# Outline of the New Business Revitalization Plan and Financial Results for 1H of FY2008 - Aiming at Establishing True Retail Bank -



December 1, 2008



I. Outline of the New Business Revitalization Plan

II. Outline of the Business Results for the 1st Half of FY2008

[Reference Material (Business Revitalization Plan)]

[Reference Material (Financial Results for 1H of FY2008)]

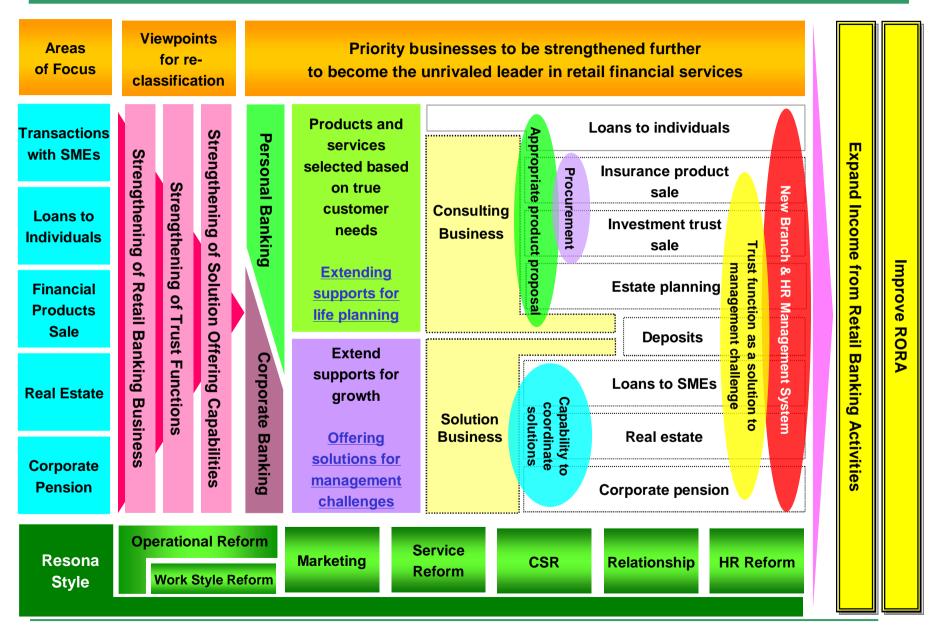
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## **Concept of the New Business Revitalization Plan**



## **Becoming True Retail Bank through Establishment of Resona Style**

## Community Bank Group Most Supported by Local Communities and Customers

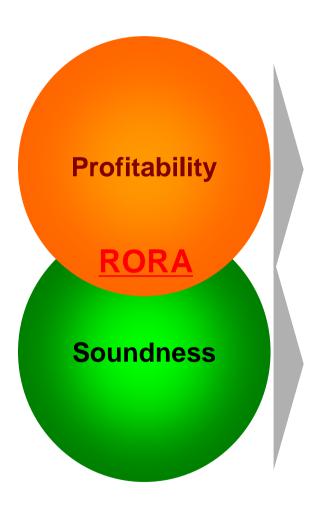
True Retail Bank
"Resona" as a firm brand of retail banking

■ "Back to Basics" & "Further Evolution": Financial services company with a customer-centric way of doing business

		Specific measures		
Creation of	Operational reform	<ul> <li>"Paperless" "Cashless" and "Backless" office environment</li> <li>Improvement in quality of clerical work through standardization</li> <li>Low-cost operation</li> </ul>		
New Corporate	Workstyle reform	Higher productivity and low-cost operations realized through relocation of Tokyo head office		
Culture	Marketing	<ul> <li>Competitive products and services through open alliances</li> <li>Differentiation with trust solutions</li> <li>Improvements in marketing know-how (Institute for Financial Marketing)</li> </ul>		
Individualized	Relationship	<ul> <li>Sales and marketing activities supported by CRM system</li> <li>Area Management and New Branch Management systems (RB)</li> </ul>		
Focus	HR reform	<ul> <li>Diversity management</li> <li>HR management and development by business fields</li> <li>Competitive HR management system based on self-choice</li> </ul>		
Pursuit of Most-trusted	Service reform	<ul> <li>Adherence to compliance and a principle of customer protection</li> <li>Service innovation initiated by VOC (Voice of Customers)</li> <li>Offer multiple service channels in response to customer needs</li> </ul>		
Status	CSR	<ul> <li>CSR activities (Environment protection, financial and economic education for children, etc.)</li> <li>Management transparency</li> </ul>		

## **Securing Stable Bottom-line Profits Underpinned by Financial Soundness**

#### Securing stable bottom-line profits underpinned by financial soundness



#### ■ Income structure less dependent on asset growth

- Increase fee income by strengthening personal banking business (Fee income ratio: FY2008 19% → FY2011 22%)
- Risk pricing efforts
- Measures to secure stable bottom-line profits
  - Control operating expense (Maintain cost-to-income ratio at around 50%)
  - Strengthen control over the assets having relatively high downside risks
    - Large borrowers and borrowers belonging to industries facing difficulty
    - Build up sound loan portfolio insusceptible to environmental changes with a proper credit management
    - Eliminate noticeable downside risks to future earnings by rigorously providing loan loss reserves
- High capital adequacy to cope with uncertain external environment
  - > Establish risk limits within a Tier1 5% line
  - > Repay public funds as long as appropriate capital adequacy is maintained
  - > Restrain profit outflows, prioritizing soundness and public fund repayment
- Increase stable assets to which relatively low capital charge is applicable
  - Loans to individuals +0.55 tn. (+5%), Loans to corporations +0.1 tn. (+1%) Securities (mostly JGBs) + 0.86 tn. (+12%)
  - > Build up stable securities investment portfolio mostly comprised of JGBs

## **Outlook for Major Management Indices in the New Plan Period**

		FY2007	FY2008		FY2011	
(Total of Group Banks)		(Actual)	(Plan)		(Plan)	
ס	Actual Net Operating Profit	337.8 bn.	315.0	E	383.0 bn.	<ul> <li>Actual net operating profit will increase by 22% to Y383.0 bn.</li> </ul>
Profitability	Actual Net Operating Profit ROA	0.85%	0.82%	E	0.96%	<ul> <li>Income before income taxes will increase by 24% to Y338.0 bn.</li> <li>RORA (Income before income</li> </ul>
oility	Income before Income Taxes	302.1 bn.	273.0 bn		338.0 bn.	taxes) will improve by 0.20% to 1.45%
တ	RORA (Income before Income Taxes)	1.33%	1.25%	Γ	1.45%	
Soundness	NPL Ratio	2.19%	2.52%	[	About 2.2%	<ul> <li>Credit costs rise temporarily to approx. 60bps in FY2008, but will return to a normalized level in the</li> </ul>
ess	Net Credit Costs against Total Credits	14bps	57bps		22bps	latter half of the new plan period.
Proc Eff	Cost-to-Income Ratio	51.73%	53.94%	Ē	49.60%	Cost-to-income ratio will be
Productivity Efficiency	Top-line income per Regular Employee	47.7 million	46.4 million	Ę	51.7 million	controlled at around 50%  Number of regular employees
/ity	No. of Regular Employees	14,675	14,750	L	14,700	remain almost flat at 14,700 level
Retained Earnings	Combined Retained Earnings	1,165.9 bn	1,314.7 bn.		1,763.5 bn.	Combined retained earnings do not include Y449.9 bn. of other capital surplus secured by Resona Holdings

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

#### Return to a stable growth trend again

(Amount in Billions of Yen)	FY2007	FY2008	FY2009	FY2010	FY2011	Increase
(Amount in Billions of Ten)	A . (	Plan	D.	D.	Plan	(Decrease)
	Actual	(A)	Plan	Plan	(B)	(B)-(A)
Gross operating profit	700.0	684.0	690.0	721.0	760.0	76.0
Net interest income	537.2	517.0	504.0	513.0	525.0	8.0
Deposit/loan income	464.7	454.4	447.2	448.2	451.9	(2.5)
Fee income *1	138.4	131.0	137.0	151.0	167.0	36.0
Before HL-related expense	183.7	175.7	182.7	197.5	214.8	39.1
Other	24.3	36.0	49.0	57.0	68.0	32.0
Operating expense	362.1	369.0	376.0	376.0	377.0	8.0
Personnel expense	123.8	127.0	127.0	129.0	131.0	4.0
Non-personnel expenses	217.1	220.0	227.0	225.0	224.0	4.0
Actual net operating profit *2	337.8	315.0	314.0	345.0	383.0	68.0
Net gains on stocks	(45.8)	4.0	3.0	4.0	6.0	2.0
Credit costs, net	38.7	152.0	73.0	71.0	60.0	(92.0)
Other gains, net	48.8	106.0	13.0	6.0	9.0	(97.0)
Income before income taxes	302.1	273.0	257.0	284.0	338.0	65.0
[Management Indices]						
Fee income ratio % *3	19.77	19.15	19.86	20.94	21.97	2.82
Cost-to-income ratio %*4	51.73	53.94	54.49	52.14	49.60	(4.34)
Actual net operating profit ROA %	0.85	0.82	0.81	0.88	0.96	0.14
RORA (Income before income taxes) %	1.33	1.25	1.15	1.24	1.45	0.20
Credit cost ratio % *5	0.14	0.57	0.27	0.26	0.22	(0.35)
[Major Assumptions]						
Overnight call rate (policy rate) %	0.641	0.5	500	0.750	1.000	0.500
TIBOR 3M %	0.839	0.848	0.850	1.100	1.350	0.502
10 year JGB %	1.275	1.632	1.600	1.850	2.100	0.468
FX (Yen / 1US\$)	100	109	110	115	115	6

<sup>\*1.</sup> Fees and commission income + Trust fees

11,000

11,000

13,000

15,000

4,000

Nikkei 225 (yen)

12,526

#### [Macro economy]

 Stagnation continues for a while. However, from FY2009, domestic economy is expected to recover gradually as overseas economy begins to pick up.

**Underlying Scenario** 

#### [Interest rate]

- Both long and short-term interest rates remain at the same level for the time being, and start to rise again gradually from FY2010
- 20 bps policy rate cut by the BOJ implemented on Oct. 31 was not reflected in underlying assumptions for the new plan
  - For conceivable impact on the earnings plan, refer to page 10

(Plan for FY2008 compared with Plan for FY2011)

- Increase in gross operating profit +76.0 bn (+11%)
  - > For detailed gap analysis, please refer to page 9
- Operating expense +8.0 bn (+2%)
  - Cost-to-income ratio maintained at around 50%
- Credit costs return to a normalized level again after FY2009
  - Group banks intend to make preemptive provisions of loan loss reserves in FY2008 with a view to eliminating downside risks that may surface during the new plan period.
- Income before income taxes for FY2011: Y338.0 bn
  - RORA for FY2011: 1.45% (+0.20% from FY2008)

<sup>\*2.</sup> Net operating profit before transfer to general reserve and NPL charge-off in the trust account

<sup>\*3.</sup> Fee income / Gross operating profit

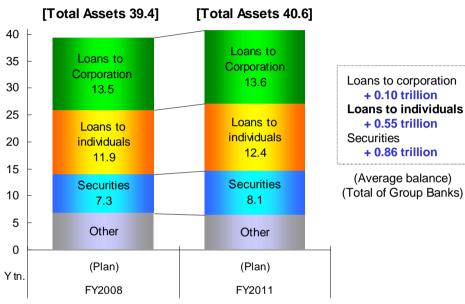
<sup>\*4.</sup> Operating expenses / Gross operating profit (before NPL charge-off in the trust account)

<sup>\*5.</sup> Credit costs, net / Total credits (term-end balance)

## How We Manage Loans and Deposits during the New Plan Period

#### Aiming at securing stable interest income from employed assets

■ Loan portfolio management in reference to RORA



40

30

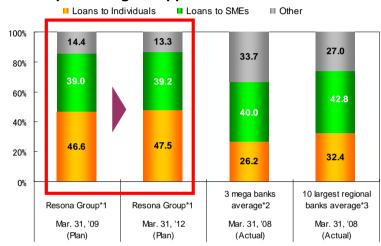
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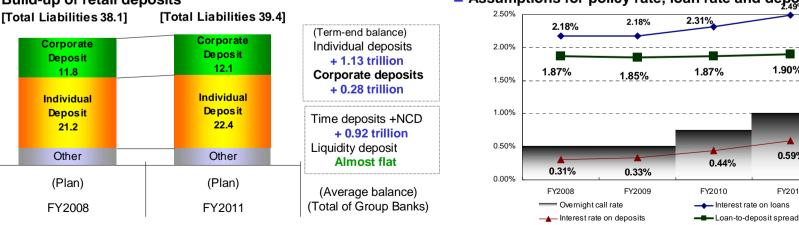
Ytn.

■ Strengthen housing and SME loans to which relatively law capital charge is applicable



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

Build-up of retail deposits Assumptions for policy rate, loan rate and deposit rate



1.90%

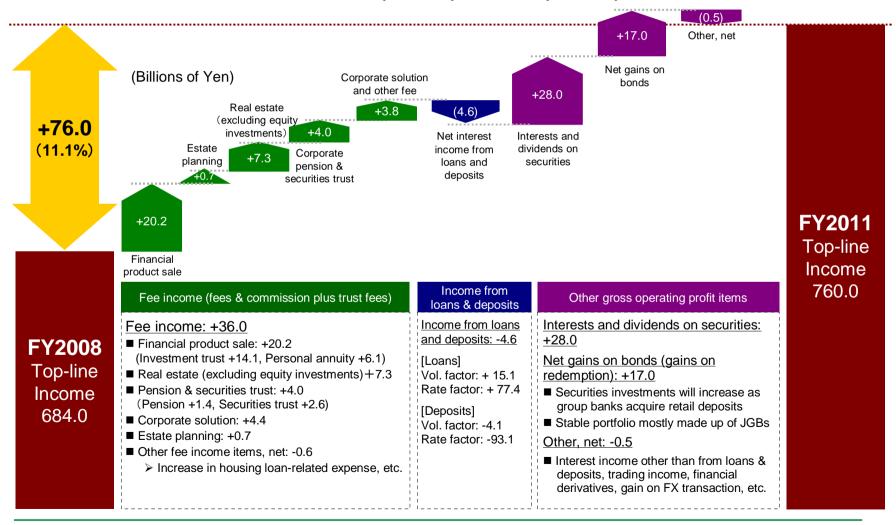
0.59%

FY2011

## **Analysis on Top-line Income Growth during the New Plan Period**

#### Planned top-line income growth during the New Plan period: +76.0 bn.

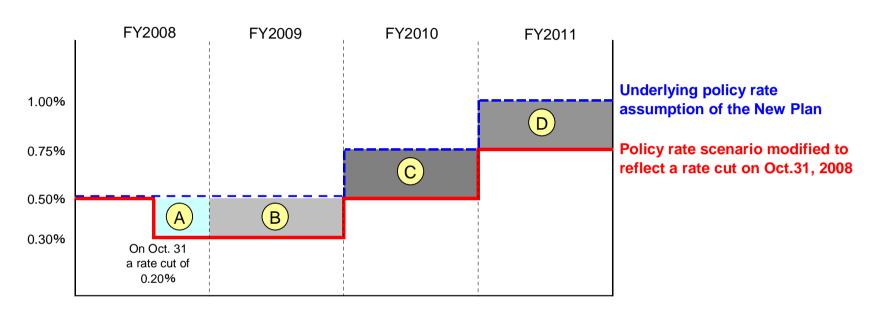
- Driver for top-line income growth is an increase in fee income of + 36.0 bn.
- Fee income ratio\* will rise from 19.1% (FY2008) to 22.0% (FY2011)



<sup>\*</sup>Fee income ratio = Fees and commission income plus trust fees / Total top-line income

## Impact of Policy Rate Cut by the BOJ on Oct. 31, 2008 on the Earnings Plan

Underlying assumption of the policy rate (overnight call rate)



- Cumulative impact on net interest income and net income during the New Plan period would be -Y30.0 bn.
- Impact on accumulation of retained earnings would be approximately the same as above

(Billions of Yen)	FY2008	FY2009	FY2010 C	FY2011
Conceivable impact on net interest income and net income	About +1.0	-8.0 to -9.0	-10.0 to -11.0	-10.0 to -11.0

# Redefined Missions for Personal and Corporate Banking Businesses and Pursuit of Trust Synergies

#### **Personal Banking**

Clearly redefined as division that will lead growth

Life designing support business

#### **Corporate Banking**

<u>Division for sustained and stable</u> earnings contribution

Business offering solutions to management challenges

# New branch management system

HR management by business fields

Clear roles to play and responsibility for profit, penetration of professionalism

- Approx. 160 Personal Banking GMs newly appointed at Resona Bank will fully initiate sales activities
- Brought best abilities in retail banking
- > Strengthen personal banking personnel
  - Increase approx 630 staffs (+20%) in comparison with Mar. '08 (RB)
  - ·Shift staffs from back offices
  - Relocation of personnel made possible by planned renewal of transaction terminals at branch offices (RB + SR) \*1

- Reduction of administrative duties and clearly defined roles for corporate liaison officers
- Top sales by corporate banking GMs
- Various support functions concentrated in one division at head office for easier access
- Training and educational program

# Differentiation with trust banking capabilities

- Fusion of function and customer base through a merger between RT and RB
- Concentration of full-line trust capabilities ranging from retail to wholesale areas
- Will trusts as gateway for cross-selling (Financial product sale, real estate brokerage fees, origination of apartment loans, etc.)
- Expand private banking business
- New entrustments of DC funds will expand opportunities for selling investment products

- Vast unexplored corporate pension market
- Fusion of well-established customer base and branch network as a commercial bank and trust banking capabilities
  - ⇒ Source of synergies in the fields of corporate pension, securities trust, and real estate business

<sup>\*1.</sup> RB and SR plan to spend Y15 to Y20 billion to renew their transaction terminals at branch offices with a view to strengthening competitiveness in personal banking business.

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

(Total	of Group Banks)	<b>FY2007</b> (Actual)		<b>FY2008</b> (Plan)	<b>FY2011</b> (Plan)		
	Number of Will Trusts under Custody	10,331		10,830	12,980	<ul> <li>Cross-selling opportunities captured by will trusts</li> </ul>	
Consumer Busin	Income from Investment Trust Sale	37.2 bn.	28.2 bn.	42.3 bn.	<ul> <li>Sales and marketing activities strengthened by new branch management system</li> </ul>		
	Income from Insurance Products Sale	9.7 bn.		16.1 bn	22.2 bn.	<ul><li>Wider variety of competitive products and services</li><li>Existence of potential market</li></ul>	
Banking ess	Housing Loan Balance	11.5 tn.		11.6 tn.	12.3 tn.	<ul> <li>Money from first baby boomers</li> <li>Housing loan demand from first baby boomer juniors</li> </ul>	
	Consumer Loan Balance (Focus Products)	55.5 bn.		71.0 bn.	118.0 bn.	Cross-selling opportunities after originating housing loans	
Cor	Balance of Loans to SMEs	10.2 tn.		10.0 tn.	10.5 tn.	<ul><li>Strengthen solution coordination capabilities</li><li>Sales and marketing activities</li></ul>	
Corporate Bar Business	Income from Real Estate Business	15.7 bn.		14.0 bn.	21.7 bn.	strengthened by new branch management system  Advantage as a commercial bank	
Banking ness	Income from Corporate Pension Business	22.4 bn.		20.7 bn	22.1 bn.	concurrently engaging in real estate business  Shift from tax-qualified pension	
ing	Income from Securities Trust Business	8.6 bn.		8.8 bn.	11.4 bn.	fund to new schemes  Group synergies	

## Merger between Resona Bank (RB) and Resona Trust & Banking (RT)

#### RB and RT plan to merge on April 1, 2009

- Resona Bank is supposed to be a surviving company
- Set up "Merger Steering Committee" to realize merger effects at an early date
- Expected merger effects are as follows:
  - 1. Strengthening of sales and marketing and capabilities to organize services
    - Sales and marketing
      - > RB's branch staffs motivated to promote corporate pension business
      - Retirement benefit solutions based on proper understanding of the customers' balance sheets
      - > Close cooperation with the divisions in charge of sales of investment trusts
    - Relationship with customers
      - > Strengthened relationship with a corporate client and its management after provision of trust solutions such as corporate pension
    - Effective utilization of asset management capabilities
      - Expended opportunity to give investment ad vice to investment management companies whose products are handled by Resona Group banks
      - > Fund management solutions to those who have excess cash



- 2. Streamlining of operations
  - Streamlining of overlapping head office divisions (Possible reduction of approx. 30 to 40 head office staffs)
  - Higher efficiency in group management through a reduction of group banks

## **Approach towards Repayment of Public Funds**

#### Aims at early repayments of public funds through the following approaches

- "Basic Policy toward Repayment of Public Funds" (Announced in May 2008)
  - > Secure a source of funds for repayment as soon as possible
  - > Maintain an appropriate capital adequacy ratio, and
  - > Avoid dilution of common shares as much as possible
- List of public funds still outstanding

				Mandatory	Amount	Amount		
		(Billions of Yen)	Time of issue	conversion	Sep. 30, '03	Sep. 30, '08	Amount repaid	
				(First call)	(1)	(2)	(2) - (1)	
Tc	tal	public funds received			3,128.0	2,323.1	(804.8)	
	Pre	eferred shares			2,531.5	1,998.8	(532.7)	_
		Early Strengthening Law			868.0	335.2	(532.7)	
		Class B No.1	Mar. 1999	Apr. 2009	408.0	163.3	(244.6)	
		Class C No.1	Apr. 2001	Apr. 2015	60.0	60.0	-	
		Class E No.1	Mar. 1999	Dec. 2009	300.0	11.9	(288.0)	
		Class F No.1	Mar. 1999	Dec. 2014	100.0	100.0	1	
		Deposit Insurance Law			1,663.5	1,663.5		
		Class One No.1	Jul. 2003	N.A.	550.0	550.0	_	
		Class Two No.1	Jul. 2003	N.A.	563.5	563.5		
		Class Three No.1	Jul. 2003	N.A.	550.0	550.0	1	
	Subordinated loans				300.0	45.0	(255.0)	_
	Co	ommon shares	Jul. 2003	N.A.	296.4	279.2	(17.1)	_

#### **Preferred Shares**

- Repurchase and cancellation utilizing retained earnings and proceeds of newly issued preferred shares
- Refer to page 16 for a countermeasure against a risk of dilution from Early Strengthening Law preferreds

#### **Subordinated Loans**

 Entire amount to be repaid by the call date arriving at the end of March 2009

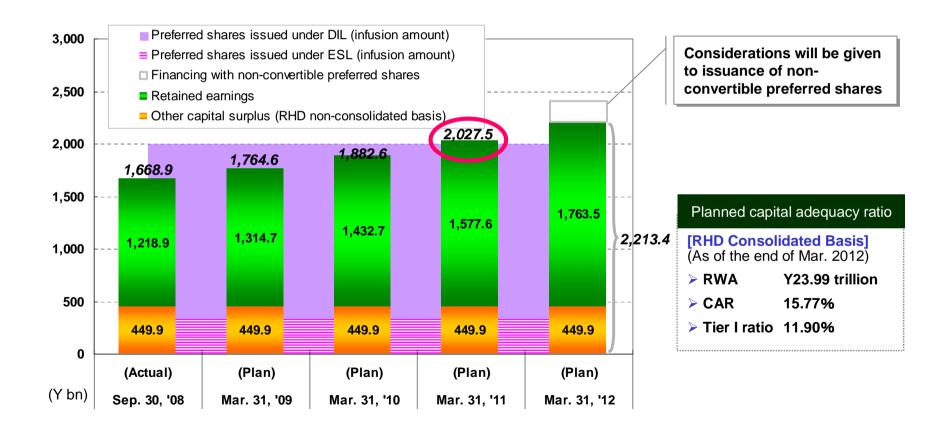
#### **Common Shares**

 Intend to proceed with discussions with relevant authorities for a repayment through sale in the market or through transfer to a third party, closely monitoring market and other conditions

## **Plan for Accumulating Retained Earnings**

#### How we will build up funds for repayments during the new Business Revitalization Plan period

- Funds available for repayment are expected to exceed the infusion amount of public funds preferred shares issued and outstanding by the end of March 2011
- Plan to build up approx. ¥2.2 trillion of funds available for repayments by the end of March 2012



## **Countermeasure for Possibility of Dilution Relating to the Early Strengthening Law Preferred Shares**

#### Intend to prevent dilution from taking place by the following countermeasures

- Basic policy of repurchase and cancellation remain unchanged
- Announced the following approaches as a countermeasure for a risk scenario of dilution (Sep. 8, 2008)

Total number of shares to be repurchased	Total amount of repurchase	Period of repurchase  From Sep. 9, 2008 to Mar. 31, 2009	
660,000 shares (Maximum)	Y110 billion (Maximum)		
<ul> <li>Determined based on the maximum number of potential shares arising from Class C, E and F prefs.</li> <li>5.79% of the total shares issued (10.9% excluding shares held by DIC)</li> </ul>	✓ Determined based on the premise that all potential shares from Class C, E and F prefs will be repurchased from the market at a floor exchange price applicable to Class C prefs.	✓ Now being implemented	
Market RHD Res	ona RHD share	Total number of ordinary shares	

the RCC in place of new shares

**RCC** 

Holdings (TSE) (RHD) (1) Repurchase of ordinary (2) Deliver the treasury shares to shares from the market

issued and outstanding would not change after transaction (1) and (2)

- Status of repurchase up until November 13, 2008
  - Number of shares repurchased 141,820 shares
  - > Total amount spent on repurchase 15,721,844,400 yen
- If mandatory conversion were to take place despite the countermeasures described above, RHD would consider repurchasing its own shares from the market after a mandatory conversion date with a view to mitigating the impact of dilution.

I. Outline of the New Business Revitalization Plan

II. Outline of the Business Results for the 1st Half of FY2008

[Reference Material (Business Revitalization Plan)]

[Reference Material (Financial Results for 1H of FY2008)]

#### Financial Results for the 1st Half of FY2008: General Overview

#### Posted consolidated net income of Y86.3 bn.

- Net income decreased by Y33.8 bn. (-28.1%) YoY and by Y63.7 bn. (-42.4%) compared with forecast
  - > Y104.4 bn. gain from the sale of Tokyo Head Officer building
  - ➤ Net credit cost increased by Y105.2 bn. YoY and by Y104.5 bn. compared with forecast for total of Group banks

#### Top-line income remained almost flat YoY

- Consolidated gross operating profit: Y374.8 bn., declined by Y2.8 bn. (-0.7%) YoY
  - ➤ Income from loans and deposits decreased due to decrease in average loan balance, but maintained loan-to-deposit spread around the 1.9% level as originally planned
  - > While income from insurance product sale increased, income from investment trust sale and real estate brokerage fees decreased
  - > Net gains on bonds increased by Y14.8 bn. due to the absence of the loss posted in the same period of last year
- Actual net operating profit declined by Y1.7 bn. (-1.0%) YoY and by Y1.8 bn. (-1.0%) compared with the forecast
  - ➤ Reduced operating expenses by Y11.0 bn. compared with the forecast to partially make up for a decline of Y12.7 bn. in top-line income.

#### Sustained financial soundness

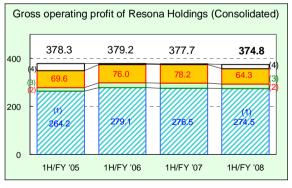
- Credit costs: Increase in write-offs and provisions of reserves relating to borrowers belonging to construction, real estate and financial services sectors
  - > Preemptive provisions to eliminate future downside risks
- Net unrealized gains on available-for-sale securities as of Sep. 30, 2008: +Y100.2 bn.
- Resona Holdings' CAR as of Sep. 30, 2008: 14.84%, Tier I ratio: 10.92%

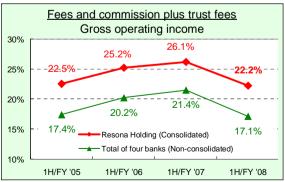
#### Continued efforts toward repayment of public funds

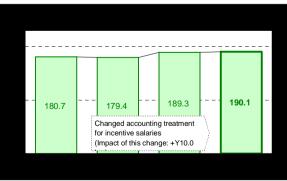
- A part of public-fund common shares were repaid ⇒ Repayment of Y14.4 bn.
- Intend to continue share repurchase in a steady pace up until the end of March 2009

## **Outline of Financial Results for 1H of FY2008**

Resona Holdings					Total of fo	ur banks					Factors accounting
(	(Amount in billions of yen)	(Consolidated)		Difference	(Non-cons	solidated)	Resona	Saitama Resona	Kinki Osaka	Resona Trust & Banking	for the difference (A) - (B) (Approx. figures)
		(A)	YoY change	(A)-(B)	(B)	YoY change	Non- consolidated		Non- consolidated	Darking	RC: Resona Card, RG: Resona Guarantee, RCP: Resona Capital
G	ross operating profit	374.8	(2.8)	33.0	341.8	(8.0)	216.9	79.6	30.4	14.6	
(1)	Net interest income	274.5	(2.0)	8.1	266.4	(0.4)	167.6	70.7	27.9	0.0	RC 3.9 bn and other
	Income from loans and deposits				231.8	(2.8)	148.7	58.2	24.8	(0.0)	Domestic operations; banking account; Deposits include NCDs
(2)	Trust fees	18.8	(1.6)	(0.0)	18.8	(1.6)	3.4	-	-	15.3	
(3)	Fees and commission income	64.3	(13.8)	24.5	39.7	(13.2)	28.0	8.5	4.0	(0.7)	RG 13.6 bn., RC 8.1 bn and other
(4)	Other operating income	17.1	14.7	0.3	16.8	14.4	17.9	0.3	(1.4)	-	
	Net gain/(loss) on bonds	0.9	14.8	-	0.9	14.8	4.1	(1.3)	(1.8)	-	
A	ctual net operating profit				163.2	(1.7)	102.1	43.3	8.9		Net operating profit before transfer to general reserve for possible loan losses and expenses related to problem loan disposal in the trust account.
Ex	penses (including non-recurring items)	190.1	0.7	14.7	175.3	0.8	110.1	37.1	22.1	5.9	RC 7.9 bn, RG 1.5 bn, goodwill amortization 3.6 bn and other
N	et gain/(loss) on stocks	(5.0)	3.9	(2.7)	(2.3)	7.8	(2.9)	(0.0)	0.7	-	RCP -1.5 bn and other
С	redit related expenses, net	133.4	105.2	6.9	126.5	112.6	104.9	18.2	3.2	-	RG 1.9 bn, RC 3.7 bn and other
0	ther gain/(loss), net	103.2	101.8	0.4	102.8	98.3	107.3	0.1	(4.6)	0.0	
In	come before income taxes	149.5	(3.0)	9.0	140.5	(8.2)	106.2	24.3	1.2	8.7	
In	come taxes and other	63.1	30.7	(6.1)	69.3	42.3	55.3	9.8	0.5	3.5	Minority interests in net income 1.6 bn, Income tax of RHD and other -7.8 bn
N	et interim income	86.3	(33.8)	15.1	71.1	(50.5)	50.8	14.4	0.6	5.1	





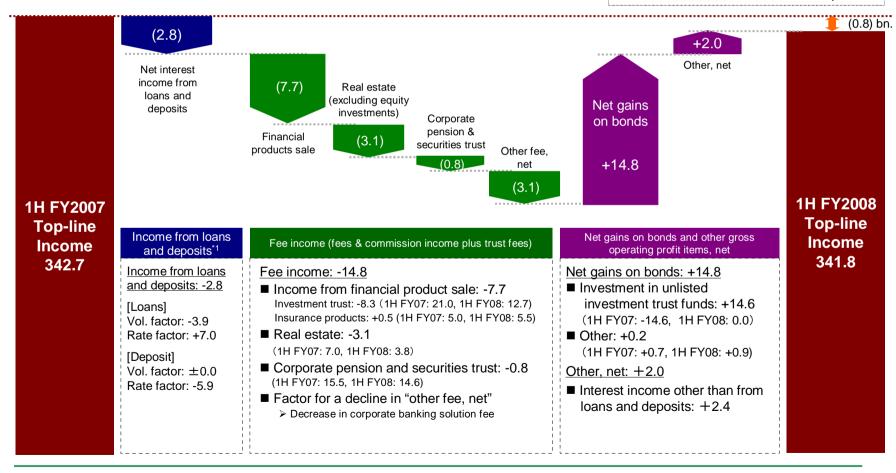


## **Analysis on YoY Change in Top-line Income (Total of Group Banks)**

#### Top-line income for 1H of FY2008 remained almost flat (a decline of 0.8 bn. YoY)

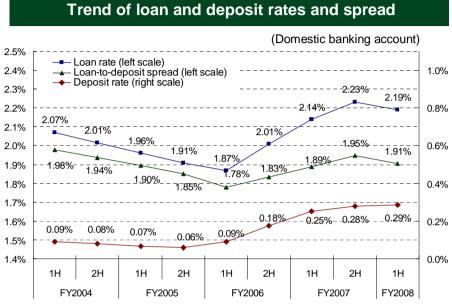
- Fee income items such as investment trust sale and real estate brokerage fees slowed down
- Net gains on bonds recovered due to the absence of a loss posted in the same period of last fiscal year

(Amount in billions of Yen)
"+" mark indicates contribution to profit

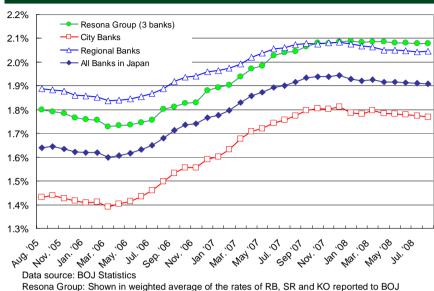


Resona Holdings, Inc.

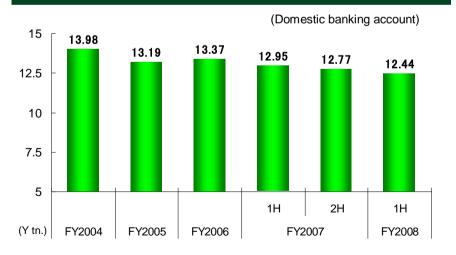
## **Trend of Loan Business (Total of Group Banks)**



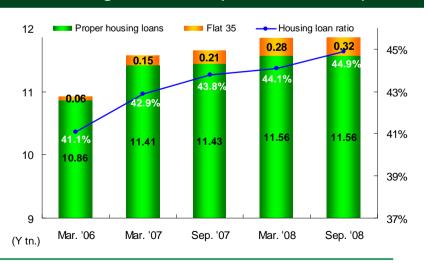
#### Loan rate caught up with regional banks average



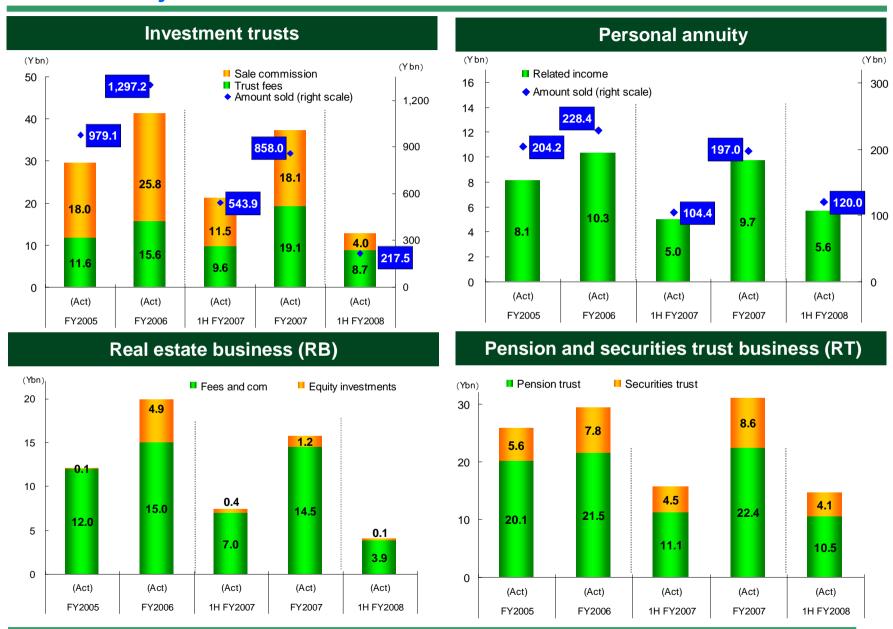
#### Loans to corporations (Average balance)



#### Housing loan balance (Term-end balance)



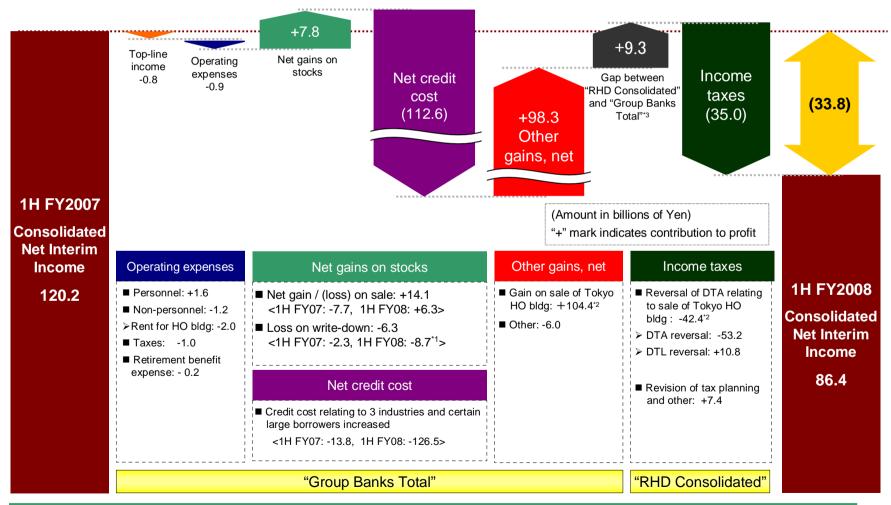
## **Trend of Major Fee Businesses**



## **Analysis on YoY Change in Consolidated Net Interim Income**

#### Consolidated net interim income declined by Y33.8 bn (28.1%) YoY

- Increase of net credit cost (+112.6 bn) is mostly attributable to 3 specified industries and certain large borrowers
- Sale of Tokyo HO bldg. contributed Y62.0 bn to consolidated net interim income

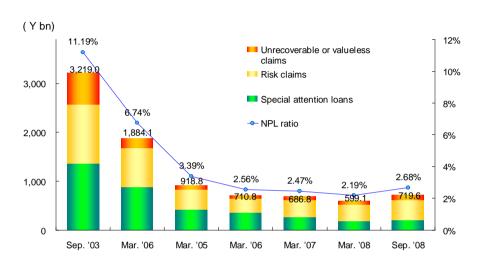


<sup>\*1.</sup> Loss on write-down of listed stocks in 1H of FY2008 is approx, Y3.0 bn. (Remaining loss is for unlisted stock.)

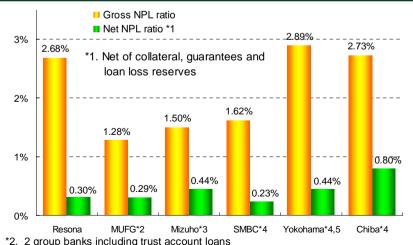
<sup>\*2.</sup> Net contribution by sale of Tokyo HO bldg. was Y62.0 billion. \*3. Increase in profits contributed by subsidiaries other than 4 group banks.

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

#### NPL balance and NPL ratio (Total of Group Banks)

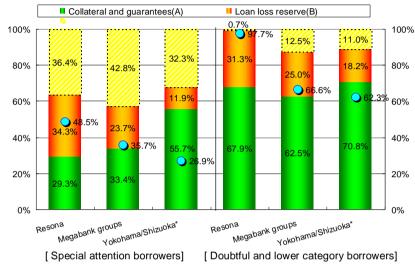


#### Comparative advantage in net NPL ratio (Total of Group Banks)

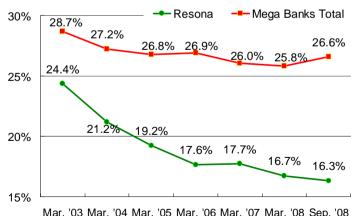


<sup>\*3. 3</sup> group banks including trust account loans \*4. Non-consolidated basis

#### High reserve ratio against uncovered NPLs



#### Trend of loan exposure to the 3 sectors \*6



Mar. '03 Mar. '04 Mar. '05 Mar. '06 Mar. '07 Mar. '08 Sep. '08

<sup>\*6.</sup> Ratio of loans to construction, finance and insurance, and real estate sectors to the total lending in the domestic account.

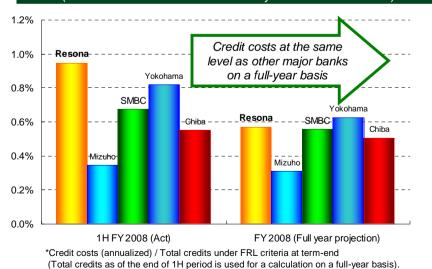
<sup>\*5.</sup> Based on the coverage provided for special attention loan bororwers

#### **Measures to Enhance Financial Soundness: Credit Cost**

#### Credit costs for 1H FY 2008 (Total of Group banks)

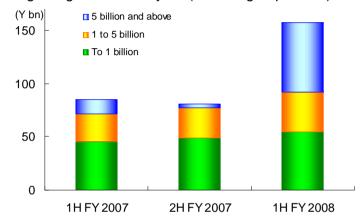
(Billions of Yen) 1H FY'07 2H FY'07 1H FY'08 General reserve (20.5)4.6 6.4 36.5 DCF method : new addition 38.8 42.3 DCF method : reversal (66.3)(36.3)(40.3)Specific reserve and other items 34.2 20.3 120.2 New bunkruptcy, downward migration 85.3 81.3 157.3 Reversal and other gains (51.1)(61.0)(37.1)(upward migration, off-balancing and other Disposal of problem loans in the trust account (0.1)0.1 (0.1)13.8 Total credit-related expenses (net) 24.8 126.5

## Ratio of net credit costs vis-à-vis total credits (Actual result for 1H FY08 and full year outlook for FY08)

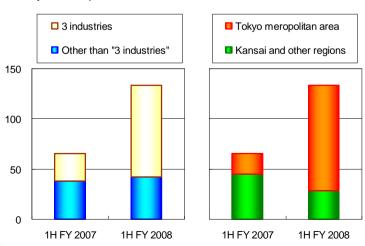


# New addition to specific reserve is mostly necessitated by "3 specified industries" and certain large borrowers

 New addition to specific reserve by credit amounts at the beginning of the fiscal year (Total of group banks)

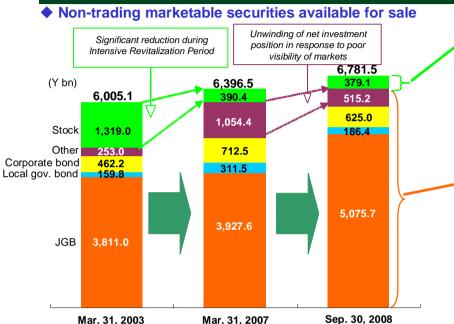


- New addition to specific reserve by industries and regions (RB)
  - ✓ Increase in credit costs is mostly attributable to 3 industries and Tokyo Metropolitan Area

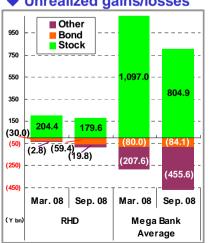


## **Measures to Enhance Financial Soundness: Securities Portfolio**

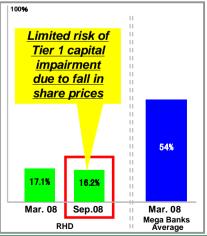
#### Securities portfolio with minimized downside risks



Unrealized gains/losses



Stocks held / Tier1 Capital



RHD, Mizuho FG: Mark to market (transaction price) MUFG, SMFG: Mark to market (theoretical price)

#### Relationship-purpose equity holdings

- [Stocks] Net unrealized gain/(loss): +Y179.6 bn
  - Reduced relationship-purpose holdings to Y379.1bn
  - > Break-even Nikkei Average: Middle of 7,000 yen range
  - > Write-down of listed stocks for 1H FY2008: Approx.Y3.0 bn

#### Net investment portfolio

- [JGB] Net unrealized gain/ (loss): Y(57.6) bn
  - Average duration: 1.6 years. BPV: Y0.97 bn
  - Consistently applied mark-to market accounting to variable rate JGBs
    - ➤ [Variable-rate JGB] 732.8bn, Unrealized loss Y45.9bn
    - [Inflation-indexed JGB] 183,4bn, Unrealized loss Y6,8bn
- [Other] Net unrealized gain / (loss): Y(19.8) bn
  - ➤ Net investment position could flexibly expand/contract depending on market conditions under a strict risk management
  - No direct investments has been made in assets linked to the U.S. sub-prime housing loans
  - Securitized products

curitizea products	(Ybn)
Securitized Products	285.2
Housing loans	235.6
Commercial Real Estate	18.5
Other	31.1

All securitized products were organized in Japan and 80% of them are backed by housing loans originated in Japan.

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

■ RHD's consolidated CAR [Mar. 31, 2008] 14.28% ⇒ [Sep. 30, 2008] 14.84% (+0.56%)

#### Capital adequacy ratio

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

\* Disclosure of capital adequacy ratio on a preliminary basis.

	Mar.31, 2008	Sep.30,2008*	(Ybn, %) Change
Capital adequacy ratio	14.28	14.84	+0.56
Tier I ratio	10.33	10.92	+0.59

Total qualifying c	apital	3,115.8	3,188.5	72.7	
Tier 1		2,253.3	2,346.7	93.4	
Capital stoc	k and capital surplus	1,000.9	1,000.9	(0.0)	
Retained ea	ırnings	1,146.3	1,249.2	102.9	
Preferred se overseas SI	ecurities issued by PCs	115.1	119.1	3.9	
Tier 2	Tier 2		910.4 879.7		
other securi		This item is not applicable to Japanese domestic standard			
45% of reva	lluation reserve for	45.6	33.1	(12.5)	
Eligible rese	erves in excess of ss	53.4	52.5	(0.8)	
Subordinate	ed bonds	777.5	760.5	(16.9)	
Deductions	Deductions		(37.9)	9.9	
Risk-weighted assets		21,809.3	21,479.0	(330.2)	
Credit risk	Credit risk		20,074.6	(326.6)	
Operational risk	(	1,408.0	1,404.4	(3.6)	

#### Primary factors for the change

#### [Total qualifying capital] +72.7 bn (+0.34%)

Tier I	Retained earnings	+102.9 bn
	Repurchase of own shares	(10.9) bn

> Tier II Revaluation reserve for land (12.5) bn

Subordinated loan (16.9) bn

Deduction

Securitization exposure to be deducted

9.5 bn

#### [Risk-weighted assets] (330.2) bn (+0.22%)

Decrease in credit risk assets (326.6) bn Primarily due to decrease in loans and bills discounted

#### < Reference Information >

Capital adequacy ratio and Tier I ratio calculated under the BIS International Standard

Capital adequacy ratio: 15.14%Tier I ratio: 10.81%

■ Net unrealized gains on

available-for-sale securities +100.4 bn

■ Net DTA / Tier I capital 14.62%

## Earnings Forecasts for Fiscal Year Ending March 31, 2009 (Revised in November 2008)

	Resona Holdings (Consolidated)					
(Billions of Yen)	1H FY 2008	Full year forecasts		Change from the previous year		
Consolidated ordinary income	514.5	1,000.0	(50.0)	(114.4)		
Consolidated ordinary profit	37.0	150.0	(120.0)	(83.7)		
Net (interim) income	86.3	160.0	(90.0)	(142.8)		

	Resona Holdings (Non-consolidated)						
	1H FY 2008	Full year forecasts	Change from initial forecasts	Change from the previous year			
Operating income	52.3	180.0	-	(420.4)			
Operating profit	48.1	170.0	-	(419.9)			
Ordinary profit	49.5	170.0	-	(420.2)			
Net (interim) income	58.1	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

	Total of four banks (approx. figure)		Resona Bank		Saitama Resona Bank		Kinki Osaka Bank		Resona Trust & Bankir		
(Billions of Yen)	Full year forecasts	Change from initial forecasts	Change from the previous year	Full year forecasts	Change from the previous year	I FIIII Vear	Change from the previous year	FIIII VAAr	Change from the previous year	I ⊨IIII V⊵ar	Change from the previous year
Gross operating profit	684.0	(37.0)	(16.0)	430.0	(14.3)	159.0	1.0	65.5	(1.1)	29.5	(1.5)
Operating expenses	369.0	(14.0)	6.9	233.0	(0.3)	76.5	3.8	47.0	2.9	13.0	1.2
Actual net operating profit	315.0	(23.0)	(22.8)	197.0	(13.8)	82.5	(2.7)	18.5	(4.0)	16.5	(2.6)
Ordinary profit	146.0	(116.0)	(66.5)	70.0	(50.7)	56.0	(10.8)	3.5	(2.5)	16.5	(2.4)
Income before income taxes	273.0	(111.0)	(29.1)	196.0	(8.6)	56.0	(13.0)	4.0	(5.4)	16.5	(2.4)
Net income	159.0	(74.0)	(101.1)		R	esona Group	started apply	/ing a conso	lidated taxati	ion system fr	om FY2005.

				_							
Gain/(loss) on stocks	4.0	4.0	49.8	3.0	47.6	-	0.3	1.0	1.8	-	-
Credit related expenses	152.0	92.0	113.3	120.0	98.8	23.0	111	9.0	3.5	-	-

I. Outline of the New Business Revitalization Plan

II. Outline of the Business Results for the 1st Half of FY2008

[Reference Material (Business Revitalization Plan)]

[Reference Material (Financial Results for 1H of FY2008)]

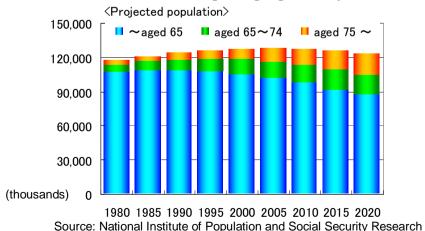
## Personal Banking Business (1): Estate Planning

#### Strengthen personal banking business as a core growth area

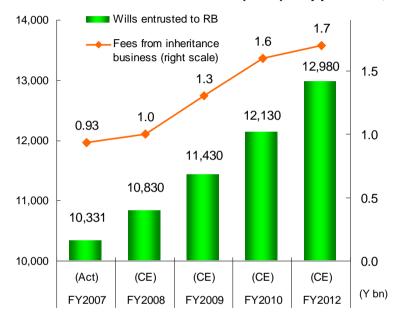
- Acceptance of testamentary trusts as an opportunity to initiate multiple related transactions
  - Strength of concurrently operating commercial and trust banking businesses (customer base and solution-offering capabilities)



Advent of the full-fledged aging society



■ Wills entrusted as of Mar. 2012 (Plan): Approx. 14,000



- Earnings potential of will trusts
  - Amount of property covered by wills under custody for execution: Approx Y 2tn
     (Composition: real estate 60%, financial assets 40%)
  - ✓ Number of wills entrusted to RB : Approx 10,000

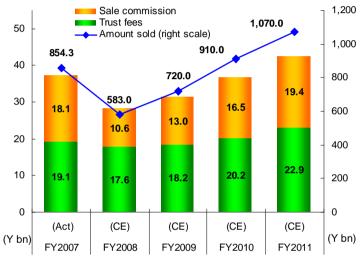
RB's private banking (PB) customers : 25 thousands

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

## Personal Banking Business (2): Financial Product Sale

#### Investment trusts

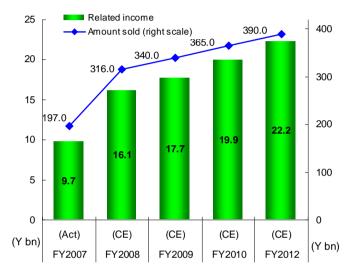
- Income for FY2011: 42.0bn (+14.1bn from FY2008)
  - Recover Y1 trillion yen annual sale (Expect outstanding bal. to reach Y3.69 trillion)



## Stable income flow as a stock business

#### **Personal annuity**

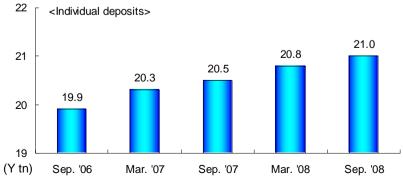
- Income for FY2011: 22.0bn (+6.1bn from FY2008)
  - Close to Y400 billion annual sale is expected



■ Grown to be a second pillar after investment trust

#### Inflow of money is expected from first baby boomers after turmoil in market subsides

■ Individual deposits will likely shift to investment products

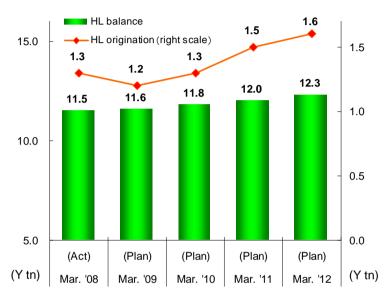


- Lineup of competitive products and services
  - Strength lies in open architecture alliance
- New branch management system
  - Sales activity by Personal Banking GMs
  - Consulting-based sales activities by specialized staff
- Approx. 14% of first baby boomers in Japan are transacting with RB

## Personal Banking Business (3): Loans to Individuals

#### **Housing loans**

■ Balance at the end of March 2012: 12.3 tn.



#### Existence of good quality potential market

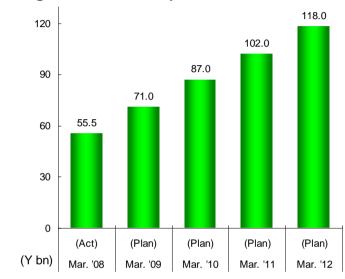
- Inflow of population to Resona's main markets
- Housing loan demand from second baby boomers

#### ■ Maximize Resona's strength in housing loans

- Differentiation in response to customer needs
  - ⇒ Fast screening realized with new HL support system
  - ⇒ Reverse mortgage and other silver businesses
  - ⇒ Loan products that can satisfy customers' interest rate preference
- Relationship with customers after loan origination
  - ⇒ Explore opportunities for cross-selling

#### Other consumer loans ( strategic products)

Strengthen core focus products\* further



\* ATM card loan, tie-up products, and screening model products <Example of products>

Product name	Amount (Y Thousands)	Interest rate	Product features
ATM card loan	100, 300 and 500	18%	Prior screening based on transaction history ATM handles every process to contract
My Plan (Jibun Keikaku) (Tie-up product)	100 to 2,000 6.9 to		Transfer credit risks to a third party "Loan for Woman" and other variety
Quick card loan (Screening model product)	300, 500, 700, and 1,000	12.875%	Multiple channels for loan application Quick response

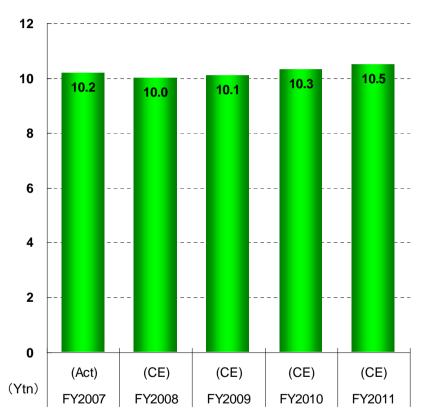
(As of October 1, 2008)

- Increase good-quality consumer loans leveraging on group banks' strength (brand, customer information and infrastructure)
  - Effective database marketing
  - > Low-cost channels (Internet, cell phones, ATMs, etc.)

## **Corporate Banking Businesses (1): Loans to SMEs**

#### Loans to SMEs

Increase loans to SMEs by Y450 bn Mar. 31, 2008: Y10.0 tn ⇒ Mar. 31, 2012: Y10.5 tn



(Definition: Loans to SMEs)

RB: Upper-middle and mid-to-small enterprises

SR: Mid-to-small enterprises and personal businesses

KO: Upper-middle and mid-to-small enterprises, and personal businesses

\* Scale of an enterprise is based on definitions set by the BOJ

## Transformation to business providing customers with solutions to management challenges

Fees from corporate solutions\*: + 4.4bn FY 2008: 7.2bn ⇒ FY 2011: 11.6bn

\* Syndicated loans, commitment line, M&A

#### Strengthen solution coordination capabilities

- Offering trust solutions in an efficient manner ranging from real estate, corporate pension, to business succession
  - ⇒ Responding to management challenges of business owners
- Strengthen relationship through the new branch office management structure
- Provide optimal financial products and services through utilization of CRM system
- Area Solution Business Division co-ordinates wide range of solution items
- Corporate Retail Office responds to small lot loan needs



#### Strengthen employee training programs

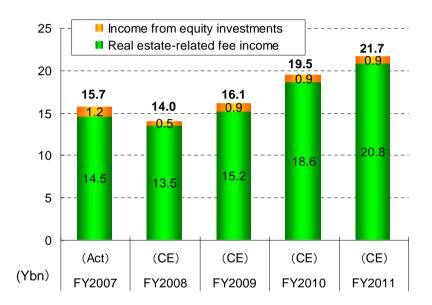
- > Training programs for corporate liaison staffs
- Training programs developed for raising credit screening skills

By amassing knowledge and skills at both the salesforce and corporate levels, Resona Group banks propose optimal solutions to customers' complicated and diversified management challenges

## Corporate Banking Business (2): Real Estate, Pension and Securities Trust

#### Real estate business (RB)

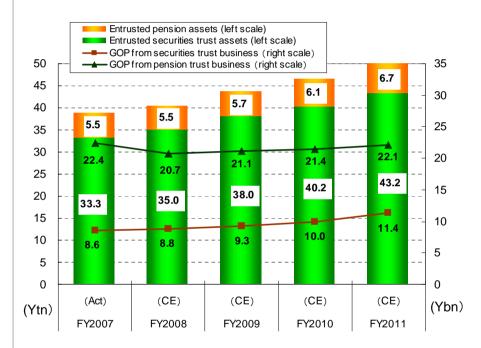
■ Income from real estate business to exceed Y20.0 bn



- RB 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 to capture real estate transaction needs among individual customers
- Reinforcement of specialized personnel
  - Number of staffs engaging in real estate business Mar. 2008: 203 → Mar. 2012: 260

#### **Pension and Securities trust business (RT)**

- Entrusted pension assets to increase by Y1 tn
- Securities trusts to exceed Y40 tn



- Cultivate RB's 12,000 core corporate customers to start offering corporate pension services
  - > 600 DB and 1,500 DC-type funds to be newly added
  - Provide Resona groups' investment products to DC funds
- Support conversion of tax-qualified pension plan
- High quality fund management products
- Capitalize on group synergies

I. Outline of the New Business Revitalization Plan

II. Outline of the Business Results for the 1st Half of FY2008

[Reference Material (Business Revitalization Plan)]

[Reference Material (Financial Results for 1H of FY2008)]

## **Management Accounting by Business Lines**

### Management Accounting by Group Business Lines (1H FY2008)

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

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l I	bn.,	7/0

		N	let Ope	rating Prof	fit after D	eduction	of Credi	t Cost*1		Management Indices					
		Gross Operating Profit	YoY	Operating Expenses	YoY	Credit Cost	YoY		YoY	OHR	YoY	RAROC	YoY	<b>RVA</b> *2	YoY
Com	mercial Banking Unit	316.8	(26.0)	170.0	1.8	131.7	103.6	15.1	(131.5)	53.7%	49.1%	2.0%	17.3%	(34.8)	(127.4)
	Personal Banking	175.6	1.3	95.6	3.3	10.6	(9.5)	69.5	7.5	54.4%	52.9%	27.1%	20.4%	52.3	9.6
	Housing Loan Business *3	85.7	4.1	23.2	3.8	10.6	(8.6)	51.9	8.9	27.0%	23.7%	21.5%	16.4%	35.7	9.3
	Corporate Banking	141.1	(27.2)	74.4	(1.4)	121.1	113.1	(54.4)	(138.9)	52.7%	45.1%	(11.2)%	15.5%	(87.1)	(137.0)
	Real Estate Business	4.0	(3.4)	2.0	(0.6)	0.0	•	2.0	(2.8)	49.5%	34.6%	43.3%	68.1%	1.7	(2.7)
Trea	sury	27.8	44.9	4.4	(1.3)	0.0	(0.1)	23.5	46.3	15.7%	(33.1)%	13.8%	(14.2)%	12.1	45.1
Pens	sion	14.8	(8.0)	6.0	0.3	0.0	-	8.7	(1.2)	40.2%	36.5%	53.7%	66.0%	7.7	(1.3)
Tota	l of Group Banks	355.6	17.1	180.4	0.8	131.2	104.5	44.1	(87.8)	50.7%	53.1%	3.8%	10.8%	(33.5)	(87.2)

<sup>\*1</sup> Gross operating profit - operating expenses - credit cost

<sup>\*2</sup> RVA: Resona Value Added (Net profit after a deduction of cost on allocated internal capital)

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

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

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

,	Sep. 30, 2008 [Preliminary]	RHD	(Consolid	ated)	RB (Consolidated)			
,	Japanese Domestic Standard	Mar. 31,2008	Sep. 30	Sep. 30, 2008		Sep. 30	Sep. 30, 2008	
	(Billioons of Yen)	<b>F-IRB</b> Act	<b>F-IRB</b> Act	Change	<b>F-IRB</b> Act	<b>F-IRB</b> Act	Change	
	Capital adequacy ratio	14.28%	14.84%	+0.56%	9.81%	10.57%	+0.76%	
	Tier I ratio	10.33%	10.92%	+0.59%	5.86%	6.68%	+0.82%	
	Tier I capital	2,253.3	2,346.7	93.4	927.5	1,030.9	103.4	
	Tier II capital	910.4	879.7	(30.6)	686.2	655.3	(30.8)	
	Deductions	47.8	37.9	(9.9)	61.7	55.2	(6.4)	
	Total BIS qualifying capital	3,115.8	3,188.5	72.7	1,552.0	1,631.0	79.0	
	Risk weighted assets	21,809.3	21,479.2	(330.2)	15,814.2	15,417.3	(396.8)	

Sep. 30, 2008 [Preliminary]	SR (Non-consolidated)			KO (	Consolida	ited)	RT (Non-consolidated)			
Japanese Domestic Standard	Mar. 31,2008 Sep. 30, 2008 Ma			Mar. 31,2008	Mar. 31,2008 Sep. 30, 2008			Sep. 30	, 2008	
(Billioons of Yen)	F-IRB Act	<b>F-IRB</b> Act	Change	<b>SA</b> Act	<b>SA</b> Act	Change	<b>SA</b> Act	<b>SA</b> Act	Change	
Capital adequacy ratio	10.10%	10.51%	+0.41%	9.46%	9.80%	+0.33%	41.78%	45.37%	+3.59%	
Tier I ratio	5.76%	6.16%	+0.40%	5.48%	5.63%	+0.15%	41.78%	45.37%	+3.59%	
Tier I capital	219.5	233.5	14.0	106.5	103.5	(3.0)	32.1	37.3	5.1	
Tier II capital	177.1	177.1	0.1	77.1	76.4	(0.6)	_	_	_	
Deductions	11.8	12.3	0.5	_	_	_	_	_	_	
Total BIS qualifying capital	384.8	398.3	13.5	183.6	180.0	(3.6)	32.1	37.3	5.1	
Risk weighted assets	3,807.1	3,787.8	(19.3)	1,940.7	1,836.9	(103.8)	77.0	82.3	5.3	

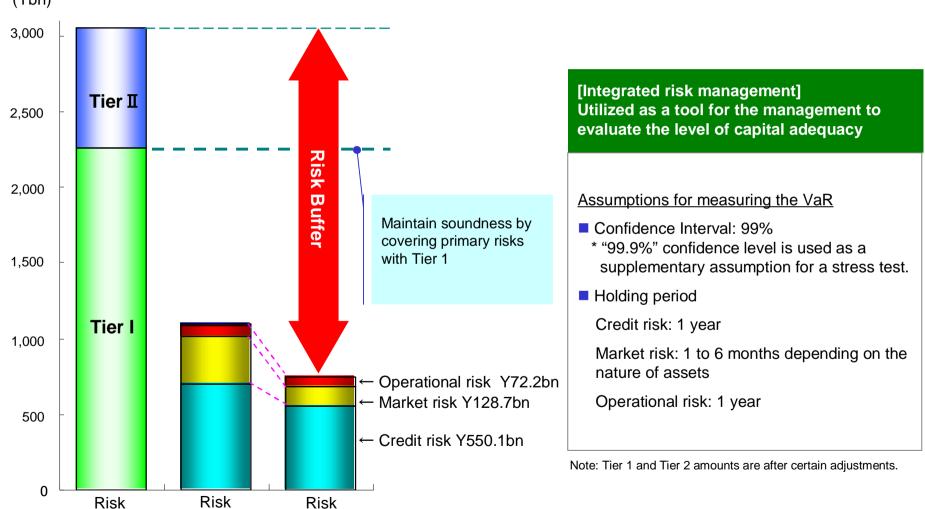
## Risk Volume Relative to Capital (End of September 2008)

Capital

Volume

Tolerance

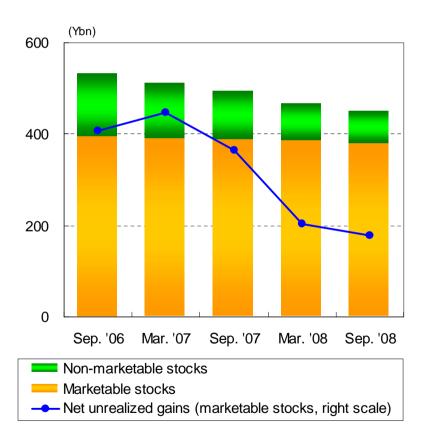
- Primary risks such as credit, market and operational risks are controlled within Tier 1 limit
- Risk buffers comprising of excess Tier 1 and Tier 2 are provided against the risk volume (Ybn) assumed under a stress scenario or the risks difficult to measure.



### **Securities Portfolio**

■ Net unrealized gains on available-for-sale securities (RHD consolidated basis) as of the end of September 2008 amounted to ¥100.4bn.

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



Book value of stocks sold outright1H of FY2008 (Act): Y2.7bn (total of group banks)

#### **Bonds**

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

	Within 1 year	1 to 5 year	5 to 10 year	Over 10 years	No designated term	Total
Japanese government bonds	3,116.3	841.2	591.0	499.6	-	5,048.2
Japanese local gov. bonds	38.7	125.1	232.7	-	-	396.6
Japanese corporate bonds	416.4	590.3	12.5	38.0	-	1,057.2
Stocks	-	-	-		639.9	639.9
Other	16.8	69.5	79.0	23.0	150.7	338.9
Foreign securities	1.0	51.3	13.8	23.0	69.5	158.6
<foreign bonds=""></foreign>	-	51.3	13.8	23.0	-	88.1
<foreign stocks=""></foreign>	-	-	-		8.5	8.5
Other	15.8	18.2	65.1	-	81.2	180.4
Total	3,588.2	1,626.1	915.2	560.6	790.6	7,480.7

[Net uprealized	naine//loccae	on hande/R	HD Consolidated
linet unrealized	gains/(losses)	on bonas(R	IND Consolidated

(Ybn)

	Mar. '06	Sep. '06	Mar. '07	Sep. '07	Mar. '08	Sep. '08
Japanese Bonds	(64.0)	(32.9)	(32.9)	(31.4)	(32.7)	(57.5)
Other*	47.0	(14.4)	16.5	11.0	5.8	(18.6)
Total	(17.0)	(47.3)	(16.4)	(20.4)	(26.9)	(76.1)

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

10-year JGB yield	1.765%	1.665%	1.650%	1.675%	1.275%	1.460%

[JGB duration (Banking Account)]

(Years)

	Mar. '06	Sep. '06	Mar. '07	Sep. '07	Mar. '08	Sep. '08
Resona Group	2.4	2.1	1.9	1.7	1.7	1.6
Resona Bank	2.3	2.0	1.8	1.6	1.6	1.5

[Basis Point Value (BVP, Domestic Bonds]

(Ybn)

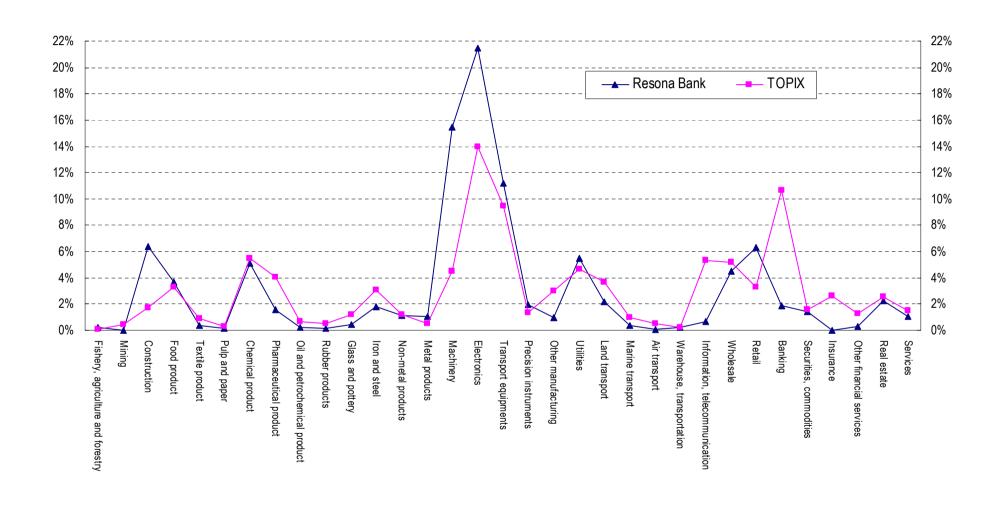
	= 0.					( . ~ ,
	Mar. '06	Sep. '06	Mar. '07	Sep. '07	Mar. '08	Sep. '08
Resona Group	(1.30)	(0.99)	(0.99)	(0.95)	(0.90)	(0.97)
Resona Bank	(0.77)	(0.61)	(0.59)	(0.54)	(4.80)	(0.47)

[Break-even Nikkei Average Points]

(Yen)

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

### **Shareholdings by Industry (End September 2008, Resona Bank)**



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

### **Loans and Bills Discounted**

### **Deposits**

#### [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 September 2008]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	4.3%	3.0%	6.0%	8.6%	21.9%
Prime rate-based	42.9%	0.1%	0.0%	0.0%	43.0%
Market rate-based	26.1%	2.6%	3.5%	2.9%	35.1%
Total	73.4%	5.8%	9.4%	11.5%	100.0%

Loans maturing within 1 year

79.1%

#### [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%

#### [End of September 2008]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	42.0%	2.1%	8.4%	8.0%	60.5%
Time deposits	18.6%	11.7%	6.1%	3.1%	39.5%
Total	60.6%	13.8%	14.5%	11.1%	100.0%

#### [Change in 1H of FY2008]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	0.2%	-1.0%	-1.2%	0.6%	-1.4%
Prime rate-based	1.7%	-0.6%	0.0%	0.0%	1.0%
Market rate-based	-0.2%	0.5%	0.1%	0.0%	0.4%
Total	1.7%	-1.1%	-1.1%	0.5%	0.0%

Loans maturing within 1 year 0.6%

#### [Change in 1H of FY2008]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	-1.8%	0.0%	0.2%	0.2%	-1.4%
Time deposits	-0.7%	1.9%	0.0%	0.2%	1.4%
Total	-2.5%	2.0%	0.2%	0.3%	0.0%

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

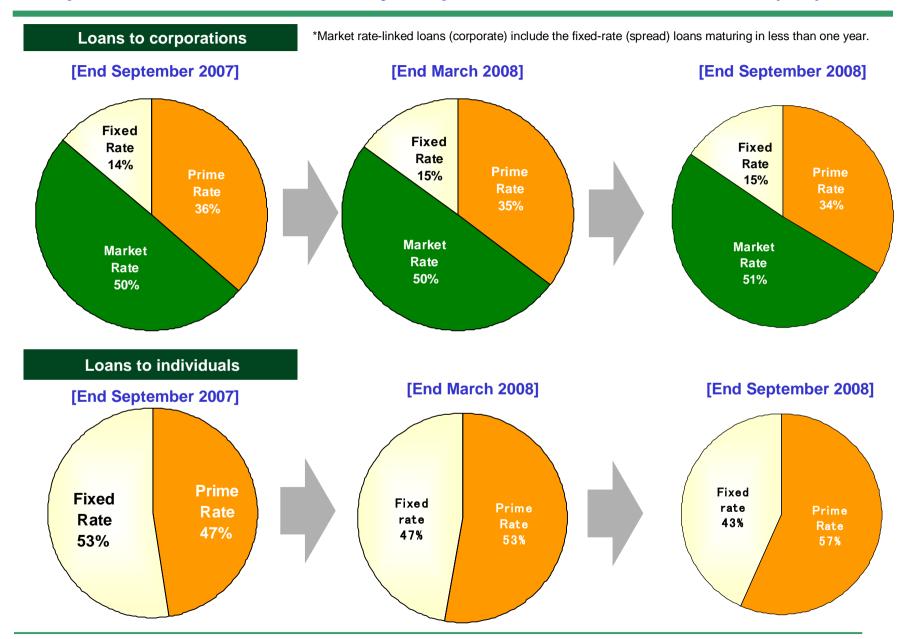
## **Swap Positions by Remaining Periods (Resona Bank)**

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

(Billions of Yen)

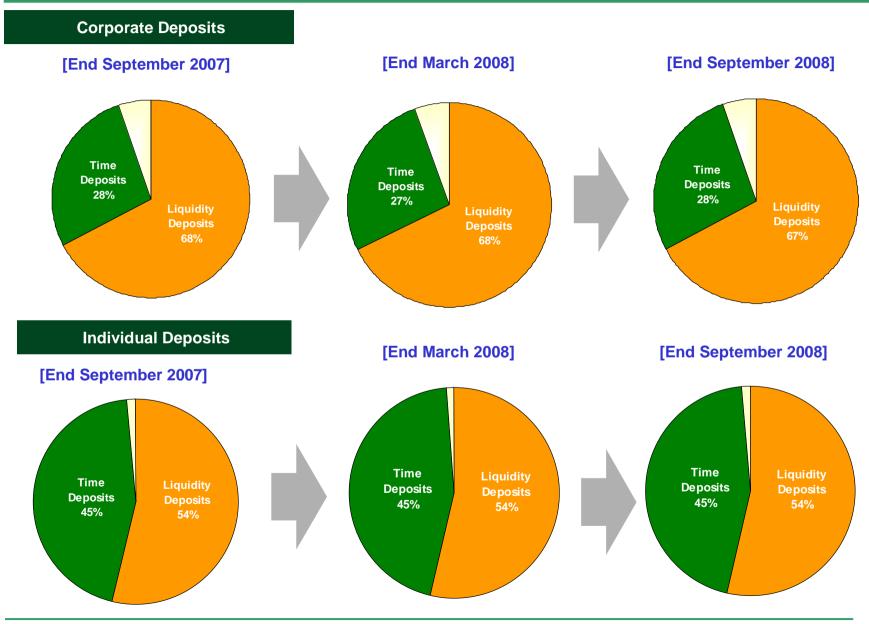
		End of September, 2008				End of March, 2008				
	Within 1 year	1 to 5 years	Over 5 years	Total	Within 1 year	1 to 5 years	Over 5 years	Total		
Receive fixed rate/Pay floating rate	90.0	474.0	1,001.2	1,565.2	372.0	714.0	1,257.2	2,343.2		
Receive floating rate/Pay fixed rate	80.0	200.0	590.0	870.0	75.0	160.0	100.0	335.0		
Net position to receive fixed rate	10.0	274.0	411.2	695.2	297.0	554.0	1,157.2	2,008.2		

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



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

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



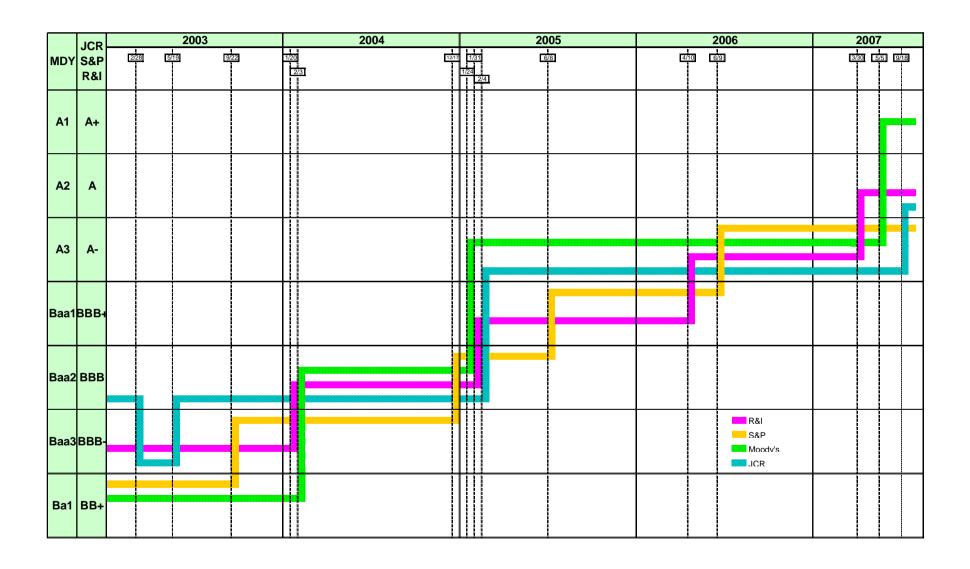
## Migrations of Borrowers (RB, 1H of FY2008)

#### **Exposure amount basis (Migration during the 1H of FY2008)**

					End o	of September	2008					
		Normal	Other Watch	Special	Doubtful	Quasi-	Bankrupt	Other			Upward Migration	Downward Migration
			Guioi Traton	Attention	2000	Bankrupt	Damaqa	<b>G</b> inoi	Collection, Repayments	Assignments, Sale		
	Normal	95.2%	3.0%	0.4%	0.5%	0.1%	0.4%	0.5%	0.5%	0.0%	_	4.3%
End	Other Watch	13.0%	74.2%	3.2%	3.9%	0.7%	0.6%	4.4%	4.4%	0.0%	13.0%	8.4%
으	Special Attention	21.2%	3.1%	70.3%	3.3%	0.7%	0.6%	0.9%	0.9%	0.0%	24.2%	4.5%
March 20	Doubtful	1.8%	6.0%	2.1%	71.6%	4.4%	8.3%	5.9%	5.0%	0.9%	9.9%	12.7%
2008	Quasi- Bankrupt	0.2%	0.2%	0.0%	0.7%	79.9%	5.6%	13.5%	4.5%	8.9%	1.0%	5.6%
	Bankrupt	5.2%	0.0%	0.0%	1.2%	0.0%	82.0%	11.5%	5.9%	5.6%	6.4%	_

- 1. Above table shows how a borrower belonging to either of the borrower categories shown as of the end of March 2008 moved to a new category in the first half of FY2008.
- 2. Percentage points are calculated based on exposure amounts as of the end of March 2008. (New loans extended, loans collected or written-off during the period are not taken into account.)
- 3. "Other" for end of September 2008 indicates those exposures removed from the balance sheet due to collection, repayments, assignments or sale of claims.

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



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

### [As of the End of November 2008]

		Class B Preferred Shares	Class C Preferred Shares	Class E Preferred Shares	Class F Preferred Shares	
Distinction betwee	n public and private funds	Public Fund	Public Fund	Public Fund	Public Fund	
Original issuer and	I 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 sha	are	JPY 600,000	JPY 500,000	JPY 1,250,000	JPY 1,250,000	
Total issue amoun	t remaining at present	JPY 163.3 Billion	JPY 60.0 Billion	JPY 11.9 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 Preferred Shares Issued by RHD (2)

### [As of the End of November 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 s	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 shar	re	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 563.5 Billion	JPY 550.0 Billion	JPY 63.0 Billion	JPY 100.0 Billion	JPY 350.0 Billion
Original total issue	amount	JPY 550.0 Billion	JPY 563.5 Billion	JPY 550.0 Billion	JPY 63.0 Billion	JPY 100.0 Billion	JPY 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
	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 122,600				JPY 332,465
	Current exchange rate	(1.141)	(1.631)	()	()	()	(10.527)
Reset of	Date of reset	8/1	11/1	5/1			6/5
exchange rate							4 times only (2012 - 2015)
	Direction of reset	Upward/Downward	Upward/Downward	Upward/Downward			Downward only
	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

Avoid dilution

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)

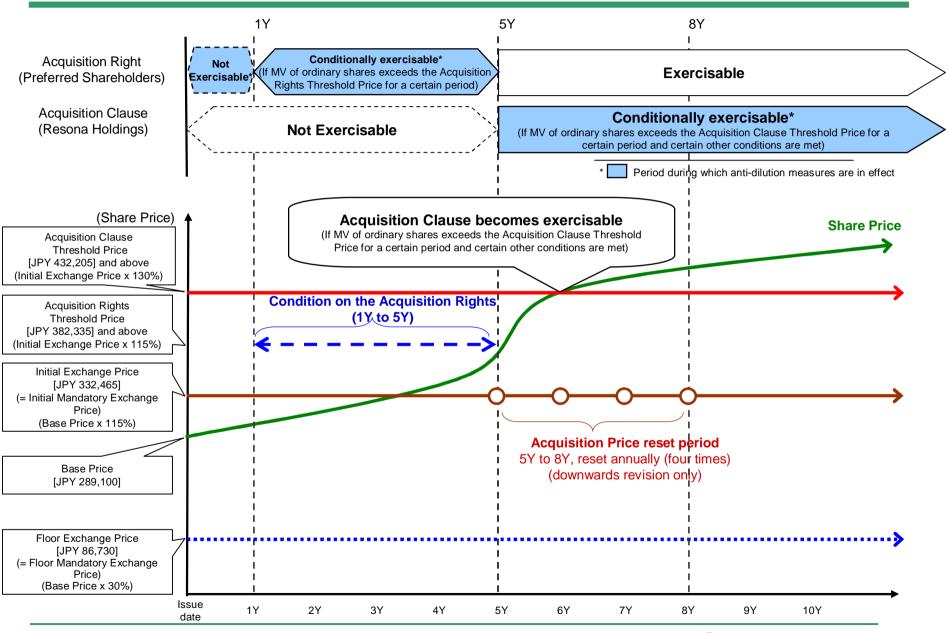
#### **Limitation on exercise of Acquisition Rights**

- 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"



## Class 9 Preferred Shares: 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¥Libor +50bps	Fixed rate (0.93%)
Initial Exchange Premium	N.A.	N.A.	15%
Start of the Period for Exercise of Acquisition Rights	, , , , , , , , , , , , , , , , , , ,		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 (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 (Apr. 2009 to Dec. 2014)	N.A.	N.A.
Voting Rights	N.A. (Restored when dividends skipped)	Granted	N.A. (Not restored even when dividends skipped)

## **Business Revitalization Plan: Earnings Plan**

(Total of Four Banks)

	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011
(Billions of Yen)	(Actual)	(Plan)	(Plan)	(Plan)	(Plan)
Gross operating profit	700.0	684.0	690.0	721.0	760.0
Trust fees	41.3	38.0	37.0	37.0	40.0
Jointly Operated Designated Money Trust	6.9	5.0	5.0	5.0	5.0
NPL disposal in the trust account	(0.1)	-	-	-	
Interest income	701.3	678.0	677.0	733.0	807.0
Interest expense	164.1	161.0	173.0	220.0	282.0
Net fees & commissions	97.0	93.0	100.0	114.0	127.0
Net trading income	69.7	13.0	12.0	13.0	14.0
Other operating income	(45.3)	23.0	37.0	44.0	54.0
Gains/(losses) on bonds	7.2	1.0	9.0	13.0	18.0
Net operating profit (Before provision to general reserve and NPL disposal in the trust account)	337.8	315.0	314.0	345.0	383.0
Net operating profit	337.9	315.0	314.0	345.0	383.0
Provision to general reserve	(0.0)	-	-	-	
Expenses	362.1	369.0	376.0	376.0	377.0
Personnel expense	123.8	127.0	127.0	129.0	131.0
Non-personnel expenses	217.1	220.0	227.0	225.0	224.0
Disposal of NPL	80.3	152.0	73.0	71.0	60.0
Net gain/(loss) on stocks	(45.8)	4.0	3.0	4.0	6.0
Loss on devaluation	26.7	-	-	-	
Ordinary profit *4	212.5	173.0	249.0	286.0	340.0
Extraordinary gains	94.6	104.0	10.0	-	
Extraordinary losses	5.0	4.0	2.0	2.0	2.0
Income taxes - current	9.6	47.0	67.0	12.0	13.0
Income taxes - deferred	32.3	67.0	29.0	69.0	81.0
Net income/(loss)	260.1	159.0	161.0	203.0	244.0

	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011			
(Billions of Yen)	(Actual)	(Plan)	(Plan)	(Plan)	(Plan)			
Total assets (Note.2)	40,476.0	39,380.0	39,640.0	39,880.0	40,630.0			
Loans and bills discounted	25,787.7	25,500.0	25,480.0	25,730.0	26,150.0			
Securities	6,846.0	7,260.0	7,770.0	7,940.0	8,120.0			
Trading assets	494.4	620.0	700.0	700.0	700.0			
DTA (term-end bal.)	286.3	226.8	197.7	128.8	48.4			
Total liabilities (Note.2)	39,135.7	38,080.0	38,430.0	38,700.0	39,430.0			
Deposits and NCDs	33,302.6	32,810.0	32,610.0	33,120.0	33,710.0			
Trading liabilities	68.8	5.0	-	-	-			
DTL (term-end bal.)	-	-	-	-	-			
DTL for land revaluation (term-end bal.)	43.1	31.7	31.7	31.7	31.7			
Net assets (Note.2)	1,471.5	1,448.3	1,367.8	1,409.8	1,450.8			
Capital stock	398.8	398.8	398.8	398.8	398.8			
Capital reserve	433.8	433.8	433.8	433.8	433.8			
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)	328.2	326.3	245.8	287.8	328.8			
Land revaluation excess	59.8	43.1	43.1	43.1	43.1			
Net unrealized gains/(losses) on other securities	123.4	118.8	118.8	118.8	118.8			
(Management Indicators)*3								
Yield on interest earning assets (A)	1.91	1.90	1.89	2.03	2.19			
Interest earned on loans and bills discounted	2.18	2.18	2.17	2.31	2.48			
Interest on securities	0.89	0.89	0.93	1.04	1.14			
Total cost of funding (B)	1.39	1.43	1.46	1.58	1.72			
Interest paid on deposits and NCDs (D)	0.30	0.31	0.32	0.44	0.59			
Overall interest spread (A) - (B)	0.52	0.47	0.42	0.45	0.47			

Cost-to-income ratio (OHR)

54.49

52.14

53.94

Assets and liabilities are stated in average balance. Net assets are reported in term-end balance

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

<sup>\*3.</sup> Management indicators other than OHR are based on the total figures of three subsidiary banks excluding Resona Trust & Banking.

<sup>\*4.</sup> include gains from recoveries of written-off claims and other reversals which are accounted for as extraordinary gains

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.