# Financial Highlights for the Third Quarter of Fiscal Year 2024 (Ended December 31, 2024)





**February 14, 2025** 

# Review of Financial Results for the 1-3Q of FY2024 (1)

Core net operating profit\*1

## JPY**198.3** bn

+JPY34.1 bn, or +20.7%, YoY

Net income attributable to owners of parent

# JPY**169.1** bn

+JPY55.0 bn, or +48.2%, YoY

Progress rate against the full year target\*2 96.6%

#### **Gross operating profit**

+JPY51.4 bn, or +11.1%, YoY

# Expand by leveraging both net interest income and fee

income ⇒ Next page for details

The impact of rising interest rates on housing loan (stock) will emerge from 4Q of FY2024

Fee income hit record-high for the 1-3Q period

#### **Operating expenses**

Increased by JPY19.9 bn, or 6.4%, YoY Cost income ratio improved while expanding investments in human resources and IT

Cost income ratio (OHR): 63.8% [(2.7)%, YoY]

#### **Credit costs**

Decreased by JPY16.6 bn, or 74.9%

#### 13.8% against the full year budget of JPY(40.0) bn

Continue to strengthen monitoring for signs of deterioration in the quality of credits while watching changes in the external environment

#### Net gains on stocks (including equity derivatives)

+JPY25.8 bn or +76.1%, YoY

#### Progress in reducing policy-oriented stock holdings

Balance of listed stocks disposed (acquisition cost basis): JPY26.6 bn

- ◆ Jan. 2025 Integration of MB's back-office operations and systems
  - ⇒ Enhance the precision of expense recognition, etc. in 4Q of FY2024

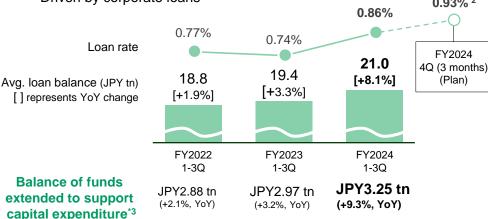
<sup>\*1.</sup> Actual net operating profit – Net gains on cancellation of investment trusts - Net gains on bonds(spot)

<sup>\*2.</sup> Full year target of FY2024: JPY175.0 bn (released in Nov. 2024)

# Review of Financial Results for the 1-3Q of FY2024 (2)

#### **Expand the top-line income through two income sources (net interest income + fee income)**

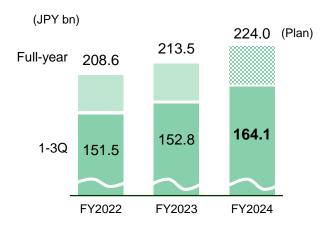
- Net interest income: JPY343.1 bn (+JPY37.1 bn, YoY)
  - NII from domestic loans and deposits\*1: JPY257.5 bn, +JPY9.0 bn, YoY
     Driven by corporate loans
     0.93%\*2



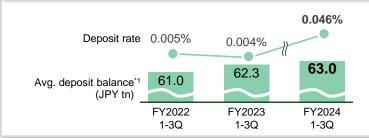
- Interest on yen bonds, etc: JPY27.2 bn (+JPY4.3 bn, YoY)
- Interest on due from BOJ: JPY25.7 bn (+JPY16.2 bn, YoY)

#### ■ Fee income: JPY164.1 bn (+JPY11.2 bn, YoY)

 Driven by AUM (+JPY3.8 bn, or +10.0%, YoY), corporate solution (+JPY2.5 bn, or +14.6%, YoY) and settlement related (+JPY1.6 bn, or +2.9%, YoY), etc



#### Maintaining and expanding a robust deposit base through Digital Channels × Face-to-Face integration



- Number of Banking APP DL\*4: 10.63 mil (+19.3%, YoY)
- Online payment service for medical institutions and patients "CurePort"
  - Handling starts in Dec. 2024
     Jointly developed with Digital Garage
- Opening of new type of branch "Resona!n" (RB)

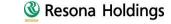
Resona Holdings

#### Outline of Financial Results for the 1-3Q of FY2024

- Net income attributable to owners of parent : JPY169.1 bn
  - Up JPY55.0 bn, or 48.2%, YoY
  - Progress rate against the full year target\*1: 96.6%
- Core net operating profit\*2: JPY198.3 bn, Up JPY34.1 bn, or 20.7%, YoY
  - Core income\*3: JPY123.4 bn, Up JPY8.1 bn, or 7.0%, YoY
     Progress rate against the full year target\*4: 73.2%
  - Gross operating profit: JPY515.2 bn, Up JPY51.4 bn, or 11.1%, YoY
    - Net interest income from domestic loans and deposits<sup>\*5</sup>: Up JPY9.0 bn, YoY Average loan balance: +4.84%, YoY, Loan rate: up by 5bps, YoY [Excluding loans to the Japanese government and others] Average loan balance: +5.36%, YoY, Loan rate: up by 4bps, YoY Progress in both avg. loan balance and loan rate exceeds the plan
    - Fee income: Up JPY11.2 bn, YoY Progress rate against the full year plan: 73.2%
    - > Net gains on bonds (including futures): Down JPY4.2 bn, YoY
  - Operating expenses: JPY328.8 bn, increased by JPY19.9 bn, YoY Cost income ratio improved while expanding investments in human resources and IT
- Credit costs: JPY5.5 bn (cost), decreased by JPY16.6 bn, YoY 13.8% against the full year budget due to mainly the rank-up of major clients, etc.
- Acquisition and cancellation of treasury shares
  - Completion of share buyback of 16.2 million shares (equivalent to 0.70% of the issued common shares) for approximately JPY20.0 bn (Dec. 3, 2024)
    - ⇒ Implemented cancellation on Jan. 20, 2025

	Г				
HD consolidated (JPY bn)		FY2024 1-3Q	YoY c	Rate of change	Pro
let income attributable to		(a)	(b)	(c)	
owners of parent	(1)	169.1	+55.0	+48.2%	
EPS (yen)	(2)	73.14	+24.57	+50.5%	
BPS (yen)	(3)	1,195.40	+65.27	+5.7%	
ROE(stockholders' equity)		9.9%	+2.9%		
ROE(TSE standard)		8.2%	+2.3%		
Gross operating profit	(6)	515.2	+51.4	+11.1%	
Net interest income	(7)	343.1	+37.1		
NII from loans and deposits*5	(8)	257.5	+9.0		
Interest on yen bonds, etc.*6	(9)	27.2	+4.3		
Fee income	(10)	164.1	+11.2		
Fee income ratio	(11)	31.8%	(1.1)%		
Trust fees	(12)	19.2	+0.1		
Fees and commission income	(13)	144.9	+11.1		
Other operating income	(14)	8.0	+3.0		
Net gains on bonds (including futures)	(15)	(11.5)	(4.2)		
Operating expenses (excluding group banks' non-recurring items)	(16)	(328.8)	(19.9)	(6.4)%	
Cost income ratio (OHR)	(17)	63.8%	(2.7)%		-
Actual net operating profit	(18)	187.3	+31.9	+20.5%	
Core net operating profit <sup>*2</sup>	(19)	198.3	+34.1	+20.7%	
Core income <sup>*3</sup>	(20)	123.4	+8.1	+7.0%	
Net gains on stocks (including equity derivatives)	(21)	59.8	+25.8		
Credit costs	(22)	(5.5)	+16.6		
Other gains, net	(23)	(7.0)	+1.4		
Net income before income taxes and non-controlling interests	(24)	234.5	+75.9	+47.8%	
Income taxes and other	(25)	(64.0)	(19.5)		•
Net income attributable to non-controlling interests	(26)	(1.3)	(1.2)		

<sup>\*1.</sup> Full year target of FY2024: JPY175.0 bn (released in Nov. 2024) \*2. Actual net operating profit – Net gains on cancellation of investment trusts - Net gains on bonds(spot)



s. Full year target\*1

+96.6%

<sup>\*3.</sup> Net interest income from domestic loans and deposits + Interest on yen bonds, etc. + Fee income + Operating expenses, actual basis excluding operating expenses of Resona Leasing (JPY(3.4) bn) \*4. Full year core income (actual basis) target of FY2024: JPY168.5 bn (released in Nov. 2024)

<sup>\*5.</sup> Total of non-consolidated domestic banking accounts of group banks, deposits include NCDs

<sup>\*6.</sup> Interest on yen bonds and income from interest rate swaps

## Breakdown of Financial Results for the 1-3Q of FY2024

	_	Total of gr	oup banks			Caitama						Difference
(Consor	YoY		YoY	Resona Bank	YoY	Resona Bank	YoY	Kansai Mirai Bank	YoY	Minato Bank	YoY	
(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(I)	(a)-(c)
515.2	+51.4	464.1	+43.1	272.7	+38.5	90.2	+2.5	68.7	+0.1	32.3	+1.9	51.1
343.1	+37.1	334.2	+33.9	183.6	+27.5	67.0	+5.6	57.2	(1.5)	26.1	+2.3	8.9
257.5	+9.0	257.5	+9.0	139.5	+10.7	47.0	(2.1)	50.7	(0.3)	20.1	+0.8	
27.2	+4.3	27.2	+4.3	14.0	+0.5	8.0	+2.1	2.7	+0.9	2.3	+0.7	
0.5	(1.1)	0.5	(1.1)	1.0	+1.3	(0.6)	(0.7)	0.1	(1.6)	0.0	(0.1)	_
164.1	+11.2	126.4	+9.5	84.8	+6.9	22.9	+0.2	10.4	+0.9	8.2	+1.2	37.6
31.8%	(1.1)%	27.2%	(0.5)%	31.1%	(2.1)%	25.4%	(0.4)%	15.1%	+1.4%	25.4%	+2.6%	
19.2	+0.1	19.2	+0.1	19.1	+0.1	0.0	(0.0)	0.0	(0.0)	_	_	(0.0)
144.9	+11.1	107.2	+9.3	65.6	+6.8	22.9	+0.2	10.4	+0.9	8.2	+1.2	37.6
8.0	+3.0	3.4	(0.3)	4.2	+4.0	0.1	(3.2)	1.0	+0.6	(2.0)	(1.7)	4.5
(11.5)	(4.2)	(11.5)	(4.2)	(8.0)	(0.5)	(1.5)	(3.2)	0.2	+0.9	(2.2)	(1.4)	0.0
(328.8)	(19.9)	(302.2)	(15.8)	(169.2)	(11.5)	(60.0)	(3.4)	*1 (48.0)	(0.1)	(24.9)	(0.6)	(26.5)
63.8%	(2.7)%	65.1%	(2.9)%	62.0%	(5.2)%	66.5%	+2.0%	69.8%	+0.1%	77.0%	(2.7)%	
187.3	+31.9	161.8	+27.3	103.4	+26.9	30.1	(0.8)	20.7	(0.0)	7.4	+1.2	25.4
198.3	+34.1	172.8	+29.5	110.0	+22.9	32.7	+3.0	20.6	+0.8	9.4	+2.7	25.4
*3 <b>123.4</b>	+8.1	108.9	+7.1	69.1	+6.7	18.1	(3.2)	15.8	+1.4	5.7	+2.2	*3 14.5
59.8	+25.8	60.7	+26.3	38.1	+15.5	10.1	(1.1)	0.9	+0.8	11.5	+11.0	(0.8)
(5.5)	+16.6	(5.7)	+14.2	(7.3)	+8.5	(1.1)	+0.6	3.4	+4.9	(0.6)	+0.1	0.1
(7.0)	+1.4	(6.4)	+1.9	(3.7)	+0.6	(1.2)	+1.6	(1.7)	(0.7)	0.3	+0.4	(0.6)
234.5	+75.9	210.4	+69.9	130.4	+51.7	37.8	+0.2	23.4	+5.0	18.6	+12.8	24.1
(64.0)	(19.5)	(57.1)	(18.5)	(36.5)	(14.7)	(10.7)	+0.3	(4.2)	(0.5)	(5.5)	(3.6)	
(1.3)	(1.2)											
169.1	+55.0	153.2	+51.3	93.8	+37.0	27.1	+0.6	19.1	+4.5	13.1	+9.2	
	(Consol (a) 515.2 343.1 257.5 27.2 0.5 164.1 31.8% 19.2 144.9 8.0 (11.5) (328.8) 63.8% 187.3 198.3 *3 123.4 59.8 (5.5) (7.0) 234.5 (64.0) (1.3)	(a) (b)  515.2 +51.4  343.1 +37.1  257.5 +9.0  27.2 +4.3  0.5 (1.1)  164.1 +11.2  31.8% (1.1)%  19.2 +0.1  144.9 +11.1  8.0 +3.0  (11.5) (4.2)  (328.8) (19.9)  63.8% (2.7)%  187.3 +31.9  198.3 +34.1  *3 123.4 +8.1  59.8 +25.8  (5.5) +16.6  (7.0) +1.4  234.5 +75.9  (64.0) (19.5)  (1.3) (1.2)	(Consolidated)  YoY (a) (b) (c)  515.2 +51.4 464.1  343.1 +37.1 334.2  257.5 +9.0 257.5  27.2 +4.3 27.2  0.5 (1.1) 0.5  164.1 +11.2 126.4  31.8% (1.1)% 27.2%  19.2 +0.1 19.2  144.9 +11.1 107.2  8.0 +3.0 3.4  (11.5) (4.2) (11.5)  (328.8) (19.9) (302.2)  63.8% (2.7)% 65.1%  187.3 +31.9 161.8  198.3 +34.1 172.8  *3 123.4 +8.1 108.9  59.8 +25.8 60.7  (5.5) +16.6 (5.7)  (7.0) +1.4 (6.4)  234.5 +75.9 210.4	(Consolidated)         Total of group banks           YoY         YoY           (a)         (b)         (c)         (d)           515.2         +51.4         464.1         +43.1           343.1         +37.1         334.2         +33.9           257.5         +9.0         257.5         +9.0           27.2         +4.3         27.2         +4.3           0.5         (1.1)         0.5         (1.1)           164.1         +11.2         126.4         +9.5           31.8%         (1.1)%         27.2%         (0.5)%           19.2         +0.1         19.2         +0.1           144.9         +11.1         107.2         +9.3           8.0         +3.0         3.4         (0.3)           (11.5)         (4.2)         (11.5)         (4.2)           (328.8)         (19.9)         (302.2)         (15.8)           63.8%         (2.7)%         65.1%         (2.9)%           187.3         +31.9         161.8         +27.3           198.3         +34.1         172.8         +29.5           *3         123.4         +8.1         108.9         +7.1 <t< td=""><td>  Consolidated   Form   Form  </td><td>(Consolidated)         Total of group banks         Resona Bank Yoy           (a)         (b)         (c)         (d)         (e)         (f)           515.2         +51.4         464.1         +43.1         272.7         +38.5           343.1         +37.1         334.2         +33.9         183.6         +27.5           257.5         +9.0         257.5         +9.0         139.5         +10.7           27.2         +4.3         27.2         +4.3         14.0         +0.5           0.5         (1.1)         0.5         (1.1)         1.0         +1.3           164.1         +11.2         126.4         +9.5         84.8         +6.9           31.8%         (1.1)%         27.2%         (0.5)%         31.1%         (2.1)%           19.2         +0.1         19.2         +0.1         19.1         +0.1           144.9         +11.1         107.2         +9.3         65.6         +6.8           8.0         +3.0         3.4         (0.3)         4.2         +4.0           (11.5)         (4.2)         (11.5)         (4.2)         (8.0)         (0.5)           (328.8)         (19.9)         (302.2)</td></t<> <td>  Consolidated   VoY</td> <td>  Consolidated   YoY</td> <td>  Consolidated   YoY</td> <td>  Consolidated   VoY</td> <td>  Consolidated   YoY   (c)   (d)   (d)   (e)   (d)   (e)   (f)   (g)   (h)   (</td> <td>  Consolidated   Voy</td>	Consolidated   Form   Form	(Consolidated)         Total of group banks         Resona Bank Yoy           (a)         (b)         (c)         (d)         (e)         (f)           515.2         +51.4         464.1         +43.1         272.7         +38.5           343.1         +37.1         334.2         +33.9         183.6         +27.5           257.5         +9.0         257.5         +9.0         139.5         +10.7           27.2         +4.3         27.2         +4.3         14.0         +0.5           0.5         (1.1)         0.5         (1.1)         1.0         +1.3           164.1         +11.2         126.4         +9.5         84.8         +6.9           31.8%         (1.1)%         27.2%         (0.5)%         31.1%         (2.1)%           19.2         +0.1         19.2         +0.1         19.1         +0.1           144.9         +11.1         107.2         +9.3         65.6         +6.8           8.0         +3.0         3.4         (0.3)         4.2         +4.0           (11.5)         (4.2)         (11.5)         (4.2)         (8.0)         (0.5)           (328.8)         (19.9)         (302.2)	Consolidated   VoY	Consolidated   YoY	Consolidated   YoY	Consolidated   VoY	Consolidated   YoY   (c)   (d)   (d)   (e)   (d)   (e)   (f)   (g)   (h)   (	Consolidated   Voy

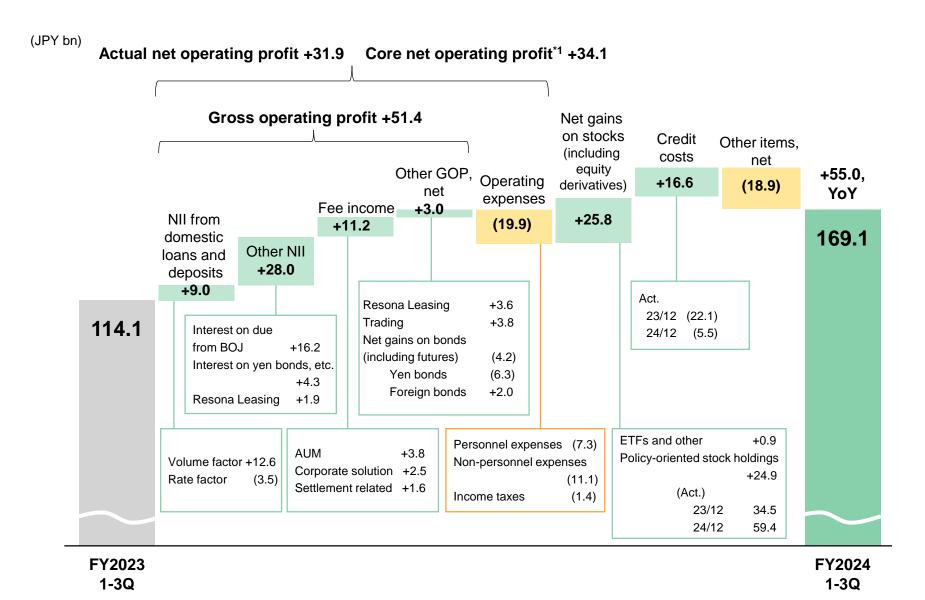
<sup>\*1.</sup> Exclude goodwill amortization by KMB, JPY(0.5) bn, related to acquisition of former Biwako Bank

<sup>\*2.</sup> Actual net operating profit - Net gains on cancellation of investment trusts - Net gains on bonds(spot)

<sup>\*3.</sup> Actual basis excluding operating expenses of Resona Leasing JPY(3.4) bn)

# Factors for the Changes in Net Income Attributable to Owners of Parent (YoY Comparison)





# **Trend of Loans and Deposits (Domestic Account)**



#### Average loan / deposit balance, rates and spread

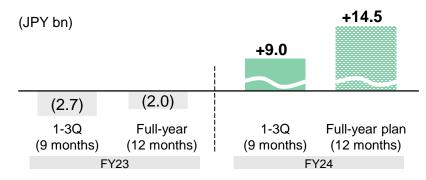
1-3Q of FY24 (YoY): Avg. loan balance +4.84%, Loan rate +5bps [Excluding loans to the Japanese gov. and others] Average loan balance: +5.36%, Loan rate: +4bps

_	=> Full year (Plan)		+5.2	% +6bps				
	<i>C</i> –	.,	ĺ	1-3	3Q	FY2	024	
	Avg. bal. : Trillion Income/Cost : Billion			Act.	YoY <sup>*3</sup>	Plan	YoY <sup>*3</sup>	
	•		,	(a)	(b)	(c)	(d)	
		Avg. bal.	(1)	43.09	+4.84%	43.01	+4.15%	
	Loans	Rate	(2)	0.86%	+0.05%	0.88%	+0.07%	
		Income	(3)	279.4	+28.9	381.1	+46.2	
	Excluding loans to	Avg. bal.	(4)	40.93	+5.36%	41.13	+5.21%	
	the Japanese gov.	Rate	(5)	0.89%	+0.04%	0.92%	+0.06%	
	Corporate banking	Avg. bal.	(6)	24.10	+6.57%	24.26	+6.33%	
	business unit*1	Rate	(7)	0.88%	+0.09%	0.90%	+0.11%	
	Corporate	Avg. bal.	(8)	21.03	+8.13%	21.18	+7.67%	
	Loan	Rate	(9)	0.86%	+0.11%	0.88%	+0.13%	
	Personal banking	Avg. bal.	(10)	14.44	+1.67%	14.48	+1.74%	
	business unit*2	Rate	(11)	1.00%	(0.03)%	1.03%	(0.00)%	
		Avg. bal.	(12)	63.05	+1.15%	63.13	+1.18%	
	Deposits (Including NCDs)	Rate	(13)	0.04%	+0.04%	0.05%	+0.05%	
	,	Cost	(14)	(21.9)	(19.8)	(34.5)	(31.7)	
	Loop to deposit	Spread	(15)	0.81%	+0.01%	0.83%	+0.02%	
	Loan-to-deposit	Net interest	(16)	257.5	+9.0	346.6	+14.5	

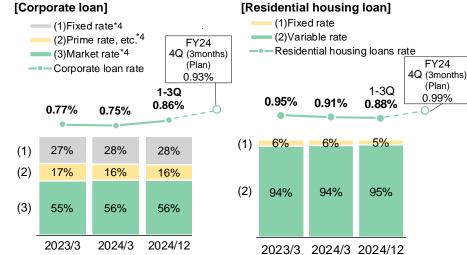
#### Net interest income from domestic loans and deposits

Net interest income of domestic loan and deposit is steadily increasing

[Trends in NII from domestic loans and deposits (YoY change)]



# Loan rate on a stock basis and composition by interest rate type



(Note) The impact of change in the policy interest rate in Jan. 2025 (0.25%  $\rightarrow$  0.50%) has not yet been reflected

<sup>\*1.</sup> Corporate loans (excluding loans to HD) + apartment loans, Figures are for internal administration purpose \*2. Residential housing loans + other consumer loans, Figures are for internal administration purpose

<sup>\*3.</sup> Average balance: rate of change \*4. Corporate banking business unit (excluding apartment loans) + public corporation, etc.

# Term-end Balance of Loans and Deposits

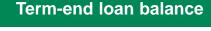
Of which, excluding

loans to the Japanese

24/6 24/9 24/12

FY2024





(1)Corporate (Large companies and other)

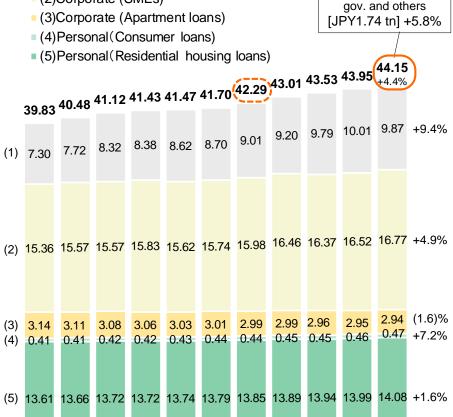
(2)Corporate (SMEs)

JPY tn, % represents YoY change

22/9 22/12 23/3

FY2022

22/6



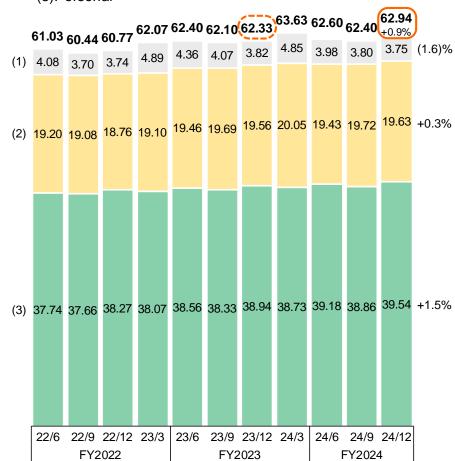
23/6 23/9 23/12 24/3

FY2023

#### Term-end deposit balance

JPY tn, % represents YoY change

- = (1)Other
- (2)Corporate
- (3)Personal

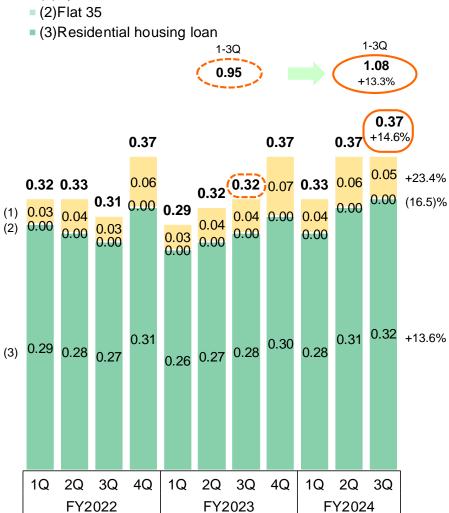


# **Housing Loan Business**

#### New housing loan origination

(1)Apartment loan

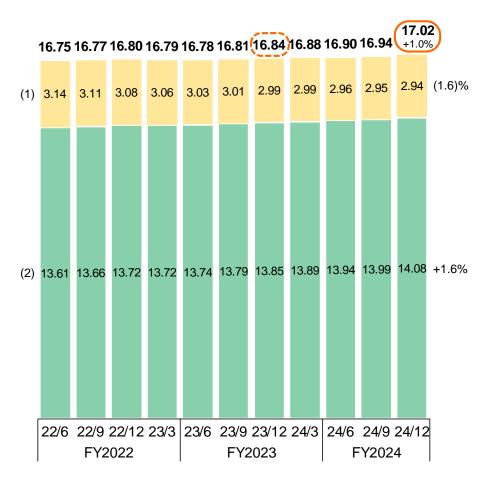
JPY tn, % represents YoY change



#### Term-end housing loan balance

JPY tn, % represents YoY change

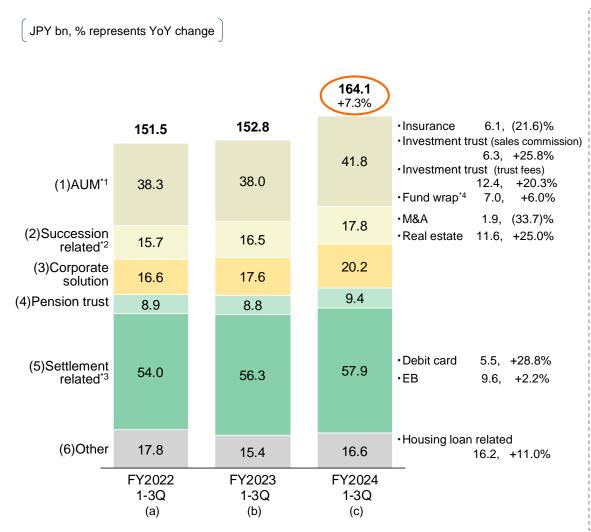
- (1)Apartment loan
- (2)Residential housing loan

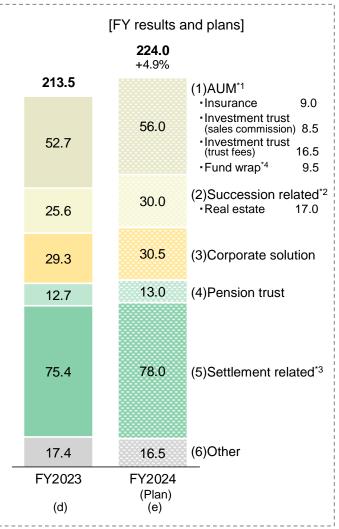


#### **Fee Income**



- Historic-high profit on a 3Q cumulative basis, progress rate against the full year plan: 73.2%
- Increased driven by growth in AUM (up JPY3.8 bn, or 10.0%, YoY), corporate solution (up JPY2.5 bn, or 14.6%, YoY) and settlement related (up JPY1.6 bn, or 2.9%), etc.





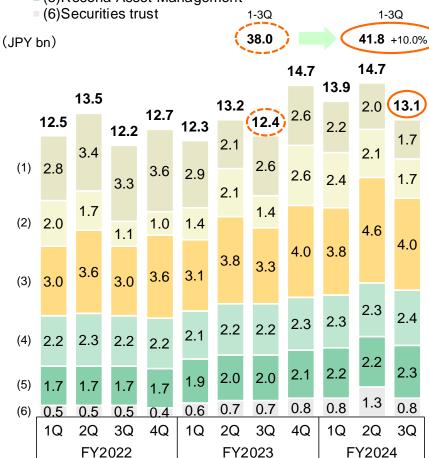
<sup>\*1.</sup> Insurance and investment trust (sales commission and trust fees), fund wrap, securities trust and fee income earned by Resona Asset Management \*2. Asset and business succession related trust, real estate and M&A income \*3. Fees and commission from domestic exchange, account transfer, EB, debit card, etc. and fee income earned by Resona Kessai Service and Resona Card \*4. Including fee income earned by Resona Asset Management

# Major Fee Businesses(1) (AUM)



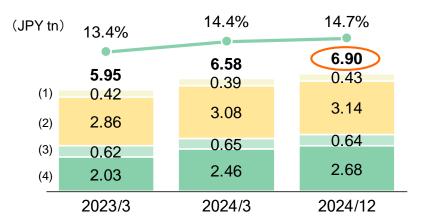
#### **AUM income**

- (1)Insurance
- (2)Investment trust (sales commission)
- (3)Investment trust (trust fees)
- (4)Fund wrap
- (5)Resona Asset Management



# Balance of asset formation support products sold to individuals

- (1)Foreign currency deposits, Public bonds, etc.
- (2)Insurance
- (3)Fund wrap \*1
- (4)Investment trusts\*1 •• Asset formation support product ratio\*2



- Balance of fund wrap\*1,3: Dec. 2024 JPY811.3 bn, +4.6%, YoY Of which, external group JPY111.1 bn
- Change in balance of investment trust and fund wrap : 1-3Q of FY24 Approx. +JPY212.0 bn
  - Net inflow (new purchase withdrawal and redemption):
     Approx. +JPY96.0 bn
- Number of individual customers having investment trust, fund wrap and insurance products:

Dec. 2024 1,009 thousands, +20 thousands, YoY

- Of which, NISA account holders\*4: 457 thousands, +7.4%, YoY\*5
- iDeCo participants\*6: Dec. 2024 201 thousands, +8.3%, YoY
- Securities trust (total assets in custody): Dec. 2024 JPY49.2 tn

<sup>\*1.</sup> Based on market value \*2. Balance of asset formation support products sold to individuals / (balance of asset formation support products sold to individuals and yen deposits held by individuals) \*3. Including corporation and external group \*4. NISA, Junior NISA, Cumulative NISA \*5. After adjusting for the impact of the review of aggregation standards from the end of March 2024 \*6. iDeCo participants + members giving investment instructions

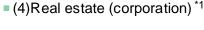
\*\*Resona Holdings\*\*

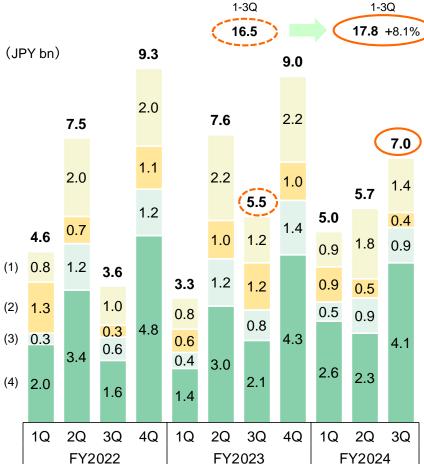
# Major Fee Businesses(2) (Succession, Corporate Solution, Pension Trust)



#### Succession related income

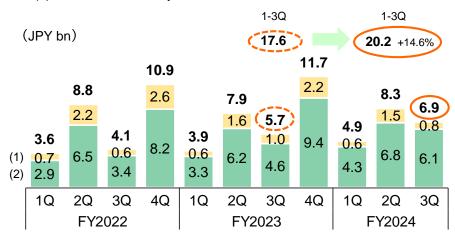
- (1)Asset and business succession related trust
- (2)M&A
- (3)Real estate (individual)



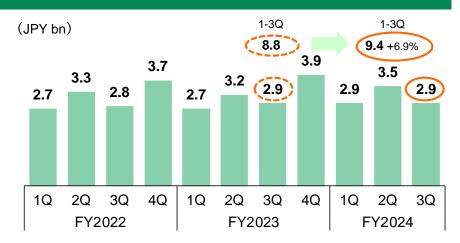


#### Corporate solutions business income

- (1)Private notes
- (2)Commitment line, Syndicated loans, Covenants



#### **Pension trust income**



#### **Credit costs**

		FY2022	FY2	023	FY2	024
(JPY bn)			1-3Q		1-3Q	Plan
		(a)	(b)	(c)	(d)	(e)
HD consolidated	(1)	(15.9)	(22.1)	(35.6)	(5.5)	(40.0)
Total of group banks	(2)	(15.0)	(20.0)	(29.6)	(5.7)	(36.5)
	(-)	(10.0)	(20.0)	(20.0)	(0.17)	(00.0)
General reserve	(3)	(3.1)	0.4	(1.4)	2.5	
Specific reserve and other items	(4)	(11.9)	(20.4)	(28.1)	(8.3)	
New bankruptcy, downward migration	(5)	(45.2)	(29.3)	(40.8)	(38.5)	
Collection/ upward migration and other items	(6)	33.2	8.9	12.7	30.2	
Difference (1) - (2)	(7)	(0.8)	(2.1)	(6.0)	0.1	(3.5)
Of which, housing loan guarantee subsidiaries	(8)	1.4	2.7	2.5	1.8	
Of which, Resona Card	(9)	(1.7)	(1.5)	(2.0)	(1.4)	
<credit cost="" ratio=""></credit>						(bps)
HD consolidated*1	(10)	(3.9)	(6.9)	(8.4)	(1.6)	(9.1)
Total of group banks*2	(11)	(3.6)	(6.1)	(6.8)	(1.7)	(8.1)

(Note) Positive figures represent reversal gains

#### **NPL** balance and ratio (Total of group banks)

(Financial Reconstruction Act criteria)

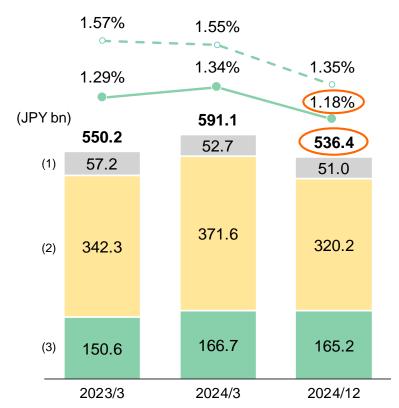
(1)Unrecoverable or valueless claims

(2)Risk claims

(3)Special attention loans

--- NPL ratio

···· (Reference) NPL ratio (HD consolidated)



<sup>\*1.</sup> Credit costs / (Loans and bills discounted + acceptances and guarantees), (Simple average of the balances at the beginning and end of the term)

#### Securities portfolio\*1

(JPY bn, before hedging)	)	2023/3	2024/3	2024/12	Net unrealized gains
		(a) 3,886.8	(b)	(c)	(d)
Available-for-sale securities	Available-for-sale securities (1)		3,948.8	4,339.4	547.5
Stocks	(2)	283.8	261.6	235.0	679.0
Bonds	(3)	2,400.2	2,215.8	2,737.0	(97.3)
JGBs	(4)	645.3	539.3	1,140.0	(57.6)
Average duration (years)	(5)	12.8	11.9	8.6	-
Basis point value (BPV)	(6)	(0.78)	(0.60)	(0.94)	-
Local government and corporate bonds	(7)	1,754.9	1,676.4	1,596.9	(39.6)
Other	(8)	1,202.6	1,471.4	1,367.3	(34.1)
Foreign bonds	(9)	721.5	1,002.1	853.6	(33.8)
Average duration (years)	(10)	5.8	5.5	5.8	-
Basis point value (BPV)	(11)	(0.30)	(0.41)	(0.37)	-
Investment trusts (Domestic)	(12)	474.1	466.9	507.4	(1.5)
(Net unrealized gains)	(13)	472.9	663.3	547.5	
Bonds held to maturity	(14)	3,899.0	4,609.2	5,023.8	(269.6)
JGBs	(15)	2,278.2	2,737.0	3,055.9	(202.2)

# ■ JGBs (available-for-sale securities, c-5 and 6, d-4) after hedging in 2024/12

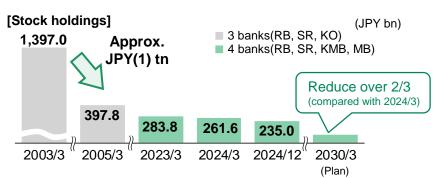
Average duration: 6.6 year, BPV: JPY(0.53) bn, Net unrealized gains: JPY(40.0) bn

#### Status of policy-oriented stock holdings\*2

#### ■ 1-3Q of FY24 (Act.)

Balance of listed stocks disposed (acquisition cost basis): JPY26.6 bn Net gain on sale: JPY59.5 bn (HD consolidated: JPY58.6 bn) Breakeven Nikkei average: Approx. 6,200 yen

- Outline of the plan for reduction of policy-oriented stock holdings (released in May 2024)
  - Aim to create new value to be delivered to customers/ create management resources that can be allocated to growth investment and structural reforms
  - Drastically increase the pace of reduction
    - Reduce over 2/3 of book value by the end of March 2030 (compared with 2024/3)
    - Reduce the fair value-based ratio to consolidated net assets to 10% level (will reduce the ratio to the 20% level in three years in the best-case scenario)
  - Creating and utilizing capital (equivalent to JPY300 bn) to accelerate growth
    - Accelerate efforts to address issues confronting our customers and society as a whole and structural reforms and the strengthening of foundations, which are both necessary to realize CX



<sup>\*1.</sup> Acquisition cost basis. Stocks and others without a quoted market price and investments in partnerships are excluded

<sup>\*2.</sup> Policy-oriented stocks are classified into (i) policy investment stocks and (ii) strategic investment stocks, according to the purpose of holding. Of these, (i) policy investment stocks are targeted for reduction of the balance. All listed shares held by group banks are (i) policy investment stocks

## **Capital Adequacy Ratio**



■ Common Equity Tier1 capital ratio (International standard, the full enforcement, excluding net unrealized gains on available-for-sale securities) as of December 31, 2024 was 10.15%

#### Capital adequacy ratio

	2024/12	Change from 24/3		
CET1 ratio (International std.) (Excluding net unrealized gains on available-for-sale securities)	Full enforcement	(1)	10.15%	+0.25%
(Reference)	Full enforcement	(2)	11.97%	(0.13)%
CET1 ratio (International std.)	Transitional arrangements	(3)	15.17%	(0.21)%
_	F			
(Reference)	Full enforcement	(4)	10.48%	+0.14%
CAR (Domestic std.)	Transitional arrangements	(5)	13.02%	+0.17%

#### [International standard, the full enforcement]

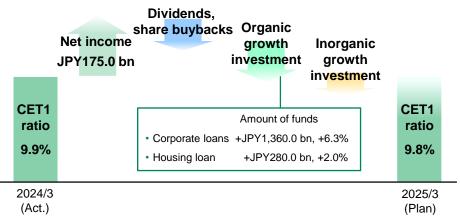
	( JPY bn )		2024/12	Change from 24/3	
(E	ommon Equity Tier1 capital xcluding net unrealized gains on vailable-for-sale securities)	2,259.4	+100.7		
С	ommon Equity Tier1 capital		(7)	2,666.2	+26.9
	Stockholders' equity		(8)	2,302.8	+103.2
	Net unrealized gains on available-for-sale securities		(9)	406.8	(73.7)
	Regulatory adjustments		(10)	(82.3)	+17.5
	isk weighted assets ull enforcement) <sup>*1</sup>		(11)	22,255.7	+453.0
	Credit risk weighted assets		(12)	17,492.5	+213.1
	Market risk		(13)	270.4	+3.5
	Operational risk		(14)	895.6	+32.4
	Floor adjustment		(15)	3,597.0	+203.9

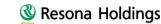
#### Factors for changes in CET1 ratio in 1-3Q of FY2024

- Stockholders' equity (8) +JPY103.2 bn
  - Net income attributable to owners of parent +JPY169.1 bn
  - Share buybacks (completed in Jun. and Dec. 24) JPY(40.0) bn
  - Dividends distributed
     JPY(26.7) bn
- Risk weighted assets (full enforcement) (11) +JPY453.0 bn
  - Increasing loan balance +JPY470.0 bn (including floor adjustment)

#### Factors for changes in CET1 ratio in FY2024

[International standard, the full enforcement (excluding net unrealized gains on available-for-sale securities)]





#### **HD** consolidated

	(JPY bn)	Full-year	Change from initial target	YoY change	
	et income attributable to vners of parent	(1)	175.0	+10.0	+16.1
	Difference	(2)	16.5	+0.5	+1.2
Co	ore income *1	(3)	168.5	+8.5	*2 +9.8

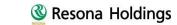
#### **DPS**

			DPS	YoY change
Fu	II-year dividend (forecast)	(4)	23.0 yen	+1.0 yen
	Interim dividend	(5)	11.5 yen	+0.5 yen

#### Total of group banks / Each group bank (non-consolidated basis)

(JPY bn)		Total of group banks		R	RB		SR		KMB		1B
(OF 1 BH)		Full-year	Change from initial target	Full-year	Change from initial target	Full-year	Change from initial target	Full-year	Change from initial target	Full-year	Change from initial target
Gross operating profit	(6)	632.0	+24.0	372.0	+20.0	121.5	+3.5	95.0	+1.0	43.5	(0.5)
Operating expenses	(7)	(406.0)	-	(228.5)	-	(79.5)	(0.5)	(64.0)	-	(34.0)	+0.5
Actual net operating profit	(8)	226.0	+24.0	143.5	+20.0	42.0	+3.0	31.0	+1.0	9.5	-
Net gains on stocks (including equity derivatives)	(9)	64.0	+12.5	43.0	-	9.0	+2.5	0.5	-	11.5	+10.0
Credit costs	(10)	(36.5)	-	(24.0)	-	(6.0)	-	(3.5)	-	(3.0)	-
Income before income taxes	(11)	221.0	+12.0	152.5	+7.5	40.0	+2.5	22.0	(1.0)	6.5	+3.0
Net income	(12)	158.5	+9.5	108.0	+5.0	28.0	+2.0	18.0	+0.5	4.5	+2.0

<sup>\*1.</sup> Net interest income from domestic loans and deposits + Interest on yen bonds, etc. + Fee income + Operating expenses, actual basis excluding operating expenses of Resona Leasing

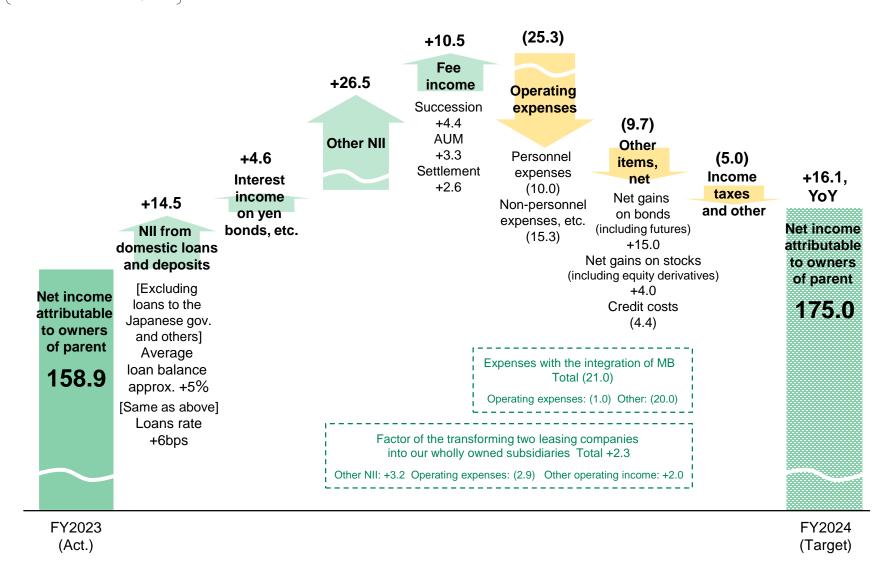


<sup>\*2.</sup> Comparison with the actual basis for the FY23 (excluding the impact of the joint management designated money trust of +JPY2.4 bn)

# (Reference) Rationale for FY2024 Earnings Targets (YoY change)



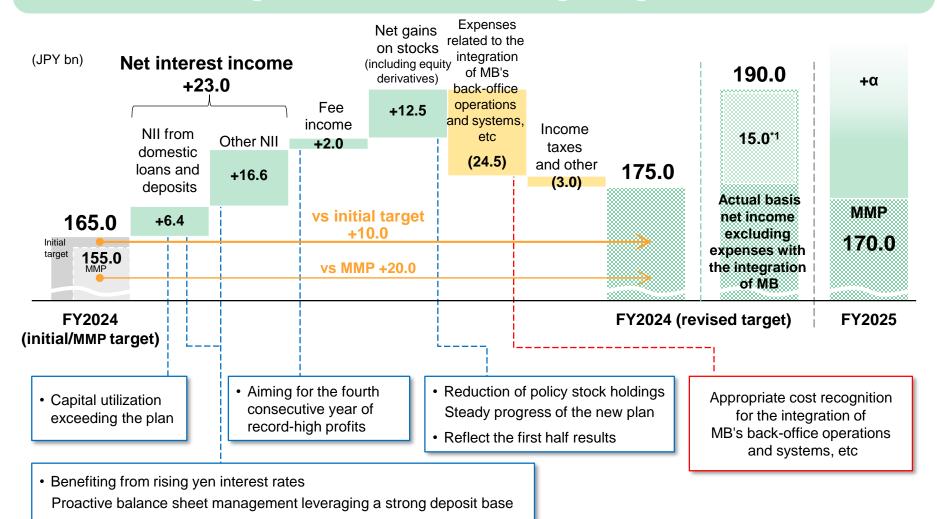
JPY bn, approximate figures



# (Reference: released in Nov. 2024) Rationale for an Upward Revision of FY2024 Earnings Targets (vs initial target)

Upward revision to +JPY10 bn compared to the initial target, and +JPY20 bn compared to the MMP

Aiming for a level of JPY 190 bn, excluding MB integration costs



Resona Holdings

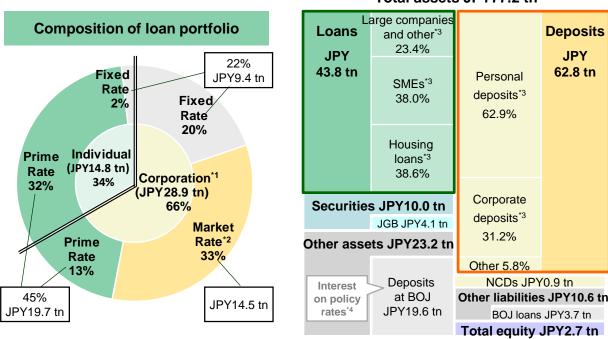
# (Reference)

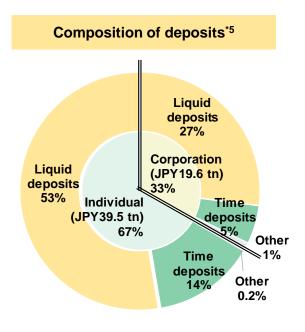
## BS Management Approach Aligned with Possible Hikes in Yen Interest Rates

# Turnaround and raise ROA via a revival of the deposit-lending business and a securities portfolio designed to support stable interest income

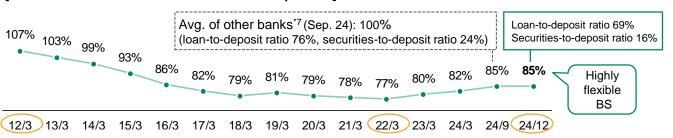
End of Dec. 2024

Total assets JPY77.2 tn

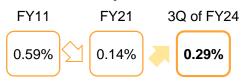




#### [Trends in ratio of loans and securities to deposits\*6]



ROA, which declined in the monetary easing environment, is on a recovery trend



<sup>\*1.</sup> Including apartment loans 
\*2. Market rate-linked loans include the fixed-rate (spread) loans maturing in less than one year

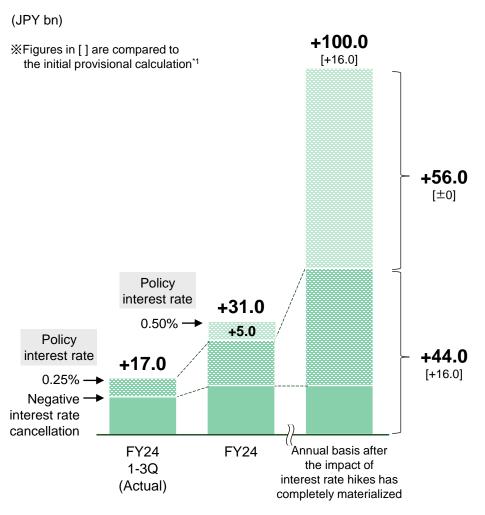
<sup>\*3.</sup> Total of group banks \*4. Applicable to excess reserves (Jan. 27, 2025- 0.50%) \*5. Domestic individual deposits + Domestic corporate deposits

<sup>\*6.</sup> Excluding NCDs \*7. Three megabank groups and top 10 regional banking groups

# (Reference) Possible Impact on Earnings while JPY Interest Rate Hikes (provisional calculation)

After the impact of policy interest rate hikes has completely materiarized, we expect ROE (based on stockholders' equity) to reach 9-10% / ROE defined by TSE to reach 8%





- <Assumption for provisional calculation>
- ✓ Balance sheet : Unchanged (Negative interest rate cancellation ~ 0.25% : As of end of Mar. 2024, 0.25→0.50% : As of end of Sep. 2024)
- Reflecting the impact on loans, investment bonds and time deposits with interest rates that will be updated within a year, as well as savings accounts, deposits at the BOJ and interest rate swaps
- ✓ ROE= Net income (FY24 target\*2) + Impact of the interest rate hikes

  Total stockholders' equity (TSE standard: equity)

(Notes) Major factors not considered in the provisional calculation

#### <Upsides ↑>

- Increase in the balance of loans and investment bonds (Volume factor)
- Impact on loans with interest rate that will be updated after a year
- <Upsides / Downsides ↑↓>
  - Fluctuations in the deposit beta of loans and deposits

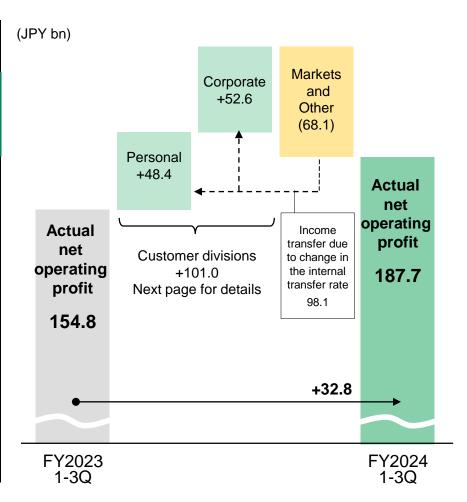
#### <Downsides ↓>

· Increase in expenses and credit costs due to inflation, etc.

# (Reference) Outline of Financial Results of Each Segment



		(JPY bn)	FY2024 1-3Q	YoY Change	
Г		Gross operating profit	(1)	599.3	+122.3
	Customer divisions	Operating expense	(2)	(328.2)	(21.9)
		Actual net operating profit	(3)	271.7	+101.0
		Gross operating profit	(4)	268.0	+59.0
	Personal banking	Operating expense	(5)	(170.7)	(10.6)
	banking	Actual net operating profit	(6)	97.2	+48.4
	Corporate banking	Gross operating profit	(7)	331.3	+63.3
		Operating expense	(8)	(157.5)	(11.3)
	9	Actual net operating profit	(9)	174.4	+52.6
		Gross operating profit	(10)	(83.5)	(69.8)
	Markets and other	Operating expense	(11)	(0.5)	+1.9
		Actual net operating profit	(12)	(83.9)	(68.1)
		Gross operating profit	(13)	515.7	+52.4
	Total	Operating expense	(14)	(328.8)	(19.9)
		Actual net operating profit	(15)	187.7	+32.8



Definition of management accounting

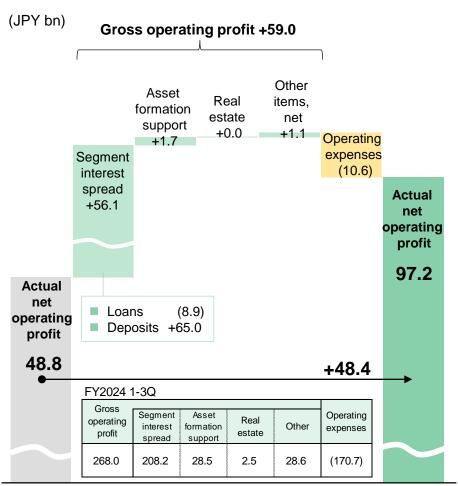
Gross operating profit of "Markets" segment includes a part of net gains/losses on stocks. "Other" segment refers to the divisions in charge of management and business administration

# (Reference) Outline of Financial Results of Customer Divisions



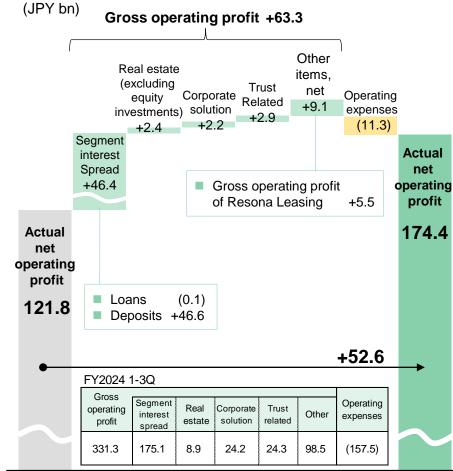
#### Personal banking segment

Actual net operating profit : Up JPY48.4 bn, YoY



#### **Corporate banking segment**

Actual net operating profit : Up JPY52.6 bn, YoY



FY2023 1-3Q FY2024 1-3Q FY2023 1-3Q FY2024 1-3Q Abbreviations and definitions of the figures presented in this material are as follows:

[HD] Resona Holdings\*1

[RB] Resona Bank

[SR] Saitama Resona Bank

[KMB] Kansai Mirai Bank\*2

[MB] Minato Bank

\*1 Resona Holdings and [KMFG] Kansai Mirai Financial Group merged on April 1, 2024

\*2 [KU] Kansai Urban Banking Corporation and [KO] Kinki Osaka Bank merged on April 1, 2019

Negative figures represent items that would reduce net income.

Figures include data for internal administration purpose.

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

These factors may include changes in the level of stock price in Japan, any change related to the government's and central bank's policies, laws, business practices and their interpretation, emergence of new corporate bankruptcies, changes in the economic environment in Japan and abroad and any other factors which are beyond control of the Resona Group.

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.