# Business Results of FY2007 and Future Management Direction

- Maximizing Corporate Value through Sustained Growth -



September 2008



# **Resona Group at a Glance**

**Update on Recent Business Results** 

Pathway to Early Repayment of Public Funds

<Reference> Macro Trends of Japan

<Reference> Business Trend

# **Resona Group at a Glance**

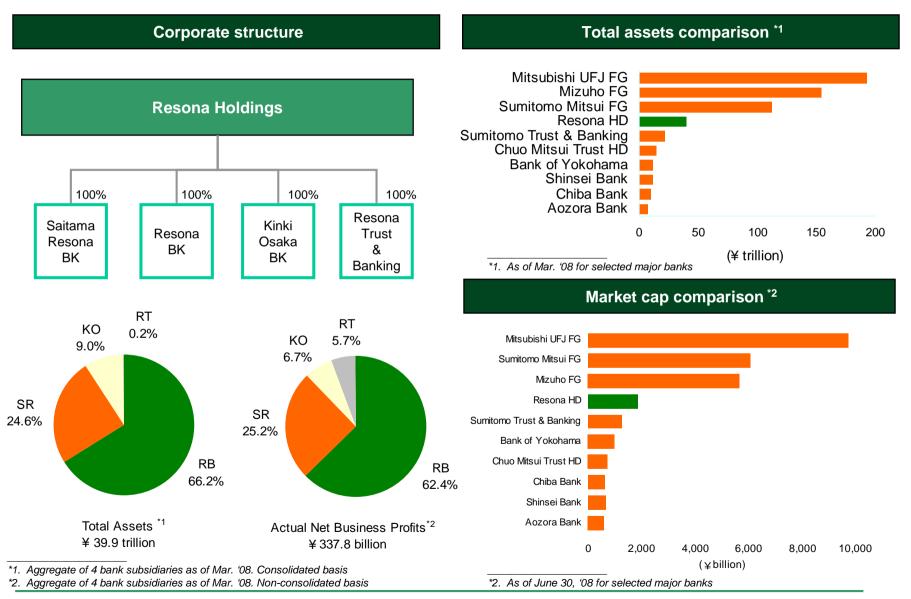
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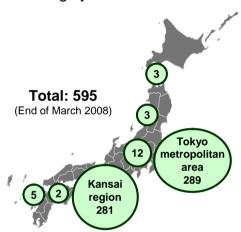
# **Overview of Resona Group**



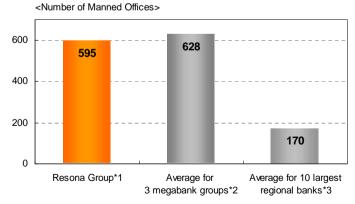
# **Strong Franchise Value**

## Franchise value

 Solid presence in the Tokyo Metropolitan Area and the Kansai region where economic activities, industries, and population are highly concentrated

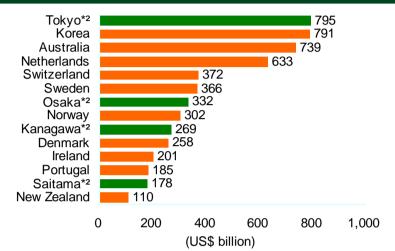


Branch network comparable in size to megabanks



- \*1. Total of 4 group banks (RB, SR, KO, and RTB) <Mar. '08>
- \*2. MUFG (BTMU+ MUTB), Mizuho FG (Mizuho BK, Mizuho CBK), SMFG (SMBC) <Mar. '07>
- \*3. 10 largest regional banks in terms of non-consolidated total assets (Yokohama, Chiba, Shizuoka, Fukuoka, Joyo, Nishinihon City, Kyoto, Hiroshima, 82th, and Gunma) < Mar. '07>

# GDP comparison (2005\*1)

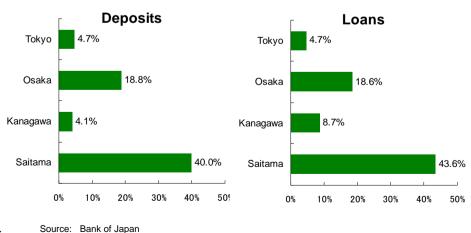


Source: OECD Annual National Accounts Database, Cabinet office

\*1. Tokyo, Osaka, Kanagawa and Saitama: Fiscal Year, Other countries: Calendar Year

\*2. \$1=¥116 (Bank of Japan, as of Mar, '06)

# Market share (Mar. '08)



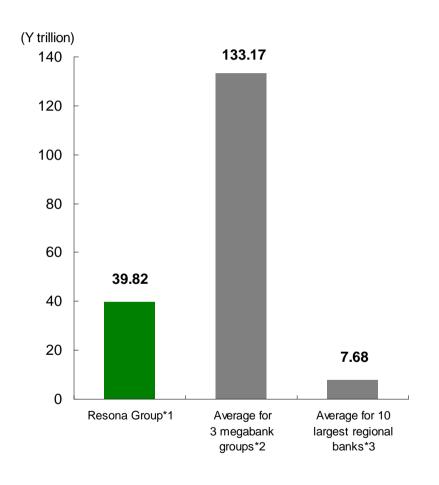
# **Economies of Scale**

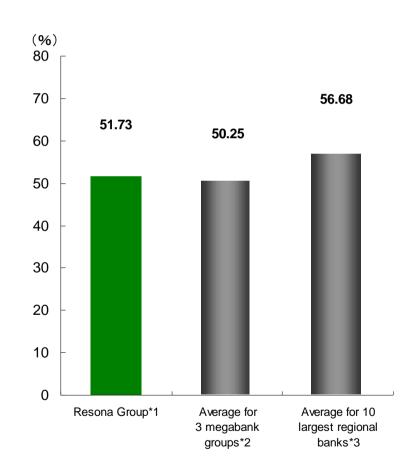
# Total Assets (Mar. '08)

■ 4<sup>th</sup> largest banking group in Japan, with ¥40 trillion assets

# **Cost to Income Ratio (FY2007)**

- Operational efficiency comparable to megabanks
  - Assets and operations sizeable enough to pursue economies of scale





<sup>\*1.</sup> Total of 4 group banks (RB, SR, KO, and RTB)

<sup>\*2.</sup> MUFG (BTMU+ MUTB), Mizuho FG (Mizuho BK, Mizuho CBK), SMFG (SMBC)

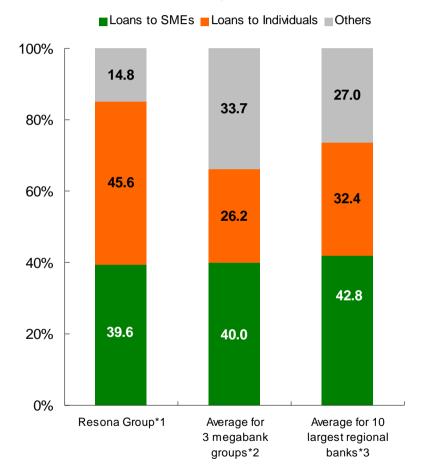
<sup>\*3. 10</sup> largest regional banks in terms of non-consolidated total assets (Yokohama, Chiba, Shizuoka, Fukuoka, Joyo, Nishinihon City, Kyoto, Hiroshima, 82th, and Gunma)

# Focus on SMEs and Retail Banking Business

# **Comparison of Loan Portfolio**

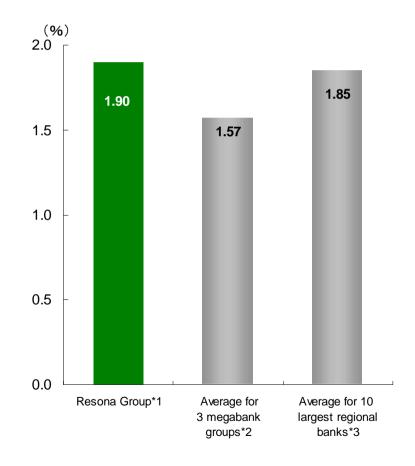
(Loans in the domestic account, as of Mar. '08)

Lending to SMEs and individuals accounts for more than 80% of the entire loan portfolio



## **Comparison of Loan-to-Deposit Spread**

 Credit risk control and favorable loan-to-deposit spread realized through the loan portfolio diversified into small lots

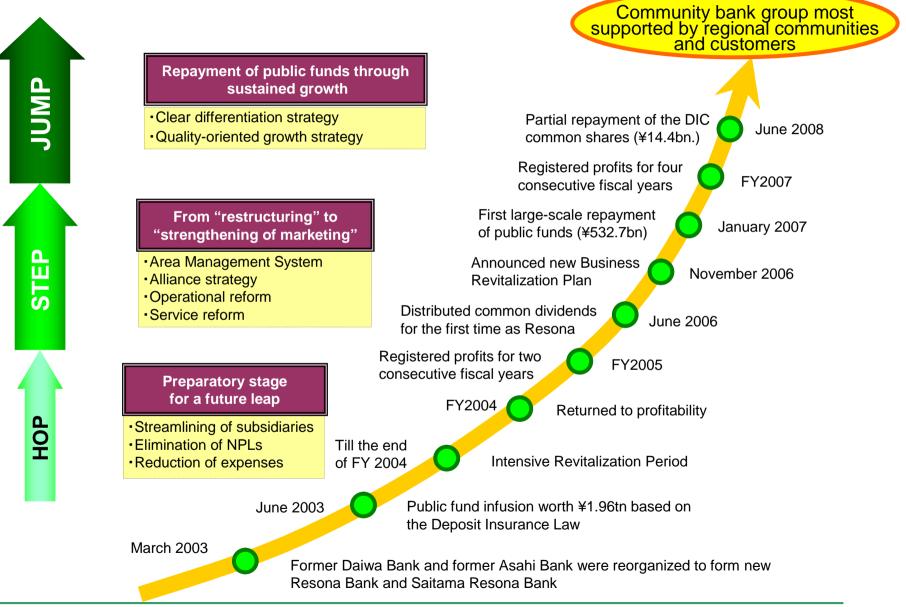


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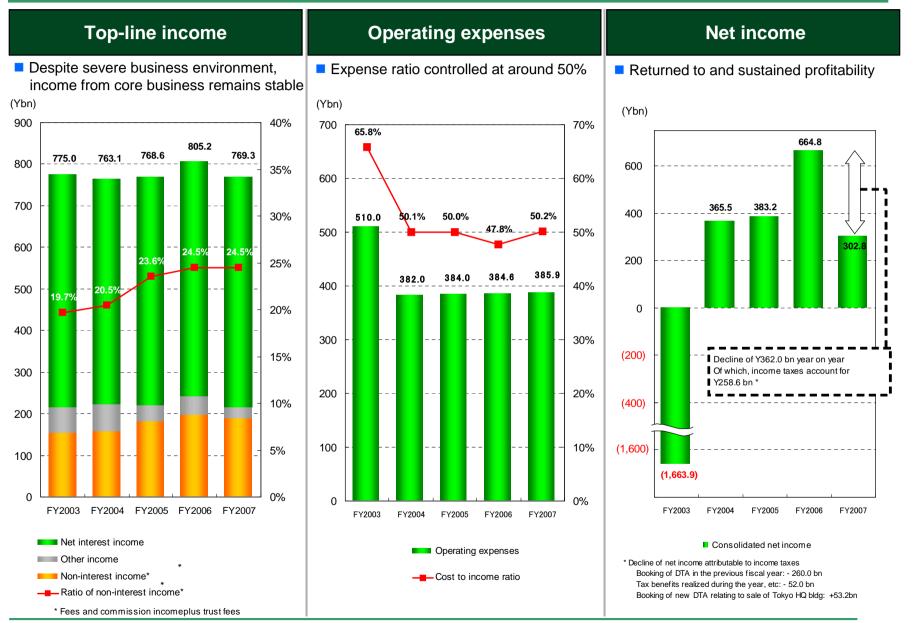
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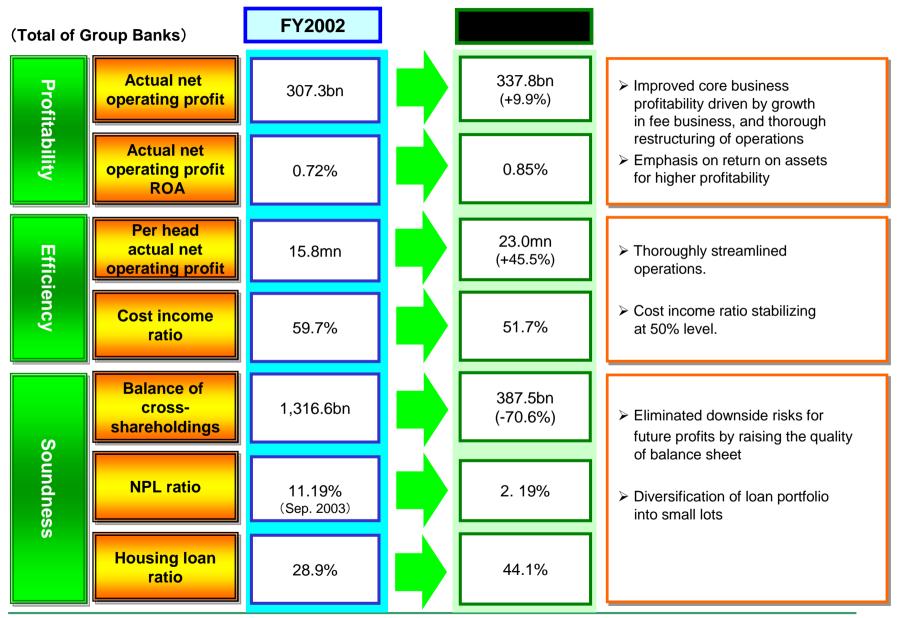
# **Resona Group's Management Direction**



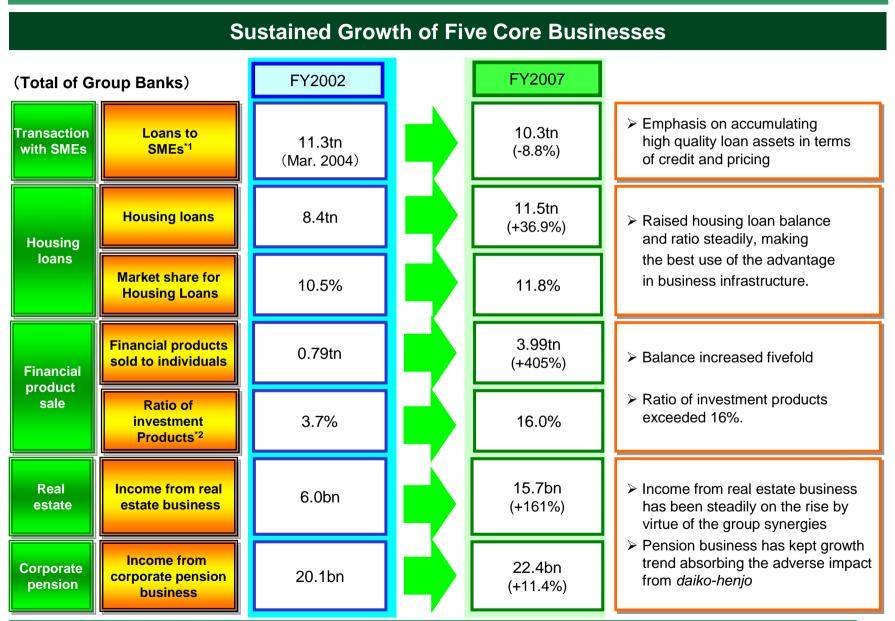
# **Trend of Resona Group Consolidated Business Results**



# What We Have Achieved (1): Sustainable Profitability



# What We Have Achieved (2): Growth of Five Core Businesses



<sup>\*1.</sup> Loans to SMEs = Loans to SMEs and Individuals - Loans to Individuals (Consumer Loans)

<sup>\*2.</sup> Ratio of investment products to total financial assets including deposits held by individuals

# **Competitive Advantage in Retail Banking Business**

## Enhance competitiveness through upgrading of business infrastructure and low-cost operations

Lineup of Products and Services

- Open alliance strategy leveraging on non-affiliation with any Zaibatsu groups
- Procure competitive products based on well-established marketing expertise
- Differentiation with trust banking solutions

Approx. 13 million active individual client accounts

Approx. 90 thousands

Low-cost corporate loan customers

Innovative and Diversified Marketing Channel

- Next-generation branch office (Redefined branch office as a place for sales activities)
- Store front service innovation
  - >Zero waiting time campaign
  - Extended business hours at all branches
  - ➤ Branch offices open on Saturdays (74)
- Multiple service channels for customer convenience
  - Manned branch network comparable to megabanks (595)
  - ➤ Investments to strengthen direct channels (TB, IB, ATM)
  - Cash points in approx. 28,000 locations through tie-ups with convenience stores

- Drastic business process reengineering
  - > "Paperless", "Cashless" and "Backless" operations
  - Shifting back-office personnel to sales divisions
- Renovation in job assignment
  - Standardization of business processes
  - Give temp. staffs and part timers new job responsibilities
- IT supports

**Operations** 

Direct channels process increasing number of routine transactions

# Resona Group at a Glance

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# **Operating Results for the 1Q (3 Months from April 1 to June 30)** (Total of Group Banks, Non-consolidated Basis)

	Financial Results	1Q FY2007	1Q FY2008	YoY Change	Rate of Progress*4	Comments			
	Gross Operating Profit	178.9 bn	161.2 bn	(17.7) bn	45.4%	Improvement in least to denotit anneal has led to an			
	Interest Income from Loans and Deposits <sup>1</sup>	115.8 bn	116.2bn	+ 0.4 bn	_	<ul> <li>Improvement in loan to deposit spread has led to an increase in interest income from loans and deposits.</li> <li>Fees and commission declined primarily due to a</li> </ul>			
	Fees and Commission Income <sup>2</sup>	32.4 bn	25.1 bn	(7.2) bn	_	delayed recovery in sale of investment trusts			
	Net Gains (Losses) on Bonds	3.5 bn	(3.0) bn	(6.5) bn	_	<ul> <li>Loss realized on bonds portfolio is limited despite a rise in long-term interest rate</li> </ul>			
	Operating Expenses	(87.2) bn	(90.1) bn	(2.9) bn	47.5 %	■ Operating expenses are within company forecast			
Act	tual Net Operating Profit <sup>3</sup>	91.6 bn	70.9 bn	(20.7) bn	42.9%	Progress rate for actual net operating profit against the 1st Half forecast is 42.9%			
	Net Gains on Stocks	0.9 bn	4.4 bn	+ 3.5 bn	_	■ Credit expense increased Increase in bankruptcies among real estate and			
	Credit Expenses, Net	(32.7) bn	(51.0) bn	(18.2) bn	231.8%	construction sectors triggered by a sudden change in business environments - Preemptive provisions of loan loss reserves in			
	Pre-tax Income	62.5 bn	129.0 bn	+66.5 bn	54.3%	preparation for prolonged stagnation of economy  Net income increased +Y66.5 bn. YoY owing to an			
	Net Income	45.6 bn	72.2 bn	+ 26.5 bn	51.0%	extraordinary gain registered through a sale of Tokyo HQ building.			
	Asset Quality	March 31, 2008	June 30, 2008	Change		Comments			
	NPL Ratio	2.19%	2.43%	+0.23%	■ NPL ration borrowe	o rose due to increase in downward migrations of rs in real estate and construction sectors			
	let Unrealized Gains on ailable-for-sale Securities	171.6 bn	208.1bn	+36.5 bn	<ul> <li>Maintained soundness in securities portfolio</li> <li>Maintained more than Y200bn of unrealized gains available-for-sale securities</li> </ul>				

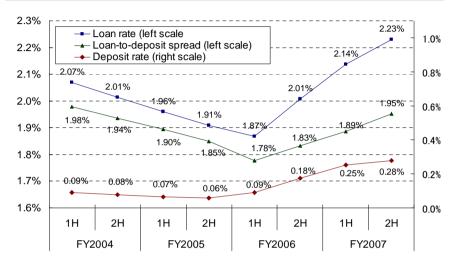
Domestic operations (Deposits include NCDs.)

Fees and commission income plus trust fees

Net operating profit before transfer to general reserve for possible loan losses and expenses related to NPL disposal in the trust account Progress rate against a 1st half forecasts announced in May 2008.

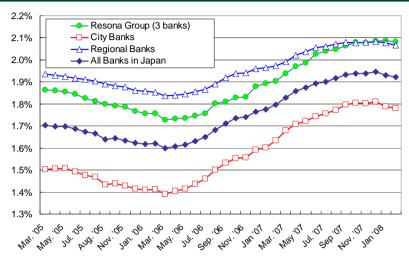
# **Trend of Loan Business (Total of Group Banks)**





(Domestic banking account)

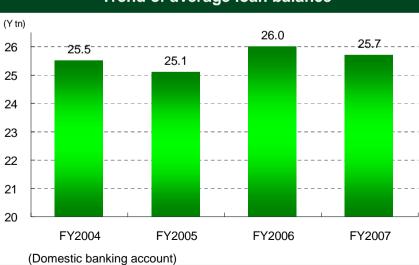
## Loan rate caught up with regional banks average



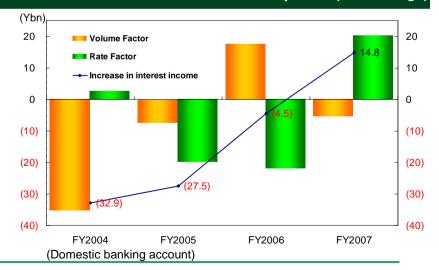
Data source: BOJ Statistics

Resona Group: Shown in weighted average of the rates of RB, SR and KO reported to BOJ

## Trend of average loan balance



## Trend of net income on loans and deposits (YoY change)

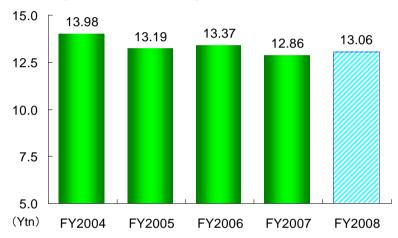


## **Loan Plan for FY2008**

## **Loans to Corporations**

#### Prioritized loan quality rather than volume under severe market environment

[Average balance of lending to corporate borrowers]



<sup>\*</sup> Loans in the domestic banking account, management accounting basis

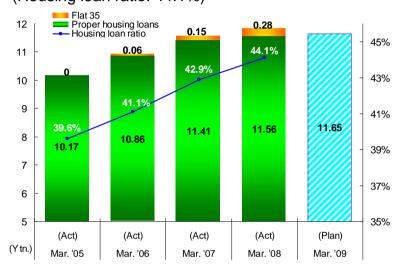
#### Loans to corporations declined Y360bn during 1Q of FY2008

## ■ Measures to enhance soundness of loan portfolio

- Continue putting emphasis on risk pricing and diversification of loan portfolio into small lots
- Maintain cautious stance toward construction and real estate sectors for the time being
- Simultaneously, business promotion side will be strengthened through a shift to new branch office management system

## **Housing Loans**

# ■ Balance at the end of March 2008: Y11.5 tn. (Housing loan ratio: 44.1%)



Plan number is based on administrative accounting (excluding Flat 35)

## Expect moderate slowdown in new loan origination

➤ FY2007 (Actual): Y1.39 tn. → FY2008 (Plan): Y1.29 tn.

### Resona's strength in housing loans

- Infrastructure supporting over 1 trillion yen per year new loan origination
- Well-established connection with developers and dealers
   ⇒ Approx. 90% of new applications are from this source

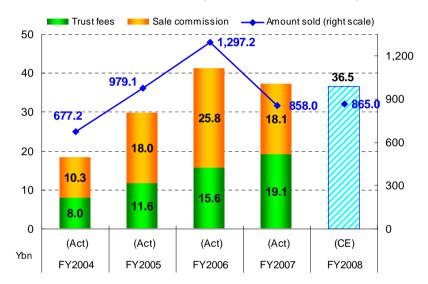
#### ■ Seek quality in expanding the business further

- > Adopted more stringent loan screening criteria in phase
- Subrogation rate has been stable for several years.

# Sale of Financial Products

#### **Investment Trusts**

- Income for FY2007 : Y37.2bn (-Y4.0bn YoY)
  - > Amount sold: Y858.0bn, Term-end Bal.: Y2,396.9bn

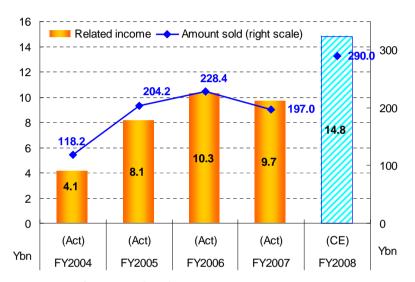


#### ■ Progress in the 1Q of FY 2008

- Amount sold: Y113.3bn, Income earned: Y6.4bn
- Sale amount declined 55% YoY (1Q FY2007: Y257.4bn)
- > Rate of YoY decline hit the bottom in the 4Q of FY2007
- Full-fledged inflow of money from first baby boomers
  - ➤ Individual deposits increased Y390.8bn (+1.8%) during 1Q

## **Personal annuity**

- Income for FY2007: Y9.7bn ( Y0.6bn YoY)
  - > Amount sold: Y197.0bn



## ■ Progress in the 1Q of FY2008

- > Amount sold: Y52.8bn (+22% YoY)
- > Income earned: Y2.6bn (+18% YoY)

## Strengthened business platform

Expanded product line-up through business tie-ups with Dai-ichi Mutual Life Insurance and Credit Agricole Group

## Compliance and post-purchase care

- Business infrastructure developments
  - Branch layout suited for consulting-based sales activities
  - ➤ CRM system → Adherence to "principle of suitability"

- Introduction of low-risk and simplified products
- Know-how of specialized staff
- Held 47 post-purchase seminars a year (13,000 customers participated.)

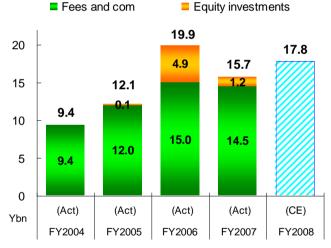
# Real Estate, Pension and Securities Trust Businesses

## Real estate business (RB)

- Income for FY2007: Y15.7bn (-Y4.2bn YoY)
  - Commission income: Y14.5bn (- Y0.5bn YoY)
  - ➤ Income from equity investments: Y1.2 bn (-Y3.7bn YoY)
- Greater contribution by licensed branches in the Tokyo metropolitan area

[Mar '03] East Japan 38 branches, West Japan 66 branches [Present] East Japan 61 branches, West Japan 43 branches

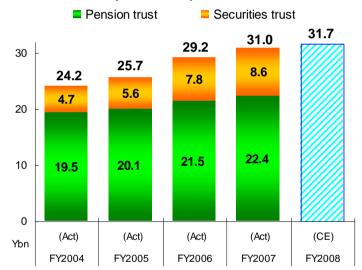
FY2007 income: East Japan Y10.7bn, West Japan Y5.0 bn



- Income earned for 1Q of FY2008: Y1.4 bn (Y3.2 bn for 1Q of the previous year)
- Business structure that makes the best use of branch network and customer base
  - Brokerage transactions initiated by actual demands from customers
  - Approx. 1,200 brokerage transactions are carried out a year (Typical transaction amount is around Y500 million)

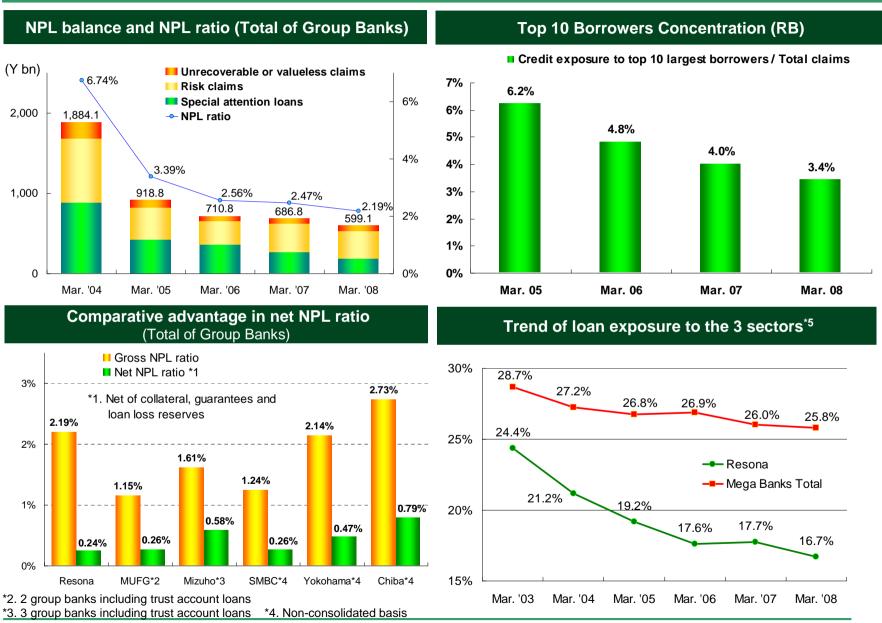
## Pension and securities trust business (RT)

- Gross operating profits for FY2007: Y31.0bn
  - > Pension trust business: Y22.4bn (+Y0.9bn YoY)
  - Securities trust business: Y8.6bn (+Y0.8bn YoY)
- Number of pension trusts newly entrusted in FY2007 : 169 (+115 YoY)



- Gross operating profits for 1Q of FY2008: Y3.8 bn (Y4.1 bn for 1Q of the previous year)
- Providing SMEs with needed supports for a shift from tax-qualified pension plan to a new scheme
- High quality fund management products
  - Entrusted from 2 large European pension funds with investment management in Japanese equity
  - Entrusted from a large European financial institution with investment advisory services in J-REIT

# **Measures to Enhance Financial Soundness: Loan Asset**



<sup>\*5.</sup> Ratio of loans to construction, finance and insurance, and real estate sectors to the total lending in the domestic account.

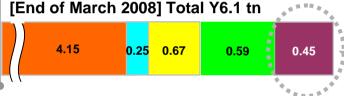
# Measures to Enhance Financial Soundness: Securities Portfolio

## Maintained soundness of securities portfolio

## [Non-trading marketable securities available for sale]

#### [End of March 2007] Total Y6.8 tn





## [Net investment portfolio]

- Bonds: unrealized loss: Y29.9bn
  - > Duration 1.7 years, BPV Y0.9bn
  - JGB investments to earn stable interest income in the medium term
  - Conservative management in light of interest rate normalization
- Other: unrealized loss: Y2.7bn
  - Diversification of investments with non-interest assets
  - Unwinding of net investment position in response to deteriorating performance and poor visibility of markets (Net loss on sale for FY2007: Y41.8bn)

#### [Relationship-purpose portfolio]

- Stock: unrealized gain: +Y204.3bn
  - Portfolio with minimized downside risks
  - Loss on write-down of listed stocks for FY2007: Y5.0bn

## **Securitized products**

(Balance of direct investments: Y323.9bn)

Underlying assets for all products held are Japanese assets

Investment and loan exposure linked to housing loans originated in the U.S.

- Direct investments in CDO and similar securities Zero
- Indirect investments via foreign FoFs in assets linked to the U.S. sub-prime mortgage loans Y30 million
- Direct investments in RMBS originated by the GSEs in the U.S. and debt securities issued by them

Zero

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

(610.0)bn

(80.0)bn

■ RHD's consolidated CAR [Mar. 31, 2007] <u>10.56% (Basel II SA)</u> ⇒ [Mar. 31, 2008] 14.28% (Basel II F-IRB)

YoY Change based on SA											
(Ybn, %											
	Mar. 31,2007(SA)	Mar. 31,2008 (SA)	YoY change								
Capital adequacy ratio	10.56	13.83	3.27								
Tier I ratio	6.51	9.75	3.24								
Total qualifying capital	2,515.8	3,196.5	680.6								
Tier I capital	1,551.7	2,253.3	701.5								
Tier II capital	1,001.7	967.6	(34.1)								
Deduction	(37.5)	(24.3)	13.1								
Risk-weighted assets	23,803.3	23,106.6	(696.6)								
Credit risk	22,389.3	21,698.6	(690.7)								
Operational risk	1,414.0	1,408.0	(5.9)								

# (Primary factors for the difference) [Qualifying capital]

(1) Sale of investment trust funds, etc.

(2) Decrease of loans and bills discounted

> Tier I	Retained earnings	+701.5bn								
	⇒ Class 9 Preferred Share									
	100.0bn									
	⇒ Consolidated net income	302.8bn								
Tier II										
Partial re	epayment of subordinated loan	(35.0)bn								
Deduction	on									
Securitiz	ation exposure to be deducted	+4.5bn								
Unwindir	ng of double gearing	+8.7bn								
[Risk-weighted assets (RWA)]										
Change i	n RWA (696.6)bn									

## Change due to shift from SA to F-IRB (Mar. 31, 2008)

-	ſΥ	h	n	0	%

	Mar. 31,2008 (SA)	Mar. 31, 2008(F-IRB)	YoY change
Capital adequacy ratio	13.83	14.28	0.45
Tier I ratio	9.75	10.33	0.58

Т	otal qualifying capital	3,196.5	3,115.8	(80.6)
	Tier I capital	2,253.3	2,253.3	-
	Tier II capital	967.6	910.4	(57.1)
L	Deduction	(24.3)	(47.8)	(23.4)
F	Risk-weighted assets	23,106.6	21,809.3	(1,297.3)
	Credit risk	21,698.6	20,401.2	(1,297.3)
	Operational risk	1,408.0	1,408.0	-

# (Primary factors for the difference) [Qualifying capital]

- Tier I Remain unaffected
- > Tier II

Decrease in inclusion of general reserve as qualifying Tier II capital

(57.1)bn

Deduction

Difference in criteria between SA and F-IRB as to deductions relating to securitization exposure

(23.0)bn

## [Risk-weighted assets (RWA)]

- > Change in RWA (1,297.3)bn
  - (1) Corporate and housing loans(2) Stocks, investment trusts, etc.

(2,290.0)bn +1,040.0 bn

# **Earnings Forecasts for Fiscal Year 2008**

	Resona Holdings (Consolidated)					
(Billions of Yen)	1H FY 2008 forecasts	Full year forecasts	Change from the previous year			
Consolidated ordinary income	520.0	1,050.0	(64.4)			
Consolidated ordinary profit	120.0	270.0	36.3			
Net (interim) income	150.0	250.0	(52.8)			

	Resona Holdings (Non-consolida						
(Billions of Yen)	1H FY 2008 forecasts	Full year forecasts	Change from the previous year				
Operating income	50.0	180.0	(420.4)				
Operating profit	40.0	170.0	(419.9)				
Ordinary profit	40.0	170.0	(420.2)				
Net (interim) income	50.0	190.0	(434.6)				

Forecast for term-end per share dividend on common stock	1000 yen
Forecast for term-end per share dividend on preferred stock	As pre-determined

Resona Group started applying a consolidated taxation system from FY2005.

	Total of four banks (approx. figure)		Reson	Resona Bank Saitama Resona Bank			Kinki Osaka Bank		Resona Trust & Banking			
(Billions of Yen)	1H FY 2008 forecasts	Full year forecasts	Change from the previous year	Revitalization Plan	1H FY 2008 forecasts	Full year forecasts						
Gross operating profit	354.5	721.0	21.0	754.0	224.5	458.0	80.5	161.5	34.5	70.0	15.0	31.5
Operating expenses	189.5	383.0	20.9	388.0	121.5	245.0	38.5	77.0	23.5	48.5	6.0	12.5
Actual net operating profit	165.0	338.0	0.2	366.0	103.0	213.0	42.0	84.5	11.0	21.5	9.0	19.0
Ordinary profit	122.5	262.0	49.5	308.0	74.0	162.0	36.0	71.5	3.5	10.0	9.0	19.0
(Interim) Income before income taxes	237.5	384.0	81.9	300.0	189.5	285.0	35.5	70.5	3.5	10.0	9.0	19.0
Net (interim) income	141.5	233.0	(27.1)	226.0			Paga	no Croup start	od applying a	annalidated to	vation system f	irom EV200E

Gain/(loss) on stocks	-	-	45.8	8.0	-	-	-	-	-	-	-	-
Credit related expenses	22.0	60.0	21.3	60.0	14.0		4.5	8.5	3.5	7.5	-	-

# Resona Group at a Glance

# **Update on Recent Business Results**

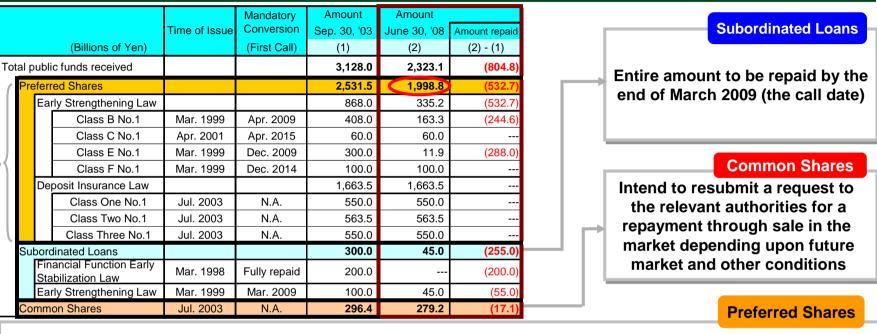
# **Pathway to Early Repayment of Public Funds**

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# List of Public Funds Still Outstanding and Approaches for Repayments

## List of remaining public funds and approaches for repayments



- Repurchase and cancellation utilizing retained earnings and proceeds from issuances of new preferred shares
  - Consideration given to repurchase of common shares as a way to curtail the impact of possible dilution from the Early Strengthening Law Preferred Shares
- As of the end of March 2008, secured the funds for repayments covering approximately 80% of the remaining public fund preferred shares on an infusion amount basis
- Further accumulation of retained earnings and new issue of non-convertible preferred shares will fill the shortage

Public fund preferred shares Remaining amount. ¥1,998.8bn (infusion amount basis)

Other capital surplus (New PS) (¥350bn)

Retained earnings (End of March 2008) (\$1,165.9 bn)

Profit & issuance of non-convertible PS

Total available funds for repayments ¥1,615.8 bn (Approx. 80% of above)

# **Capital Policy Directed toward Early Repayment of Public Funds**

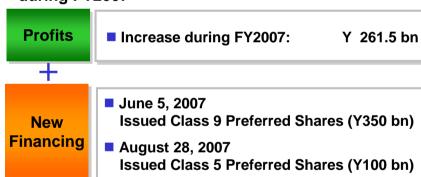
# Basic Policy toward Repayment of Public Funds (Announced in May 2006)

- (1) Secure a source of funds for repayment as soon as possible
- (2) Maintain an appropriate capital adequacy ratio, and
- (3) Avoid dilution of common shares as much as possible

## **Recent Progress**

#### [Accumulation of Funds for Repayments]

■ Funds available for repayments\*1 increased Y711.4 bn during FY2007



### [Repayments in FY2007 and FY2008]

- June 13, 2007
  Partial repayment of subordinated loan: Y35.0bn
- June 19, 2008 DIC transferred a part of the common shares of RHD it owns to the Dai-ichi Mutual Life
  - Repayment of Y14.4bn (infusion amount basis) (Y50.0bn in terms of market capitalization)

## **Response to Possible Dilution**

(Preferred Shares issued under the Early Strengthening Law)

#### [Partial Amendment to the Business Revitalization Plan]

Changes in environment and assumptions

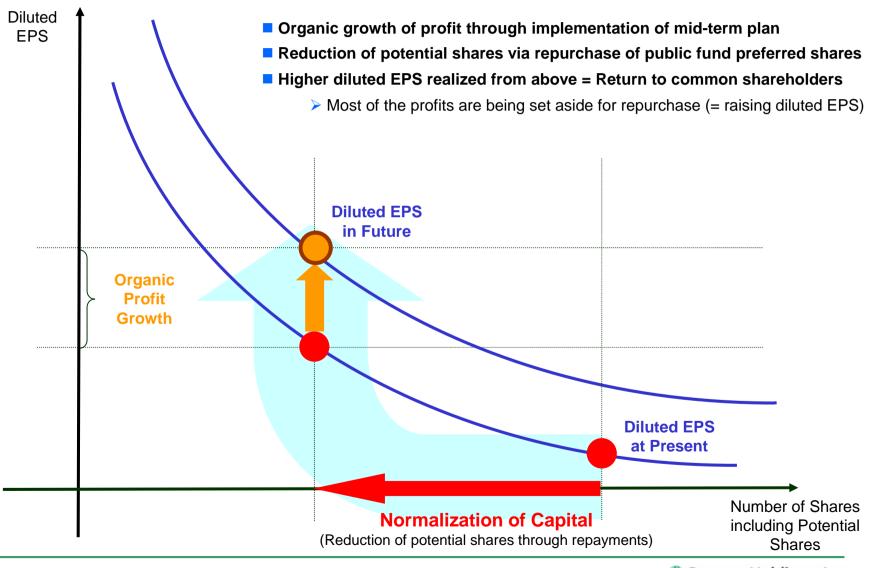
Change in market condition initiated by U.S. sub-prime housing loan issue

Accumulation of retained earnings faster than planned in the Business Revitalization Plan Vis-à-vis BRP (March 2008): + Y174.2 bn.\*2

- Early Strengthening Law Preferred Shares to be repurchased prior to their mandatory conversion dates (Basic approach remains the same)
- At the same time, as a counter measure for the possibility of dilution from conversion of the Early Strengthening Law Preferred Shares, <u>RHD will give considerations to a repur-</u> <u>chase of its common shares from the market prior to their</u> <u>mandatory exchange dates.</u>
- Even when it tries to repurchase its common shares, <a href="RHD">RHD</a> intends to maintain its consolidated CAR above 9% and T1 ratio above 5%, respectively.
- \*1. Retained earnings and other capital surplus maintained by Resona Holdings and subsidiary banks
- \*2. Actual balance of retained earnings compared with the target in the BRP after an adjustment to reflect the repayment in January 2007.

# Two Drivers that Raise Common Shareholder Value

## Repayments of public funds and organic profit growth will both drive up diluted EPS



# Resona Group at a Glance

**Update on Recent Business Results** 

Pathway to Early Repayment of Public Funds

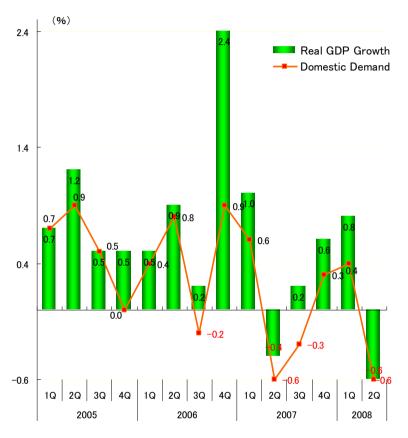
<Reference> Macro Trends of Japan

<Reference> Business Trend

# **Overall Economy in Japan (1)**

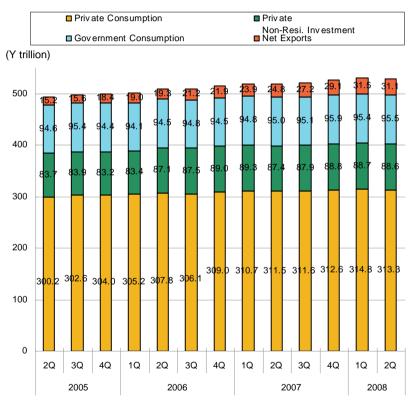
# **GDP Growth Rate\*1**

# **GDP Components**



Source : Cabinet Office

<sup>\*1.</sup> Percentage change from the previous quarter (In real term, seasonally adjusted series)

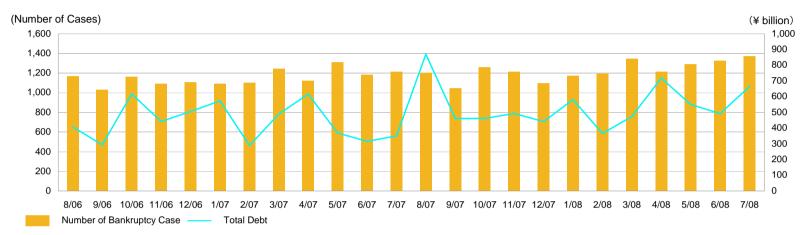


Source : Cabinet Office

1. In real term, seasonally adjusted series

# **Overall Economy in Japan (2)**

# **Enterprise Bankruptcy**



Source: Tokyo Shoko Research

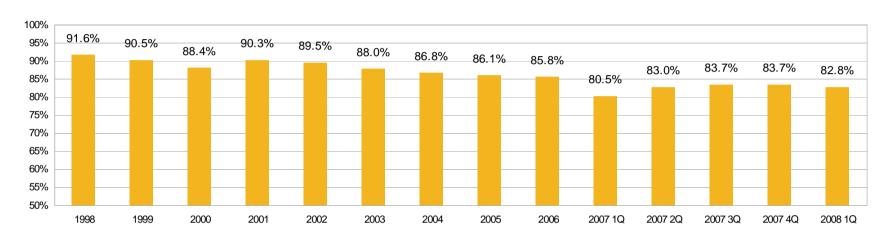
# **Enterprise Bankruptcy (excluding construction/real estate)**



Source: Tokyo Shoko Research

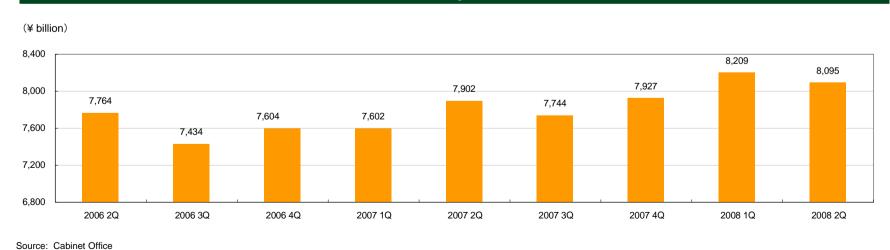
# **Overall Economy in Japan (3)**

# **Break-Even Point of Japanese Corporations**



Source: Financial Statements Statistics of Corporations

# **Machinery Orders**

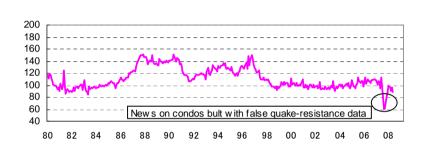


# **Japan-US Comparison of Housing Trends(1)**

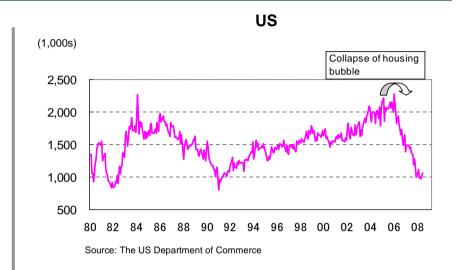
## **Housing Starts**



(1,000s)

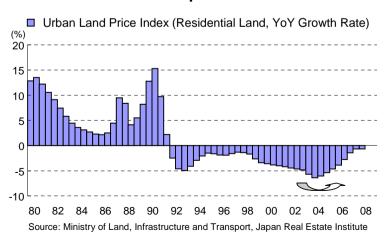


Source: Ministry of Land, Infrastructure and Transport and Tourism

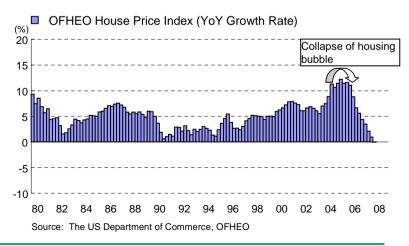


## **Land/Housing Prices**

#### **Japan**

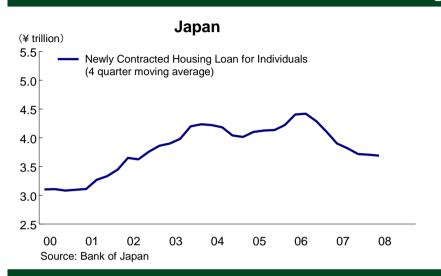


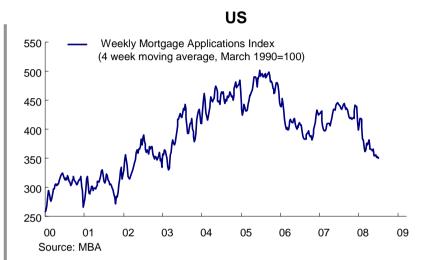
## US



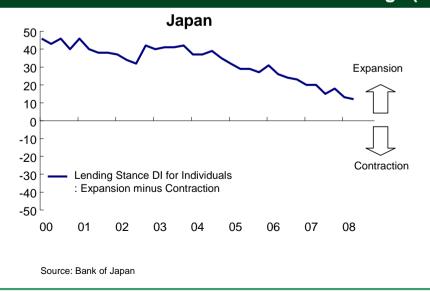
# **Japan-US Comparison of Housing Trend (2)**

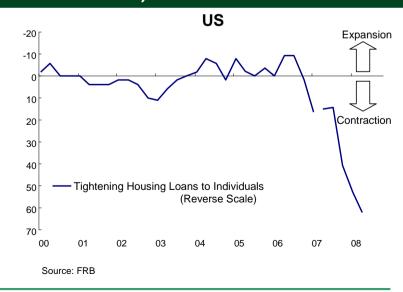
## **Housing Demand**



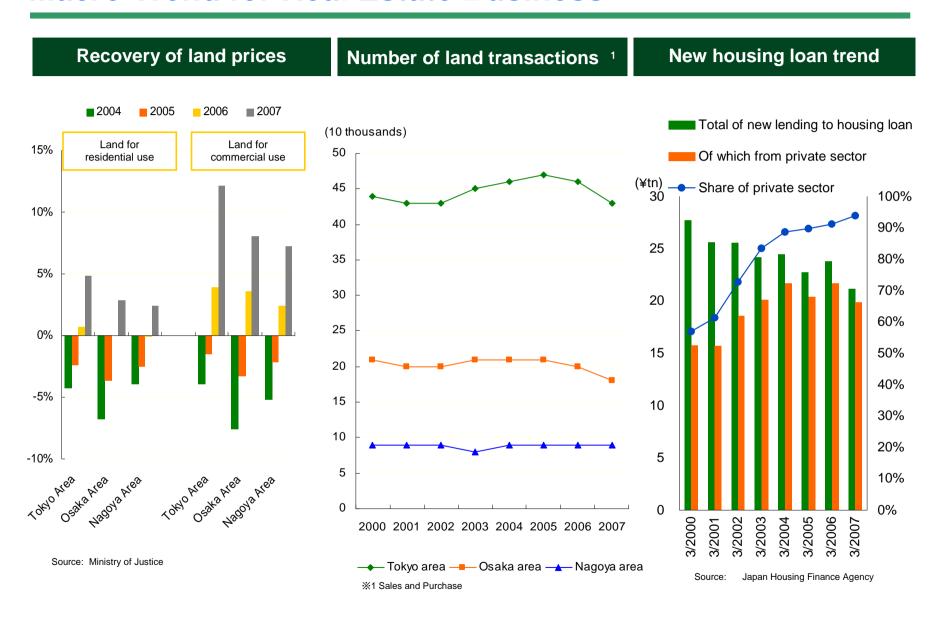


## **Bank Lendings (Loans to Individuals)**





# **Macro Trend for Real Estate Business**



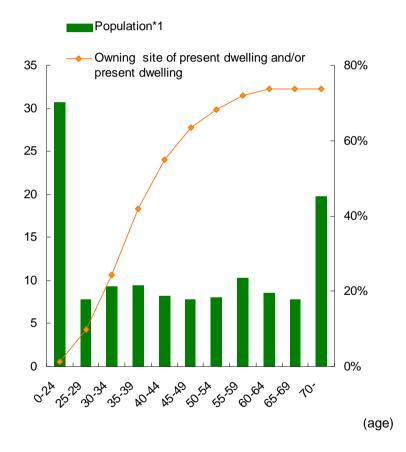
# **Macro trends for Real Estate Business**

# **Number of households**

# 50 - 48 - 46 - 44 - 42 - 40 - 1995 2000 2005 2010 2015

Source: National Institute of Population and Social Security Research

# Population and housing ownership rate

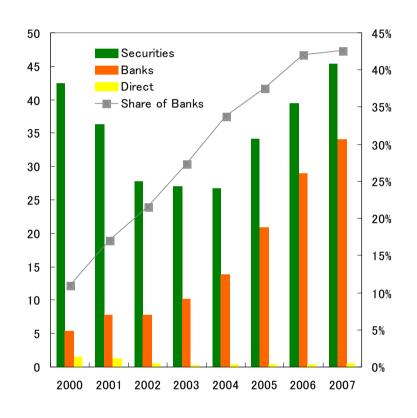


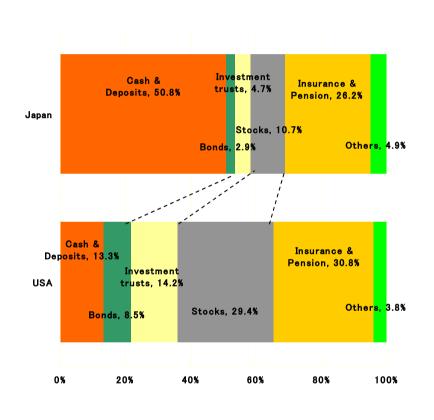
Source: Ministry of Internal Affairs and Communications Housing & Land Survey (Oct, '03) \*1. as of Dec 1, '07

# **Macro Trends for Sales of Financial Products**

## Total net assets of investment trusts\*1

# Individual's financial assets (Dec. 2007)



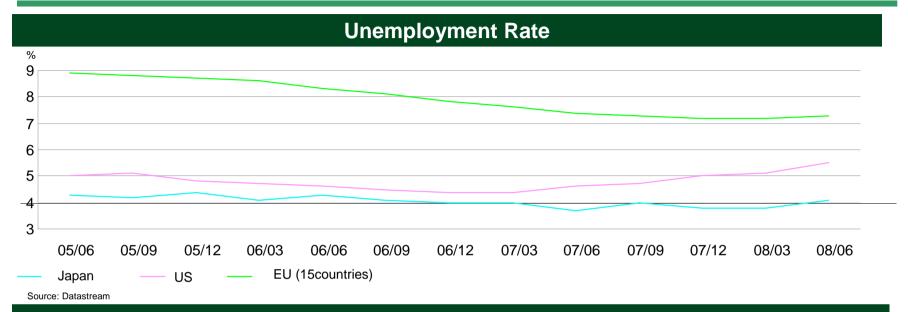


Source: The Investment Trusts Associate, Japan

\*1. Contractual type by distribution channel 2000-2007:End of Dec.

Source: Bank of Japan

# Japan-US-EU Comparison of Economic Trend (cont'd)



# **Economic Inequality**

(2007)

	Sha	are of Income o	r Expenditure		In	equality Measures	
	Poorest 10%	Poorest 20%	Richest 20%	Richest 10%	Richest 10% to Poorest 10%	Richest 20% to Poorest 20%	Gini Index
Japan	4.8	10.6	35.7	21.7	4.5	3.4	24.9
US	1.9	5.4	45.8	29.9	15.9	8.4	40.8
UK	2.1	6.1	44	28.5	13.8	7.2	36.0
France	2.8	7.2	40.2	25.1	9.1	5.6	32.7
Germany	3.2	8.5	36.9	22.1	6.9	4.3	28.3

Source: UNDP

# Resona Group at a Glance

**Update on Recent Business Results** 

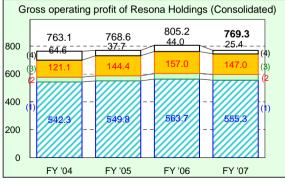
Pathway to Early Repayment of Public Funds

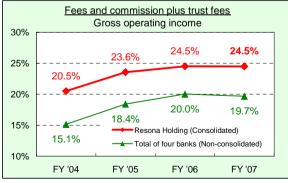
<Reference> Macro Trends of Japan

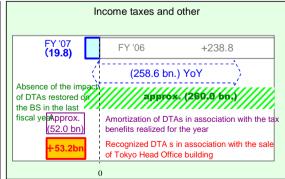
<Reference> Business Trend

# **Outline of P&L for FY2007**

	Resona H	oldings		Total of fo	ur banks					Factors accounting
(Billions of yen)	(Consolidated)		Difference	(Non-consolidated)		Resona Bank	Saitama Resona Bank	Kinki Osaka Bank	Resona Trust & Banking	for the difference (A) - (B) (Approx. figures)
( , , , , , , , , , , , , , , , , , , ,	(A)	YoY Change	(A)-(B)	(B)	YoY Change	Nonconsolidate d		Nonconsolidate d	3	RC: Resona Card, RG: Resona Guarantee, RCP: Resona Capital
Gross operating profit	769.3	(35.9)	69.2	700.0	(35.9)	444.3	158.0	66.6	31.0	
Excluding gain/(loss) on bonds	762.0	(35.7)	69.2	692.7	(35.7)	440.6	154.2	66.9	31.0	
(1) Net interest income	555.3	(8.3)	18.1	537.2	(7.4)	342.8	135.8	58.4	0.1	RC 8.3 bn.
(2) Trust fees	41.3	0.9	-	41.3	0.9	8.6	-	-	32.7	
(3) Fees and commission income	147.0	(9.9)	50.0	97.0	(9.9)	69.4	21.5	7.8	(1.8)	RG 28.0 bn., RC 15.4 bn.
(4) Other operating income	25.4	(18.5)	1.0	24.3	(19.4)	23.3	0.6	0.3	-	
Actual net operating profit				337.8	(44.1)	210.8	85.2	22.5	19.1	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				330.5	(44.0)	207.1	81.4	22.7	19.1	Actual net operating profit excluding gain/(loss) on bonds
Expenses (including non-recurring items)	385.9	1.2	30.5	355.3	1.5	224.3	74.1	44.9	11.8	RC 16.2 bn., RG 3.2 bn., goodwill 7.2 bn. and other
Gain/(loss) on stocks	(43.8)	(116.2)	2.0	(45.8)	(115.0)	(44.6)	(0.3)	(0.8)	-	RCP 0.9 bn. and other
Credit related expenses, net	58.4	(11.2)	19.7	38.7	(8.1)	21.2	11.9	5.5	-	RG 15.4 bn., RC 6.6 bn. and other
Other gain/(loss), net	41.6	38.8	(0.4)	42.0	38.5	50.6	(2.5)	(5.8)	(0.2)	
Income before income taxes	322.6	(103.3)	20.5	302.1	(105.8)	204.6	69.0	9.4	18.9	
Income taxes and other	19.8	258.6	(22.1)	42.0	248.6	5.9	28.5	(0.1)	7.6	Minority interests in net income 9.1 bn, RHD tax (34.3 bn)
Net income	302.8	(362.0)	42.7	260.1	(354.4)	198.7	40.5	9.6	11.2	



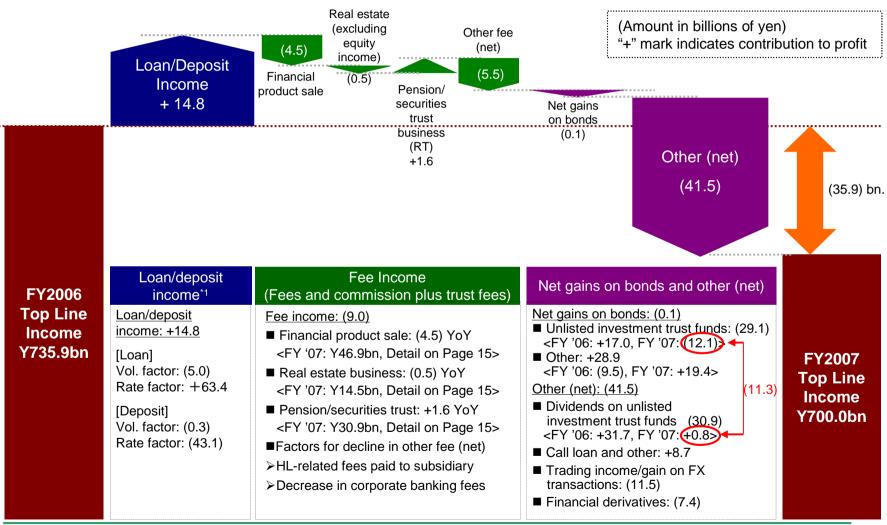




# **Analysis on YoY Change in Top Line Income (Total of Group banks)**

#### Top line income declined Y35.9bn primarily due to loss on sale of unlisted investment trust funds

- Income from loans and deposits increased Y14.8bn YoY driven by spread improvements
- Loss on sale of unlisted investment trust funds, slowdown in fee income and derivatives account for the decline

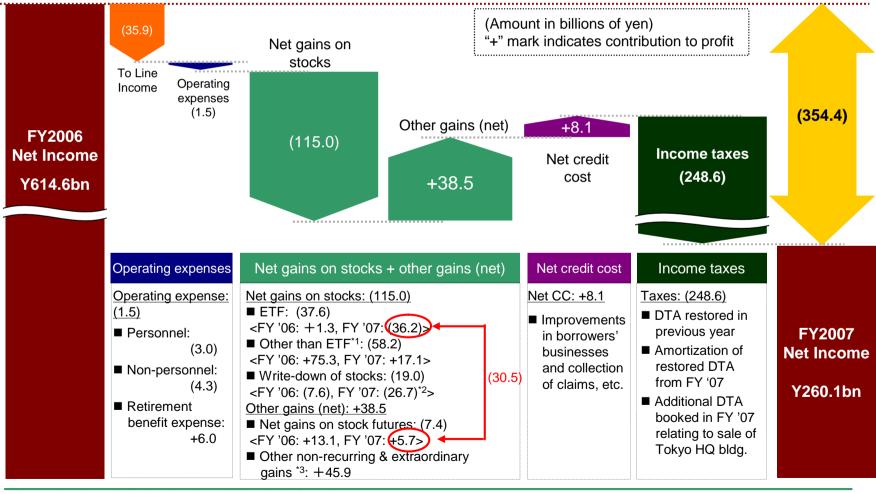


<sup>\*1.</sup> Domestic operations (deposits include NCDs)

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

Net income declined by Y354.4bn YoY mainly due to losses on stocks and increase in income taxes

- Operating expenses increased YoY, but were lower than the forecast
- Net credit expenses decreased by Y8.1bn YoY, and Y11.2bn lower than the forecast



<sup>\*1.</sup> Decrease in gain on sale of preferred stocks acquired through debt-for-equity swap, etc.
\*2. Loss on write-downs of listed stocks in FY '07 was approx. Y5.0bn. (Remaining loss is for unlisted stock.)

<sup>\*3.</sup> Include gains from reversal of reserve for possible losses on investments, gains on sale of already written-off loan claims, etc.

# **Management Accounting by Business Lines**

## Management Accounting by Group Business Lines (Provisional Calculation for FY2007)

■ "RAROC" and "RVA"\*1 as management indicators to measure profitability to allocated capital

(Y bn., %)

			Net O	perating Profit at	er a Deduction o	f Credit Cost *2	Internal	Mar	nagement Ind	ices
			Gross Operating Profit	Operating Expenses	Credit Cost		Capital	OHR	RAROC	RVA
	Co	mmercial Banking Unit	685.8	344.0	56.7	285.0	1,694.4	50.2%	16.8%	177.1
		Corporate Banking	331.6	150.0	32.8	148.8	1,087.7	45.2%	13.7%	79.5
		Real Estate Business	15.7	4.8		10.9	14.2	30.8%	76.4%	10.0
		Personal Banking	354.2	194.0	24.0	136.2	606.7	54.8%	22.4%	97.5
		Housing Loan Business *3	159.9	41.9	23.6	94.4	523.2	26.2%	18.0%	61.0
	Tre	easury	(8.1)	11.1	0.2	(19.4)	321.2	0.0%	-6.0%	(39.9)
	Pei	nsion & Securities Trusts	31.0	11.7	0.0	19.2	30.0	37.8%	64.0%	17.2
Sir	nple	of Group Banks sum of figures compiled on a ement accounting basis*4	702.4	365.8	54.1	282.4	2,197.6	52.1%	12.9%	145.3

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

<sup>\*2.</sup> Gross operating profit - operating expenses - credit cost

<sup>\*3.</sup> Gains and losses belonging to loan guarantee subsidiaries are included.

<sup>\*4.</sup> Total of four banks on a non-consolidated basis plus gains and losses of guanrantee subsidiaries for housing loans.

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

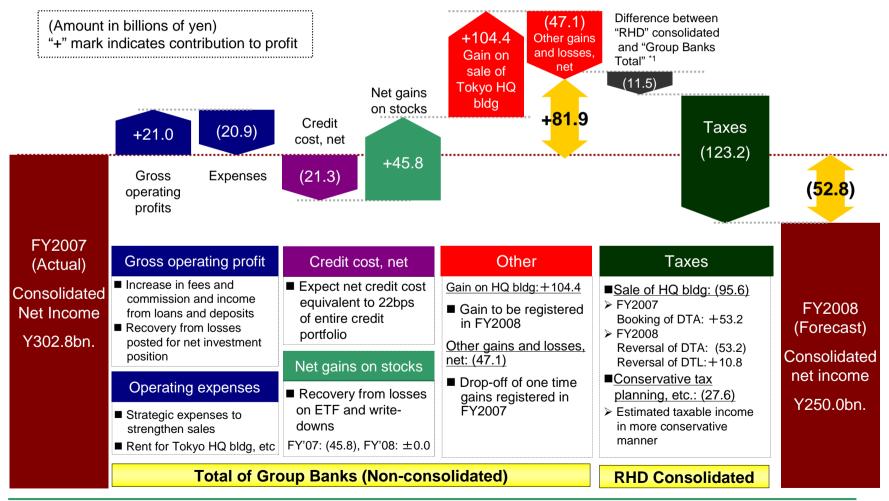
Mar. 31, 2008 [Preliminary]		RHD (Consolidated)				RB (Consolidated)			
Japanese domestic standard	Mar. 31, 2007 Mar. 31, 2008			Mar. 31, 2007		Mar. 31, 2008			
(Billions of Yen)	SA	SA	4	F-IRB	SA	S	4	F-IRB	
(Dillions of Ten)	Act	Act	YoY	Act	Act	Act	YoY	Act	
Capital adequacy ratio	10.56%	13.83%	3.27%	14.28%	9.65%	9.89%	0.24%	9.81%	
Tier I ratio	6.51%	9.75%	3.24%	10.33%	5.72%	5.62%	-0.10%	5.86%	
Tier I capital	1,551.7	2,253.3	701.5	2,253.3	1,001.5	927.5	(73.9)	927.5	
Tier II capital	1,001.7	967.6	(34.1)	910.4	782.0	739.8	(42.1)	686.2	
Deductions	37.5	24.3	(13.1)	47.8	95.0	37.7	(57.3)	61.7	
Total BIS qualifying capital	2,515.8	3,196.5	680.6	3,115.8	1,688.5	1,629.6	(58.8)	1,552.0	
Risk weighted assets	23,803.3	23,106.6	(696.6)	21,809.3	17,497.2	16,476.6	(1,020.5)	15,814.2	

Mar. 31, 2008 [Preliminary]	S	SR (Non-consolidated)			KO (Consolidated)			RT (Non-consolidated)		
Japanese domestic standard	Mar. 31, 2007		Mar. 31, 2008		Mar. 31, 2007	Mar. 31, 2008		Mar. 31, 2007	Mar. 31	1, 2008
(Billions of Yen)	SA	SA	١	F-IRB	SA	SA	1	SA	S	Α
(Billions of Tony	Act	Act	YoY	Act	Act	Act	YoY	Act	Act	YoY
Capital adequacy ratio	9.01%	9.75%	0.74%	10.10%	9.40%	9.46%	0.06%	41.53%	41.78%	0.25%
Tier I ratio	5.07%	5.29%	0.22%	5.76%	5.45%	5.48%	0.03%	41.53%	41.78%	0.25%
Tier I capital	218.7	227.5	8.7	219.5	106.6	106.5	(0.0)	29.9	32.1	2.2
Tier II capital	175.7	195.7	19.9	177.1	77.2	77.1	(0.0)	_	-	_
Deductions	6.0	4.3	(1.6)	11.8	_	- 1	_	_	- 1	_
Total BIS qualifying capital	388.5	418.9	30.4	384.8	183.8	183.6	(0.1)	29.9	32.1	2.2
Risk weighted assets	4,309.1	4,296.4	(12.7)	3,807.1	1,954.8	1,940.7	(14.0)	72.2	77.0	4.8

# **Analysis on Consolidated Net Income Forecast for FY2008**

#### Consolidated net income forecast for FY2008: Y250.0 bn.

- Recovering from the loss registered in the previous fiscal year relating to the net investment position
- Estimated future taxable income in more conservative manner, taking into consideration lower visibility of business environment down the road



<sup>\*1.</sup> Decrease in difference explained by decrease in profits at subsidiaries other than operating banks.

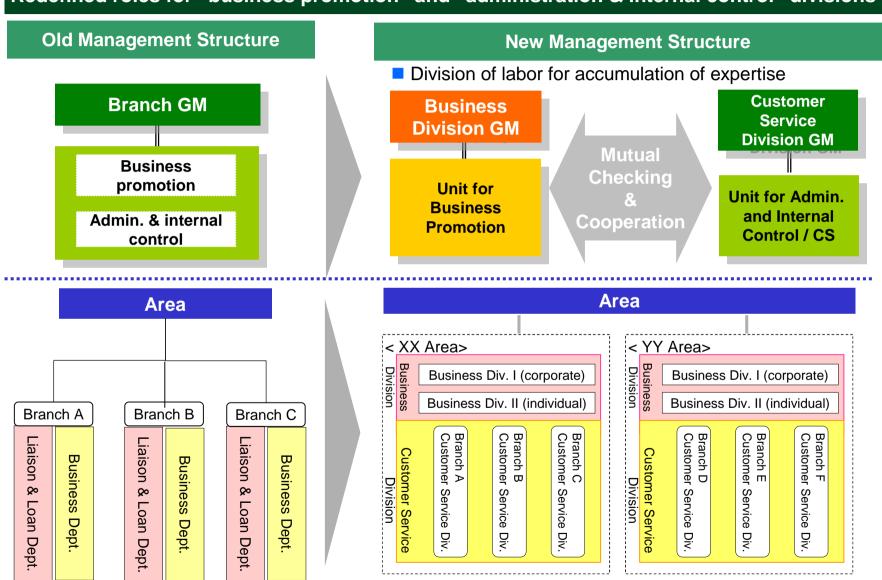
# Realignment of Area Management (Resona Bank): 7 Areas and 3 RUs

	[Before]	[After]	Branch Offices	Loan (¥ tn)	Deposit (¥tn)	Top-line Income (¥ bn)	Objectives of the Alignment
	Tokyo Central	Capital Central	15	3.39	4.02	83.4	[Capital Central]  ➤ Branches mostly transacting with
Tokyo/ Chiba	Tokyo West  Capital East	Metro- politan	70	3.57	3.92	91.2	large corporates are gathered to form "Capital Central Area" with a view toward higher efficiency  [Tokyo Metropolitan Area]  Tokyo and Chiba Prefectures where market is large and competition is fierce are realigned
	Tama	25	1.05	1.44	26.1	into "Metropolitan Area" which focuses on SMEs and individuals	
Kanagawa	Kanagawa Kanagawa			1.78	1.44	37.3	<ul> <li>→ 3 blocs are created based on market characteristics → "Yamanote" "West" and "East"</li> </ul>
Osaka	Osaka North Osaka South	Osaka	96	5.07	6.80	136.9	<ul><li>[Osaka]</li><li>A single area in Osaka Pref.</li><li>Strengthen presence as a local bank in Osaka</li></ul>
Hyogo	Hyogo		19	0.62	0.78	15.4	<ul> <li>→ 4 blocs based on market characteristics</li> <li>→Osaka City: North / South</li> </ul>
Nara	Nara		19	0.35	0.50	9.2	→Osaka City: North / South  →Osaka Suburb: North / South
Aichi	Tokai (RU)	Nagoya (RU)	5	0.45	0.44	10.1	[Regional Unit]
Kyoto/ Shiga	Kyoto/Shig	6	0.32	0.46	8.1	2 branches in Mie Pref. are detached from the former Tokai RU to form Nagoya RU	
Kyushu	Kyushu (	RU)	4	0.23	0.19	5.7	No to form Nagoya No

<sup>\*</sup>Loan and deposit amounts are average balance in March 2008. Top-line income is for FY2007. (All data presented are compiled for an administration purpose.)

# **Introduction of New Branch Office Management Structure**

Redefined roles for "business promotion" and "administration & internal control" divisions



# **Pursuit of Group Synergies**

## Realizing group synergies making the most use of the trust functions

#### **Corporate Pension Business**

- Huge unexplored market (4,000 target companies)
  - > # of new entrustments: FY2006: 54 → FY2007: 169
  - > Campaign to capture 1,000 new client accounts
- Strengthened sales promotion
  - # of staffs specializing in promoting corporate pension business: 49 staffs for Group banks
  - ➤ Qualified DC Planner: 807 (+416 during FY2007)

#### [Potential New Customers] RB, SR and KO as a main or sub-main bank with more than 100 employees **Customer Base** Approx. 3,000 Approx. 1,000 [Existing Customers] Approx. 3,000 Approx. 400 **Promotion** SR **RB** KO 43 staffs 4 staffs 2 staffs Support **Trust Business Agency Contract** RT

#### **Real Estate Business**

■ Increase in division staffs: +18 during FY2007



- Registered real estate transaction manager: 3,620 (+139 during FY2007)
- Mind-set to offer real estate solutions
  - ➤ Buy & sell information gathered inFY2007: 591 (+403 from the previous year)
  - Created "Group Collaboration Points" in the performance appraisal system

#### **Inheritance Business**

- Advent of the full-fledged aging society
- Resona's strengths --- Trust function & client base
  - Concurrently providing trust banking services along with commercial banking services (RB)
  - Well-established customer base and network as a commercial bank
  - Line-up of products and solutions (cross-selling)
- Affinity with the banking business
  - Acceptance of testamentary trusts as an opportunity to initiate numerous transactions

# **Consumer Banking Business to Become Genuine Retail Bank**

#### **Approach to mass retail customers**

- Distribution network satisfying both "low-cost" and "high touch"
- "Lifestyle supporting business" constructed upon state-of-the-art CRM system and marketing expertise
- "Institute for Financial Marketing" established as an independent division within RHD
  - Common platform for the entire group
  - Develop marketing methods and risk measurement and management techniques to enhance competitiveness in the medium to long term

#### Took root as Resona's success model

# Operation Reform

- Redefined branch office as a place for sales activities
- Strengthened sales force by shifting people from back to front offices

#### Infrastructure Supporting Sales

- CRM system for individual customers
- Grasp of life events and marketing activities based on the principle of suitability

#### **Alliances**

- Farewell to do-everything-by-myself approach
- Procure best products and services based on customer needs
- Negotiation power as one of the most successful distributor of financial products

#### Approach to private banking customers

- Begin to actively promote PB business after introduction of new branch management system
- Potential market · · · Vast unexplored market
  - Financial assets held by individuals to increase Y50th driven by inflow of retirement pay between 2007 and 2009

3.67 million households\*1 possess Y50M or above net financial assets RB's PB customers: 25 thousands

- Over Y100M in total of loans and deposits
- Over 50M financial assets held by RB
- Wills entrusted to RB (Over Y200M)

#### [Measures to Strengthen PB business]

- Allocation of management resources
  - Clarify the divisions which promote PB
  - Personal banking GMs in branch offices and FPs in the PB solution office to become Resona's private bankers
    - Current sales force: 200+
    - To be increased to 270 in three years
- Product lineup
  - Introduce products that can satisfy sophisticated needs
  - > Open architecture alliance
- Human resource development
  - Define required capabilities and prepare HR development plan

<sup>\*1.</sup> Survey conducted by Nomura Research Institute, Ltd. (2005)

# **Brand Restoration: Efforts to Improve Customer Services**

#### **Primary Measures**

#### **Zero Waiting Time Campaign**

#### **Extended Business Hours**

Reforms based on VOC (Voice of Customer)

Activities to Raise
Customer Satisfaction

No Seal Impression and Passbook

No ATM Transaction Fee

#### **Rankings in Nikkei Financial Institutions Survey**

[Nikkei Shimbun (Dec 12, 2007), Nikkei Kinyu Shimbun (Dec. 13, 2007)]

- Improvements in rankings in the Nikkei Survey (Dec. 2007)
  - > [Overall Ranking]

FY2005 #25 ⇒ FY2006 #16 ⇒ FY2007 #8

> [Rankings by Regions]

Kinki Region: FY2006 #7  $\Rightarrow$  FY2007 #3

Tokyo Metropolitan Area: FY2006 #23 ⇒ FY2007 #12

#### **Example of Service Innovation in Tokyo Midtown Branch**

- Created cozy atmosphere that makes customers feel like visiting the place again
  - > Issue biometrics IC cash card instantaneously
  - No need to fill application form and seal impression
  - Fully automated biometrics rental safe
  - > "Travelex" store that can handle world currency exchange



Fully automated biometrics rental safe

Concierge desk

Consulting lounge

# **Operational Reform: Achievements and Outlook for the Future**

#### **Resona's Operational Reform**

Back to the basic of services industry Redefined branch, as a place for sales

**Next-generation Branch Office** 

#### Concept

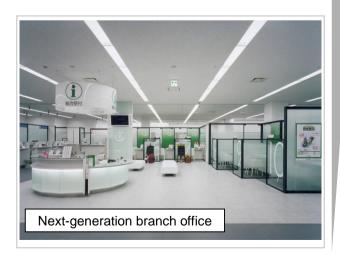
"3 NOs" & "3 LESSes"

[3 NOs]

"No Waiting Time" "No Transaction Slips" "No Seal Impression"

[3 LESSes]

"Paperless" "Cashless" "Backless"



# Three Pillars of Operational Reform

#### **Business Process** Reengineering

- Business Process Reengineering
  - ➤ Quick Navi (New Teller Terminals)
    - Collaborations between tellers and customers
    - New storefront system (Coordination DB)
    - Simplified clerical work flow, error reductions
  - > Business Support Office (newly built middle office)
    - Concentration of back-office work

Clerical Work Reform

- "Mieruka" (Implementation of visual control)
  - > Distribution of personnel based on work volume
  - > Grasp a level of goal achievement and use such information for an administrative purpose
  - > Gather and utilize voices (ideas) from branches

Branch Layout Reform

- General Reception Counter, Consulting Booth, Q-Navi
  - Installation of modules to improve service quality
  - > Separating clerical work from consulting, understanding customer needs properly, bright and relaxing atmosphere, etc.

**Achievements** Qo Outloo

Next-generation **Branch Office** 

**Clerical Work** Volume and Personnel

- Renewed 200 offices (Mar. 2008) All branch offices to adopt the new layout
- Make a shift to paperless clerical work flow utilizing imaging technique and coordination data base.
- Clerical work at next-generation branch office: 35% ■ Clerical work staffs declined from 5,500 to 4,200
- Shifted approx. 500 staffs to sales division (Mar. 2008)

Ranked #1 as a bank that offers the fastest teller services while reducing branch staffs \* Nikkei Inc. (2007) #4 Financial Institutions Ranking

#### Other Initiatives

#### **Relocation of Tokyo Head Office**

#### [Assignment and Relocation of Tokyo Head Office]

- Sold Tokyo Head Office at a price of ¥162.6bn
- Plan to relocate Tokyo Head Office to the Fukagawa area in Spring to Summer of 2010
  - New HO: 1-chome, Kiba, Koto-ku, Tokyo Fukagawa Gatharia W2 Bldg.
  - > Tokyo Head Office Removal Project Office
  - Lease back the current head office bldg. until completing the relocation

# New Corporate Culture

- HO location suitable for a retail bank
- Strengthen ties with local customers and create new corporate culture

#### Head Office Reform

- Renovate office infrastructure
- Enhance productivity and creativity

## Financial Base

	FY2007	FY2008	Cumulative Impact
Gain on sale of the Tokyo Head Office	_	+104.4	+104.4
Income tax-deferred (In relation to the sale)	+53.2	△53.2	_
Income tax-deferred (deferred tax liabilities on land revaluation)	_	+10.8	+10.8
Net income	+53.2	+62.0	+115.2
Reversal of revaluation reserve for land	_	+15.8	+15.8
Retained earnigns	+53.2	+77.8	+131.0

#### Renovation of Kinki Osaka Bank's System

#### [Outline of Systems Renovation at Kinki Osaka Bank]

- Schedule: July 2008
- Products and services
  - > Unified with Resona's in principle
- Systems
  - [Critical System] Unified with Resona's
  - > [Sub-system] Unified with Resona's in principle
- Business processes
  - > Basic processes unified with Resona's
  - > Back office centers integrated with Resona's

# Customer convenience

- Products and services upgraded to Resona's
  - > FX deposits, multi-payment, TIMO...
  - Products & services advantageous to rival regional banks

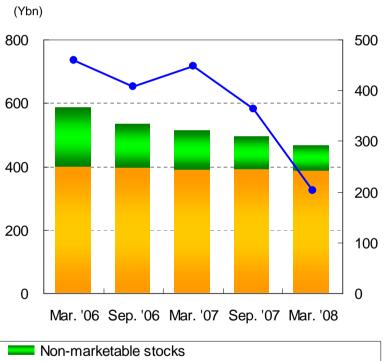
# Efficiency

- Infrastructure shared by group banks
- Acquire know-how in operational reforms from preceding examples
- Better administration of systems through unification
- Greater efficiency through sharing of administrative costs

## **Securities Portfolio**

■ Net unrealized gains on available-for-sale securities (RHD consolidated basis) as of the end of March 2008 amounted to Y171.6bn.

# Stock Portfolio (Available-for-sale securities, RHD Consolidated)





■ Book value of stocks sold outright FY2007 (Act): Y6.4bn (total of group banks)

#### **Bond Portfolio**

[Balance of Securities Held (Non-consolidated Basis)]	
---	--

<b>(V</b>	h	n

	Within 1 year	1 to 5 year	5 to 10 year	Over 10 years	No designated term	Total
Japanese government bonds	2,739.5	320.3	518.3	573.4	-	4,151.6
Japanese local gov. bonds	52.8	135.0	254.3	-	-	442.2
Japanese corporate bonds	482.3	618.7	37.8	24.8	-	1,163.9
Stocks	-	-	•	•	680.6	680.6
Other	9.1	41.5	61.7	29.2	125.7	267.5
Foreign securities	2.1	12.6	29.5	29.2	81.1	154.7
<foreign bonds=""></foreign>	1.0	12.6	29.5	29.2	-	72.4
<foreign stocks=""></foreign>	-	-	-	-	9.0	9.0
Other	7.0	28.9	32.1	-	44.6	112.7
Total	3,283.9	1,115.6	872.3	627.6	806.4	6,706.0

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inet unrealized	dains/(losses)	on bonds(RHD	Consolidated Basis)1

(Ybn)

	Sep. '05	Mar. '06	Sep. '06	Mar. '07	Sep. '07	Mar. '08
Japanese Bonds	(17.7)	(64.0)	(32.9)	(32.9)	(31.4)	(32.7)
Other*	44.2	47.0	(14.4)	16.5	11.0	5.8
Total	26.5	(17.0)	(47.3)	(16.4)	(20.4)	(26.9)

<sup>\*&</sup>quot;Other"incudes local government bonds, corporate bonds, stocks and foregin bonds, etc.

10-year JGB yie	eld 1.47	75% 1.765%	1.665%	1.650%	1.675%	1.275%

#### [JGB duration (Banking Account)]

(Years)

	Sep. '05	Mar. '06	Sep. '06	Mar. '07	Sep. '07	Mar. '08
Resona Group	2.3	2.4	2.1	1.9	1.7	1.7
Resona Bank	2.3	2.3	2.0	1.8	1.6	1.6

#### [Basis Point Value (BVP, Domestic Bonds]

(Ybn)

	Sep. '05	Mar. '06	Sep. '06	Mar. '07	Sep. '07	Mar. '08
Resona Group	(1.38)	(1.30)	(0.99)	(0.99)	(0.95)	(0.90)
Resona Bank	(0.89)	(0.77)	(0.61)	(0.59)	(0.54)	(0.48)

#### [Break-even Nikkei Average Points]

(Yen)

	Sep. '05	Mar. '06	Sep. '06	Mar. '07	Sep. '07	Mar. '08
Resona Group	6,300	6,000	6,600	7,000	7,000	7,500

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

#### **Loans and Bills Discounted**

## **Deposits**

#### [End of March 2007]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	4.5%	4.5%	10.1%	6.5%	25.6%
Prime rate-based	39.3%	0.8%	0.0%	0.0%	40.1%
Market rate-based	26.7%	2.2%	2.9%	2.5%	34.3%
Total	70.5%	7.5%	13.0%	9.0%	100.0%

Loans maturing within 1 year 78.0%

#### [End of March 2008]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	4.1%	4.0%	7.2%	8.0%	23.3%
Prime rate-based	41.2%	0.8%	0.0%	0.0%	42.0%
Market rate-based	26.3%	2.1%	3.3%	2.9%	34.7%
Total	71.6%	6.9%	10.6%	10.9%	100.0%

Loans maturing within 1 year 78.5%

#### [End of March 2007]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	45.9%	2.4%	8.1%	7.8%	64.1%
Time deposits	16.9%	8.4%	7.7%	2.8%	35.9%
Total	62.8%	10.8%	15.8%	10.6%	100.0%

#### [End of March 2008]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	43.8%	2.1%	8.2%	7.9%	61.9%
Time deposits	19.3%	9.7%	6.1%	2.9%	38.1%
Total	63.1%	11.8%	14.3%	10.8%	100.0%

#### [Change in FY2007]

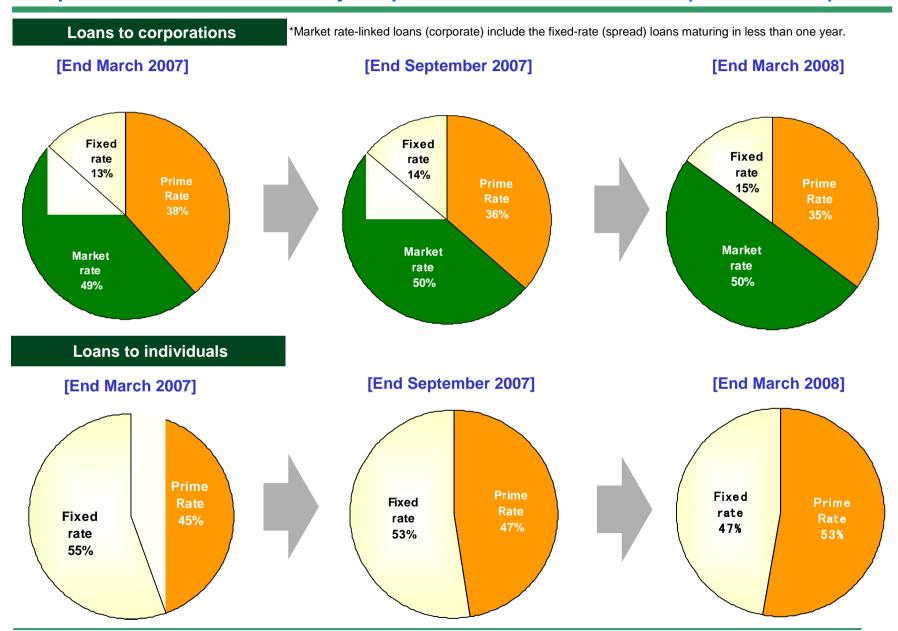
	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	-0.4%	-0.5%	-2.9%	1.5%	-2.3%
Prime rate-based	1.9%	-0.1%	0.0%	0.0%	1.9%
Market rate-based	-0.4%	-0.1%	0.5%	0.4%	0.4%
Total	1.2%	-0.7%	-2.4%	1.9%	0.0%

Loans maturing within 1 year 0.5%

#### [Change in FY2007]

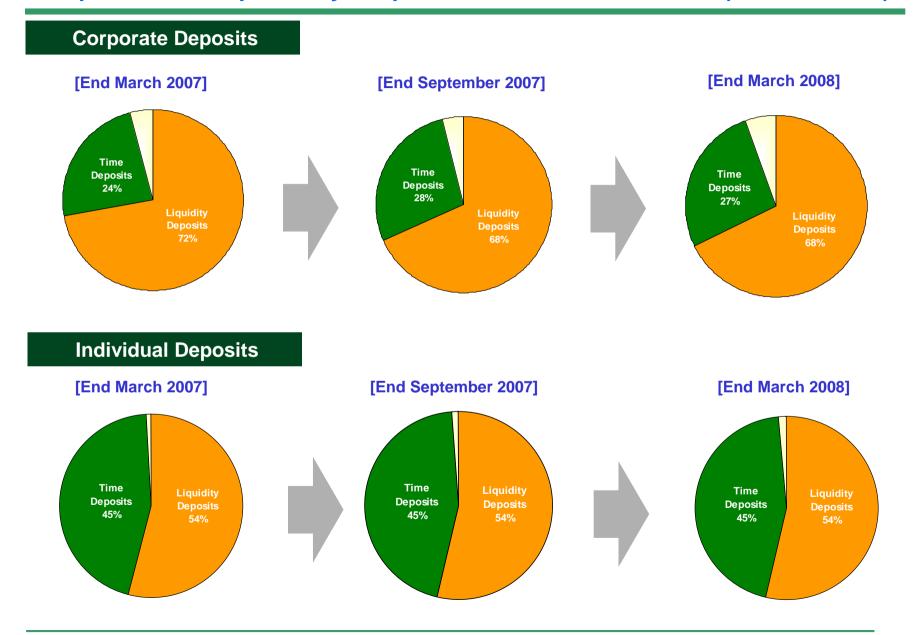
	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	-2.1%	-0.3%	0.1%	0.1%	-2.2%
Time deposits	2.4%	1.3%	-1.6%	0.1%	2.2%
Total	0.3%	1.0%	-1.5%	0.2%	0.0%

## **Composition of Loan Portfolio by Corporate/Individual Customers (Resona Bank)**



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

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



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

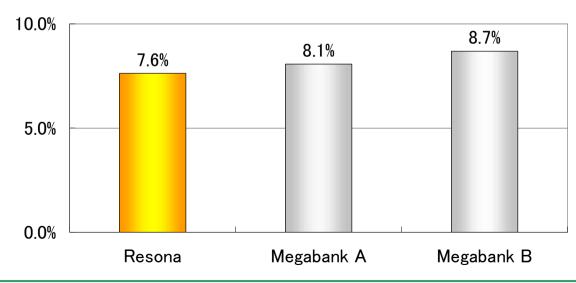
#### ■ Notional amounts of interest rate swaps by remaining period \*

(Billions of Yen)

	End of March	End of March 2008				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	372.0	714.0	1,257.2	2,343.2	467.0	995.0	819.2	2,281.2	
Receive floating rate/Pay fixed rate	75.0	160.0	100.0	335.0	210.0	235.0	100.0	545.0	
Net position to pay fixed rate	297.0	554.0	1,157.2	2,008.2	257.0	760.0	719.2	1,736.2	

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

<End of March 2008>



<sup>\*</sup> Notional amount of interest rate swaps to which deferred hedge accounting is applicable.

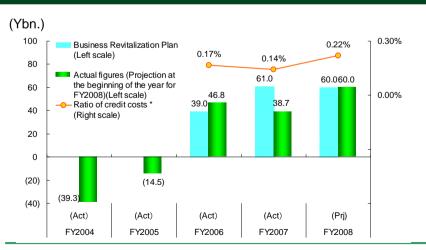
# Policy on Provision of Loan Loss Reserves and Trend of Credit Costs

#### Credit costs for 1Q FY2008 (Total of group banks)

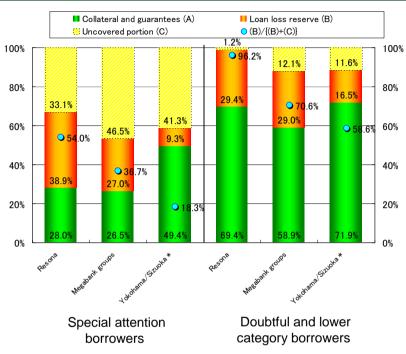
			(Billions of Yen)
	1Q FY2007	1Q FY2008	Remarks
General reserve	17.1	20.9	The DCF method-based provisioning accounts for approx. 80% the cost
Specific reserve and other items	15.7	30.1	
NPL disposal (Non-recurring items)	21.4	37.7	Approx. half of the gross cost is for several specific borrowers
Reversal gains (Extraordinary gains)	5.7		Bankruptcies among small accounts are fewer than the previous year
NPL disposal in the trust account	(0.0)	(0.1)	
Net credit costs	32.7	51.0	

		(Billion	s of Yen)
Comparison of Cradit Costs	1Q	1Q	YoY %
<comparison costs="" credit="" of=""></comparison>	FY2007	FY2008	Change
Resona Group (4 banks)	32.7	51.0	56.0%
MUFG (2 banks)	44.2	103.9	135.1%
Mizuho (3 banks)	38.0	2.5	-93.4%
SMBC	39.1	83.7	114.1%
Sumitomo Trust & Banking	(1.4)	(6.0)	-
Chuo Mitsui Trust & Banking	1.7	4.3	152.9%

#### Trend of credit costs (Total of group banks)



High reserve ratio against uncovered NPLs



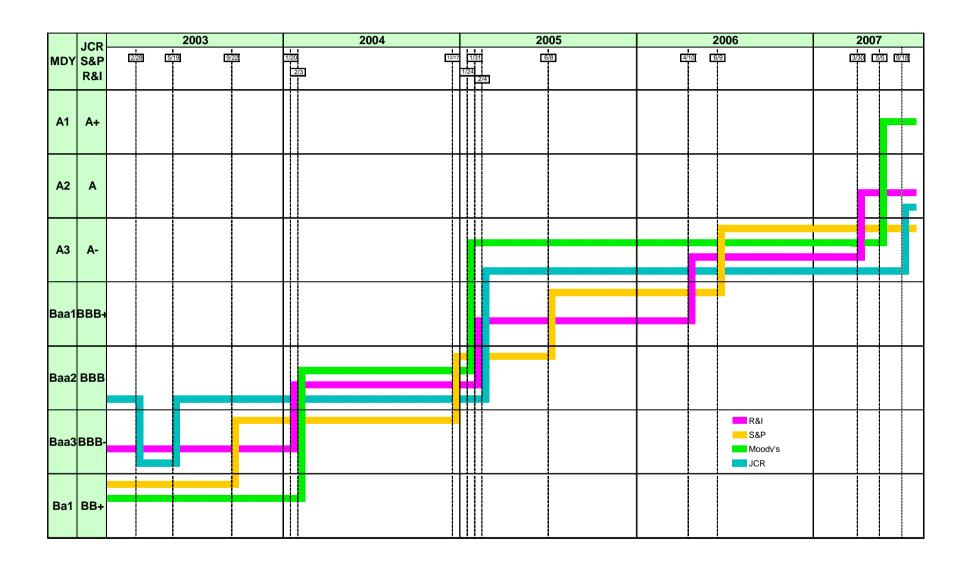
<sup>\*</sup> Total of Bank of Yokohama and Sizuoka Bank

# Criteria for applying the DCF method in providing general reserve

	Resona Criteria	FSA Financial Inspection Manual
Special attention borrowers	Borrowers with 1.0bn and higher loan obligations	Borrowers with 10.0bn and higher loan obligations (desirable)
Other watch borrowers	Borrowers with 10.0bn and higher loan obligations	-

<sup>\*</sup> Credit costs, net / Total credit exposures defined under the Financial Reconstruction Law

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



# **List of RHD's Preferred Shares (1)**

## [As of August 1, 2008]

		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	6/30/1999	1/1/2002	7/1/2002	7/1/2003	
		3/31/2009	3/31/2015	11/30/2009	11/30/2014	
	Current exchange price	(JPY 192,000)	JPY 199,200	JPY 359,700	JPY 359,700	
	Current exchange rate	3.125	(2.510)	(3.475)	(3.475)	
Reset of	Date of reset	6/30	1/1	7/1	7/1	
exchange rate	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	

# **List of RHD's Preferred Shares (2)**

[As of August 1, 2008]

		Class 1 Preferred Shares	Class 2 Preferred Shares	Class 3 Preferred Shares	Class 4 Preferred Shares	Class 5 Preferred Shares	Class 9 Preferred Shares
Distinction between	public and private fund	Public Fund	Public Fund	Public Fund	Private Fund	Private Fund	Private Fund
Original issuer and name of securities		Resona Bank Class 1 Series 1	Resona Bank Class 2 Series 1	Resona Bank Class 3 Series 1	Resona Holdings Class 4	Resona Holdings Class 5	Resona Holdings Class 9
Original issue date		7/1/2003	7/1/2003	7/1/2003	8/31/2006	8/28/2007	6/5/2007
Current number of shares		2,750,000 shares	2,817,808 shares	2,750,000 shares	25,200 shares	40,000 shares	100,000 shares
Issue price per share		JPY 200,000	JPY 200,000	JPY 200,000	JPY 2,500,000	JPY 2,500,000	JPY 3,500,000
Total issue amount remaining at present		JPY 550.0 Billion	JPY 563.6 Billion	JPY 550.0 Billion	JPY 63.0 Billion	JPY 100.0 Billion	JPY 350.0 Billion
Original total issue a	amount	JPY 550.0 Billion	JPY 563.6 Billion	JPY 550.0 Billion	JPY 63.0 Billion	JPY 100.0 Billion	JPY 350.0 Billion
Shareholder		DIC	DIC	DIC	Shinkin Trust Bank	Dai-ichi Life	Merill Lynch Japan Finance
Preferred dividend	Dividend per share (Jun '09)	JPY 3,190	JPY 3,190	JPY 3,190	JPY 99,250	JPY 91,875	JPY 32,550
	Total amount of dividend (Jun '09)	JPY 8,773 Million	JPY 8,989 Million	JPY 8,773 Million	JPY 2,501 Million	JPY 3,675 Million	JPY 3,255 Million
1	Yield	Libor (1y) + 50bp	Libor (1y) + 50bp	Libor (1y) + 50bp	3.97%	3.675%	0.93%
		1.595%	1.595%	1.595%			
Acquisition right	Acquisition period	7/1/2006	7/1/2008	7/1/2010			6/5/2008
							(Certain limitations appplicable)
	Current exchange price	JPY 175,300	JPY 187,200				JPY 332,465
	Current exchange rate	(1.141)	(1.068)	()	()	()	(10.527)
Reset of	Date of reset	8/1	11/1	5/1			6/5
exchange rate							4 times only (2012 - 2015)
Ī	Direction of reset	Upward/Downward	Upward/Downward	Upward/Downward			Downward only
[ T	Cap exchange rate	(7.143)	(10.000)	(11.765)			(40.355)
	Floor exchange rate						
	Cap exchange price						
	Floor exchange price	JPY 28,000	JPY 20,000	JPY 17,000			JPY 86,730
	Start of market price calculation	45 trading days before	45 trading days before	45 trading days before			45 trading days
	Calculation period	30 trading days	30 trading days	30 trading days			30 trading days (VWAP)
Acquisition clause	Date of mandatory exchange	Mandatory exchange not applicable	Mandatory exchange not applicable	Mandatory exchange not applicable			
					Acquisition clause exercisable under certain conditions at the issuer's option after seven years affter issue date	Acquisition clause exercisable under certain conditions at the issuer's option after seven years after issue date	Acquisition clause exercisable under certain conditions at the issuer's option after five years affter issue date
	Mandatory exchange rate						
	Start of market price calculation						
	Calculation period						
	Floor exchange price						

# Class 9 Preferred Shares: 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 to by Merrill Lynch Japan Finance
- The only convertible preferred share that the AoI allows

Reduce preferred dividends Dividend rate: 0.93% Fixed rate over a long period

Secure available funds for repayments Total issue amount: ¥350bn

Class 9
Preferred Shares

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)

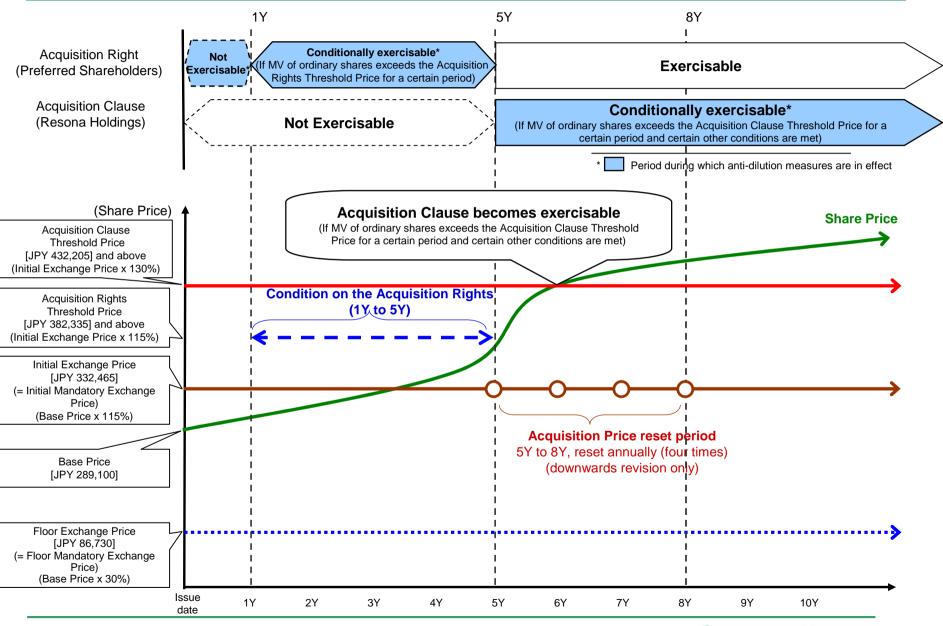
#### **Limitation on exercise of Acquisition Rights**

- ■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)
- ■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"



# **Business Revitalization Plan: Earnings Plan**

(Total of Four Banks)

	FY 2005	FY 2006	FY 2007	FY 2008	FY 2009
(Billions of Yen)	(Actual)	(Actual)	(Actual)	(Plan)	(Plan)
Gross operating profit	693.6	735.9	700.0	754.0	780.0
Trust fees	36.6	40.4	41.3	33.0	34.0
Jointly Operated Designated Money Trust	6.2	6.7	6.9	2.0	1.0
NPL disposal in trust account	0.0	0.3	(0.1)	0.0	0.0
Interest income	604.4	660.2	701.3	777.0	852.0
Interest expense	76.6	115.5	164.1	208.0	267.0
Net fees & commissions	91.0	107.0	97.0	103.0	110.0
Net trading income	3.0	20.5	69.7	22.0	23.0
Other operating income	35.0	23.2	(45.3)	27.0	28.0
Gains/(losses) on bonds	(12.2)	7.4	7.2	1.0	1.0
Adjusted net operating profit (Note.1)	345.2	382.0	337.8	366.0	392.0
Net operating profit	348.7	377.2	337.9	366.0	392.0
Provision to general reserve	(3.6)	4.4	(0.0)	0.0	0.0
Expenses	348.5	354.3	362.1	388.0	388.0
Personnel expense	117.2	120.7	123.8	130.0	132.0
Non-personnel expenses	210.2	212.7	217.1	237.0	235.0
Disposal of NPL	57.6	72.1	80.3	60.0	56.0
Net gain/(loss) on stocks	53.9	69.1	(45.8)	8.0	8.0
Loss on devaluation	1.5	7.6	26.7	0.0	0.0
Ordinary profit/(loss)	336.6	386.5	212.5	308.0	338.0
Extraordinary gains	69.2	34.3	94.6	0.0	0.0
Extraordinary losses	4.5	12.9	5.0	8.0	8.0
Income taxes - current	9.5	18.3	9.6	11.0	65.0
Income taxes - deferred	1.1	(225.0)	32.3	63.0	33.0
Net income/(loss)	390.7	614.6	260.1	226.0	232.0

	FY 2005	FY 2006	FY 2007	FY 2008	FY 2009
(Billions of Yen)	(Actual)	(Actual)	(Actual)	(Plan)	(Plan)
Total assets (Note.2)	41,653.9	40,649.4	40,476.0	39,870.0	40,620.0
Loans and bills discounted	25,247.2	26,019.4	25,787.7	27,480.0	28,030.0
Securities	7,598.5	7,341.8	6,846.0	6,550.0	6,950.0
Trading assets	828.4	407.8	494.4	670.0	670.0
DTA (term-end bal.)	4.4	280.1	286.3	112.2	74.9
Total liabilities (Note.2)	40,657.9	39,394.5	39,135.7	38,640.0	39,370.0
Deposits and NCDs	33,153.4	33,118.3	33,302.6	33,300.0	33,790.0
Trading liabilities	15.0	40.7	68.8		
DTL (term-end bal.)	32.0	18.2		21.8	17.9
DTL for land revaluation (term-end bal.)	46.2	44.2	43.1	44.3	44.3
Net assets (Note.2)	1,692.0	1,947.6	1,471.5	1,481.2	1,487.2
Capital stock	398.8	398.8	398.8	403.8	403.8
Capital reserve	433.8	433.8	433.8	438.8	438.8
Other capital surplus	88.7	88.7	88.7	88.7	88.7
Earned surplus reserve	20.0	20.0	20.0	20.0	20.0
Retained earnings (Note.3)	433.3	660.4	328.2	271.7	277.7
Land revaluation excess	63.3	61.4	59.8	61.5	61.5
Net unrealized gains/(losses) on other securities	253.8	300.0	123.4	196.4	196.4
(Management Indicators) (Note.4)					
Yield on interest earning assets (A)	1.66	1.78	1.91	2.15	2.30
Interest earned on loans and bills discounted	1.93	1.94	2.18	2.30	2.47
Interest on securities	1.05	1.28	0.89	1.67	1.74
Total cost of funding (B)	1.07	1.23	1.39	1.59	1.71
Interest paid on deposits and NCDs (D)	0.08	0.17	0.30	0.43	0.56
Overall interest spread (A) - (B)	0.58	0.55	0.52	0.56	0.59
Cost-to-income ratio (OHR)	50.24	48.12	51.73	51.45	49.74

<sup>\*1.</sup> Net operating profit before NPL disposal in trust account and provision to general reserve

<sup>\*2.</sup> Assets and liabilities are stated in average balance. Net assets are reported in term-end balance.

<sup>\*3.</sup> Earned surplus excluding earned surplus reserve

<sup>\*4.</sup> Management indicators other than OHR are based on the total figures of three subsidiary banks excluding Resona Trust & Banking.

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.