number of potential shares	362.6 million shares				
(Applicable exchange ratio)	1.813				
(Ratio to the number of outstanding common shares)	29.8%				

- ➢ 362 million potential shares (29.8% against total common shares outstanding) were eliminated
- RHD could maintain its T1 ratio above 8% after this transaction. T1 ratio would decline by 2.17% (T1 ratio as of June 30, 2010: 10.84%)
- Preferred dividends to be reduced by Y4.7 bn per annum
- Voting rights held by the DIC to decline from 67.3% to 63.7%

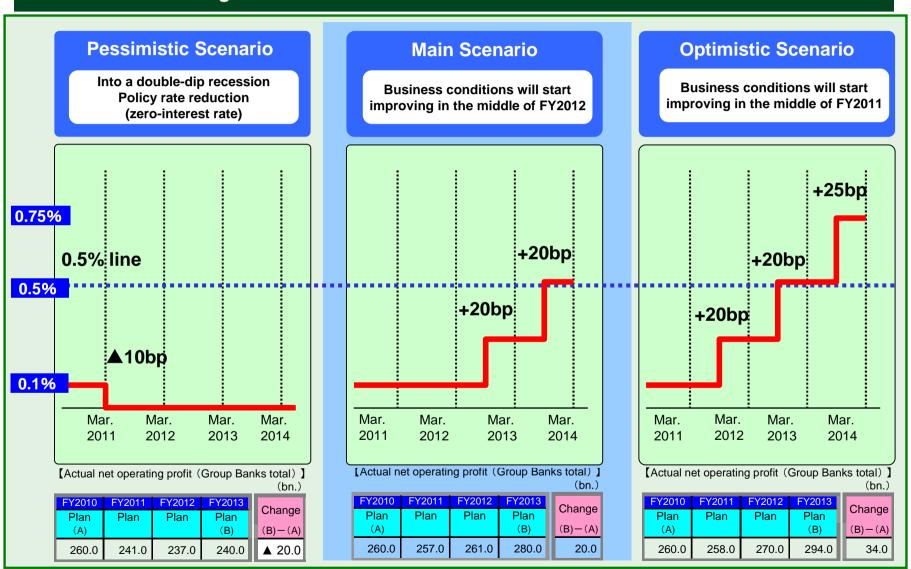
### Bal. of public funds almost halved from its peak





## Interest Rate Scenario in the New Plan Period

## Assuming two rate rises in 1H 2012 & 1H 2013 as the main scenario



## **Management Accounting by Business Lines**

### **Management Accounting by Group Business Lines (1H FY2010)**

"RAROC" and "RVA" as management indicators to measure profitability of allocated capital

(Billions of Yen. %)

				Profi	tability		Soundness	Net oper	ating p	rofit after	a dedu	ction of	credit	cost	,	10113 01 1	, ,
В	Resona Group Business Segments		Net profit deduction on cap	of cost	Profit to capital ratio	Cost to income ratio	Internal			Actual net	operatii	ng profit				Credit co	ost
			RVA*1 (Actual)	YoY Change	RAROC (Actual)	OHR	CAR		YoY Change		YoY Change	Gross or profit		Operating expense	y YoY Change		YoY Change
N	lon-	treasury	31.0	37.7	9.0%	58.8%	11.4%	88.0	38.6	118.6	5.2	288.1	2.2	(169.5)	2.9	(30.5)	33.4
	Pe	rsonal Banking	25.7	0.4	13.1%	61.5%	11.7%	46.2	1.0	61.0	2.1	158.5	2.9	(97.5)	(0.7)	(14.8)	(1.1)
		Loan *2	27.7	(3.6)	14.0%	25.2%	11.8%	47.2	(3.2)	62.0	(2.0)	82.8	(2.2)	(20.8)	0.2	(14.8)	(1.1)
	Со	rporate Banking	0.1	38.0	5.8%	55.3%	11.2%	36.4	38.4	52.2	3.8	116.6	0.6	(64.5)	3.2	(15.7)	34.6
	Tru	ıst	5.3	(0.7)	192.7%	58.4%	10.4%	5.4	(8.0)	5.4	(8.0)	13.0	(1.2)	(7.6)	0.5	0.0	0.0
T	reas	sury	33.1	(7.0)	57.6%	10.9%	22.6%	36.8	(6.4)	36.8	(6.4)	41.3	(7.0)	(4.5)	0.6	0.0	0.0
T	otal	*3	56.2	30.3	10.8%	53.3%	12.2%	122.0	32.5	152.6	(1.0)	326.6	(4.4)	(174.0)	3.5	(30.5)	33.4

<sup>\*1</sup> RVA: Resona Value Added (Net profit after a deduction of cost on internally allocated capital)

<sup>\*2</sup> Profit and loss belonging to loan guarantee subsidiaries are included (RG, DG and KOS).

<sup>\*3</sup> Total of 3 banks on a non-consolidated basis plus profit and loss of loan guarantee subsidiaries (RG, DG and KOS).

# **Capital Adequacy Ratio (Subsidiary Banks)**

Japanese Domestic Standard	RI	B(Consolidated [F-IRB]	i)	SR(I	Non-consolida [F-IRB]	ted)	K	O(Consolidated	d)		
(Billions of Yen)	Mar.31,	Sep.30,		Mar.31,	Sep.30,		Mar.31,	Sep.30,			
	2010	2010	Change	2010	2010	Change	2009	2010	Change		
Capital adequacy ratio	11.03%	12.11%	+1.08%	11.09%	12.03%	+0.94%	10.71%	11.30%	+0.59%		
Tier I ratio	7.42%	8.37%	+0.95%	6.74%	7.54%	+0.80%	6.32%	6.76%	+0.44%		
Total qualifying capital	1,594.7	1,613.9	19.1	425.1	440.9	15.8	182.3	184.7	2.4		
Tier I capital	1,072.8	1,115.6	42.7	258.5	276.2	17.7	107.6	110.7	3.0		
Tier II capital	563.1	538.8	(24.3)	177.2	177.2	(0.0)	75.6	75.2	(0.4)		
Deductions	41.2	40.5	(0.7)	10.6	12.5	1.8	0.8	1.1	0.2		
Risk weighted assets	14,454.1	13,318.2	(1,135.9)	3,831.8	3,663.5	(168.2)	1,701.9	1,635.2	(66.7)		
Credit risk assets	13,636.0	12,537.4	(1,098.5)	3,561.1	3,397.4	(163.7)	1,590.0	1,526.8	(63.2)		
Operational risk assets	818.0	780.7	(37.3)	270.6	266.1	(4.5)	111.8	108.3	(3.4)		

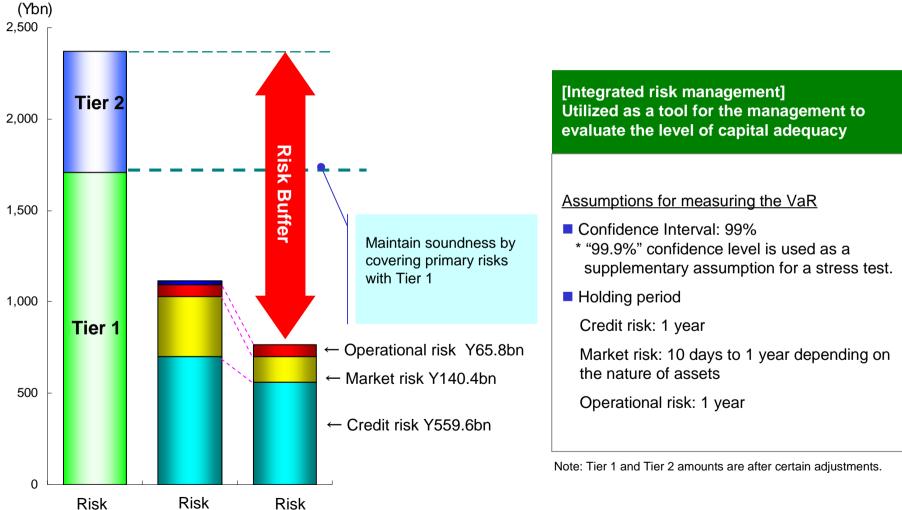
## **Risk Volume Relative to Capital (End of September 2010)**

Capital

Volume

Tolerance

- Primary risks such as credit, market and operational risks are controlled within Tier 1 limit
- Risk buffers comprising of excess Tier 1 and Tier 2 are provided against the risk volume assumed under a stress scenario or for risks difficult to measure.



## Sophistication in ALM Interest Rate Risk Management: Introduction of Internal Model to Measure Core Liquidity Deposits

### Reassess the value of liquidity deposits

Internal model to measure core liquidity deposits



Grasp more properly how much liquidity deposits can be regarded as low-cost and stable funding over the long term

#### **Combined Balance Sheet (RB + SR)**

	· · · · · · · · · · · · · · · · · · ·
Loans and bills discounted	Liquidity deposits Y17.8 tn (49%)
Y23.6 tn (64%)	Core liquidity deposits (X%)
Securities Y8.2 tn (22%)	Time and other deposits Y13.7 tn(37%)
Cash Y1.5 tn (4%)	Other Y3.7tn (10%)
Other Y3.3 tn (9%)	Net assets Y1.3tn (4%)

Combined total assets: Y36.6 tn

More sophisticated

ALM interest rate risk management

=> Possibility of capturing additional

profit opportunity

### Methods to measure core liquidity deposits

### **Current: Standardized method**

(FSA's bank supervision guideline)

- Introduced the idea of core liquidity deposits in FY2007
- Balance: the smallest of the following
  - 1. Lowest balance for the past 5 years
  - 2. Current balance less maximum annual outflow observed in the past 5 years
  - 3. Current balance x 50%
- Maturity allocated evenly over 5 years (2.5 years on average)

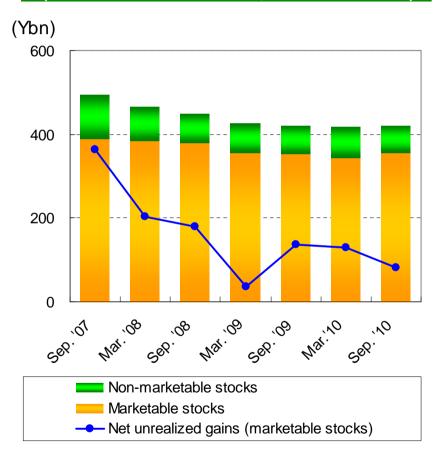
#### **Internal model** (RB and SR adopted in Apr. 2010)

- Rationally modeled depositors' behaviors to grasp how much can be regarded as core liquidity deposits
- Maturity allocated evenly over <u>10 years (5 years</u> on average)
- Longer maturity applicable to core liquidity deposits (from 2.5 years to 5.0 years on average) enables the banks to take longer-term interest rate risk

### **Securities Portfolio**

■ Net unrealized gains on available-for-sale securities (RHD consolidated basis) as of the end of September 2010 amounted to ¥95.3bn.

# Stocks (Available-for-sale securities, RHD Consolidated)



Book value of stocks sold outright
 1H of FY2010 (Act): Y0.3bn (total of group banks)

#### **Bonds**

[Balance of Securities Held (	Total of g	roup bar	ıks)]					(Ybn)
	Within 1 year	1 to 3 year	3 to 5 year	5 to 7 year	7 to 10 year	Over 10 years	No designated term	Total
JGB	2,262.3	1,823.9	1,348.9	369.8	1,053.1	61.5	-	6,919.5
Japanese local gov. bonds	6.6	39.2	102.7	71.1	178.5	-	-	398.3
Japanese corporate bonds	214.2	362.8	440.3	83.6	10.5	34.4	0.0	1,146.1
Stocks	-	-	-	-	-	-	519.0	519.0
Other	13.2	57.9	25.7	11.2	3.9	21.6	29.7	163.4
Foreign securities	10.4	52.7	13.4	1.7	3.1	21.6	8.5	111.6
<foreign bonds=""></foreign>	10.1	52.7	13.4	1.7	3.1	21.6	-	102.8
<foreign stocks=""></foreign>	-	-	-	-	-	-	8.5	8.5
Other	2.7	5.2	12.2	9.5	0.7	-	21.1	51.8
Total	2,496.4	2,283.9	1,917.7	535.9	1,246.1	117.5	548.7	9,146.5

[Net unrealized gains/(losses) on bonds(RHD Consolidated Basis)]										
	Sep. '08	Mar. '09	Sep. '09	Mar. '10	Sep. '10					
JGB	(32.7)	(57.5)	(54.2)	(4.2)	2.2	24.0				
Other*	5.8	(18.6)	(8.2)	8.6	13.1	25.2				
Total	(26.9)	(76.1)	(62.4)	4.4	15.3	49.2				

\*"Other"incudes local government bonds, corporate bonds and foregin bonds, etc.

	Mar. '08	Sep. '08	Mar. '09	Sep. '09	Mar. '10	Sep. '10
10-year JGB yield	1.275%	1.460%	1.350%	1.290%	1.390%	0.930%

[JGB duration (Banking Account)]

(Years)

	Mar. '08	Sep. '08	Mar. '09	Sep. '09	Mar. '10	Sep. '10
Resona Group	1.7	1.6	2.0	2.3	2.3	2.5
Resona Bank	1.6	1.5	1.9	2.5	2.4	2.5

[Basis Point Value (BPV, Domestic Bonds)]

(Ybn)

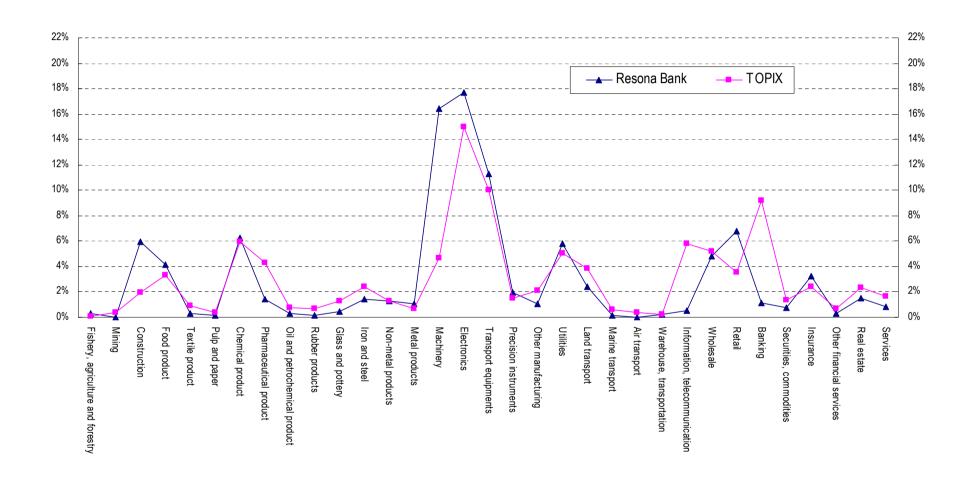
	Mar. '08	Sep. '08	Mar. '09	Sep. '09	Mar. '10	Sep. '10
Resona Group	(0.90)	(0.97)	(1.31)	(1.48)	(1.73)	(1.93)
Resona Bank	(0.48)	(0.47)	(0.74)	(0.82)	(0.96)	(0.95)

[Break-even Nikkei Average Points]

(Yen)

	Mar. '08	Sep. '08	Mar. '09	Sep. '09	Mar. '10	Sep. '10
Resona Group	7,500	7,500	7,000	7,000	7,300	7,600

## **Shareholdings by Industry (End of September 2010, Resona Bank)**



## Maturity Ladder of Deposits and Loans (Resona Bank, Domestic Operations)

### **Loans and Bills Discounted**

### **Deposits**

#### [End of March 2010]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	1.9%	1.7%	4.7%	7.9%	16.1%
Prime rate-based	49.3%	0.5%	0.0%	0.0%	49.8%
Market rate-based	25.7%	2.2%	3.6%	2.6%	34.1%
Total	76.8%	4.4%	8.4%	10.4%	100.0%

Loans maturing within 1 year

81.2%

82.1%

0.9%

[End of September 2010]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	1.7%	1.5%	4.6%	7.3%	15.1%
Prime rate-based	51.0%	0.1%	0.0%	0.0%	51.1%
Market rate-based	25.6%	2.2%	3.5%	2.5%	33.8%
Total	78.3%	3.8%	8.0%	9.8%	100.0%
Loans maturing	00.40/				

#### [End of March 2010]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	44.3%	1.0%	3.7%	13.5%	62.4%
Time deposits	18.6%	11.1%	6.3%	1.6%	37.6%
Total	62.9%	12.1%	10.0%	15.1%	100.0%

#### [End of September 2010]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	42.2%	1.0%	3.9%	13.5%	60.5%
Time deposits	19.9%	11.5%	6.7%	1.4%	39.5%
Total	62.1%	12.5%	10.6%	14.9%	100.0%

#### [Change in 1H of FY2010]

within 1 year

within 1 year

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	(0.1)%	(0.2)%	(0.2)%	(0.5)%	(1.0)%
Prime rate-based	1.7%	(0.4)%	0.0%	0.0%	1.3%
Market rate-based	(0.0)%	(0.0)%	(0.2)%	(0.1)%	(0.3)%
Total	1.5%	(0.6)%	(0.3)%	(0.6)%	0.0%
Loans maturing	0.00/				

#### [Change in 1H of FY2010]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	(2.1)%	0.0%	0.2%	0.0%	(1.9)%
Time deposits	1.3%	0.4%	0.4%	(0.2)%	1.9%
Total	(0.7)%	0.4%	0.6%	(0.2)%	0.0%

<sup>\*</sup> Presented figures are based on the numbers compiled for an internal administration purpose

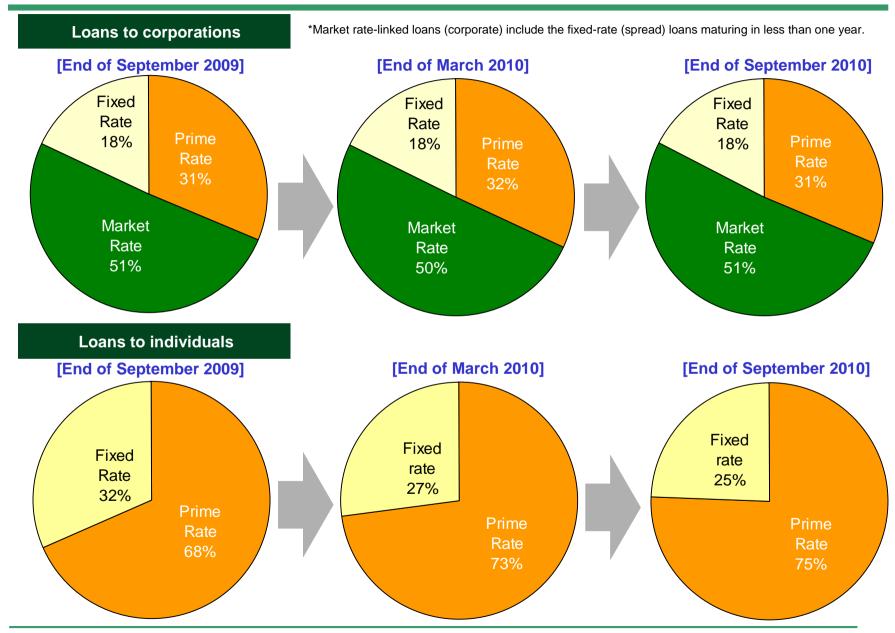
# **Swap Positions by Remaining Periods (Resona Bank)**

### ■ Notional amounts of interest rate swaps by remaining period

(Billions of Yen)

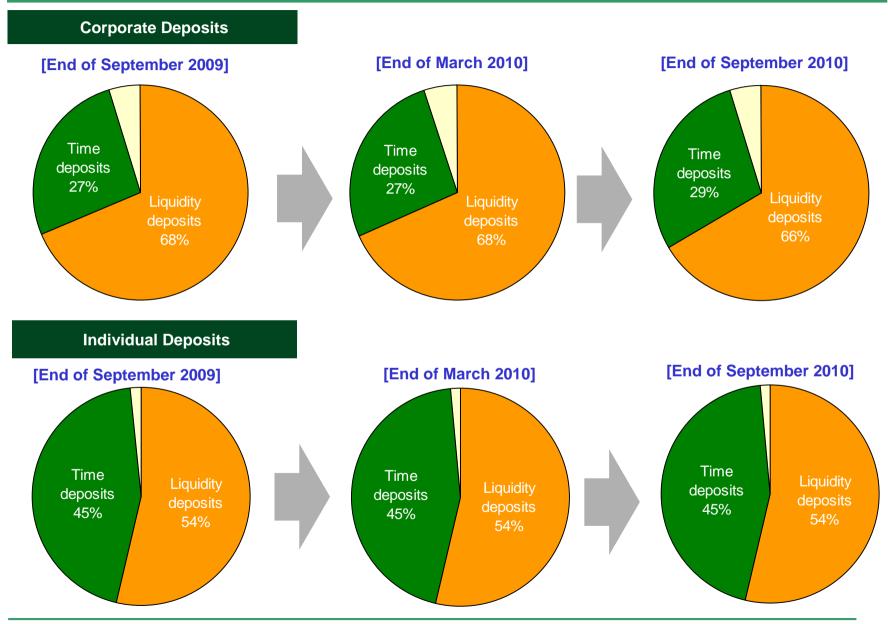
	End of Septer	f September 2010				End of March 2010			
	Within 1 year	1 to 5 years	Over 5 years	Total	Within 1 year	1 to 5 years	Over 5 years	Total	
Receive fixed rate/Pay floating rate	120.0	589.1	940.0	1,649.1	173.0	381.0	1,093.9	1,647.9	
Receive floating rate/Pay fixed rate	195.0	315.0	585.0	1,095.0	145.0	355.0	595.0	1,095.0	
Net position to receive fixed rate	(75.0)	274.1	355.0	554.1	28.0	26.0	498.9	552.9	

### Composition of Loan Portfolio by Corporate/Individual Customers (RB)



<sup>\*</sup> Portfolio composition is computed based on the numbers compiled for administration purposes.

## **Composition of Deposits by Corporate/Individual Customers (RB)**



## **Migrations of Borrowers (RB, 1H of FY2010)**

#### **Exposure amount basis (Migration during the 1H of FY2010)**

		End of September 2010										
		Normal	Other Watch	Special	Doubtful	Quasi-	Bankrupt	Other			Upward Migratio	
		Horman	Other Water	Attention	Doubliui	Bankrupt	Bankrupt	Other	Collection, Repayments	Assignments, Sale		
	Normal	97.2%	2.1%	0.1%	0.1%	0.0%	0.0%	0.4%	0.4%	0.0%		- 2.4%
End	Other Watch	10.4%	81.0%	1.4%	3.1%	0.3%	0.3%	3.4%	3.4%	0.0%	10.49	6 5.1%
으	Special Attention	0.6%	6.2%	78.0%	11.1%	1.3%	0.2%	2.6%	2.6%	0.0%	6.89	<b>6</b> 12.6%
March 20	Doubtful	1.0%	5.5%	1.2%	76.3%	8.3%	3.4%	4.4%	4.4%	0.0%	7.69	6 11.7%
2010	Quasi- Bankrupt	0.0%	0.1%	0.1%	0.7%	89.2%	3.8%	6.2%	2.9%	3.2%	0.99	3.8%
	Bankrupt	0.0%	0.0%	0.0%	0.9%	0.0%	92.1%	7.1%	1.4%	5.6%	0.99	<b>6</b> -

- 1. Above table shows how a borrower belonging to either of the borrower categories shown as of the end of March 2010 moved to a new category in the first half of FY2010.
- 2. Percentage points are calculated based on exposure amounts as of the end of March 2010. (New loans extended, loans collected or written-off during the period are not taken into account.)
- 3. "Other" for end of September 2010 indicates those exposures removed from the balance sheet due to collection, repayments, assignments or sale of claims.

# **List of Preferred Shares Issued by RHD (1)**

### [As of November 1st, 2010]

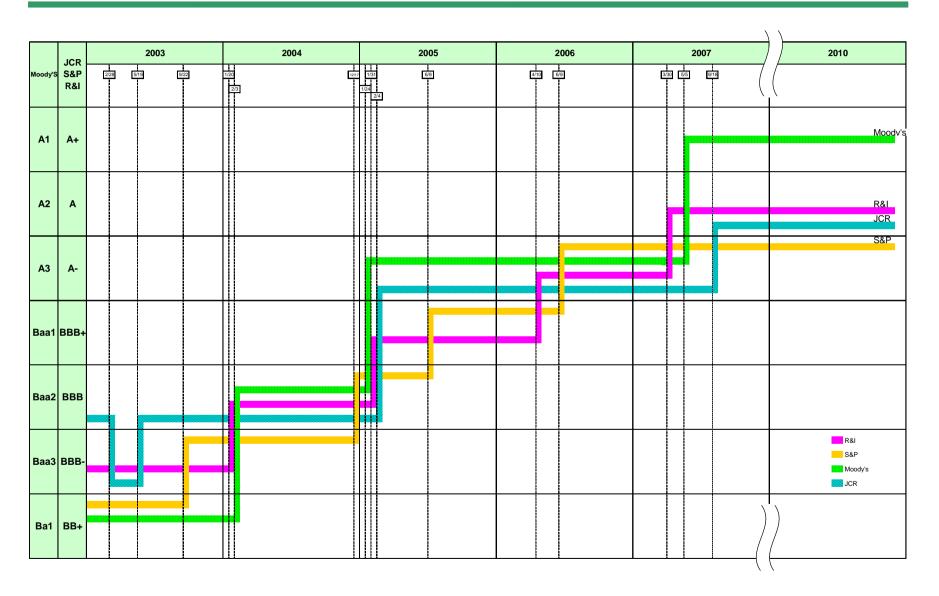
		Class C Preferred Shares	Class F Preferred Shares
Distinction between	n public and private funds	Public Fund	Public Fund
Original issuer and	name of securities	Kinki Osaka Bank Series 1	Asahi Bank Series 2 Class 2
Original issue date		4/26/2001	3/31/1999
Current number of	shares	12,000,000 shares	8,000,000 shares
Issue price per sha	re	JPY 5,000	JPY 12,500
Total issue amount	remaining at present	JPY 60.0 Billion	JPY 100.0 Billion
Original total issue	amount	JPY 60.0 Billion	JPY 100.0 Billion
Shareholder		RCC	RCC
Preferred dividend	Dividend per share	JPY 68.00	JPY 185.00
	Total amount of dividend	JPY 816 Million	JPY 1,480 Million
	Yield	1.36%	1.48%
Acquisition right	Acquisition period	1/1/2002	7/1/2003
		3/31/2015	11/30/2014
	Current exchange price	JPY 1,667	JPY 3,597
	Current exchange rate	(2.999)	(3.475)
Reset of	Date of reset	1/1	7/1
exchange rate	Direction of reset	Upward/Downward	Upward/Downward
	Cap exchange rate	(2.999)	(3.475)
	Floor exchange rate		
	Cap exchange price		
	Floor exchange price	JPY 1,667	JPY 3,597
	Start of market price calculation	45 trading days before	45 trading days before
	Calculation period	30 trading days	30 trading days
Acquisition clause	Date of mandatory exchange	4/1/2015	12/1/2014
	Mandatory exchange rate	JPY 5,000 / Market Price	JPY 12,500 / Market Price
	Start of market price calculation	45 trading days before	45 trading days before
	Calculation period	30 trading days	30 trading days
	Floor exchange price	JPY 1,667	JPY 3,598

# List of Preferred Shares Issued by RHD (2)

### [As of November 1st, 2010]

		Class 1 Preferred Shares	Class 2 Preferred Shares	Class 3 Preferred Shares	Class 4 Preferred Shares	Class 5 Preferred Shares	Class 6 Preferred Shares
Distinction between	public and private fund	Public Fund	Public Fund	Public Fund	Private Fund	Private Fund	Private Fund
Original issuer and	name of securities	Resona Bank Class 1 Series 1	Resona Bank Class 2 Series 1	Resona Bank Class 3 Series 1	Resona Holdings Class 4	Resona Holdings Class 5	Resona Holdings Class 6
Original issue date		7/1/2003	7/1/2003	7/1/2003	8/31/2006	8/28/2007	12/8/2009
Current number of	shares	75,000,000 shares	281,780,786 shares	275,000,000 shares	2,520,000 shares	4,000,000 shares	3,000,000 shares
Issue price per sha	re	JPY 2,000	JPY 2,000	JPY 2,000	JPY 25,000	JPY 25,000	JPY 25,000
Total issue amount	remaining at present	JPY 150.0 Billion	JPY 563.5 Billion	JPY 550.0 Billion	JPY 63.0 Billion	JPY 100.0 Billion	JPY 75.0 Billion
Original total issue	amount	JPY 550.0 Billion	JPY 563.5 Billion	JPY 550.0 Billion	JPY 63.0 Billion	JPY 100.0 Billion	JPY 75.0 Billion
Shareholder		DIC	DIC	DIC	Shinkin Trust Bank	Dai-ichi Life	Nippon Life Meiji Yasuda Life Daido Life
Preferred dividend	Dividend per share (Jun '11)	JPY 23.56	JPY 23.56	JPY 23.56	JPY 992.50	JPY 918.75	JPY 1,237.50
	Total amount of dividend (Jun '11)	JPY 1,767 Million	JPY 6,638 Million	JPY 6,479 Million	JPY 2,501 Million	JPY 3,675 Million	JPY 3,712 Million
	Yield	Libor (1y) + 50bp	Libor (1y) + 50bp	Libor (1y) + 50bp	3.97%	3.675%	4.950%
		1.178%	1.178%	1.178%			
Acquisition right	Acquisition period	7/1/2006	7/1/2008	7/1/2010			
	Current exchange price	JPY 1,103	JPY 811	JPY 1,117			
	Current exchange rate	(1.813)	(2.466)	(1.791)	()	()	()
Reset of exchange rate	Date of reset	8/1	11/1	5/1			
	Direction of reset	Upward/Downward	Upward/Downward	Upward/Downward			
	Cap exchange rate	(7.143)	(10.000)	(11.765)			
	Floor exchange rate						
	Cap exchange price						
	Floor exchange price	JPY 280	JPY 200	JPY 170			
	Start of market price calculation	45 trading days before	45 trading days before	45 trading days before			
	Calculation period	30 trading days	30 trading days	30 trading days			
Acquisition clause	Date of mandatory exchange	Mandatory exchange not applicable	Mandatory exchange not applicable	Mandatory exchange not applicable			
					Acquisition clause exercisable under certain conditions at the issuer's option after seven years affter issue date	Acquisition clause exercisable under certain conditions at the issuer's option after seven years affter issue date	Acquisition clause exercisable under certain conditions at the issuer's option after seven years affter issue date
	Mandatory exchange rate						
	Start of market price calculation						
	Calculation period						
	Floor exchange price						

# **Trend of Long-term Senior Debt Rating (RB)**



# **Business Revitalization Plan: Earnings Plan**

(Total of Group Banks)

Income taxes - current         48.7         3.0         6.0         69.0         88.0           Income taxes - deferred         4.6         54.0         55.0         10.0         -	(	star of Group Bariks)					
Cross operating profit   Cross operating pro			FY 2009	FY 2010	FY 2011	FY 2012	FY 2013
Trust fees		(Billions of Yen)	(Actual)	(Plan)	(Plan)	(Plan)	(Plan)
Jointly Operated Designated Money Trust	Gr	oss operating profit	615.2	607.0	603.0	606.0	623.0
NPL disposal in the trust account   (0.0)	ŀ	Frust fees	28.7	25.9	25.1	26.1	28.7
Interest income		Jointly Operated Designated Money Trust	4.4	3.5	3.3	3.5	4.0
Interest expense		NPL disposal in the trust account	(0.0)	-	-	-	-
Net fees & commissions   67.6   76.0   80.0   81.0   83.0     Net trading income   27.4   7.5   7.2   7.9   8.7     Other operating income   5.4   33.6   24.7   22.0   21.6     Gains/(losses) on bonds   19.7   23.2   2.0   (2.7)   0.9     Net operating profit   261.0   260.0   257.0   261.0   280.0     Record provision to general reserve and NPL disposal in the trust   264.6   260.0   257.0   261.0   280.0     Provision to general reserve   (8.6)   -	Ī	nterest income	578.4	542.0	539.0	555.0	604.0
Net trading income   27.4   7.5   7.2   7.9   8.7	I	nterest expense	92.5	78.0	73.0	86.0	123.0
Other operating income	1	Net fees & commissions	67.6	76.0	80.0	81.0	83.0
Gains/(losses) on bonds   19.7   23.2   2.0   (2.7)   0.9	1	Net trading income	27.4	7.5	7.2	7.9	8.7
Net operating profit (Before provision to general reserve and NPL disposal in the trust account)   264.6   260.0   257.0   261.0   280.0	(	Other operating income	5.4	33.6	24.7	22.0	21.6
Refore provision to general reserve and NPL disposal in the trust   264.6   260.0   257.0   261.0   280.0		Gains/(losses) on bonds	19.7	23.2	2.0	(2.7)	0.9
Provision to general reserve   (8.6)   -   -   -   -   -   -   -   -   -	(Be	fore provision to general reserve and NPL disposal in the trust	264.6	260.0	257.0	261.0	280.0
Expenses         350.5         347.0         346.0         345.0         343.0           Personnel expense         126.0         128.0         127.5         127.5         129.0           Non-personnel expenses         206.0         200.0         199.5         198.5         195.0           Disposal of NPL         114.6         66.0         64.0         64.0         61.0           Net gain/(loss) on stocks         4.3         -         4.0         7.0         8.0           Loss on devaluation         3.1         2.0         1.5         1.5         1.5           Ordinary profit*3         152.6         193.0         195.0         204.0         229.0           Extraordinary gains         28.9         1.0         1.0         -         -           Extraordinary losses         4.9         7.0         4.0         4.0         4.0           Income taxes - current         48.7         3.0         6.0         69.0         88.0           Income (loss)         123.1         130.0         131.0         121.0         137.0	Ne	t operating profit	273.3	260.0	257.0	261.0	280.0
Personnel expense   126.0   128.0   127.5   127.5   129.0       Non-personnel expenses   206.0   200.0   199.5   198.5   195.0     Disposal of NPL   114.6   66.0   64.0   64.0   61.0     Net gain/(loss) on stocks   4.3   -   4.0   7.0   8.0     Loss on devaluation   3.1   2.0   1.5   1.5   1.5     Ordinary profit*3   152.6   193.0   195.0   204.0   229.0     Extraordinary gains   28.9   1.0   1.0   -     Extraordinary losses   4.9   7.0   4.0   4.0     Income taxes - current   48.7   3.0   6.0   69.0   88.0     Income taxes - deferred   4.6   54.0   55.0   10.0   -     Net income/(loss)   123.1   130.0   131.0   121.0   137.0	F	Provision to general reserve	(8.6)	-	-	-	-
Non-personnel expenses   206.0   200.0   199.5   198.5   195.0	E	Expenses	350.5	347.0	346.0	345.0	343.0
Disposal of NPL       114.6       66.0       64.0       64.0       61.0         Net gain/(loss) on stocks       4.3       -       4.0       7.0       8.0         Loss on devaluation       3.1       2.0       1.5       1.5       1.5         Ordinary profit*3       152.6       193.0       195.0       204.0       229.0         Extraordinary gains       28.9       1.0       1.0       -       -         Extraordinary losses       4.9       7.0       4.0       4.0       4.0         Income taxes - current       48.7       3.0       6.0       69.0       88.0         Income taxes - deferred       4.6       54.0       55.0       10.0       -         Net income/(loss)       123.1       130.0       131.0       121.0       137.0		Personnel expense	126.0	128.0	127.5	127.5	129.0
Net gain/(loss) on stocks         4.3         -         4.0         7.0         8.0           Loss on devaluation         3.1         2.0         1.5         1.5         1.5           Ordinary profit*3         152.6         193.0         195.0         204.0         229.0           Extraordinary gains         28.9         1.0         1.0         -         -           Extraordinary losses         4.9         7.0         4.0         4.0         4.0           Income taxes - current         48.7         3.0         6.0         69.0         88.0           Income taxes - deferred         4.6         54.0         55.0         10.0         -           Net income/(loss)         123.1         130.0         131.0         121.0         137.0		Non-personnel expenses	206.0	200.0	199.5	198.5	195.0
Loss on devaluation         3.1         2.0         1.5         1.5         1.5           Ordinary profit*3         152.6         193.0         195.0         204.0         229.0           Extraordinary gains         28.9         1.0         1.0         -         -           Extraordinary losses         4.9         7.0         4.0         4.0         4.0           Income taxes - current         48.7         3.0         6.0         69.0         88.0           Income taxes - deferred         4.6         54.0         55.0         10.0         -           Net income/(loss)         123.1         130.0         131.0         121.0         137.0	Dis	sposal of NPL	114.6	66.0	64.0	64.0	61.0
Ordinary profit*3         152.6         193.0         195.0         204.0         229.0           Extraordinary gains         28.9         1.0         1.0         -         -           Extraordinary losses         4.9         7.0         4.0         4.0         4.0           Income taxes - current         48.7         3.0         6.0         69.0         88.0           Income taxes - deferred         4.6         54.0         55.0         10.0         -           Net income/(loss)         123.1         130.0         131.0         121.0         137.0	Ne	t gain/(loss) on stocks	4.3	-	4.0	7.0	8.0
Extraordinary gains 28.9 1.0 1.0 Extraordinary losses 4.9 7.0 4.0 4.0 4.0 Income taxes - current 48.7 3.0 6.0 69.0 88.0 Income taxes - deferred 4.6 54.0 55.0 10.0 - Net income/(loss) 123.1 130.0 131.0 121.0 137.0	L	oss on devaluation	3.1	2.0	1.5	1.5	1.5
Extraordinary losses       4.9       7.0       4.0       4.0       4.0         Income taxes - current       48.7       3.0       6.0       69.0       88.0         Income taxes - deferred       4.6       54.0       55.0       10.0       -         Net income/(loss)       123.1       130.0       131.0       121.0       137.0	Or	dinary profit*3	152.6	193.0	195.0	204.0	229.0
Income taxes - current         48.7         3.0         6.0         69.0         88.0           Income taxes - deferred         4.6         54.0         55.0         10.0         -           Net income/(loss)         123.1         130.0         131.0         121.0         137.0	Ex	traordinary gains	28.9	1.0	1.0	-	-
Income taxes - deferred 4.6 54.0 55.0 10.0 - Net income/(loss) 123.1 130.0 131.0 121.0 137.0	Extraordinary losses		4.9	7.0	4.0	4.0	4.0
Net income/(loss) 123.1 130.0 131.0 121.0 137.0	Inc	come taxes - current	48.7	3.0	6.0	69.0	88.0
	Inc	come taxes - deferred	4.6	54.0	55.0	10.0	-
Credit related expenses 82.1 66.0 64.0 64.0 64.0	Net income/(loss)		123.1	130.0	131.0	121.0	137.0
	Cr	edit related expenses	82.1	66.0	64.0	64.0	64.0

	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013
(Billions of Yen)	(Actual)	(Plan)	(Plan)	(Plan)	(Plan)
Total assets *1	39,336.8	40,290.0	40,480.0	41,050.0	41,510.0
Loans and bills discounted	25,668.3	25,440.0	25,620.0	26,000.0	26,390.0
Securities	8,837.4	9,560.0	9,970.0	10,060.0	10,040.0
Trading assets	467.6	470.0	500.0	500.0	500.0
DTA (term-end bal.)	219.0	162.5	107.1	98.1	97.4
Total liabilities*1	38,104.7	38,810.0	38,960.0	39,540.0	40,000.0
Deposits and NCDs	33,192.0	33,630.0	33,550.0	34,000.0	34,430.0
Trading liabilities	5.1	67.0	50.0	50.0	50.0
DTL (term-end bal.)	-	-	-	-	-
DTL for land revaluation (term-end bal.)	29.8	26.9	25.9	25.3	24.5
Net assets*1	1,459.9	1,563.3	1,563.1	1,556.2	1,572.9
Capital stock	388.8	388.8	388.8	388.8	388.8
Capital reserve	418.8	418.8	418.8	418.8	418.8
Other capital surplus	113.7	113.7	113.7	113.7	113.7
Earned surplus reserve	20.0	20.0	20.0	20.0	20.0
Retained earnings *2	381.1	490.7	493.2	484.1	501.3
Land revaluation excess	40.4	36.2	34.7	33.8	32.6
Net unrealized gains/(losses) on other securities	82.8	81.5	80.3	83.4	84.1
(Management Indicators)					
Yield on interest earning assets (A)	1.61	1.49	1.47	1.49	1.60
Interest earned on loans and bills discounted	1.95	1.81	1.78	1.80	1.93
Interest on securities	0.61	0.61	0.62	0.63	0.68
Total cost of funding (B)	1.21	1.15	1.12	1.14	1.22
Interest paid on deposits and NCDs (D)	0.16	0.12	0.10	0.12	0.21
Overall interest spread (A) - (B)	0.39	0.34	0.34	0.35	0.38
Cost-to-income ratio (OHR)	56.98	57.16	57.37	56.93	55.05

<sup>\*1.</sup> Assets and liabilities are stated in average balance. Net assets are reported in term-end balance.

<sup>\*2.</sup> Earned surplus excluding earned surplus reserve

<sup>\*3.</sup> Ordinary profit includes gains from recoveries of written-off claims etc. in extraordinary gains.

## Forward-Looking Statements/ No Offer or Sale

The forward-looking statements contained in this presentation may be subject to material change due to the following factors.

These factors may include increases in credit cost, changes in the level of prevailing interest rates, foreign exchange rates, stock prices in Japan, any developments and changes related to the government's policies, laws, business practices and their interpretation, emergence of new corporate bankruptcies, changes in the economic environment in Japan and overseas, filing of material lawsuits, risk of our business strategies not bringing about the intended outcome, and any other factors.

These forward-looking statements are not intended to provide any guarantees of the Group's future performance. Please also note that the actual performance may differ from these statements. These forward-looking statements are not necessarily updated regularly and the Company assumes no responsibility of doing so.

This material is not an offer to sell or a solicitation of any offer to buy the securities of Resona Holdings, Inc. in the United States. The securities have not been registered under the United States Securities Act of 1933 and may not be offered or sold in the United States absent registration or an exemption from such registration requirement. No public offering of securities will be made in the United States in connection with the plans described herein.