## Business Results of the 1st Half of FY2007 and Plan for the Full Year

- Maximizing Corporate Value through Sustained Growth -


RESONA
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② Resona Holdings, Inc.

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# Outline of Business Results for the 1st Half of FY2007 

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## Business Results of the 1st Half of FY2007: General Overview

## Consolidated net interim income surpassed initial forecast

■ Consolidated net interim income increased by $¥ 20.2 \mathrm{bn}$ (+20.2\%) over initial forecast.

## Core strength areas continue to be in good shape

■ Loans and bills discounted: Loan to deposit spread has been steadily improving
$>$ Housing loans: steady trend in new loans extended
$>$ Loan outstanding to corporate borrowers decreased due to efforts to reflect risk pricing

- Fee businesses continued to expand
$>$ Financial product sale: Investment trust sale exceeded the initial plan.
$>$ Real estate business: Renewed the record high income for 1st half period
$>$ Pension trust: New entrustments increased due to synergies among group banks
Securities trust: Strong trend continuing because of new entrustments from investment trusts


## Sustained Soundness in Asset Portfolio

■ Eliminated latent losses on investment trusts held for investment purpose: Reduced downside risk for future earnings

- Net credit expenses declined due to upward migrations of borrowers and collections of claims
- Zero direct exposure to securitized products linked to the U.S. sub-prime mortgage loans (Confirm the company announcement on August 6, 2007.)


## Efforts toward Early Repayment of Public Funds

■ Issued new preferred shares: (Class 9 Preferred Shares $¥ 350 \mathrm{bn}$, Class 5 Preferred Shares $¥ 100 \mathrm{bn}$.)
■ Including profits for the 1 H , total funds for repayments reached $72 \%$ of the remaining public fund preferred shares

## Trend of Resona Group Consolidated Business Results



## Outline of P\&L for the 1H of FY2007

■ Top-line income (total of group banks) remained almost flat (a decline of 0.7bn YoY) [Analysis on Page 6]
■ Net interim income (total of group banks) declined by $¥ 303.6 \mathrm{bn}$ YoY.
However, it increased by $¥ 16.7 \mathrm{bn}$ from the forecast announced in May 2007. [Analysis on Page 7]
■ Eliminated latent losses on investment trusts held for net investment purpose
$>$ Total loss on disposal: Approx. $¥ 35$ bn
(Approx. $¥ 15 \mathrm{bn}$ included in bond gain/(loss) and approx. $¥ 20 \mathrm{bn}$ included in stock gain /(loss))

| (Billions of yen) | Resona Holdings <br> (Consolidated) |  | Difference(A)-(B) | Total of four banks <br> (Unconsolidated) |  |  | Resona Bank <br> (Unconsolidated) | Saitama <br> Resona Bank | Kinki <br> Osaka <br> Bank <br> (Unconsolidated) | Resona <br> Trust <br> \& Banking | Factors accounting for the difference (A) - (B) (Approx. figures) <br> RC: Resona Card, RG: Resona Guarantee, RKS: Resona Kessai Service, RCP: Resona Capital |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  | (A) | change from 1H FY '06 |  | (B) | change from 1 H FY '06 | $\begin{array}{\|c} \text { Change from } \\ \text { initial } \\ \text { forecast } \end{array}$ |  |  |  |  |  |
| Gross operating profit | 377.7 | (1.5) | 34.9 | 342.7 | (0.7) | (17.3) | 212.5 | 80.3 | 34.2 | 15.5 |  |
| Excluding gain/loss on bonds | 391.6 | 5.5 | 34.9 | 356.6 | 6.2 |  | 227.3 | 79.5 | 34.1 | 15.5 |  |
| (1) Net interest income | 276.5 | (2.6) | 9.7 | 266.8 | (3.0) | - | 169.7 | 67.3 | 29.6 | 0.0 | RC 4.5 bn, other |
| Deposit/loan income |  |  |  | 234.6 | 8.1 |  | 153.2 | 55.3 | 26.0 | (0.0) | Domestic operations, banking account; including NCDs |
| (2) Trust fees | 20.4 | 0.8 |  | 20.4 | 0.8 | , | 3.9 |  |  | 16.4 |  |
| (3) Fees and commission income | 78.2 | 2.1 | 25.2 | 53.0 | 3.2 | , | 36.9 | 12.7 | 4.3 | (0.9) | RG 14.1 bn, RC 7.5 bn , and other |
| (4) Other operating profit | 2.4 | (1.9) | 0.0 | 2.3 | (1.8) |  | 1.8 | 0.2 | 0.3 |  |  |
| Actual net operating profit | , |  |  | 165.0 | (14.5) | (5.0) | 97.9 | 44.5 | 12.5 | 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. |
| Core net operating profit |  |  |  | 178.9 | (7.5) | , | 112.7 | 43.7 | 12.5 | 9.8 | Actual net operating profit excluding gain/(loss) on bonds |
| General \& administrative expenses | 189.3 | 9.8 | 14.8 | 174.4 | 10.5 |  | 110.2 | 36.4 | 22.1 | 5.6 | RC 7.8 bn, RG 1.6 bn, amortization of consolidation difference 3.5 bn, and other |
| Gain/(loss) on stocks | (9.0) | (44.9) | 1.0 | (10.1) | (44.4) | (12.1) | (9.7) | (0.2) | (0.1) |  | RCP 1.1 bn, other |
| Credit related expenses | 28.1 | (2.3) | 14.2 | 13.8 | (4.2) | (14.2) | 5.3 | 4.4 | 4.1 |  | RG 12.8 bn, RC 3.3 bn , and other |
| Other gain/(loss), net | 1.4 | (14.5) | (3.0) | 4.4 | (13.2) |  | 4.9 | 0.5 | (0.9) | (0.0) |  |
| Income before income taxes | 152.6 | (68.6) | 3.9 | 148.7 | (64.8) | 8.7 | 92.1 | 39.7 | 6.9 | 9.8 |  |
| Income taxes, current and deferred | 32.4 | 272.1 | 5.4 | 26.9 | 238.7 | $1$ | 4.4 | 16.8 | 1.7 | 4.0 | Minority interests in net income 5.8 bn , Resona HD's tax expenses ( 0.4 bn ), other |
| Net interim income | 120.2 | (340.7) | (1.5) | 121.7 | (303.6) | - 16.7 | 87.7 | 22.9 | 5.2 | 5.8 |  |

[^0]
## Analysis on Year on Year Change in Top-line Income (Total of Group Banks)

## Top-line income remained almost flat

■ Deposit/Ioan income increased by $¥ 8.1 \mathrm{bn}$ YoY primarily due to improvements in loan to deposit spread
■ Major fee business lines such as financial product sale and real estate business have kept a steady growth trend


[^1]
## Analysis on Year on Year Change in Bottom-line Income (Total of Group Banks)

## Bottom-line income declined by $¥ 303.6 \mathrm{bn}$ YoY primarily due to a tax expense factor

- G\&A expenses increased year on year, but declined in comparison with the initial forecast
- Net credit cost decreased due to reversal gains and gains from recoveries of written-off claims



## Measures to Enhance Financial Soundness: Loan Asset




Top 10 borrowers concentration (Resona Bank)
$\square$ Credit exposure to top 10 largest borrowers / Total claims


## Enhanced quality of loan assets

$\square$ Total loans and bills discounted
(Total of group banks, banking and trust accounts)
Declined by $¥ 415.2$ bn*5 , or $1.6 \%$. from Mar. 31, 2007
$>$ Loans to following industries decreased:

| Construction | $-¥ 49.3 \mathrm{bn}$ |
| :--- | :--- |
| Finance and insurance ${ }^{* 5}$ | $-¥ 75.6 \mathrm{bn}$ |
| Real estate | $-¥ 58.0 \mathrm{bn}$ |

> Real estate non-recourse loans remained flat
Such loans account for approximately $0.5 \%$ of total loans outstanding
*5. Adjusted to exclude the loan extended by Resona Bank to Resona Holdings

## Measures to Enhance Financial Soundness: Securities Portfolio



## Measure taken by RB to maintain soundness

Response measure for a plunge of stock price in 2Q taken by RB

- Unwinding of net investment position in response to deteriorating performance and poor visibility of markets
- Strictly adhered to internal risk management rules
- Resumed a part of investments in 2 H while maintaining cautious stance

| $\begin{gathered} \text { RB's net } \\ \text { investments } \\ \text { (investment trusts) } \end{gathered}$ | End of July | End of September |  |
| :---: | :---: | :---: | :---: |
| Japanese equity <br> Real estate <br> Bonds <br> Commodity <br> Foreign equity | Amount invested Approx. ¥460bn | Amou invest Zero Latent Zero | nt <br> oss |
| Approx. $¥ 35$ bn. of loss charged to income in the 1 H |  |  |  |
| Investment and loan exposure <br> linked to U.S. sub-prime mortgage loans |  |  |  |
| $\square$ Direct investments in CDO and similar securities Zero |  |  |  |
| - Backup credit lines provided to SIVs |  |  |  |
| - Loans to mortgage lenders in the U.S. |  |  |  |
| through fund of funds (FoF) <br> (Same as company announcement | in related <br> (FoF) <br> uncement | Approx. <br> 07) | $¥ 0 .!$ |

## Capital Adequacy Ratio (RHD Consolidated Basis)

| Capital adequacy ratio (Basel II, SA) |  |  |  |
| :---: | :---: | :---: | :---: |
| RHD's consolidated capital adequacy ratio has risen noticeably owing to the equity financing with new preferred shares for securing funds available for repaying public funds, accumulation of profits and a reduction of risk-weighted assets. |  |  |  |
| [RHD Consolidated] |  |  | (Ybn, \%) |
|  | $\begin{aligned} & \hline \text { Mar. 31, } \\ & \text { 2007(A) } \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \text { Sep. 30, } \\ & \text { 2007(B) } \\ & \hline \end{aligned}$ | (B)-(A) |
| Capital Adequacy Ratio | 10.56 | 13.55 | 2.99 |
| Tier ratio | 6.51 | 9.20 | 2.69 |
| Total Qualifying capital | 2,515.8 | 3,130.8 | 615.0 |
| Tier 1 capital | 1,551.7 | 2,125.9 | 574.2 |
| Tier 2 capital | 1,001.7 | 1,025.3 | 23.6 |
| Deduction | 37.5 | 20.4 | (17.1) |
| Risk-weighted assets | 23,803.3 | 23,093.7 | (709.6) |
| Credit Risk assets | 22,389.3 | 21,671.8 | (717.5) |
| Assets for operational risk | 1,414.0 | 1,421.8 | 7.8 |
| DTA / Tier 1 Ratio | 19.9 | 15.0 | (4.9) |
| ■ Outlier Framework |  |  |  |
|  |  |  |  |
|  | $\begin{aligned} & \hline \text { Mar. 31, } \\ & \text { 2007(A) } \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \text { Sep. 30, } \\ & 2007(\mathrm{~B}) \\ & \hline \end{aligned}$ | (B)-(A) |
| Resona Bank | 7.8 | 7.9 | 0.1 |
| Saitama Resona Bank | 9.1 | 9.9 | 0.8 |
| Kinki Osaka Bank | 6.0 | 6.6 | 0.6 |
| Resona Trust \& Banking | 0.2 | 0.1 | (0.1) |
| * Interest-rate scenarios assume interest-rate fluctuations in the 99th percentile (periods of rising interest rates) over an observation period of five years and a holding period of one year. |  |  |  |
|  |  |  |  |

## Primary factors for the change

## [Qualifying Capital]

$>$ Tier 1
$\Rightarrow$ Issue of the Class 9 Preferred Shares +350.0 bn $\Rightarrow$ Issue of the Class 5 Preferred Shares +100.0 bn $\Rightarrow$ Consolidated net interim income $\quad+120.2$ bn
$>$ Tier 2

- Subordinated bonds and loans
$\Rightarrow$ Tier 2 financing
$\Rightarrow$ Repayment of the public fund perpetual subordinated loan
- 35.0 bn


## [Risk-weighted assets]

$>$ Reduction of risk-weighted assets

- Disposal of investment trusts held for an investment purpose:
- 447.5 bn
- Decrease of loans and bills discounted -155.4 bn


## Schedule for Transition to F-IRB

## - Schedule for introduction

(subject to approval from competent authorities)
> Applicable from the end of March 2008 Resona Holdings, Resona Bank, Saitama Resona Bank
> Applicable from the end of March 2010 Kinki Osaka Bank

## Earnings Forecasts for Fiscal Year Ending March 2008

| (Billions of yen) | Resona Holdings (Consolidated) |  |  |
| :---: | :---: | :---: | :---: |
|  | 1H FY 2007 | Revised full year forecasts | $\begin{gathered} \text { hange from } \\ \text { initial } \\ \text { forecasts } \end{gathered}$ |
| Ordinary income | 551.3 | 1090.0 | 60.0 |
| Ordinary profit | 127.5 | 270.0 | (10.0) |
| Net (interim) income | 120.2 | 230.0 | 20.0 |


| (Billions of yen) | Resona Holdings (Non-consolidated) <br> $-1 H ~ F Y ~ 2007 ~$ <br> Revised full <br> year <br> forecast | Change- from <br> initial <br> forecasts |  |
| :--- | ---: | ---: | ---: |
| Operating income | 391.6 | $\mathbf{6 0 0 . 0}$ | - |
| Ordinary profit | 385.0 | $\mathbf{5 9 0 . 0}$ | - |
| Net (interim) income | 388.9 | $\mathbf{5 9 0 . 0}$ | - |



| Gain/(loss) on stocks | (4.0) | (9.0) | (4.0) | (9.0) |  |  |  |  |  | - - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit related expenses | 50.0 | (10.0) | 33.0 | (12.0) | 8.5 | 0.5 | 7.7 | 0.4 |  |  |

# Outline of Business Results for the 1st Half of FY2007 

## Updates on Major Businesses: Results of 1H FY2007 and Outlook for the Full Year

# Efforts to Build Solid Foundation for Sustainable Growth 

Pathway to Early Repayment of Public Funds
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## Trend of Loan Business



## Loan Plan for FY2007 (1): Loans to Corporations


$>$ Although the average balance declined due to stronger emphasis on risk pricing, interest rate on loans improved.
$\square$ Number of core corporate clients* increased

* Corporate clients at which group banks are targeting.


## [Reference] General trend of domestic SME loan market

## Demand for loans from SMEs is still weak

> Balance of loans to SMEs of all Japanese banks as of the end of September 2007 declined by $1.5 \%$ compared with the balance six months earlier.
(Data Source: Bank of Japan)

Measures to increase high-quality loan assets

- Capture comprehensive transaction opportunities utilizing solutions
$>$ Real estate and corporate pension functions (Pursuit of group synergies)
> "Area Solution Business Division" established for providing supports to branch offices (Resona Bank, February 2007)
> Expanding application of "owner business model"

- Tactics adopted by Resona Bank
> Particular focus on SMEs with annual business of $¥ 500$ million and over, or with loans of $¥ 50$ million and over.
> Efforts to capture new corporate clients (Adjustments are made to performance evaluation)
$>$ Effective utilization of CRM system $\qquad$

Resona Holdings, Inc.

## Loan Plan for FY2007 (2): Loans to Individuals

## Housing loan

■ HL bal. at end of Sep. '07: $¥ 11.43$ tn. (HL ratio 43.8\%)
$>$ New loans extended in $1 \mathrm{H}: \neq 0.66$ tn (including Flat 35 )
( $¥ 0.74$ tn for the same period last year)
$>$ Origination of "Flat 35 " loans: $¥ 64.9$ bn ( $+¥ 41.6$ bn YoY) $\Rightarrow$ Top record among all banks that handle "Flat 35 "

(Plan for FY2007 is based on management accounting (excluding "Flat 35")

## $■$ Favorable market environment in the medium term

$>$ Strong housing demand from baby boomer juniors
> Number of households is increasing even while population is decreasing
$>$ Inflow of people into urban areas (= Resona's main footholds)
■ Competitive advantage supporting stable growth
$>$ Fast loan application screening, cost competitiveness, product development capability, etc.
> Establishing nationwide coverage in HL business

## Other consumer loans

$■$ Strategic consumer loan products are increasing
$>$ Tie-up products: End Sep. ${ }^{\prime} 07 ¥ 25.8$ bn ( $+15 \%$ in 1 H )
> ATM card loan: End Sep. '07 $¥ 20.1$ bn ( $+33 \%$ in 1 H )
$>$ Launched "Quick Card Loan" (screening model product)


- Following an independent path for higher convenience
$>$ Introduction of new products which respond to sound capital needs
$>$ Multiple and convenient channels for loan applications (via the Internet, etc.)


## ■ Low cost operation

$>$ Remote channel (ATM, telephone and Internet)
> Accumulated know-how from precedent products

## Investment trusts

■ Income for 1H FY’07: ¥21.1bn. (+23\% YoY)
$>$ [Amount sold] $¥ 543.9 \mathrm{bn}$, [Term-end. Bal.] 2,774.1bn


- Timely introduction of new products based on customer needs
$>$ Strength arising from not belonging to any "Keiretsu"
$>$ Products developed exclusively for Resona Group
■ "Shift from savings to investments" taking place


## Personal annuity

■ Grown to be a second pillar after investment trusts


## Mid-career recruiting of specialized staff

$>$ Ex-insurance co. staff $\Rightarrow+50$ in 1 H and 2 H , respectively
> Staff seconded from insurance co. $\Rightarrow$ engage in planning and sales promotion
■ Original products procured from alliance partners
$>$ Dai-ichi Mutual Life, Credit Agricole Life Insurance
■ Response to lifting of the remaining ban on bank's sale
> Start handling cancer and medical care insurance $\Rightarrow$ Projected income FY2008: $¥ 1.0 \mathrm{bn} \rightarrow$ FY2010: $¥ 2.0 \mathrm{bn}$

## Measures to strengthen compliance and responses to Financial Instruments and Exchange Law

- Business infrastructure developments
> Branch layout suited for consulting-based sales activities
$>$ CRM system $\Rightarrow$ Adherence to "principle of suitability"

■ Introduction of low-risk and simplified products
■ Strict internal rules for selling investment products
■ Utilizing the know-how of specialized staff

## Real Estate, Pension and Securities Trust Businesses

## Real estate business (Resona Bank)

- Income for 1H FY2007 ¥7.4bn(+13\% YoY)

Highest record ever achieved for 1 H period

- Licensed branches in the Tokyo metropolitan area has been leading the recent growth trend
[Mar. '03] Eastern Japan: 38 offices, Western Japan 66 offices [Present] Eastern Japan: 58 offices, Western Japan 46 offices
> East: Income for $1 \mathrm{H}^{\prime} 07 \quad ¥ 5.1 \mathrm{bn}(+0.7 \mathrm{bn},+15 \%$ YoY $)$
$>$ West: Income for $1 \mathrm{H}^{\prime} 07 \geq 2.2 \mathrm{bn}(+0.2 \mathrm{bn},+10 \% \mathrm{YoY})$ )


Resona Bank is the only commercial bank that can engage in real estate business

- Advantage vis-à-vis designated trust banks in having well-established branch network covering entire nation
- Group synergies
> Making the best use of the group banks' network and existing customer base
- Reinforcement of specialized personnel
$>$ Staffs in the real estate business unit:
146 as of March $2003 \rightarrow 222$ at present

Pension and securities trust business
(Resona Trust \& Banking)
■ Gross operating profits for 1H FY2007: $¥ 15.6 \mathrm{bn}$
$>$ Pension trust business: $¥ 11.1 \mathrm{bn}(+0.7 \mathrm{bn} \mathrm{YoY})$
$>$ Securities trust business: $¥ 4.5 \mathrm{bn}(+0.9 \mathrm{bn}$ YoY)


- Group synergies
> Number of pension trusts newly entrusted in 1H FY2007: 92 (+71 YoY)
- Market environment
> Abolition of tax-qualified pension plan and transition to new schemes
$\Rightarrow$ Providing SMEs with needed supports and solutions
> Expanding profit opportunities:
A shift from savings to investments
Establishing a brand of having strength in investment trusts
- High quality fund management products
$>$ Entrusted from 2 large European pension funds with fund management by Japanese equity
$\Rightarrow$ Largest scale among entrustments from European institutional investors

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## Establishing competitive advantages in retail banking business

Recent examples of measures taken to establish overwhelming competitive advantage

| Products and services | Product developments | Procurements of competitive products from alliance partners <br> (Examples of recent alliances <br> -Tie-up with Travelex Japan in the field of foreign money exchange (RB, Mar. '07) <br> -Tie-up with Dai-ichi Mutual Life (RB, SR, KO Oct. '07) <br> -Tie-up with Credit Agricole Life Insurance (RB, SR Nov. '07) <br> - Development of competitive retail banking products <br> -Housing loan product specially designed for women (RB Nov. '06, SR Feb. '07) <br> - Multi-function (cash/credit) joint-brand (Resona/Saison) IC card (RB, SR Jul. '07) <br> -Auto loan for refinancing with third party guarantee (RB, Nov. '07) |
| :---: | :---: | :---: |
| Channel | Service reform | Bank card with biometric authentication (RB, SR, KO Oct. '06) <br> Expanded ATM tie-up with convenience stores <br> - E-net (RB, SR over 7,000 ATMs available to Resona customers) <br> - Circle K Sunkus (RB from Feb. '08 875 locations in Kansai area) <br> - Branch offices open on Saturdays increased to 45 (RB, Oct. '07) <br> ■ Abolition of fees for out-of-business-hours ATM transaction (RB, SR, KO Nov. '07) |
|  | Customer interface reform | ■ CRM system for individual customers (Introduction completed RB, SR Mar. '06 ) <br> - Next generation branch office (RB renovated 196 offices as of Sep. '07) <br> - Started trial on new branch office management (RB from Oct. '07, details on P21) <br> - Full-scale renewal of internet banking planned in FY2008 (RB, SR, KO) |
| Low-cost operation | Operation reform | Introduction of "Coordination DB" greatly enhancing branch office efficiency <br> ( As of Sep. '07: RB's 85 branch offices completed introduction.) <br> - 35 \% reduction in admin. work volume achievable within FY2007 (RB) <br> - Admin. staff could be reduced from 5,500 to 4,200 within FY2007 (RB) |

## Pursuing Group Synergy Centering on Trust Functions

Private banking business leveraging on trust function (Testamentary trust services)
[Number of wills made and cases of inheritance division by court mediation]


- Expanding market
$>$ Advent of the full-fledged aging society
$>$ Steadily rising number of notary wills made
$>$ Handing down of assets from baby boomers to their children
- Resona's strengths: Integration of function and client base
$>$ Concurrently providing trust banking services along with commercial banking services (Resona Bank)
> Well-established customer base and network as a commercial bank
$>$ Lineup of products and solutions (cross-selling)
$\square$ Affinity with banking business
$>$ Using the acceptance of testamentary trusts as an opportunity to initiate numerous transactions (financial products, loans, real estate brokerage, etc.)
$■$ Wills entrusted to Resona Bank (as of September 30, 2007)
$>$ Number of wills in custody: 10,288
(Share among trust banks: 17.4\%)
$>$ "Execution course" entrustment accounts for $90 \%$ or more
$>$ Amount of property for execution: approx. $¥ 2$ trillion Of which, cash and deposits:

28\%
Financial assets (other than deposits): 10\%
Real estate:
62\%
$>$ Average period of custody until execution: about 5 years
>Average level of execution fees (direct fees): around 1\%

■ Firmly establishing a successful model in the next phase


## Efforts to Build a New Branch Office Management Structure

Clearly redefined roles for business promotion division and administration \& internal control division

## Traditional structure reaching its limit

## (Business promotion)

■ Expansion of customer base is essential for sustainable growth

■ Sales activity by branch managers and the expansion of client contact points are both necessary
$\square$ The ability to make prompt credit decisions and offer competitive solutions should be enhanced
(Administration \& internal control)
■ Increasingly stringent internal control requirements (Financial Instruments and Exchange Law, etc.)

- The volume of internal administration work is expected to continue to increase (specifically, in terms of customer protection and compliance)

Outline and objective of new structure to be trialed
$\square$ Liberate the business promotion unit from the burden of administration and internal control
$\square$ Strengthen mutual checking between the two divisions by clearly defining the distinctive roles
$\square$ Break away from the old branch management system which centered on branch GMs
$>$ Sharing of responsibilities to rectify excessive concentration of authorities and responsibilities to branch GMs

Business promotion division
Promotion units by market segment established in each area
Title of branch GM will be changed to "Business Division GM" Branch GMs focus on sales, credit control and HR developments

Administration \& internal control division
A "Customer Service Division GM" appointed at each office
Enhancement of customer satisfaction / hospitality
$>$ Preparing a career path as a specialist for each division


## Establishing Operation that Makes the Best Use of Capital

Management accounting by major business lines (Provisional calculation for 1H FY2007)

- Started calculating RAROC and RVA*1 as management indicators to measure profitability and soundness of each business line
(Y bn., \%)

|  | Net Operating Profit afer a Deduction of Credit Cost *2 |  |  |  | Internal Capital | Management Indices |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross Operating Profit | Operating <br> Expenses | Credit Cost |  |  | OHR | RAROC | RVA |
| Commercial Banking Unit | 342.7 | 168.2 | 26.7 | 147.8 | 1,694.4 | 49\% | 17.5\% | 93.9 |
| Corporate Banking | 167.3 | 75.6 | 10.9 | 80.8 | 1,087.7 | 45\% | 14.9\% | 46.2 |
| Real Estate Business | 7.4 | 2.6 | 0.0 | 4.8 | 14.2 | 35\% | 68.1\% | 4.4 |
| Personal Banking | 175.4 | 92.6 | 15.8 | 67.0 | 606.7 | 53\% | 22.1\% | 47.7 |
| Housing Loan Business *3 | 81.6 | 19.9 | 14.5 | 47.2 | 572.1 | 24\% | 16.5\% | 29.0 |
| Treasury | 3.0 | 5.6 | 0.0 | (2.6) | 321.2 | 187\% | -1.7\% | (12.9) |
| Pension \& Securities Trusts | 15.6 | 5.7 | 0.0 | 9.9 | 30.0 | 36\% | 66.0\% | 8.9 |
| Total of Group Banks Simple sum of figures compiled on a management accounting basis*4 | 358.5 | 179.6 | 26.8 | 152.1 | 2,452.7 | 50\% | 12.4\% | 74.0 |

## *1. RVA: Resona Value Added (Net profit after a deduction of cost on allocated internal capital

*2. Gross operating profit - operating expenses - credit cost
*3. Gains and losses belonging to loan guarantee subsidiaries are included
*4. Total of four banks on a non-consolidated basis plus gains and losses of guanrantee subsidiaries for housing loans.

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## Capital Policy Directed toward Early Repayment of Public Funds

## Steps taken in FY2006 and FY2007 toward early repayment of public funds

## ■ Amount of public funds repaid in the 1H FY2007: $¥ 35$ bn. (subordinated loan)

Procured $¥ 450$ bn. of funds available for repayments by issuing new preferred shares in the 1H FY2007

| May 23, 2006 | Announced "Basic Policy toward Repayment of Public Funds" <br> (1) To secure a source of funds for repayment as soon as possible <br> (2) To maintain an appropriate capital adequacy ratio; and <br> (3) To avoid dilution of ordinary shares as much as possible |
| :---: | :---: |
| June 28, 2006 | Approval of creation of the terms for new preferred shares (Classes 4 through 9) at the General Meeting of Shareholders <br> -Classes 4 through 8 ... Non-convertible (bond-type) preferred shares <br> -Class 9 ... Convertible ("restrictive" conversion) preferred shares |
| August 31, 2006 | Issue of the Class 4 Preferred Shares (Total issue amount $¥ 63 \mathrm{bn}$ ) |
| November 2, 2006 | Partial repayment of the public fund perpetual subordinated loan (Amount $¥ \mathbf{2 0 b n}$ ) |
| January 26, 2007 | Repurchase and cancellation of the public funds preferred shares (Total issue amount $¥ 532.7 \mathrm{bn}$ ) |
| March 30, 2007 | Requested for sale in the market of the public fund ordinary shares |
| June 5, 2007 | Issue of the Class 9 Preferred Shares (Total issue amount $¥ 350 \mathrm{bn}$ ) |
| June 13, 2007 | Partial repayment of the public fund perpetual subordinated loan (Amount $¥ 35 \mathrm{bn}$ ) |
| August 28, 2007 | Issue of the Class 5 Preferred Shares (Total issue amount $¥ 100 \mathrm{bn}$ ) |

## List of Public Funds Still Outstanding and Approaches for Repayments

List of remaining public funds and approaches for repayments


## Preferred Shares

■ Repurchase and cancellation utilizing the retained earnings and proceeds from the issuances of new preferred shares

- As of the end of September 2007, procured the funds for repayments covering $72 \%$ of the remaining public fund preferred shares on an infusion amount basis



## Accumulation of Funds Available for Repayments (Image)

## Secure funds available for repayments at an early date

- Secure funds for repayments exceeding the infusion amount of remaining public fund preferred shares through accumulation of retained earnings and issuances of non-convertible preferred shares


1. Retained earnings as of the end of March 2010 are based on the Business Revitalization Plan.
(After adjustments to reflect their use for repurchase and cancellation of the public fund preferred shares in January 2007 and excess profits for FY2006 and 1H of FY2007.)
2. The amount necessary for actual repayment of public funds may differ from the balance of the public funds preferred shares on the basis of the issue prices described above.

## Two drivers that raise common shareholder value



Outline of Business Results for the 1st Half of FY2007

```
Updates on Major Businesses:
Results of 1H FY2007 and Outlook for the Full Year
```


## Efforts to Build Solid Foundation for Sustainable Growth

Pathway to Early Repayment of Public Funds
<Reference Material>

## Risk Volume Relative to Capital (End of September 2007)

■ 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 the risks difficult to measure.
(¥bn)



## Securities Portfolio

■ Net unrealized gains on available-for-sale securities (RHD consolidated basis) as of the end of September 2007 amounted to $¥ 343.6$ bn.


Sep. '05 Mar. '06 Sep. '06 Mar. '07 Sep. '07

```
Non-marketable stocks
- Marketable stocks
\(\rightarrow-\) Net unrealized gains (marketable stocks, right scale)
```

Book value of stocks sold outright 1H of FY2007 (Act): $¥ 1.5 b n$ (total of group banks)


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

| Loans and Bills Discounted |  |  |  |  |  | Deposits |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| [End of March 2007] |  |  |  |  |  | [End of March 2007] |  |  |  |  |  |
|  | Within 6M | 6 to 12M | 1 to 3Y | Over 3Y | Total |  | Within 6M | 6 to 12M | 1 to $3 Y$ | Over 3Y | Total |
| Fixed rate | 4.5\% | 4.5\% | 10.1\% | 6.5\% | 25.6\% | Liquid deposits | 45.9\% | 2.4\% | 8.1\% | 7.8\% | 64.1\% |
| Prime rate-based | 39.3\% | 0.8\% | 0.0\% | 0.0\% | 40.1\% | Time deposits | 16.9\% | 8.4\% | 7.7\% | 2.8\% | 35.9\% |
| Market rate-based | 26.7\% | 2.2\% | 2.9\% | 2.5\% | 34.3\% | Total | 62.8\% | 10.8\% | 15.8\% | 10.6\% | 100.0\% |
| Total | 70.5\% | 7.5\% | 13.0\% | 9.0\% | 100.0\% |  |  |  |  |  |  |
| Loans maturing within 1 year | 78.0\% |  |  |  |  |  |  |  |  |  |  |
| [End of September 2007] |  |  |  |  |  | [End of September 2007] |  |  |  |  |  |
|  | Within 6M | 6 to 12M | 1 to 3Y | Over 3Y | Total |  | Within 6M | 6 to 12M | 1 to 3Y | Over 3Y | Total |
| Fixed rate | 4.9\% | 3.6\% | 9.0\% | 7.7\% | 25.2\% | Liquid deposits | 42.4\% | 2.0\% | 8.1\% | 7.8\% | 60.6\% |
| Prime rate-based | 40.5\% | 0.1\% | 0.0\% | 0.0\% | 40.6\% | Time deposits | 19.2\% | 10.8\% | 6.5\% | 2.9\% | 39.4\% |
| Market rate-based | 26.2\% | 2.5\% | 2.9\% | 2.6\% | 34.2\% | Total | 61.6\% | 12.9\% | 14.8\% | 10.8\% | 100.0\% |
| Total | 71.6\% | 6.2\% | 11.9\% | 10.4\% | 100.0\% |  |  |  |  |  |  |
| Loans maturingwithin 1 year $\quad 77.7 \%$ |  |  |  |  |  |  |  |  |  |  |  |
| [Change in 1H of FY2007] |  |  |  |  |  | [Change in 1H of FY2007] |  |  |  |  |  |
|  | Within 6M | 6 to 12M | 1 to $3 Y$ | Over 3Y | Total |  | Within 6M | 6 to 12M | 1 to 3Y | Over 3Y | Total |
| Fixed rate | 0.4\% | -1.0\% | -1.1\% | 1.2\% | -0.5\% | Liquid deposits | -3.5\% | -0.3\% | 0.1\% | 0.1\% | -3.5\% |
| Prime rate-based | 1.2\% | -0.7\% | 0.0\% | 0.0\% | 0.5\% | Time deposits | 2.2\% | 2.4\% | -1.2\% | 0.0\% | 3.5\% |
| Market rate-based | -0.5\% | 0.3\% | 0.1\% | 0.1\% | 0.0\% | Total | -1.2\% | 2.1\% | -1.0\% | 0.1\% | 0.0\% |
| Total | 1.1\% | -1.3\% | -1.1\% | 1.3\% | 0.0\% |  |  |  |  |  |  |
| Loans maturing within 1 year | -0.3\% |  |  |  |  |  |  |  |  |  |  |

## Swap Positions by Remaining Periods (Resona Bank)

- Notional amounts of interest rate swaps by remaining period *

| (Billions of Yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End of September 2007 |  |  |  | End of March 2007 |  |  |  |
|  | 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 | 512.0 | 684.0 | 1,005.1 | 2,201.1 | 467.0 | 995.0 | 819.2 | 2,281.2 |
| Receive floating rate/Pay fixed rate | 265.1 | 179.9 | 100.0 | 545.0 | 210.0 | 235.0 | 100.0 | 545.0 |
| Net position to pay fixed rate | 246.9 | 504.1 | 905.1 | 1,656.1 | 257.0 | 760.0 | 719.2 | 1,736.2 |

■ Ratio of net position (notional amount) to receive fixed rate to total assets *


[^2]Composition of Loan Portfolio by Corporate/Individual Customers (Resona Bank)


## Composition of Deposits by Corporate/Individual Customers (Resona Bank)

## Corporate Deposits

[End September 2006]


Individual Deposits
[End September 2006]

[End March 2007]

[End March 2007]

[End September 2007]

[End September 2007]


## Migrations of Borrowers (Resona Bank, 1H of FY2007)

Exposure amount basis (Migration during the 1H of FY2007)

|  |  | End of September 2007 |  |  |  |  |  |  |  |  | Upward Migration | Downward Migration |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Normal | Other Watch | Special Attention | Doubtful | Quasi- <br> Bankrupt | Bankrupt | Other | Collection, Repayments | $\begin{aligned} & \text { Assignments, } \\ & \text { Sale } \end{aligned}$ |  |  |
|  | Normal | 95.3\% | 3.7\% | 0.5\% | 0.2\% | 0.0\% | 0.1\% | 0.2\% | 0.2\% | 0.0\% | - | 4.6\% |
|  | Other Watch | 9.3\% | 79.1\% | 1.4\% | 4.0\% | 0.2\% | 0.8\% | 5.1\% | 5.1\% | 0.0\% | 9.3\% | 6.5\% |
|  | Special Attention | 23.5\% | 9.6\% | 50.6\% | 10.9\% | 0.6\% | 0.3\% | 4.5\% | 4.5\% | 0.0\% | 33.1\% | 11.8\% |
|  | Doubtful | 1.7\% | 4.4\% | 1.1\% | 73.6\% | 7.8\% | 2.3\% | 9.0\% | 6.1\% | 3.0\% | 7.2\% | 10.2\% |
|  | Quasi- <br> Bankrupt | 0.2\% | 0.3\% | 0.0\% | 1.3\% | 79.9\% | 3.1\% | 15.1\% | 10.1\% | 5.0\% | 1.9\% | 3.1\% |
|  | Bankrupt | 0.0\% | 0.0\% | 0.0\% | 0.7\% | 0.0\% | 89.5\% | 9.7\% | 8.4\% | 1.3\% | 0.7\% | - |

1. Above table shows how a borrower belonging to either of the borrower categories shown as of the end of March 2007 moved to a new category in the first half of FY2007.
2. Percentage points are calculated based on exposure amounts as of the end of March 2007. (New loans extended, loans collected or written-off during the period are not taken into account.)
3. "Other" for end of September 2007 indicates those exposures removed from the balance sheet due to collection, repayments, assignments or sale of claims.

## Trend of Long-term Senior Debt Rating of Resona Bank



List of RHD's Preferred Shares (1)
(As of September 30, 2007)

|  |  | Class B Preferred Shares | Class C Preferred Shares | Class E Preferred Shares | Class F Preferred Shares |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Distinction between public and private funds |  | Public Fund | Public Fund | Public Fund | Public Fund |
| Original 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 |
| Original issue date |  | 3/31/1999 | 4/26/2001 | 3/31/1999 | 3/31/1999 |
| Current number of shares |  | 272,202 shares | 120,000 shares | 9,576 shares | 80,000 shares |
| Issue price per share |  | JPY 600,000 | JPY 500,000 | JPY 1,250,000 | JPY 1,250,000 |
| Total issue amount remaining at present |  | JPY 163.3 Billion | JPY 60.0 Billion | JPY 12.0 Billion | JPY 100.0 Billion |
| Original total issue amount |  | JPY 408.0 Billion | JPY 60.0 Billion | JPY 300.0 Billion | JPY 100.0 Billion |
| Shareholder |  | RCC | RCC | RCC | RCC |
| Preferred dividend | Dividend per share | JPY 6,360 | JPY 6,800 | JPY 14,380 | JPY 18,500 |
|  | Total amount of dividend | JPY 1,731 Million | JPY 816 Million | JPY 138 Million | JPY 1,480 Million |
|  | Yield | 1.06\% | 1.36\% | 1.1504\% | 1.48\% |
| Acquisition right | Acquisition period | $\begin{aligned} & \hline 6 / 30 / 1999 \\ & 3 / 31 / 2009 \\ & \hline \end{aligned}$ | $\begin{gathered} \hline 1 / 1 / 2002 \\ 3 / 31 / 2015 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 7 / 1 / 2002 \\ 11 / 30 / 2009 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 7 / 1 / 2003 \\ 11 / 30 / 2014 \\ \hline \end{gathered}$ |
|  | Current exchange price | (JPY 294,985) | JPY 338,400 | JPY 359,700 | JPY 359,700 |
|  | Current exchange rate | 2.034 | (1.478) | (3.475) | (3.475) |
| Reset of exchange rate | Date of reset | 6/30 | 1/1 | 7/1 | 7/1 |
|  | Direction of reset | Upward/Downward | Upward/Downward | Upward/Downward | Upward/Downward |
|  | Cap exchange rate | 3.429 | (2.999) | (3.475) | (3.475) |
|  | Floor exchange rate | --- | --- | --- | --- |
|  | Cap exchange price | --- | --- | --- | --- |
|  | Floor exchange 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 |
| Acquisition clause | Date of mandatory exchange | 4/1/2009 | 4/1/2015 | 12/1/2009 | 12/1/2014 |
|  | Mandatory exchange rate | JPY 600,000/Market Pricex1.02 | 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 exchange price | JPY 100,000 | JPY 166,700 | JPY 359,800 | JPY 359,800 |

(As of September 30, 2007)

|  |  | Class 1 Preferred Shares | Class 2 Preferred Shares | Class 3 Preferred Shares |
| :---: | :---: | :---: | :---: | :---: |
| Distinction between public and private fund |  | Public Fund | Public Fund | Public 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 |
| Original issue date |  | 711/2003 | 711/2003 | 711/2003 |
| Current number of shares |  | 2,750,000 shares | 2,817,808 shares | 2,750,000 shares |
| Issue price per share |  | JPY 200,000 | JPY 200,000 | JPY 200,000 |
| Total issue amount remaining at present |  | JPY 550.0 Billion | JPY 563.6 Billion | JPY 550.0 Billion |
| Original total issue amount |  | JPY 550.0 Billion | JPY 563.6 Billion | JPY 550.0 Billion |
| Shareholder |  | DIC | DIC | DIC |
| Preferred dividend | Dividend per share (Jun '08) | JPY 2,564 | JPY 2,564 | JPY 2,564 |
|  | Total amount of dividend (Jun '08) | JPY 7,051 Million | JPY 7,225 Million | JPY 7,051 Million |
|  | Yield | $\begin{gathered} \text { Libor (1y) }+50 \mathrm{bp} \\ 1.282 \% \end{gathered}$ | $\begin{gathered} \text { Libor (1y) }+50 \mathrm{bp} \\ 1.282 \% \end{gathered}$ | $\begin{gathered} \text { Libor (1y) }+50 \mathrm{bp} \\ 1.282 \% \end{gathered}$ |
| Acquisition right | Acquisition period | 7/1/2006 | 7/1/2008 | 7/1/2010 |
|  |  | --- | --- | --- |
|  | Current exchange price | JPY 299,700 | --- | --- |
|  | Current exchange rate | (0.667) | (---) | (---) |
| 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 28,000 | JPY 20,000 | JPY 17,000 |
|  | 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 |
|  |  |  |  |  |
|  | Mandatory exchange rate | --- | --- | --- |
|  | Start of market price calculation | --- | --- | --- |
|  | Calculation period | --- | --- | --- |
|  | Floor exchange price | -- | --- | -- |


| Class 4 Preferred Shares | Class 5 Preferred Shares | Class 9 Preferred Shares |
| :---: | :---: | :---: |
| Private Fund | Private Fund | Private Fund |
| Resona Holdings Class 4 | Resona Holdings Class 5 | Resona Holdings Class 9 |
| 8/31/2006 | 8/28/2007 | 6/5/2007 |
| 25,200 shares | 40,000 shares | 100,000 shares |
| JPY 2,500,000 | JPY 2,500,000 | JPY 3,500,000 |
| JPY 63.0 Billion | JPY 100.0 Billion | JPY 350.0 Billion |
| JPY 63.0 Billion | JPY 100.0 Billion | JPY 350.0 Billion |
| Shinkin Trust Bank | Dai-ichi Life | Merill Lynch Japan Finance |
| JPY 99,250 | JPY 91,875 | JPY 26,769 |
| JPY 2,501 Million | JPY 3,675 Million | JPY 2,677 Million |
| 3.97\% | 3.675\% | 0.93\% |
| --- | --- | 6/5/2008 |
| --- | --- | (Certain limitations appplicable) |
| --- | --- | JPY 332,465 |
| (---) | (--) | (10.527) |
| -- | -- | 6/5 |
|  |  | 4 times only (2012-2015) |
| --- | --- | Downward only |
| --- | --- | (40.355) |
| --- | --- | --- |
| --- | --- | --- |
| --- | --- | JPY 86,730 |
| --- | --- | 45 trading days |
| --- | --- | 30 trading days (VWAP) |
| 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 five years affter issue date |
| --- | --- | --- |
| --- | --- | --- |
| --- | --- | --- |
| --- | --- | --- |

## Class 9 Preferred Shares: <br> Structure that Embodies "Basic Policies toward Repayments"

## Designed in such a way to ensure high capital eligibility and to avoid dilution

- All shares will be allotted and subscribed by Merrill Lynch Japan Finance
- The only convertible preferred share that the Aol allows


## Reduce preferred

dividends
Dividend rate: 0.93\%
Fixed rate over
a long period
Secure available funds
for repayments
Total issue amount: $¥ 350$ bn

Maintain capital quality

Proceeds will be utilized to repurchase the existing public fund convertible preferred shares (leading to a decline in the number of potential shares)

## Limitation on exercise of Acquisition Rights

■Acquisition Rights are not exercisable for one year from the issue date

■Initial Exchange Price is set at an amount equal to the sum of the Base Price plus the Initial Exchange Premium of $15 \%$ (Same exchange price applicable for 5 years)
$\square$ For five years from the issue date, Acquisition Rights become exercisable only when ordinary share price exceeds $115 \%$ of the Initial Exchange Price
■Reset of Exchange Price (downward only) will be made only four times, after 5, 6, 7 and 8 years after the issue date.

## Inclusion of the Acquisition Clause

■Acquisition Clause enables the issuer to limit excessive dilution when ordinary share price appreciates.

■If, after five years after the issuer date, the following conditions are met, the issuer may acquire the Preferred Shares in exchange for payment of cash (equal to subscription price) and delivery of ordinary shares (equal to the in-the-money value).
>Ordinary share price exceeds Acquisition Clause Threshold Price for a certain period, and
>Resona Holdings can maintain an adequate CAR after acquisition under the Acquisition Clause

■Simultaneous mandatory conversion is not applicable

## Class 9 Preferred Shares: "Acquisition Right" and "Acquisition Clause"



## Class 9 Preferred Shares: <br> Comparison with Public Fund Preferred Stocks

|  | Financial Function Early Strengthening Law | Deposit Insurance Law | Class 9 Preferred Shares |
| :---: | :---: | :---: | :---: |
| Preferred Dividend Rate | Fixed rate (1.06\% to 1.48\%) | 1y y Libor +50 bps | Fixed rate (0.93\%) |
| Initial Exchange Premium | N.A. | N.A. | 15\% |
| Start of the Period for Exercise of Acquisition Rights | Already arrived | Jul. 2006 to Jul. 2010 | After one year after the issue date |
| Reset of Exchange Price and Direction | Once every year, upward/downward | Once every year, upward/downward | Four times after 5, 6, 7 and 8 years after the issue date Downward only |
| Floor Exchange Price | $¥ 166,700$ to $¥ 359,700$ | $¥ 17,000$ to $¥ 28,000$ | $¥ 86,730$ <br> (Base Price x $30 \%$ ) |
| Limitation on Exercise of Acquisition Rights | N.A. | N.A. | Exercisable when ordinary share price exceeds $115 \%$ of the Initial Exchange Price |
| Period for Exercise of Acquisition Clause | N.A. | N.A. | Exercisable when ordinary share price exceeds $130 \%$ of the Initial Exchange Price after five years after the issue date |
| Simultaneous Mandatory Conversion | Applicable <br> (Apr. 2009 to Dec. 2014) | N.A. | N.A. |
| Voting Rights | N.A. <br> (Restored when dividends skipped) | Granted | N.A. <br> (Not restored even when dividends skipped) |

## Characteristics of Gross Operating Profits by Area Units (Resona Bank)

■ Characteristics based on the actual results of 1H FY2007


## Business Revitalization Plan: Earnings Plan

|  | FY 2005 | FY 2006 | $\begin{gathered} \hline 1 \mathrm{H} \text { of } \mathrm{FY} \\ 2007 \end{gathered}$ | FY 2007 | FY 2008 | FY 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Billions of Yen) | (Actual) | (Actual) | (Actual) | (Plan) | (Plan) | (Plan) |
| Gross operating profit | 693.6 | 735.9 | 342.7 | 727.0 | 754.0 | 780.0 |
| Trust fees | 36.6 | 40.4 | 20.4 | 34.0 | 33.0 | 34.0 |
| Jointly Operated Designated Money Trust | 6.2 | 6.7 | 3.2 | 3.0 | 2.0 | 1.0 |
| NPL disposal in trust account | 0.0 | 0.3 | 0.1 | 0.0 | 0.0 | 0.0 |
| Interest income | 604.4 | 660.2 | 348.3 | 709.0 | 777.0 | 852.0 |
| Interest expense | 76.6 | 115.5 | 81.4 | 161.0 | 208.0 | 267.0 |
| Net fees \& commissions | 91.0 | 107.0 | 53.0 | 98.0 | 103.0 | 110.0 |
| Net trading income | 3.0 | 20.5 | 13.1 | 22.0 | 22.0 | 23.0 |
| Other operating income | 35.0 | 23.2 | (10.7) | 25.0 | 27.0 | 28.0 |
| Gains/(losses) on bonds | (12.2) | 7.4 | (13.9) | 1.0 | 1.0 | 1.0 |
| Adjusted net operating profit (Note.1) | 345.2 | 382.0 | 165.0 | 347.0 | 366.0 | 392.0 |
| Net operating profit | 348.7 | 377.2 | 184.6 | 347.0 | 366.0 | 392.0 |
| Provision to general reserve | (3.6) | 4.4 | (19.8) | 0.0 | 0.0 | 0.0 |
| Expenses | 348.5 | 354.3 | 177.8 | 380.0 | 388.0 | 388.0 |
| Personnel expense | 117.2 | 120.7 | 60.0 | 126.0 | 130.0 | 132.0 |
| Non-personnel expenses | 210.2 | 212.7 | 107.1 | 232.0 | 237.0 | 235.0 |
| Disposal of NPL | 57.6 | 72.1 | 58.7 | 61.0 | 60.0 | 56.0 |
| Net gain/(loss) on stocks | 53.9 | 69.1 | (10.1) | 8.0 | 8.0 | 8.0 |
| Loss on devaluation | 1.5 | 7.6 | 2.3 | 0.0 | 0.0 | 0.0 |
| Ordinary profit(loss) | 336.6 | 386.5 | 126.2 | 288.0 | 308.0 | 338.0 |
| Extraordinary gains | 69.2 | 34.3 | 25.3 | 0.0 | 0.0 | 0.0 |
| Extraordinary losses | 4.5 | 12.9 | 2.8 | 8.0 | 8.0 | 8.0 |
| Income taxes - current | 9.5 | 18.3 | 5.4 | 10.0 | 11.0 | 65.0 |
| Income taxes - deferred | 1.1 | (225.0) | 21.5 | 65.0 | 63.0 | 33.0 |
| Net income/(loss) | 390.7 | 614.6 | 121.7 | 205.0 | 226.0 | 232.0 |


|  | FY 2005 | FY 2006 | $\begin{array}{\|c\|} \hline 1 \mathrm{H} \text { of } \mathrm{FY} \\ 2007 \end{array}$ | FY 2007 | FY 2008 | FY 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Billions of Yen) | (Actual) | (Actual) | (Actual) | (Plan) | (Plan) | (Plan) |
| Total assets (Note.2) | 41,653.9 | 40,649.4 | 40,500.3 | 40,300.0 | 39,870.0 | 40,620.0 |
| Loans and bills discounted | 25,247.2 | 26,019.4 | 25,873.5 | 26,800.0 | 27,480.0 | 28,030.0 |
| Securities | 7,598.5 | 7,341.8 | 6,941.3 | 7,200.0 | 6,550.0 | 6,950.0 |
| Trading assets | 828.4 | 407.8 | 463.1 | 670.0 | 670.0 | 670.0 |
| DTA (term-end bal.) | 4.4 | 280.1 | 279.7 | 175.7 | 112.2 | 74.9 |
| Total liabilities (Note.2) | 40,657.9 | 39,394.5 | 39,109.5 | 38,920.0 | 38,640.0 | 39,370.0 |
| Deposits and NCDs | 33,153.4 | 33,118.3 | 33,342.2 | 32,900.0 | 33,300.0 | 33,790.0 |
| Trading liabilities | 15.0 | 40.7 | 84.9 | --- | --- | --- |
| DTL (term-end bal.) | 32.0 | 18.2 | 10.3 | 22.4 | 21.8 | 17.9 |
| DTL for land revaluation (term-end bal.) | 46.2 | 44.2 | 43.9 | 44.3 | 44.3 | 44.3 |
| Net assets (Note.2) | 1,692.0 | 1,947.6 | 1,621.9 | 1,450.2 | 1,481.2 | 1,487.2 |
| Capital stock | 398.8 | 398.8 | 398.8 | 398.8 | 403.8 | 403.8 |
| Capital reserve | 433.8 | 433.8 | 433.8 | 433.8 | 438.8 | 438.8 |
| Other capital surplus | 88.7 | 88.7 | 88.7 | 88.7 | 88.7 | 88.7 |
| Earned surplus reserve | 20.0 | 20.0 | 20.0 | 20.0 | 20.0 | 20.0 |
| Retained earnings (Note.3) | 433.3 | 660.4 | 394.5 | 250.7 | 271.7 | 277.7 |
| Land revaluation excess | 63.3 | 61.4 | 61.0 | 61.5 | 61.5 | 61.5 |
| Net unrealized gains/(losses) on other sed | 253.8 | 300.0 | 241.2 | 196.4 | 196.4 | 196.4 |
| (Management Indicators) (Note.4) |  |  |  |  |  |  |
| Yield on interest earning assets (A) | 1.66 | 1.78 | 1.89 | 1.95 | 2.15 | 2.30 |
| Interest earned on loans and bills discoun, | 1.93 | 1.94 | 2.14 | 2.16 | 2.30 | 2.47 |
| Interest on securities | 1.05 | 1.28 | 0.95 | 1.36 | 1.67 | 1.74 |
| Total cost of funding (B) | 1.07 | 1.23 | 1.36 | 1.43 | 1.59 | 1.71 |
| Interest paid on deposits and NCDs (D) | 0.08 | 0.17 | 0.28 | 0.30 | 0.43 | 0.56 |
| Overall interest spread (A) - (B) | 0.58 | 0.55 | 0.52 | 0.52 | 0.56 | 0.59 |
| Cost-to-income ratio (OHR) | 50.24 | 48.12 | 51.87 | 52.26 | 51.45 | 49.74 |

*1. Net operating profit before NPL disposal in trust account and provision to general reserve
*2. Assets and liabilities are stated in average balance. Net assets are reported in term-end balance
3. Earned surplus excluding earned surplus reserve
4. Management indicators other than OHR are based on the total figures of three subsidiary banks excluding Resona Trust \& Banking.

## Resona HD Selected as Best Bank in Japan by EUROMONEY

■ EUROMONEY, UK monthly magazine specializing in finance, chose Resona Holdings to receive award for best bank in Japan in its July 2007 issue

■ Resona Holdings was selected for the award because of its strong financial results and ability to attract foreign investors including Merrill Lynch who subscribed the Preferred Shares issued by Resona Holdings.


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.


[^0]:    * Deposit /loan income: domestic operations, banking account, deposits include NCDs.

[^1]:    *1. Domestic operations (Deposits include NCDs)

[^2]:    * Notional amount of interest rate swaps to which deferred hedge accounting is applicable.

