Resona Group's New Challenge - For Sustainable Growth -





February 2006





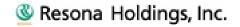
**Resona Group at Glance** 

**Steadily Strengthening Earnings Momentum** 

**Business Infrastructure Developments for Further Growth** 

**Capital Policy for Early Repayments of Public Funds** 

[Reference Material]



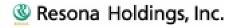
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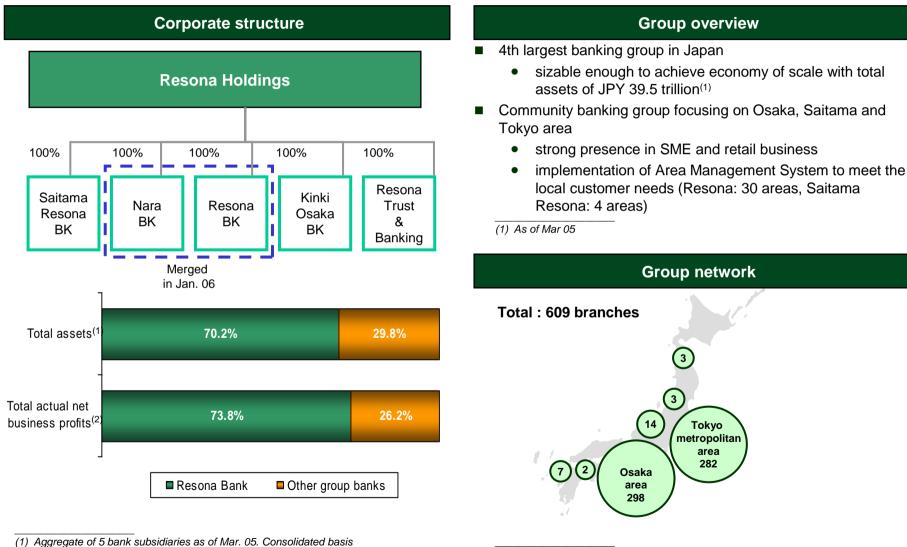
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# **Resona Group at glance: Overview of Resona Group**



(1) Aggregate of 5 bank subsidiaries as of Mar. 05. Consolidated basis (2) Aggregate of 5 bank subsidiaries as of Mar. 05. Non-consolidated basis

- Note: Figures represent the number of the branches as of Mar 05
  - 🔮 Resona Holdings, Inc.

# **Resona Group at glance: Principal markets**

### Strong presence especially in Osaka, Saitama and Tokyo Metropolitan area

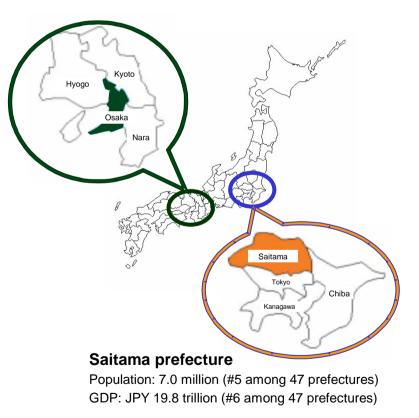
	Deposits							
<deposits> (Billions of Ye</deposits>								
(E)	nd of September 2005)	Tokyo	Saitama	Osaka	Nara			
	nd of deptember 2003)	Metropolis	Pref.	Pref.	Pref.			
Re	esona Group	8,116	8,376	9,999	568			
	Resona	8,012	40	6,944	334			
	Saitama Resona	96	8,335					
	Kinki Osaka	7		3,051	82			
	Nara			3	152			
Sł	nare in each Pref.	5.4%	38.9%	19.3%	10.3%			
_								
Al	Banks	149,416	( 21,533	) ( 51,751	) 5,506			

### Loans

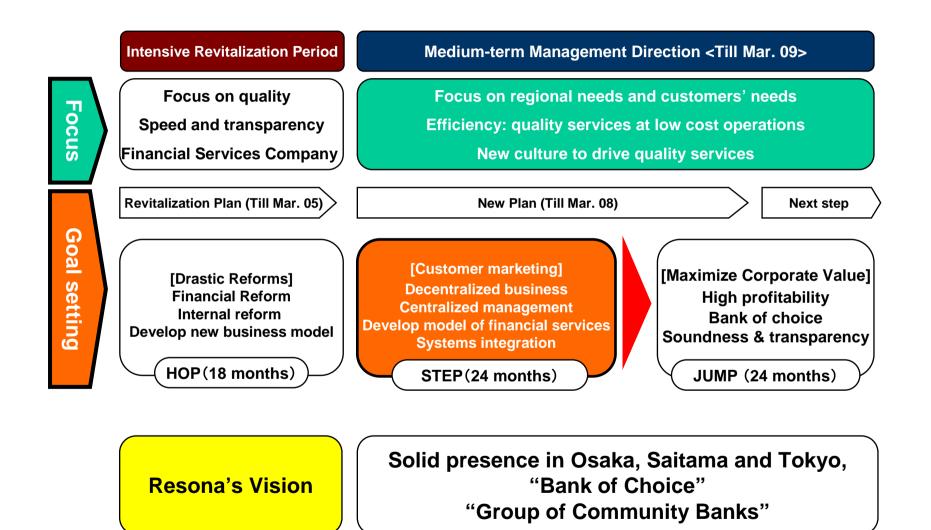
<	Loans>			(B	illions of Yen)
/	nd of September 2005)	d of September 2005) Tokyo		Osaka	Nara
(	nu or September 2003)	Metropolis	Pref.	Pref.	Pref.
R	esona Group	7,941	5,368	7,447	387
	Resona	7,701	53	5,250	209
	Saitama Resona	150	5,314		
	Kinki Osaka	89		2,194	39
	Nara			~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	138
S	hare in each Pref.	5.4%	( 41.7%	) ( 18.2%	) 14.7%
_					
A	ll Banks	148,246	12,867	40,868	2,639

#### Osaka prefecture

Population: 8.8 million (#2 among 47 prefectures) GDP: JPY 39.5 trillion (#2 among 47 prefectures)



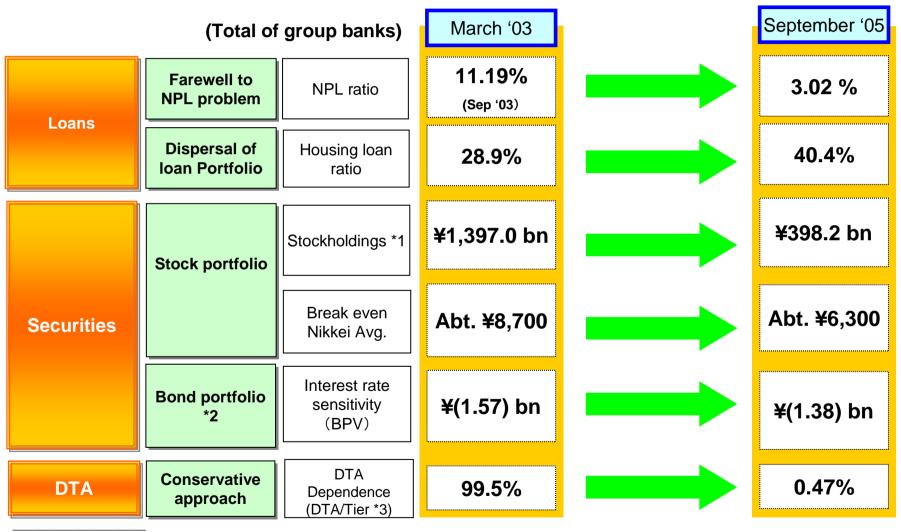
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3

# **Continued improvements in the quality of balance sheet**

### Eliminated any down-side risks inherent in the balance sheet



(1) Marketable stocks included in "other securities" (HD consolidated basis) (2) For domestic bonds (3) HD consolidated DTA / HD consolidated Tier 1 capital

Sesona Holdings, Inc.

# **Progress of the Business Revitalization Plan**

### Steady profits secured through an increase in gross operating profits and stabilization in credit costs

	Intensive	Revitalizatio	on Period	Curre	nt Business	Revitalizatio	n Plan	Target
	FY2003	FY2004		FY2005		FY2006	FY2007	FY2008
(Billions of Yen)	(Actual)	(Plan)	(Actual)	(Plan)	(Estimate*1)	(Plan)	(Plan)	
Gross operating profits	672.7	690.0	709.7	666.0	685.0	692.0	718.0	760.
Net interest income	544.1	534.0	538.1	524.0		542.0	566.0	$\square$
Trust fees	32.7	34.0	35.1	35.0		34.0	34.0	
Fees and commissions*	71.5	70.0	72.3	69.0		73.0	78.0	
Operating expneses	416.8	353.0	345.6	374.0	365.0	364.0	364.0	360.
Actual net operating profits	260.3	338.0	365.2	292.0	320.0	328.0	354.0	400.
Credit-related expenses	1,328.4	(2.0)	(39.3)	76.0	30.0	74.0	74.0	$\square$
Income before income taxes	(1,331.6)	305.0	392.1	194.0	305.0	229.0	261.0	300.
Net Income	(1,692.7)	288.0	386.3	184.0	280.0	219.0	237.0	
*Fees and commissions (excluding housing loan-related exp.)	109.6	110.0	113.6	115.0		123.0	133.0	
Expense ratio (OHR) *2	61.6%	51.1%	48.6%	56.2%	53.3%	52.6%	50.7%	

\*1. Upward revision announced in November 2005

\*2. Operating expenses/gross operating profits before NPL disposal in the trust account (Estimate for FY2005: Operating expenses/Gross operating profits)

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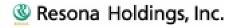
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# **Operating results for the 3Q of FY2005**

### Performance continues to be strong in 3Q-FY2005

(Total of group banks)

		1Q to 3Q FY2005	FY2005 full-year		Progress up to present and outlook going forward
		F12005		3Q progress	outlook going forward
	Gross operating profits	¥507.8 bn	¥685.0 bn	74.1%	Progress up to 3Q almost in line with the full-year forecast (Faster pace if seasonality of trust fee is adjusted)
	Operating expenses	¥245.7 bn	¥365.0 bn	67.3%	Certain expenditures were postponed to 4Q. Expense relating to incentive salary is expected in 4Q
Operating Results	Actual net operating profits	¥262.1 bn	¥320.0 bn	81.9%	Good pace given the positive trends both in top-line income and expenses
	Credit-related expenses	¥1.1 bn	¥30.0 bn	3.7%	Credit expenses up to 2Q was 11.8 bn. Due to additional reversal in 3Q, credit costs up to 3Q is 1.1 bn.
	Net income	¥278.8 bn	¥280.0 bn	99.6%	Net income up to 3Q almost matches full-year forecast
		<b></b>			
	NPL ratio	2.79%	Upper 2% range	_	NPL ratio further declined from 3.02% to 2.79% in 3 months to December 2005
Other Indicators	Cost-to-income ratio	48.4%	53.3%	_	Certain expenses are either postponed to or expected in 4Q. Cost-to-income ratio up to 3Q is below 50%.
	Financial products sold to individuals*2	¥2.41 tn	¥2.70 tn	_	Increase in 9 months up to 3Q is +0.7 tn.

\*1. Announced in November 2005 (May 2005 forecast was revised upward)

\*2. Investment trust, individual annuity, and public bonds sold to individual customers

# **Financial highlights in the 1st. Half of FY 2005**

### Sustained profitability achieved through continued enhancement of financial soundness

### ✓ Resona HD posted ¥174.3bn of net income on a consolidated basis

- Consolidated net income declined from the same period previous year, but exceeded the initial guidance (announced in May 2005) by ¥64.3bn
- Steady growth in non-interest income (trust fees + fees and commission income) 1H FY2005: ¥84.9bn (¥10.3bn, or 10.4%, higher than 1H FY2004)

### Consolidated loan balance hit the bottom and started increasing

### $\checkmark$ Resona HD's consolidated loan balance hit the bottom and increased ¥23.6bn in the 1H

- Clear trend of increase for Saitama Resona (+ ¥143.2bn) and Kinki Osaka (+ ¥9.2bn)
- Resona Bank's loan balance declined (- ¥205bn). However, if a decrease in the former "revival" account and other factor are adjusted, Resona Bank's loan balance has also hit the bottom

### Actions taken for early repayments of public funds

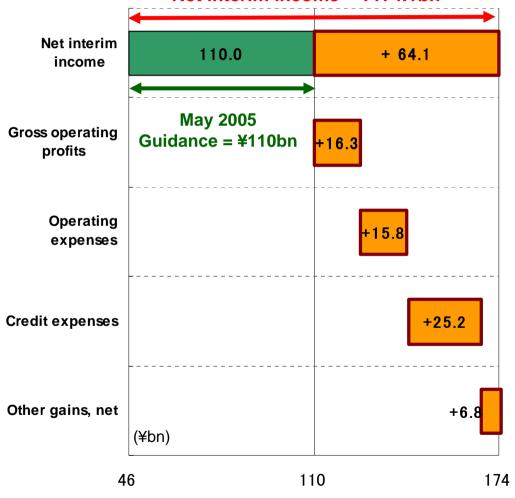
### ✓ Commenced financing in the capital markets and repayments of public funds

- > September 2005: Issuance of perpetual subordinated loans (Euros 0.8bn. and US\$ 1.3bn)
  - $\rightarrow$  Up to Oct. 3, repaid ¥200bn of subordinated loans borrowed from the government
- > July 2005: Issuance of preferred securities (US\$ 1.15bn)
  - → On November, 18, redeemed ¥264.2bn of extant preferred securities before their maturities
- ✓ Combined earned surplus (Resona HD + its subsidiary banks) at end of March 2006 is expected to be ¥180bn higher than the target in the Business Revitalization Plan

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# Summary of income in 1H FY2005 (Total of group banks)

Net interim income increased ¥64.1bn (58%) from the initial guidance announced in May 2005

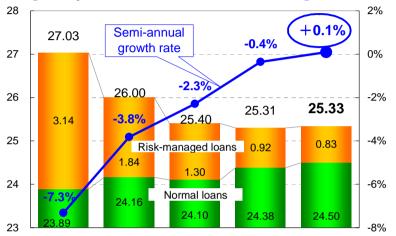


Net interim income = ¥174.1bn

- ✓ Combined net interim income increased ¥64.1bn (58%) from May 2005 guidance
- ✓ Gross operating profits increased around 5% from May 2005 guidance primarily due to sustained strong growth of fees and commission income and marketrelated income
- ✓ Successful completion of systems integration led to cutback of expenses included in May 2005 guidance, and continued efforts to reduce other operating expenses resulted in savings of ¥15.8bn from May 2005 guidance
- ✓ Credit costs for the 1st half were ¥11.8bn, down ¥25.2bn from May 2005 guidance. Continued improvements in asset quality and gains from recoveries of written-off claims are the main factors accounting for the decrease
- ✓ Resona Bank posted gains from disposal of preferred stocks it acquired through DE swap. Such stock gains and net of profits and losses from other sources account for the increase of ¥6.8bn from May 2005 guidance

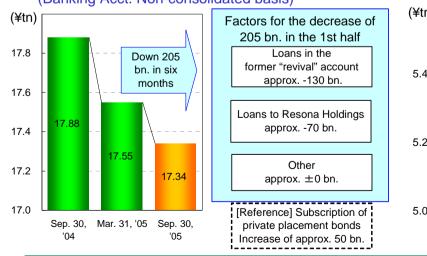
# Loan business: (1) Overall trend

### Group's consolidated loan balance hit the bottom in the 1st half of FY2005



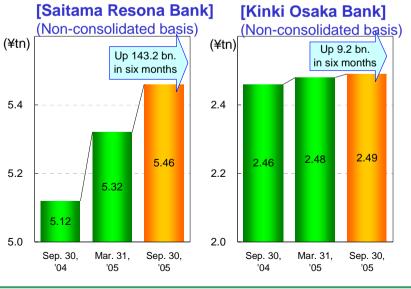
#### (¥tn) [Group's consolidated loan balance]

Sep. 30, '03 Mar. 31, '04 Sep. 30, '04 Mar. 31, '05 Sep. 30, '05



#### [Resona Bank's loan balance] (Banking Acct. Non-consolidated basis)

- Group's consolidated loan balance hit the bottom in the 1H of FY2005 (Normal loan portion already hit the bottom in the 1H of FY2004)
- ✓ Clear trend of increase for Saitama Resona Bank and Kinki Osaka Bank
- ✓ If a reduction of loans in the former "revival" account (-¥130bn) and collection of loans to Resona Holdings (-¥70bn) are excluded, Resona Bank also maintained the balance at the previous fiscal year-end
  - → balance increased if subscription of private placement bonds are taken into account

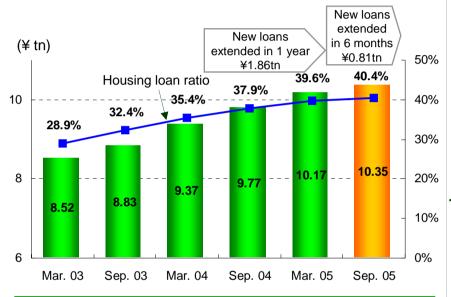


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# Loan business: (2) Housing loan

### Housing loan ratio rose to 40%

- ✓ Housing loan balance ¥10.35tn (+ 0.18tn in 6 months\*)
  - \* After adjustments to exclude effects from systems integration +0.3tn



### Trend in housing loan market

- ✓ Robust housing supply
  - About 0.3 million households will be newly added between 2005 and 2010 (Adverse effects from population decrease offset by shrinking size of household)
  - Housing starts stay at 1.1 to 1.2 million per year
  - Supply of over 80 thousands condominiums per year will be sustained in the Tokyo Metropolitan area
- ✓ Expanding market for private sector
  - HLC stop extending new loans
  - Actively promote "Flat 35" (new opportunities)

### Comprehensive approach to maximize profitability

✓ Efforts towards maximizing income and minimizing operating expenses and credit costs

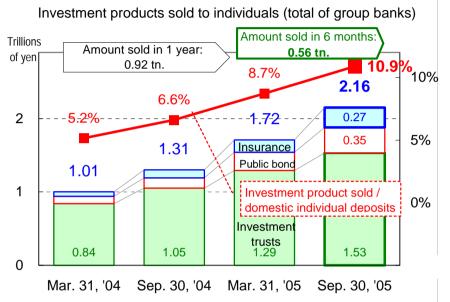
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# Fee business: (1) Sale of financial products

### Financial products sold to individual customers



### Growth potential of investment products market

### ✓ Vast unexplored market

Total household financial assets ¥1,400tn 50% of such assets held in the form of deposits Investment trust portion significantly lower than other countries (Japan 9%, U.S. 46%, U.K. 18%, Germany 26%)

### ✓ First baby boomers soon to retire

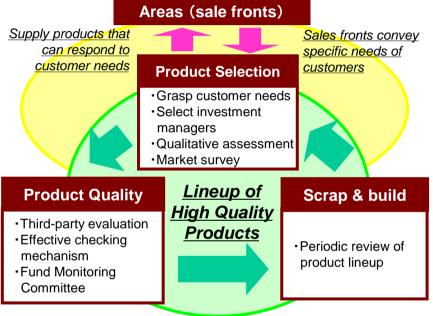
First baby boomers (born between 1947 and 1949, employed population around 3 million) will start retiring in 2007 and subsequent years at the age of 60 Retirement pay alone is said to reach ¥50tn

→ First baby boomers transacting with Resona Bank 0.73 million (share to total first baby boomers 13.8%)

### Measures to strengthen sales capability

### ✓ Distributor model

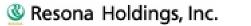
Procure best products from outside the Group regardless of any *Keiretsu* 



### ✓ Personnel for consulting-based marketing

•Fund management consultants

- (Those having experience in securities and insurance companies)
- 212 staffs (Sep 04)  $\rightarrow$  345 staffs (Sep 05)
- ·Counter consultants (in-house qualification)
- 145 staffs (Sep 04)  $\rightarrow$  594 staffs (Sep 05)
- Development of education program to raise professional staff OJT program, etc.

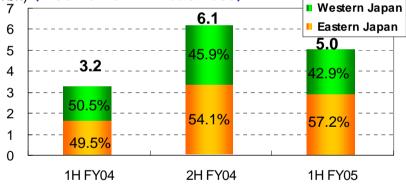


## Fee business: (2) Real estate business, corporate pension business

### Real estate business

- ✓ 1H FY2005 Income from RE business ¥5.0bn (Up ¥1.0bn from plan target, Up ¥1.8bn from 1H FY2004) Highest profits achieved in the past 10 years
- ✓ Shifted office licenses to Tokyo Metropolitan Area
  - (2H FY2003) 30 office licenses are shifted to TMA [Licensed office]
    - Eastern Japan 57 (of which TMA 56), Western Japan 47
  - Capturing more transactions in Eastern Japan market (Exploring the former Asahi Bank's market)

# (¥bn) (Income from RE business)



### ✓ Strengthened staff members of RE business division

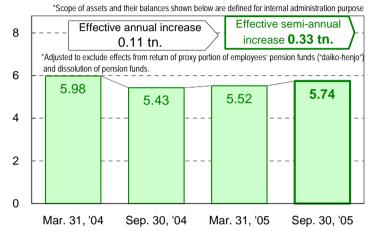
- Added 25 staffs (sale promotion) in 2H FY04 and 1H FY05
- Of which, 13 members are recruited from real estate sector

### ✓ Diversifying income source

- Securitization business
- Equity investments in real estate fund
- Expand the size of own real estate fund

### **Corporate pension business**

### [Corporate pension entrusted to Resona Trust]



✓ Daiko-henjo is ending, and fund dissolution declining [Number of Daiko-henjo] (Employees' pension fund) FY2003 203 cases, FY2004 438 cases, 1H FY2005 95 cases [Fund dissolution] (Employees' pension fund) FY2003 92 cases, FY2004 81 cases, 1H FY2005 19 cases

### ✓ Share of lead manager positions for Jointly established multi-company funds (JEMF) : 24%

- Maintained No.1 share among trust banks and insurance companies

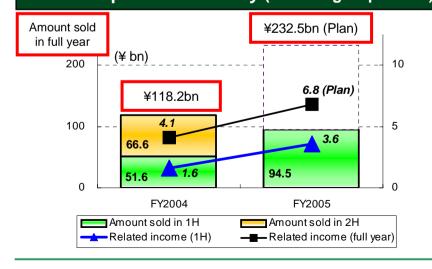
### [Future strategy]

- ✓ Abolition of tax-gualified pension fund (2012) and shift to new defined benefit plan
  - Retain customers by giving advice on transition to new plan
  - Actively promote new DB-type plan

# **Trend of fee income**

Each business maintained growth momentum

#### Sales of investment trust (Total of group banks) Real estate business (Resona Bank) 776.2bn (Plan) Amount sold ¥677.2bn in full year 20.8(Plan) Related income (¥bn) 18.3 (full year) 750 15 ¥9.4bn 15 500 12.4 348.9 10 6.1 250 8,5 5 3.2 328.3 406.9 0 0 5 FY2004 FY2004 FY2005 Amount sold in 1H Amount sold in 2H ∎1H **□**2H Related income (1H) — Related income (full year) Sales of personal annuity (Total of group banks)

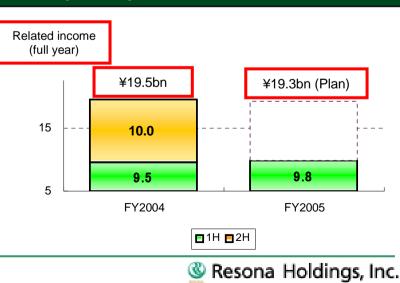


### **Corporate pension business (Resona Trust)**

¥13.0bn (Plan)

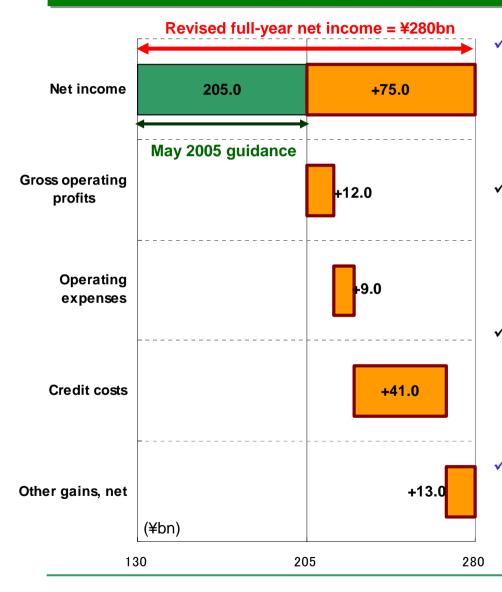
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FY2005



# New full-year forecasts for FY2005 (Total of group banks)

### Projection of full-year net income for FY2005 was revised upward from ¥205bn to ¥280bn



### ✓ [Gross operating profits] Up ¥12.0bn from May 2005 guidance

Non-interest income from sale of investment trusts and other sources are in good shape and make up for the decline in interest income. Also, bond income in the 1H was strong. Due to these factors, full-year forecast is revised upward by ¥12.0bn

### ✓ [Operating expenses] Down ¥9.0bn from May 2005 guidance

Operating expenses in 1H was ¥15.8bn lower than the initial guidance. Certain expenses for strengthening marketing capabilities reflected in the initial guidance were postponed to the 2nd half. All of these factors included, operating expenses are projected to be ¥9.0bn lower than the May2005 guidance

### ✓ [Credit costs]

### Down ¥41bn from May 2005 guidance

Initial full-year guidance of ¥71bn was revised to ¥30bn. [1H] Initial projection ¥37.0bn, Actual ¥11.8bn [2H] Initial projection ¥34.0bn, New projection ¥18.0bn

### ✓ [Other gains, net] Up ¥13.0bn from May 2005 guidance

Resona Bank posted gains of ¥28.5bn from the sale of preferred stocks it acquired through DE swaps in the past and other transactions. Gains from other sources combined account for the increase of ¥13.0bn

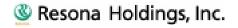
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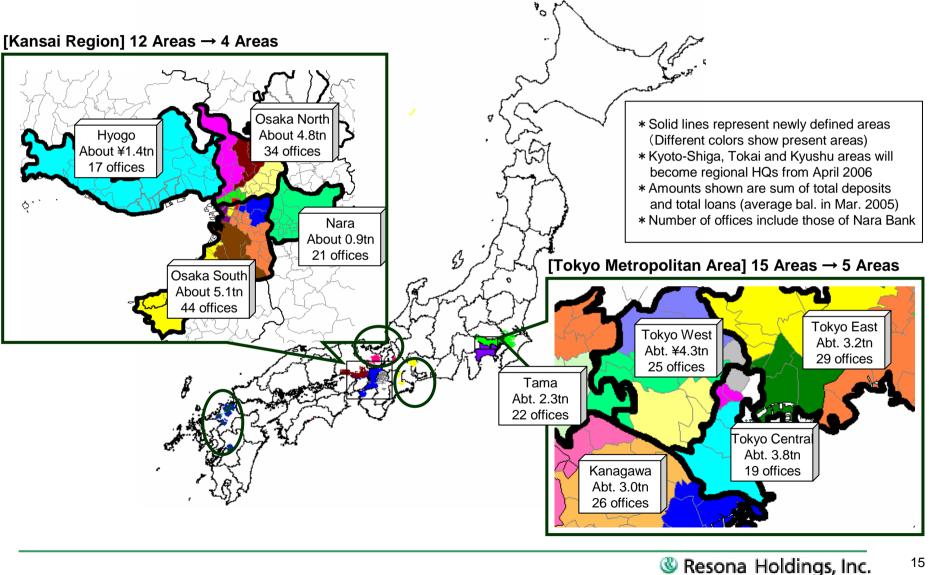
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## **Optimization of Area Management System (Resona Bank)**

Resona Bank concentrates its area marketing units into 9 areas and 3 regional HQs from Apr. 2006

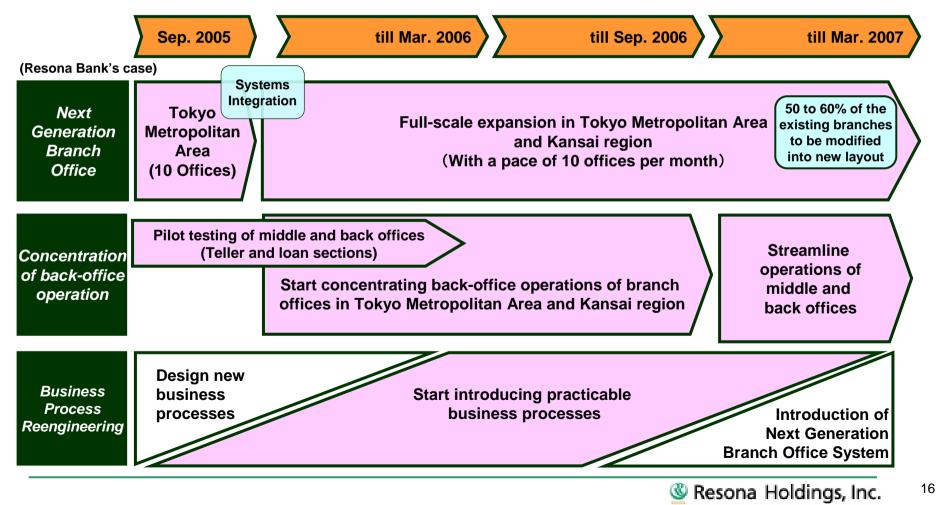


## **Business infrastructure developments:**

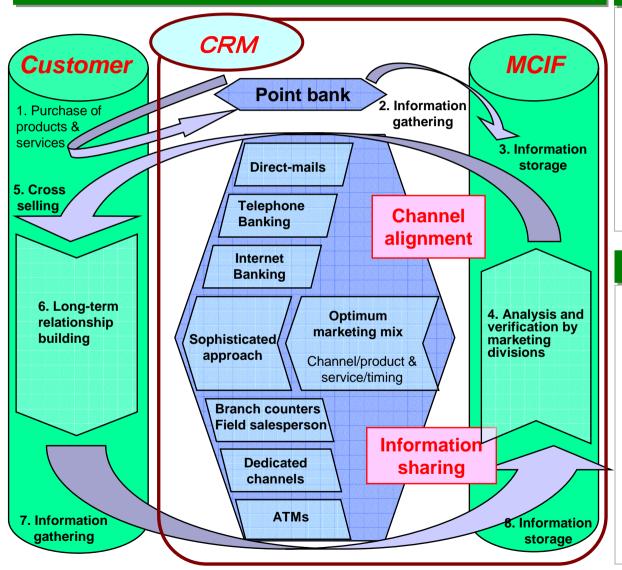
## (1) Accelerating introduction of next-generation branch offices

Start full-scale introduction of next-generation branch offices to bring down operation costs

- ✓ Start full-scale introduction in the Tokyo Metropolitan Area and Kansai region
- ✓ Integrating back-office operations of branch offices one by one starting from the offices where layout changes are completed



## **Business infrastructure developments: (2) Introduction of CRM system**



### **Outline of CRM System**

### **Major Functions**

✓ Information sharing

- Displaying customer information
- Storing and viewing transaction history
- ✓ Channel alignments
  - Above information and functions accessible from branch offices and call centers
- ✓ Assistance to sales activities
  - Displaying recommended products
- Management of in-process transaction

### Schedule

#### [Introduction to branch offices]

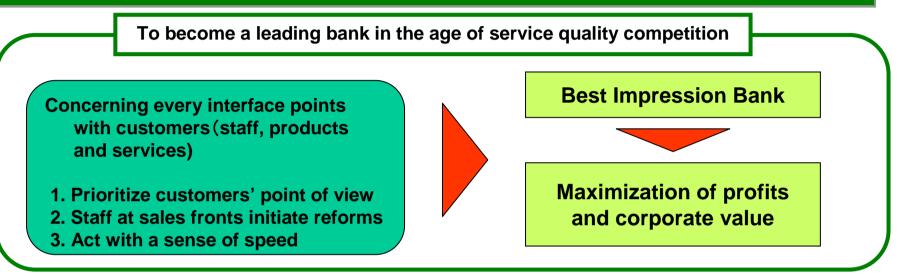
- Progress up to September 2005
  Resona Bank: 20 branches
  Saitama Resona Bank: 30 branches
- ✓ Following completion of systems integration, new CRM system will have been introduced to every branch by the end March 2006.

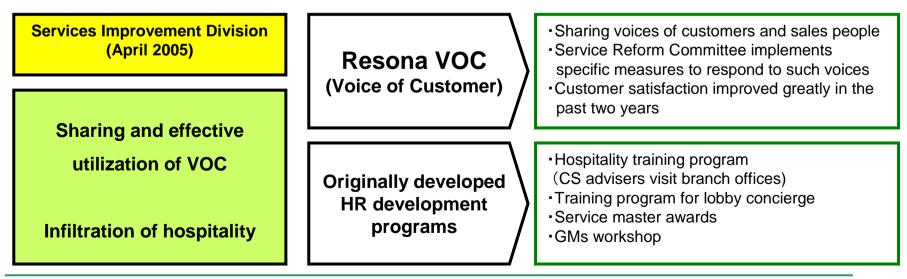
### [Channel alignment]

- ✓ As of September 2005, branches and call centers can access to new CRM system
- ✓ Accessibility will be expanded to ATMs and internet banking system

## **Business infrastructure developments: (3) Service reform**

### Reforming services to become a bank that makes the best impression on customers





## **Business infrastructure developments: (4) Business alliances**

[New Alliances in FY 2005] (Underlined Italics parts)

✓ Tie-up with IDU for internet-based auction for collection of delinquent housing loans

✓ Tie-up with JR East for mutual open-of ATMs, royalty points exchange and new multi-function cards

✓ Royalty points exchange program with 12 well-known companies (Start in April 2006)

Objective	Alliance area	Partners		
	Securities	Nomura Securities, Matsui Securities, D-Brain Securities, IPO Securities		
	M&A	Mizuho Securities		
Solution	International banking	Bank of East Asia, Bangkok Bank, Bank of Tokyo Mitsubishi, etc.		
	Insurance	Alico Japan, The Dai-ichi Mutual Life Co.		
	Real estate auction	IDU		
	Credit card	Credit Saison		
	Network	IY Bank, Lawson, JR East		
Convenience	Royalty points	IY Card Service, NTT Docomo, CCC, JTB,		
	exchange, etc.	Joshin, Cecile, Takashimaya, JR East, JAL		
		International, Yodobashi Camera, Rakuten		
Products & services	Investment trust	Credit Agricole, etc.		
	Private banking	Shinwa Art Auction, etc.		
line-up	Housing loan	Art Corporation		
Channal	Other	Yoshinoya D&C		
Channel		Tully's Coffee, etc.		

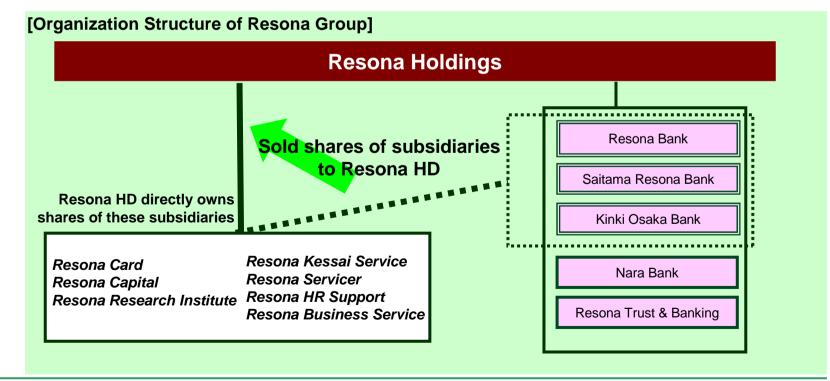
## Business infrastructure developments: (5) Optimization of corporate structure

### Planned merger between subsidiary banks

- ✓ Resona Bank and Nara Bank plan to merge in January 2006
- $\checkmark$  Both banks will integrate their systems at the same time with the merger
- ✓ Nara bank's operation will be integrated into the Nara regional HQ of Resona Bank

### Strategic subsidiaries repositioned as direct subsidiaries of Resona Holdings

✓ Strategic subsidiaries clearly repositioned as common platform for the entire group by making them direct subsidiaries under the holding company



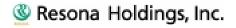
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## Restart of financing in capital markets expanded available options

Significant improvements in credits enabled restart of large-scale financing in capital markets

- ✓ Financing via capital securities in 9 months to September 2005 ranked top level globally
- ✓ <u>The first T1 qualifying securities</u> ever issued by Japanese banks under new regulation



### Expanded capital policy options including start of large-scale repayments of public funds

- Active control of capital costs
  Redeemed extant T1 preferred securities utilizing the proceeds from new T1 financing and strengthened retained earnings due to stronger earnings momentum
- ✓ Commenced large-scale repayments of public funds
  Repaid ¥200bn of subordinated loans utilizing the proceeds from new UT2 financing

# **Exit policy on public funds**

	(Billions of Yen)	Date of Mandatory Conversion	Sep.30, 2005 (A)	Oct.31, 2005 (B)	Amount Repaid (B) - (A)	Governing Law	
P	referred stock		2,531.5	2,531.5	0.0		<b>√</b>
	Class B No.1	Apr. 1, 2009	408.0	408.0	0.0		
	Class C No.1	Apr. 1, 2015	60.0	60.0	0.0	Early Strengthening Law	
	Class E No.1	Dec. 1, 2009	300.0	300.0	0.0	Larly Strengthening Law	
	Class F No.1	Dec. 1, 2014	100.0	100.0	0.0		
	Class one No.1	Not attached	550.0	550.0	0.0		<b> </b>
	Class two No.1	Not attached	563.5	563.5	0.0	Deposit Insurance Law	ľ
	Class three No.	Not attached	550.0	550.0	0.0	Deposit insurance Law	
С	common stock	Not attached	296.4	293.7	(2.7)		
9	ubordinated loan	Perpetual	300.0	100.0	(200.0)	Stabilization Law	
<sup>o</sup>	Suborumateu Ioan	@100bn X 3	500.0	100.0	(200.0)	Early Strengthening Law	
	Total		3,128.0	2,925.2	(202.7)		
1,200	)	Mar. 05 Sep. 05	5 Mar. 06	Mar. 07	Z Ma	r <u>. 08 Mar 0</u> 9	• <b>√</b>
1,000	l I	andatory conv	version du	e in 2014 a	and 2015 (·	1,063 +160 bn)	.3
800		++				53.3	
	<u>708bn: m</u>	andatory conv	version du	<u>e in 2009</u>			
600	)	(Est) 63 (Act) 545.6		643.3 ned earning	ns expected	to reach the	
400	) (Act) <b>39</b>	4.3				target in BRP	~
200		294.3	earn	ings (Busin	umulation o less Revita + Subsidia	lization Plan)	

- Resumed large-scale financing in capital markets and repaid ¥200bn of subordinated loans utilizing the proceeds from the new UT2 financing
- ✓ First priority is to redeem the ¥868bn with a mandatory conversion feature (issued under the Early Strengthening Law) by accumulating sufficient retained earnings so as not to cause dilution from larges-scale conversion
- ✓ Based on the revised full-year earnings estimate, retained earnings is expected to reach the level more than ¥180bn higher than the target in the BRP
- → Accumulation almost 1 year ahead of BRP

If we attain the forecasted earnings for this full-year period, we'll be able to secure the level of retained earnings equivalent to 90% of the ¥708bn, which comes due for mandatory conversion in 2009, by the end of March 2006.

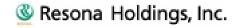
✓ Basically a similar approach with respect to the ¥1,663.5bn of preferred stocks issued under the Deposit Insurance Law. We will further accelerate the pace of accumulation by implementing such measures that enhance profitability further **Resona Group at Glance** 

**Steadily Strengthening Earnings Momentum** 

**Business Infrastructure Developments for Further Growth** 

**Capital Policy for Early Repayments of Public Funds** 

[Reference Material]

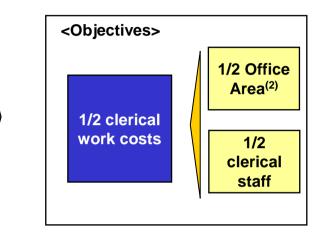


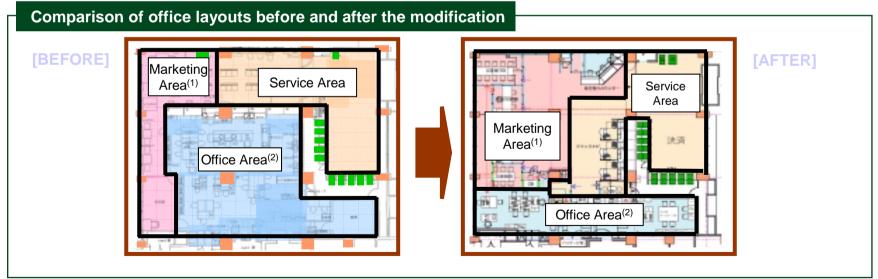
# **Reform of branch offices**

### Business Processing Reformation (BPR)<sup>(1)</sup> in branch offices

- Zero waiting time
- No transaction slips and seal impression
- No back-office staff

Storefront	Introduction of "module box"
Cash Handling	Cash transactions handled by ATMs
Back Office	No back-office staff



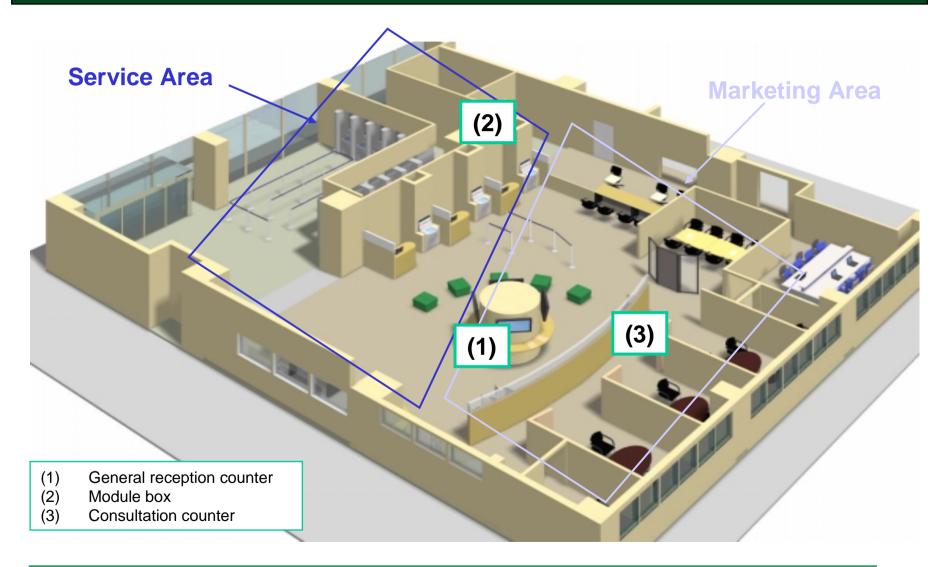


(1) Enlargement of marketing area: Approx. 66 square meters  $\rightarrow$  Approx. 132 square meters (Doubled)

(2) Cutback in office space: Approx. 132 square meters  $\rightarrow$  Approx. 66 meters (Halved)

# **Business process reengineering in branch offices (1)**

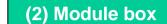
### Layout image of pilot office



# **Business process reengineering in branch offices (2)**

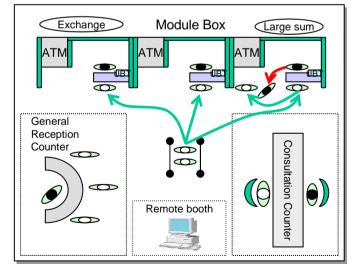
### Layout image of pilot office

### (1) General reception counter



\* Application for a business model patent submitted







(3) Consultation counter



Resona Holdings, Inc. 25

# **Earnings plan (Business Revitalization Plan)**

#### (Total of Five Banks)

										_
	FY2003	FY2004	FY2005	FY2006	FY2007		FY2003	FY2004	FY2005	
(Billions of Yen)	(Actual)	(Actual)	(Plan)	(Plan)	(Plan)	(Billions of Yen)	(Actual)	(Actual)	(Plan)	
Gross operating profit	672.7	709.7	666.0	692.0	718.0	Total assets (Note.1)	43,354.2	41,565.6	41,180.0	
Trust fees	32.7	35.1	35.0	34.0	34.0	Loans and bills discounted	27,261.4	25,532.7	26,620.0	_
NPL disposal in trust account	4.4	1.1	0.0	0.0	0.0	Securities	7,031.1	7,549.9	7,370.0	
Interest income	629.4	613.0	597.0	608.0	629.0	Trading assets	534.6	774.0	980.0	
Interest expense	85.2	74.9	73.0	66.0	63.0	DTA (term-end bal.)	51.1	46.8	40.8	
Net fees & commissions	71.5	72.3	69.0	73.0	78.0	Total liabilities (Note.1)	41,485.2	40,566.0	40,060.0	
Net trading income	21.8	21.9	22.0	24.0	24.0	Deposits and NCDs	33,074.1	32,939.6	32,630.0	_
Other operating income	2.3	42.1	16.0	19.0	16.0	Trading liabilities	11.0	9.0	12.0	
Gains/(losses) on bonds	(6.6)	17.3	0.0	0.0	0.0	DTL for land revaluation (term-end bal.)	45.7	46.2	45.5	
Actual net operating profit *	260.3	365.2	292.0	328.0	354.0	Total shareholders' equity	1,130.2	1,509.2	1,328.6	
Net operating profit	275.3	366.5	292.0	328.0	354.0	Capital stock	384.7	404.7	404.7	1
Provision to general reserve	(19.4)	(2.4)	0.0	0.0	0.0	Capital reserve	416.3	433.8	433.8	
Expenses	416.8	345.6	374.0	364.0	364.0	Other capital surplus	1,777.0	88.7	88.7	
Personnel expense	123.7	111.1	122.0	121.0	121.0	Earned surplus reserve	20.0	20.0	20.0	
Non-personnel expenses	267.3	213.5	230.0	221.0	221.0	Retained earnings (Note 2)	(1,675.6)	349.8	184.8	
Disposal of NPL	1,343.4	53.6	76.0	74.0	74.0	Land revaluation excess	66.8	64.3	66.6	
Net gain/(loss) on stocks	(19.9)	45.1	0.0	0.0	0.0	Net unrealized gains/(losses) on other securities	140.9	147.6	130.1	
Ordinary profit/(loss)	(1,152.5)	317.2	196.0	236.0	262.0	(Management Indicators) (Note.3)				
Extraordinary gains	36.4	130.6	0.0	0.0	0.0	Yield on interest earning assets (A)	1.66	1.67	1.62	
Extraordinary losses	215.5	55.6	2.0	7.0	1.0	Interest earned on loans and bills discounted	2.06	2.04	1.98	
Income taxes - current	6.5	6.7	10.0	10.0	24.0	Interest on securities	0.79	0.94	0.77	
Income taxes - deferred	354.5	(0.9)	10.0	10.0	24.0	Total cost of funding (B)	1.24	1.06	1.15	
Net income/(loss)	(1,692.7)	386.3	184.0	219.0	237.0	Interest paid on deposits and NCDs (D)	0.11	0.10	0.09	
* Actual not operating profit - Not oper	ating profit hof	oro provicion to	gonoral rocon	io and		$\Omega_{\text{Vorall interest spread}}(\Lambda)$ (B)	0.41	0.61	0.47	

)		Other capital surplus	1,777.0	88.7	88.7	88.7	88.7
)		Earned surplus reserve	20.0	20.0	20.0	20.0	20.0
)		Retained earnings (Note 2)	(1,675.6)	349.8	184.8	220.2	238.2
)		Land revaluation excess	66.8	64.3	66.6	66.6	66.6
)		Net unrealized gains/(losses) on other securities	140.9	147.6	130.1	130.1	130.1
)		Management Indicators) (Note.3)		-			
)	F	rield on interest earning assets (A)	1.66	1.67	1.62	1.66	1.73
_		field off interest carriing assets (ry	1.00	1.07	1.02	1.00	1.73
)		Interest earned on loans and bills discounted	2.06	2.04	1.98	1.00	1.73
)		5 ()			_		
)		Interest earned on loans and bills discounted	2.06	2.04	1.98	1.96	1.97
))		Interest earned on loans and bills discounted Interest on securities	2.06 0.79	2.04 0.94	1.98 0.77	1.96 0.85	1.97 0.94

61.56

48.61

56.15

Cost-to-income ratio (OHR)

\* Actual net operating profit = Net operating profit before provision to general reserve and

NPL disposal in the trust account

\*1. Assets and liabilities are stated in average balance. Stockholders' equity is reported in term-end balance.

\*2. Earned surplus excluding earned surplus reserve

\*3. Management indicators other than OHR, ROE and ROA are based on the total figures of four subsidiary

banks excluding Resona Trust & Banking.

52.60

FY2006

(Plan)

40,800.0

27,490.0

6,680.0

980.0

37.8

12.0

45.5

1,364.0

404.7

433.8

39,710.0

32.720.0

FY2007

(Plan)

40,640.0

28,500.0

6,000.0

980.0

21.9

12.0

45.5

1,382.0

404.7

433.8

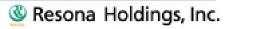
50.69

39,540.0

33,000.0

# **Preferred stocks issued under the Early Strengthening Law**

	Class B Preferred Stock	Class C Preferred Stock	Class E Preferred Stock	Class F Preferred Stock
Driginal issuer and name of securities	Daiwa Bank Class B Series 1	Kinki Osaka Bank Series 1	Asahi Bank Series 1 Class 2	Asahi Bank Series 2 Class 2
Driginal issue date	3/31/1999	4/26/2001	3/31/1999	3/31/1999
Current number of shares	680,000 shares	120,000 shares	240,000 shares	80,000 shares
ssue price per share	JPY 600,000	JPY 500,000	JPY 1,250,000	JPY 1,250,000
Driginal total amount of financing	JPY 408 Billion	JPY 60 Billion	JPY 300 Billion	JPY 100 Billion
hareholders	RCC	RCC	RCC	RCC
referred dividend				
Dividend per share	JPY 6,360	JPY 6,800	JPY 14,380	JPY 18,500
Yield	1.06%	1.36%	1.1504%	1.48%
onversion rate				
Convertible period	6/30/1999	1/1/2002	7/1/2002	7/1/2003
	3/31/2009	3/31/2015	11/30/2009	11/30/2014
Determination of conversion	Rate	Price	Price	Price
Current conversion price	(JPY 210,011)	JPY 381,600	JPY 359,700	JPY 359,700
Current conversion rate	2.857	(1.310)	(3.475)	(3.475)
djustment of conversion rate				
Adjustment date	6/30	1/1	7/1	7/1
Adjustment direction	Upward/Downward	Upward/Downward	Upward/Downward	Upward/Downward
Cap rate	3.429	(2.999)	(3.475)	(3.475)
Floor rate	-	-	-	-
Cap price	-	-	-	-
Floor price	(JPY 174,978)	JPY 166,700	JPY 359,700	JPY 359,700
Start of market price calculation	45 trading days before	45 trading days before	45 trading days before	45 trading days before
Calculation period	30 trading days	30 trading days	30 trading days	30 trading days
landatory conversion				
Mandatory conversion date	4/1/2009	4/1/2015	12/1/2009	12/1/2014
Conversion rate	JPY 600,000/Market Price	JPY 500,000/Market Price	JPY 1,250,000/Market Price	JPY 1,250,000/Market Price
Start of market price calculation	45 trading days before	45 trading days before	45 trading days before	45 trading days before
Calculation period	30 trading days	30 trading days	30 trading days	30 trading days
Floor price	JPY 100,000	JPY 166,700	JPY 359,800	JPY 359,800



## **Preferred stocks issued under the Deposit Insurance Law**

	Class 1 Series 1 Preferred Stock	Class 2 Series 1 Preferred Stock	Class 3 Series 1 Preferred Stock
Voting right	Granted	Granted	Granted
Original total amount of financing	JPY 550,000,000,000	JPY 563,561,572,200	JPY 550,000,000,000
Actual issue price per share based on exchange ratio	JPY 200,000	JPY 200,000	JPY 200,000
Current number of shares	2,750,000 shares	2,817,808 shares	2,750,000 shares
Preferred dividend yield	Libor (1y) + 50bp	Libor (1y) + 50bp	Libor (1y) + 50bp
Convertible period	After July 1, 2006	After July 1, 2008	After July 1, 2010
Initial conversion price	Market price of Common Stock	Market price of Common Stock	Market price of Common Stock
	at beginning of conversion period	at beginning of conversion period	at beginning of conversion period
Reset of conversion price	Aug. 1 every year after	Nov. 1 every year after	May. 1 every year after
	beginning of conversion period	beginning of conversion period	beginning of conversion period
Terms of reset	Upward/Downward	Upward/Downward Reset	Upward/Downward Reset
Floor conversion price	JPY 28,000	JPY 20,000	JPY 17,000

### **Royalty point exchange service:**

### "Resona Club" and "Saitama Resona Club"

Tied-up with various companies and announced a new royalty points exchange services

- ✓ Resona Bank and Saitama Resona Bank commence new royalty point exchange services, "Resona Club" and "Saitama Resona Club" from April 2006
- ✓ Resona Bank and Saitama Resona Bank tied up with 12 and 6 companies, respectively, to start the service

Royal customers utilizing multiple Resona's products and services such as deposits, loans, transfers, credit card, etc. will be upgraded to higher stage in the Resona Point Bank

Certain Resona Club and Saitama Resona Club points will be added every month depending on the stage in Resona Point Bank

Accumulated points are transferable to other partners' royalty point program



#### I. Financial Highlights for the 1st Half of Fiscal Year 2005

#### Net interim income was 174.3 billion yen.

- Net interim income declined from the same period previous year, but exceeded the initial guidance (announced in May 2005) by 64.3 bn.
- Steady growth in non-interest income (trust fees + fees and commission income) First half of fiscal 2005: 84.9 bn. (10.3 bn. higher than first half of fiscal 2004)

### Combined earned surplus (Resona HD + its subsidiary banks) at end of March 2006 is expected to be 180 bn. higher than the target in the Business Revitalization Plan (BRP).

- Combined earned surplus at end of March 2005 (actual) was 100 bn. higher than the target in the BRP.
- It is expected that Resona HD and its subsidiary bank can add up additional 80bn. on top of the target amount in the BRP for this fiscal year.

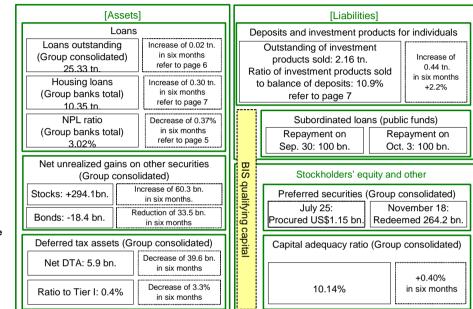
#### Commenced financing in the capital markets and repayments of public funds.

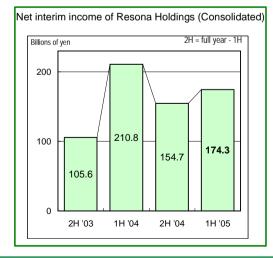
- September 2005: issuance of perpetual subordinated bonds (Euros 0.8 bn. and U.S.\$ 1.3 billion)
- => Up to present, repaid 200 bn. of subordinated loans borrowed from the government
- July 2005: issuance of preferred securities (US\$ 1.15 bn.)

=> Redeemed 264.2 bn. of the extant preferred securities before their maturities

### Loan balance on a group consolidated basis hit the bottom and increased 23.6 bn. in the first half of fiscal 2005.

 Saitama Resona Bank + 143.2 bn., Kinki Osaka Bank +9.2 bn.
 Resona Bank -205.0 bn. (loans in the former "Revival" account: -130.0 bn., loans to Resona Holdings: -70.0 bn.)





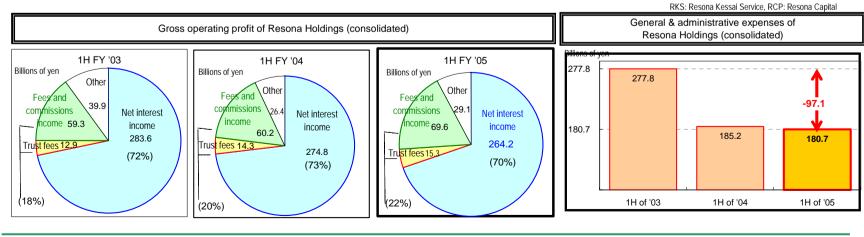
Billions of yen	Resona I	Holdings (Con	solidated)	Billions of ye	n	Resona Holdings (Non-consolidated)			
	1H FY '05	change from	change from			1H FY '05	change from	change from	
	(actual)	1H FY '04	initial projection*			(actual)	1H FY '04	initial projection	
Ordinary income	506.7	(26.2)	36.7	Ordinary income		222.8	196.6	2.8	
Ordinary profit	179.8	(68.6)	59.8	Dividends red	Dividends received		196.6		
Net interim income	174.3	(36.5)	64.3	Net interim in	icome	213.4	208.3	3.4	
*As announnced in May 2005							*As announr	nced in May 200	
Billions of yen		Total of group 1H FY '05 (actual)	banks change from 1H FY '04	Resona Bank	Saitama	Kinki Osaka	Nara	Resona Trust	
Actual net operating pr	ofit	179.0	(11.7)	121.7	34.8	16.4	0.3	5.6	
Cost-to-income ratio (OHR) (after disposal of NPLs in the trust account)		47.8%	1.2%	46.5%	48.4%	53.5%	78.8%	46.6%	
Income before income	195.7	(16.5)	140.5	30.2	19.5	(0.2)	5.7		

🔮 Resona Holdings, Inc.

#### II. Outline of Financial Results for the 1st Half of Fiscal Year 2005

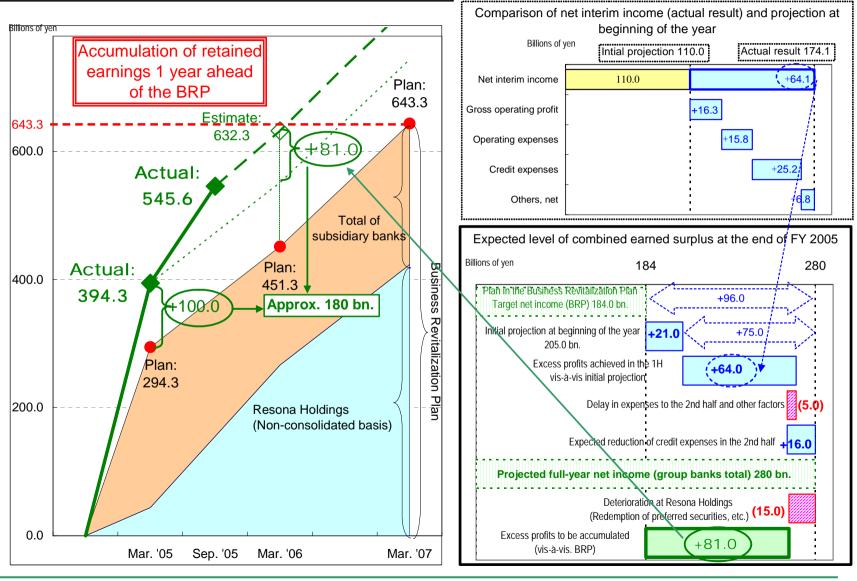
(Billions of yen)	Resona Holdin	as		Total of five ba	nks					
	(consolidated)	v		(non-consolidat	ted basis)	ſ	Saitama	Kinki Qaaka	ь т.	Factors accounting for difference
	(a)	change from 1H FY '04	(a) - (b)	(b)	change from 1H FY '04	Resona Bank	Resona Bank	Kinki Osaka Bank	Resona Trust & Banking	(a) - (b) (Approx. figures)
Gross operating profit	378.3	2.4	35.0	343.3	(13.3)	227.8	67.6	35.3	10.6	
Net interest income	264.2	(10.5)	9.6	254.5	(25.4)	166.7	56.2	29.9	(0.0)	RC 5.0 bn, cancellation of interest payments for capital securities and other
Trust fees	15.3	0.9	-	15.3	0.9	3.9	-	-	11.4	
Fees and commissions income	69.6	9.4	25.2	44.4	8.4	31.5	10.5	3.0	(0.8)	RG 15.0 bn, RC 7.0 bn, RKS 1.0 bn and other
Other operating profit	29.1	2.6	0.1	28.9	2.6	25.6	0.8	2.3	-	
General & administrative expenses	180.7	(4.4)	10.9	169.7	(4.6)	110.5	33.4	19.3	4.9	RC 7.5 bn, RG and RKS 2.0 bn, and other
Gain/(loss) on stocks	25.8	(13.4)	(3.1)	28.9	(0.4)	28.5	0.3	0.0	-	Cancellation of sale profits -6.0 bn, RCP 1.5 bn, and other
Credit related expenses	21.9	28.1	10.0	11.8	29.6	9.8	4.8	(3.5)	-	RG 7.0 bn, RC 3.0 bn, and other
Other gain/(loss), net	2.1	16.9	(3.0)	5.1	22.1	4.4	0.4	0.0	0.0	Amortization of consolidation difference -3.5 bn, and other
Interim income/(loss) before income taxes	203.6	(17.7)	7.8	195.7	(16.5)	140.5	30.2	19.5	5.7	
Income taxes, current and deferred	29.3	18.7	7.7	21.6	14.1	4.8	14.9	(0.5)	2.3	Minority interests in net income 7.8 bn, and other
Net interim income	174.3	(36.5)	0.1	174.1	(30.7)	135.6	15.2	20.1	3.3	

RC: Resona Card, RG: Resona Guarantee,



Resona Holdings, Inc.

III. Total earned surplus (Total of Resona HD and its subsidiary banks)



Resona Holdings, Inc.

IV. Capital Ad

dequacy	Ratio		
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(Billions of yen)	Mar. 31, '05	Sep. 30, '05		(%,	Billions of yen)	Resona	Saitama Resona	Kinki Osaka	Nara	Resona Trust
	(1)	(2)	(2) - (1)			(Consolidated)	(Non-consolidated)	(Consolidated)	(Non-consolidated)	(Non-consolidated)
Resona HD's consolidated Tier I (a)	1,192.8	1,239.6	46.7	Сар	ital adequacy ratio	9.09%	8.38%	8.52%	6.42%	180.43%
Capital stock and capital surplus	590.6	590.6	-		Change from Mar. 31 '05	0.26%	+0.09%	+0.37%	-0.05%	+52.49%
Preferred stock	2,537.8	2,537.8	(0.0)	Tota	al qualifying capital	1,661.1	366.9	168.9	6.5	28.7
Retained earnings	364.8	540.1	175.3		Qualifying Tier I capital	947.5	207.8	116.5	5.2	28.7
Other qualifying Tier I capital	237.3	108.7	(128.5)	Rat	io of DTA to Tier I capital*	0.37%	-	3.50%	-	0.76%
Preferred securities	264.2	130.1	(134.0)		Deferred tax assets (DTA)	3.5	-	4.0	-	0.2
[Reference] Deferred tax assets (b)	45.5	5.9	(39.6)		*DTA stated on the balance	sheet / Qualifying T	ier I capital			
Resona HD's consolidated Tier II	1,021.4	1,086.3	64.9	[Re	eference] Outline of the	public funds				
45% of unrealized gains on other securities	This item not app	plicable to domestic	standard banks	(Bill	lions of yen)	Issue price per share *1	Mandatory conversion date	Sep. 30, '03	Oct. 30, '05	Change
45% of the land revaluation gains *1	49.0	48.2	(0.7)	Cor	mmon stock	52,000 yen	-	296.4	293.7	(2.7)
General reserve for possible loan losses *2	141.3	142.5	1.2	Pre	ferred stock			2,531.5	2,531.5	
Subordinated debts	831.0	895.5	64.4		Class B No.1	600,000 yen	Apr. 1, 2009	408.0	408.0	
Public funds	300.0	* 200.0	(100.0)		Class C No.1	500,000 yen	Apr. 1, 2015	60.0	60.0	
Amount to be deducted	(10.8)	(10.9)	(0.0)		Class E No.1	1,250,000 yen	Dec. 1, 2009	300.0	300.0	
Resona HD's consolidated total qualifying capital	2,203.4	2,315.0	111.6		Class F No.1	1,250,000 yen	Dec. 1, 2014	100.0	100.0	
Resona HD's consolidated risk-adjusted assets	22,614.0	22,815.9	201.9		Class one No.1 *2	200,000 yen	-	550.0	550.0	
Resona HD's consolidated capital adequacy ratio	9.74%	10.14%	0.40%		Class two No.1 *2	200,000 yen	-	563.5	563.5	
Tier I ratio	5.27%	5.43%	0.16%		Class three No.1 *2	200,000 yen	-	550.0	550.0	
Ratio of DTA to qualifying Tier I (b)/(a)	3.81%	0.47%	-3.34%	Sub	oordinated loans	initially 100 bn X 3	trances (perpetual)	300.0	100.0	(200.0)
* Repaid 100 bn. on October 3, 2005. (Remaining	g balance at prese	ent is 100 bn.)		Tota	al			3,128.0	2,925.2	(202.7)

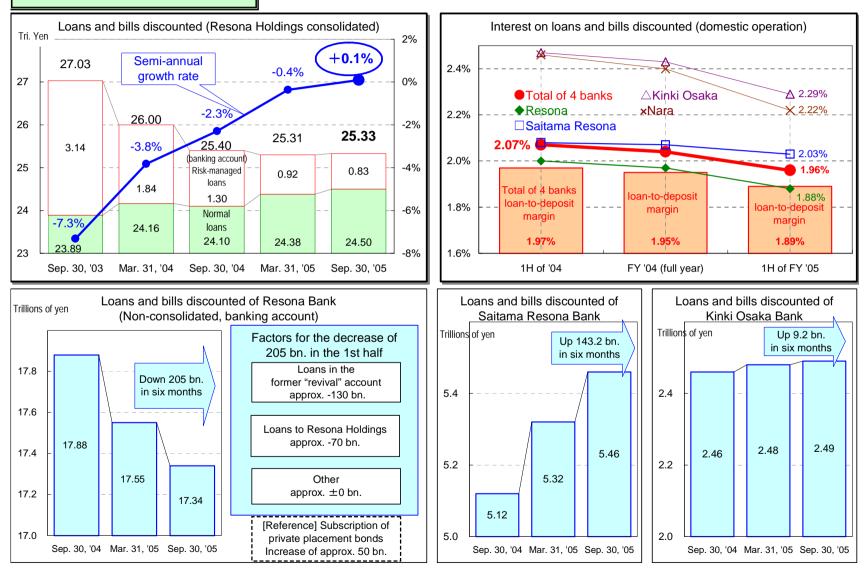
\*1 45% of the difference between land after revaluation and the book value immediately before revaluation

1. Adjusted to reflect the reverse split of stocks (every 1000 share merged to 1 share).

2. Class one No. 1, class two No. 1, and class three No.1 preferred shares are attached with voting rights in the general meeting of shareholders.

\*2 Since the Japanese domestic capital adequacy standard is applicable to Resona group, maximum rate is 0.625% of the risk-adjusted assets.

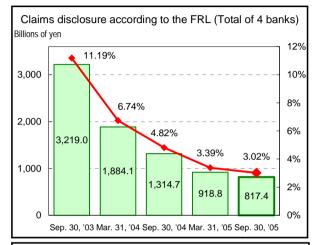
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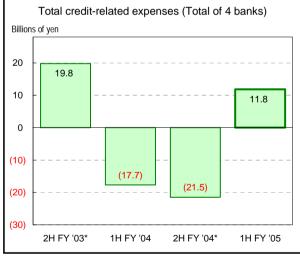


V. Loans and Bills Discounted

Resona Holdings, Inc.

#### VI. Classified claims (NPL) and Credit Related Expenses





Billions of yen	Total of 4 banks	Resona	Saitama Resona	Kinki Osaka	Nara
Unrecoverable or valueless claims	70.8	39.0	8.8	21.4	1.5
Risk claims	365.7	246.7	48.0	66.8	4.0
Special attention loans	380.9	295.5	46.7	36.9	1.6
Total classified claims (NPL)	817.4	581.3	103.6	125.2	7.2
change from Mar. 31, '05	(101.4)	(55.4)	(2.6)	(43.1)	(0.2)
NPL ratio *	3.02%	3.09%	1.86%	4.90%	4.90%
change from Mar. 31, '05	-0.37%	-0.26%	-0.09%	-1.72%	-0.18%

\* Total classified claims (NPL)/total claims disclosure according to the FRL

Billi	Billions of yen		Total of 4 banks	Resona	Saitama Resona	Kinki Osaka	Nara
Tot	Total credit-related expenses		11.8	9.8	4.8	(3.5)	0.7
		Disposal in the trust account	(0.0)	(0.0)	-	-	-
	Provision to general reserve		(2.7)	9.2	0.1	(12.2)	0.2
		NPL disposal	14.5	0.6	4.6	8.7	0.5
(a)	a) Deterioration in borrower categories (downward migration)		48.6	33.6	8.3	6.1	0.7
(b)	Off	balancing and other	(36.8)	(30.8)	(3.7)	(2.1)	(0.2)
(c)	(c) Provision of general reserve, etc.		(0.2)	7.0	0.1	(7.5)	0.2

(a) Total of loss from new bankruptcies and downward migration and gains from reversals of loan loss reserves resulting from upward migration, etc.

(b) Gains from collection of claims to "doubtful" and lower category borrowers and gains from reversals of loan loss reserves or recoveries of written-off claims to such borrowers

(c) Net gains/(losses) from addition to or reversal of general reserve and other factors.

Resona Bank and Saitama Resona Bank expanded the application of DCF method to include large "other watch" obligors.

#### [Reference] Reserve ratio of "other watch" borrowers

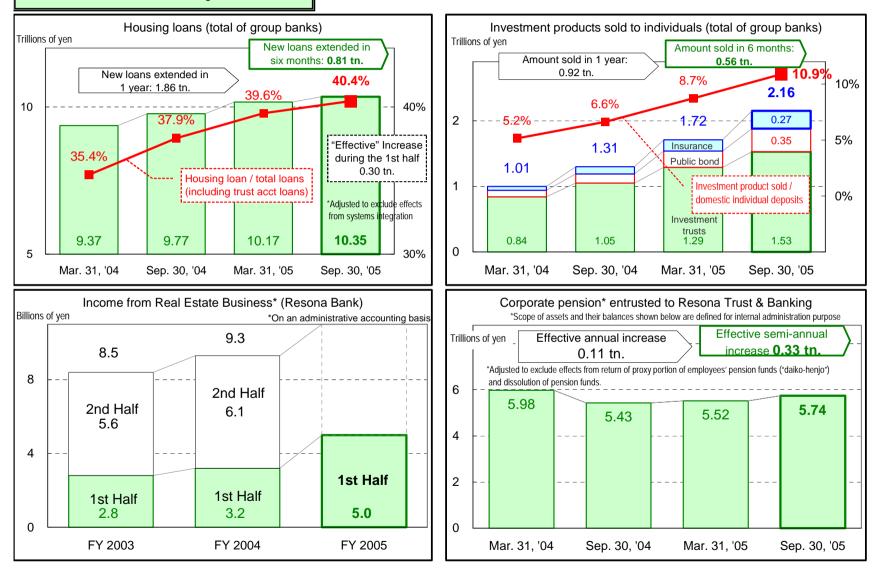
		Total of 4 banks	Resona	Saitama Resona	Kinki Osaka	Nara
Res	serve ratio *	5.82%	6.68%	3.40%	3.87%	3.07%
	change from Mar. 31, '05	+ 1.04%	+ 1.07%	+ 1.05%	+ 0.84%	+ 1.95%
	Outstanding exposure	1,578.1	1,128.2	198.1	240.1	11.6
			(Including trust			

\*2H = full year - 1H

### accounts)

\*Reserve ratio = Amount of loan loss reserves provided for each borrower category / Outstanding exposure amount for each borrower category

VII. Resona's core areas of strength



#### VIII. Earnings Estimates for Fiscal Year Ending March 2006

(*As announced in May '0							
(Billions of yen)	Resona Holdings (Consolidated)						
	1H FY 2005	Full year estimate	Change from initial projection*				
Ordinary income	506.7	930.0	(20.0)				
Ordinary profit	179.8	270.0	40.0				
Net (interim) income	174.3	270.0	70.0				

Estimate for consolidated capital adequacy ratio of Resona HD at the end of fiscal 2005

In the	
middle of	
9%	

(Billions of yen)	Resona H	Ioldings (Non-co	onsolidated)
	1H FY 2005 Full esti		Change from initial projection*
Operating income	222.8	315.0	(5.0)
Ordinary profit	213.3	300.0	-
Net (interim) income	213.4	285.0	(15.0)

Forecast for term-end per share dividend on common stock	Not decided yet
Forecast for term-end per share dividend on preferred stock	As pre-determined

#### (\*As announced in May '05)

(Billions of yen)	То	tal of Five Banl	ks (approx. figu	re)	Resona		Saitama Resona	Kinki Osaka	Resona Trust & Banking
	1H FY 2005	Full year estimate	Change from initial proiection*	Business Revitalization Plan	Full year estimate	Business Revitalization Plan	Full year estimate	Full year estimate	Full year estimate
Gross operating profit	343.3	685.0	12.0	666.0	458.0	449.0	133.0	68.0	23.5
General & administrative expenses	164.2	365.0	(9.0)	374.0	238.0	244.0	72.5	42.0	11.0
Actual net operating profit	179.0	320.0	20.0	292.0	220.0	205.0	60.5	26.0	12.5
Ordinary profit	165.9	265.0	38.0	196.0	190.0	131.5	47.0	16.5	12.5
Extraordinary profit/(loss), net	29.8	40.0	47.0	(2.0)	30.0	(0.5)	1.0	7.5	-
Income before income taxes	195.7	305.0	85.0	194.0	220.0	131.0	48.0	24.0	12.5
Net (interim) income	174.1	280.0	75.0	184.0	Resona Gro	oup started applying	consolidated tax re	eturn system from f	iscal year 2005
						*Na	ra Bank plans to me	erge with Resona B	ank in January 2006
*Total credit-related expenses	11.8	30.0	(41.0)	76.0	20.0	58.0	9.5	0.5	
							[Non-consolidated]	[Consolidated]	[Non-consolidated]
Estimate for capital adequacy ra	atios at the end o	of fiscal 2005			lower 8%		lower 8%	approx. 8%	approx. 125%

#### (\*As announced in May '05)

The forward-looking statements contained in this presentation 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 development and change 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 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.