Business Results of FY2008 and Future Management Direction Aiming at Establishing True Retail Bank



# RESONA

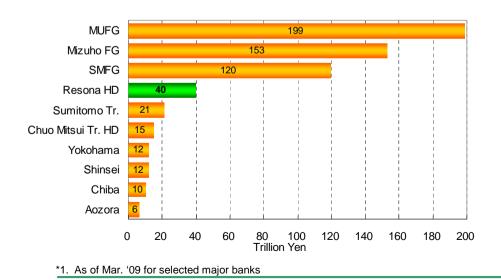
September 2009 Resona Holdings, Inc.

# **Resona Group at a Glance**

### **Corporate structure Resona Holdings** 100% 100% 100% Resona Saitama Kinki Resona Trust Osaka Resona ΒK & ΒK BK Banking

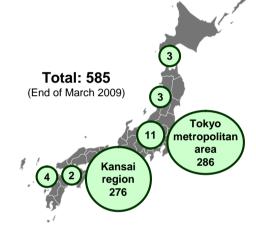
\*Two Banks merged on April 1, 2009 with Resona Bank being a surviving company.

## Total assets comparison \*1

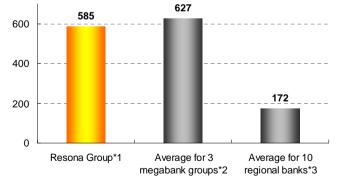


## Franchise value

 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. '09>

\*2. BTMU+ MUTB, Mizuho BK+ Mizuho CBK, SMBC <Surveyed in Jun. '09>

\*3. 10 largest regional banks in terms of non-consolidated total assets (Yokohama, Chiba, Shizuoka, Fukuoka, Joyo, Nishinihon City, Kyoto, Hiroshima, 82th, and Gunma) <Surveyed in Jun. '09>

# **Resona Group's Strengths**

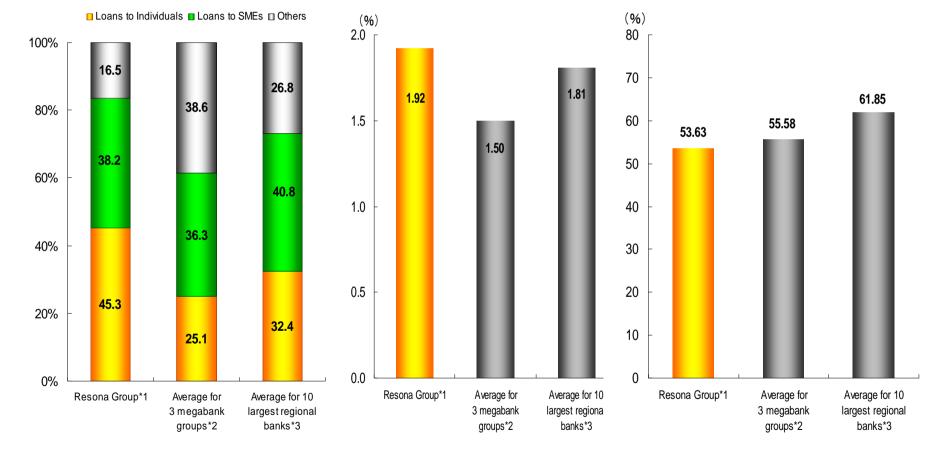
## Loan Portfolio Composition Loan-to-Deposit Spread

## Cost to Income Ratio

 Lending to SMEs and individuals accounts
 for more than 80% of the entire loan portfolio (Domestic operations, Mar. 31, 2009)

Favorable loan-to-deposit spread (Domestic operations, FY2008)

 Operational efficiency comparable to megabanks (FY2008)



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

\*2 BTMU+ MUTB, Mizuho BK+ Mizuho CBK, SMBC

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



Note: In some pages of this material, names of Resona Group companies are shown in the following abbreviated form: RHD: Resona Holdings, RB: Resona Bank, SR: Saitama Resona Bank, KO: Kinki Osaka Bank, and RT: Resona Trust & Banking

# **Outline of Business Results for FY2008**

# Updates on Major Businesses: Results of FY2008 and Outlook for FY2009

## Efforts to Build Solid Foundation for Sustainable Growth

Pathway to Early Repayment of Public Funds

<Reference Material>

# **Outline of Business Results for FY2008**

# Updates on Major Businesses: Results of FY2008 and Outlook for FY2009

Efforts to Build Solid Foundation for Sustainable Growth

Pathway to Early Repayment of Public Funds

<Reference Material>

# **Financial Results for FY2008: General Overview**

## Secured consolidated net income of Y123.9 bn.

- Net income decreased by Y178.9bn. (-59.1%) YoY and by Y36.1 bn. (-22.5%) compared with Nov. '08 forecast
  - > Y104.4 bn. gain from the sale of Tokyo Head Officer building
    - => Net contribution to net income after a reversal of DTA: Approx. Y62.0 bn.
  - Net credit cost increased by Y122.9 bn. YoY
  - > Net loss on stocks increased by Y41.6 bn. and net credit cost increased by Y11.9 bn. compared with the forecast

## Top-line income fell as a result of sluggish market conditions

■ Consolidated gross operating profit: Y739.5 bn., a decline of Y29.7 bn. (-3.8%) YoY

- Actual net operating profit (total of group banks): Y312.7 bn., a decline of Y25.1 bn. (-7.4%) YoY
  - > Loans and bills discounted increased by Y456.7 bn. while maintaining a loan-to-deposit spread at the 1.9% level
  - Fees and commission income declined primarily due to decrease of investment trust sales and real estate brokerage fees
  - > Net gain/(loss) on bonds: favorable bond gains partially made up for the loss on stocks (Resona Bank)
  - Operating expenses were in line with the previous fiscal year owing to stringent management efforts with cost-toincome ratio (total of group banks) maintained at the former half of 50% level.

## Sustained sound financial structure

- Increase in net credit costs associated with specified industries, regions and large borrowers
  - > Reduced latent risk through appropriate write-offs and provisions of loan loss reserves
- Stocks held by Group banks as of March 31, 2009 reduced to Y356.0 bn., maintaining unrealized gains of Y37.0 bn.
   Stockholdings to Tier 1: 17%, Break-even Nikkei Average: 7,000 yen level
- Capital adequacy ratio as of March 31, 2009 : 13.45%, Tier 1 ratio: 9.92%

## Cumulative repayment of public funds exceeded 1 trillion yen

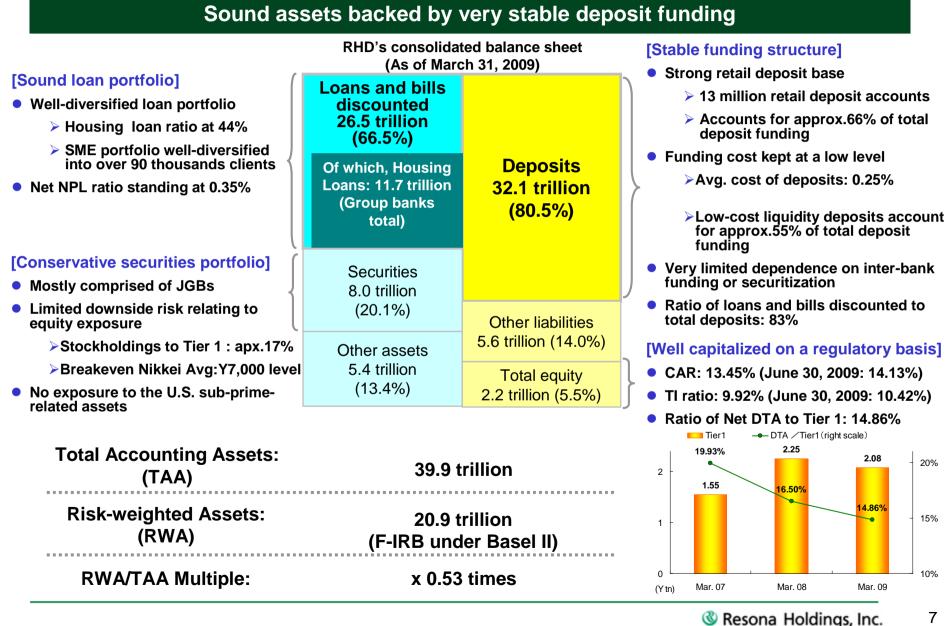
- Repayment in FY2008 (infusion amount basis): Y252.3 bn.
- Spent Y85.2 bn. to acquire 63.5 million of own common shares
  - Implemented as a countermeasure for possible dilution risk that may arise from the preferred shares issued under the Early Strengthening Law

# **Outline of P&L for FY2008**

otal of four banks Factors accounting esona Holdings Non-consolidated) Consolidated) for the difference (A) - (B) (Approx. figures) Resona Saitama Kinki Osaka Difference Resona Trust & Resona RC: Resona Card, RG: Resona Guarantee. Banking RCP: Resona Capital YoY change (A) YoY change (A)-(B) **(B)** Non-consolidate Non-consolidated Gross operating profit 739.5 (29.7)64.2 675.3 (24.7)434.5 153.0 60.2 27.4 0.1 RC 7.4 bn and other (1) Net interest income 547.0 (8.2)14.6 532.4 (4.7)333.7 143.0 55.5 Income from loans and deposits 471.6 (2.3)302.4 119.7 49.4 (0,0) Domestic operations; banking account; Deposits include NCDs Trust fees 35.4 (5.9)35.4 (5.9)7.1 28.2 Fees and commission income 117.8 (29.2)48.8 68.9 (28.1 49.9 13.0 6.9 (0.9) RG 28.8 bn., RC 16.0 bn and other 39.2 13.8 0.7 38.5 14.1 43.6 (2.9)(2.1) (4) Other operating income Net gain/(loss) on bonds 10.2 2.9 10.2 2.9 18.4 (5.2)(3.0)Net operating profit before transfer to general reserve for (25.1)203.7 78.2 15.2 15.5 possible loan losses and expenses related to problem loan Actual net operating profit 312.7 disposal in the trust account. Expenses (including non-recurring items) 384.4 (1.4)28.3 356.1 0.7 221.4 76.5 46.2 11.9 RC 15.1 bn, RG 3.3 bn, goodwill amortization 7.2 bn and other Net gain/(loss) on stocks (42.2 1.6 (4.5)(37.6 8.2 (4.6)0.9 RCP -2.9 bn and other (33.9)Loss on write-down of stocks (30.2 (2.0)(4.5)(25.7 0.9 (21.8)(3.5)(0.2)Credit related expenses, net 181.4 122.9 17.4 163.9 125.2 130.7 24.4 8.7 RG 9.2 bn, RC 7.4 bn and other Other gain/(loss), net 1.0 102.7 61.1 101.7 59.6 107.3 (1.2)(4.2)(0.0)(88.4) 14.8 Income before income taxes 234.1 219.3 (82.8)155.7 46.1 1.9 15.4 Minority interests in net income 3.2 bn, 1.3 Income taxes and other 110.2 90.4 11.7 98.5 17.1 56.4 73.6 6.3 Income tax of RHD and other 8.1 bn 3.1 0.5 9.1 123.9 (178.9)120.7 82.0 29.0 Net income (139.3)

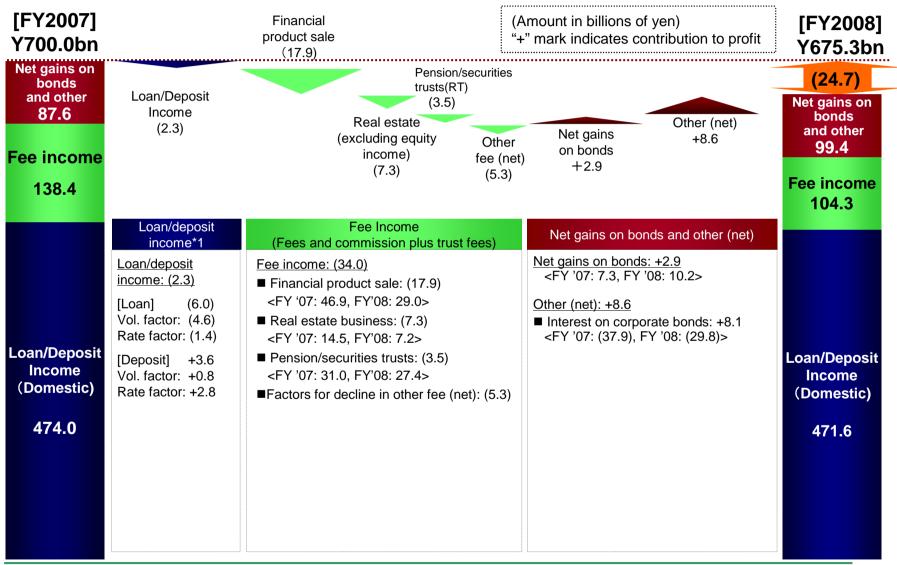
(Billions of yen)

# The Bank Most Distant from the Current Turmoil in Financial Markets



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

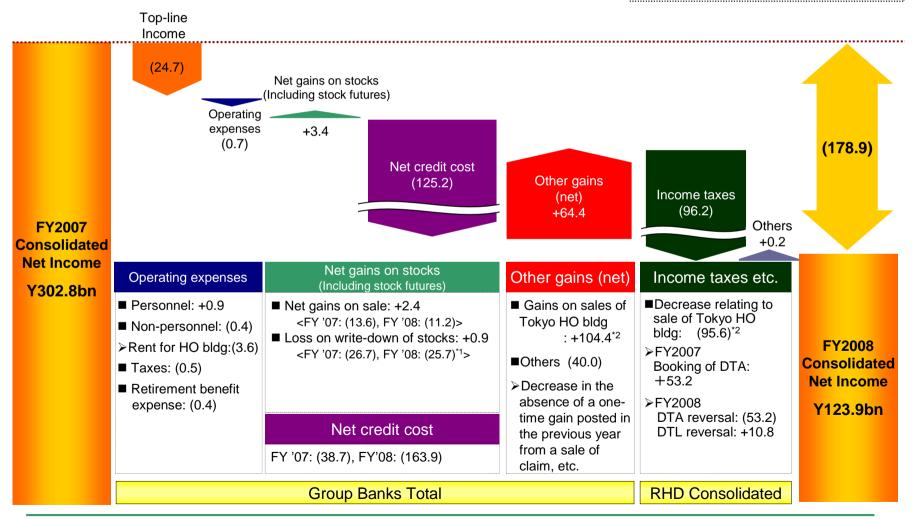
## Top line income declined by Y24.7bn primarily due to decrease in fee income



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

## Net income declined by Y178.9bn, (59.1)% YoY

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



\*1. Loss on write-downs of listed stocks in FY '08 was approx. Y19.2bn. (Remaining loss is for unlisted stocks.) \*2. Net contribution by a sale of Tokyo HO bldg. was Y8.8bn.

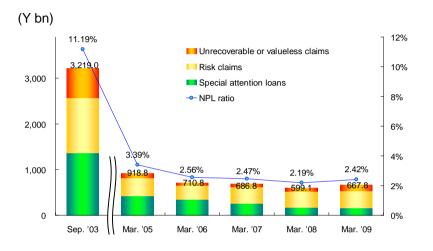
Resona Holdings, Inc.

9

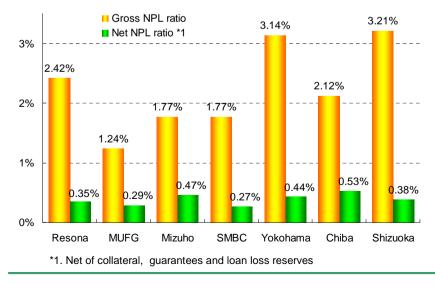
# **Measures to Enhance Financial Soundness: Loan Asset**

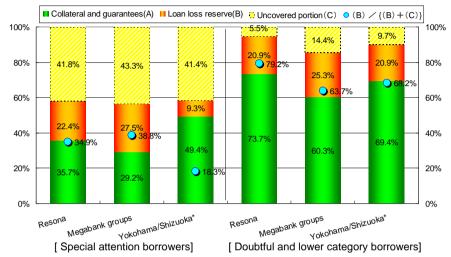
### NPL balance and NPL ratio (Total of Group Banks)



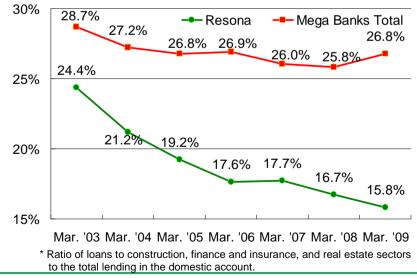


### Comparative advantage in net NPL ratio (Total of Group Banks)





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

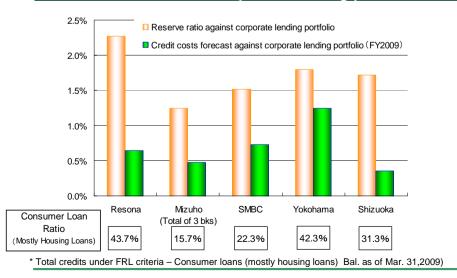


# **Measures to Enhance Financial Soundness: Credit Cost**

## Credit costs (Total of Group banks)

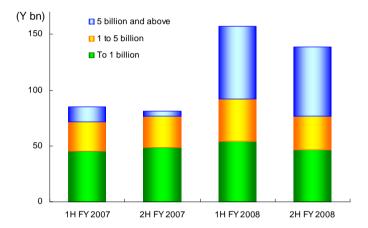
(Billions of Ye								
	1H FY'07	2H FY'07	1H FY'08	2H FY'08				
General reserve	(20.5)	4.6	6.4	(28.5)				
Specific reserve and other items	34.3	20.2	120.1	66.0				
New bunkruptcy, downward migration	85.3	81.3	157.3	139.0				
Reversal and other gains (upward migration, off-balancing and other)	(51.0)	(61.1)	(37.2)	(72.9)				
Total credit-related expenses (net)	13.8	24.8	126.5	37.4				

### Existing loan loss reserves, net credit cost forecasted for FY '09 vis-à-vis corporate lending portfolio\*

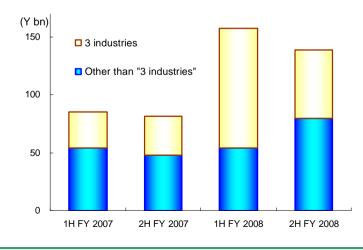


New addition to specific reserve is mostly necessitated by "3 specified industries" and certain large borrowers

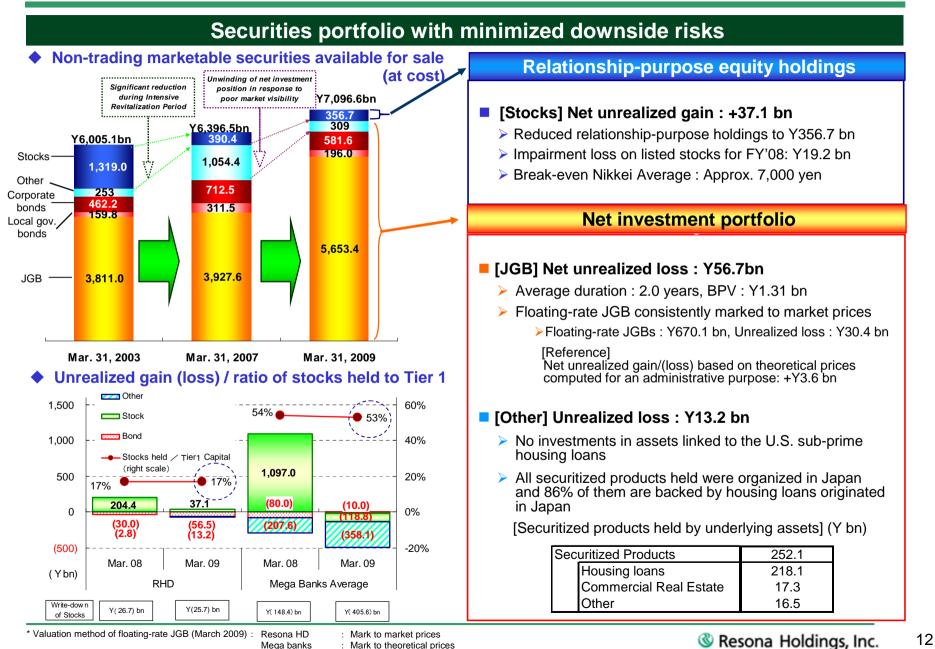
 New addition to specific reserve by credit amounts at the beginning of the fiscal year (Total of group banks)



 New addition to specific reserve by industries (Total of group banks)



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



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

## ■ RHD's consolidated CAR [Mar. 31, 2008] <u>14.28%</u> ⇒ [Mar. 31, 2009] <u>13.45%</u> (- 0.83% YoY)

	Capital adequacy ratio									
Cha	nge in capital adequacy ratio (Ba	asel II, F-IRB	basis)							
				(Ybn, %)						
		Mar.31, 2008	Mar.31, 2009	Change						
Cap	ital adequacy ratio	14.28	13.45	(0.83)						
Ti	er I ratio	10.33	9.92	(0.41)						
Tota	Il qualifying capital	3,115.8	2,818.5	(297.2)						
Tie	er 1	2,253.3	2,078.8	(174.4)						
	Capital stock and capital surplus	1,000.9	820.5	(180.4)						
	Retained earnings	1,190.5	1,287.4	96.9						
	Preferred securities issued by overseas SPCs	1.2	86.7	85.5						
Tie	er 2	910.4	771.4	(139.0)						
	45% of unrealized gains on other securities	This item is not applicable to Japanese domestic standard								
	45% of revaluation reserve for land	45.6	32.5	(13.0)						
	Eligible reserves in excess of expected loss	33.7	32.0	(1.7)						
	Subordinated bonds	777.5	655.3	(122.1)						
De	eductions	47.8	31.6	(16.2)						
Risk-	weighted assets	21,809.3	20,944.8	(864.4)						
Cr	edit risk	20,401.2	19,608.3	(792.9)						
Op	perational risk	1,408.0	1,336.5	(71.4)						

## Primary factors for the change

[Total qualifying capital] (297.2)bn (-1.42%\*) \*Effect of public fund repayment (225.4)bn (-1.07%)

Tier I	Retained earnings	+96.9bn (+0.46%)
	Repurchase and cancellation of preferred shares	(180.4)bn (-0.86%)
	Repurchase of own shares	(85.5)bn (-0.41%)
Tier II	Subordinated loan	(122.1)bn (-0.59%)
	✓Repayment	(45.0)bn (-0.21%)
	✓FX adjustment	(77.2)bn (-0.38%)

## [Risk-weighted assets] (864.4) bn (+0.53%)

Decrease in credit risk assets (792.9) bn (+0.38%) Primarily due to decrease in securities etc.

## [Reference Information]

CAR and Tier I ratio calculated under the BIS Int'l Std. Capital adequacy ratio: 13.65% Tier I ratio: 9.86% Loan loss reserves in excess of EL (eligible for inclusion in Tier II capital) BIS Int'l Std. 102.9bn Domestic Std. 51.4bn Net DTA / Tier I capital: 14.86%

# **Earnings and Dividend Forecasts for Fiscal Year 2009**

	Resona Holdings (Consolidated)						
	forecast		Change from the previous year				
Consolidated ordinary income	430.0	850.0	(129.2)				
Consolidated ordinary profit	50.0	130.0	15.6				
Net (interim) income	30.0	100.0	(23.9)				

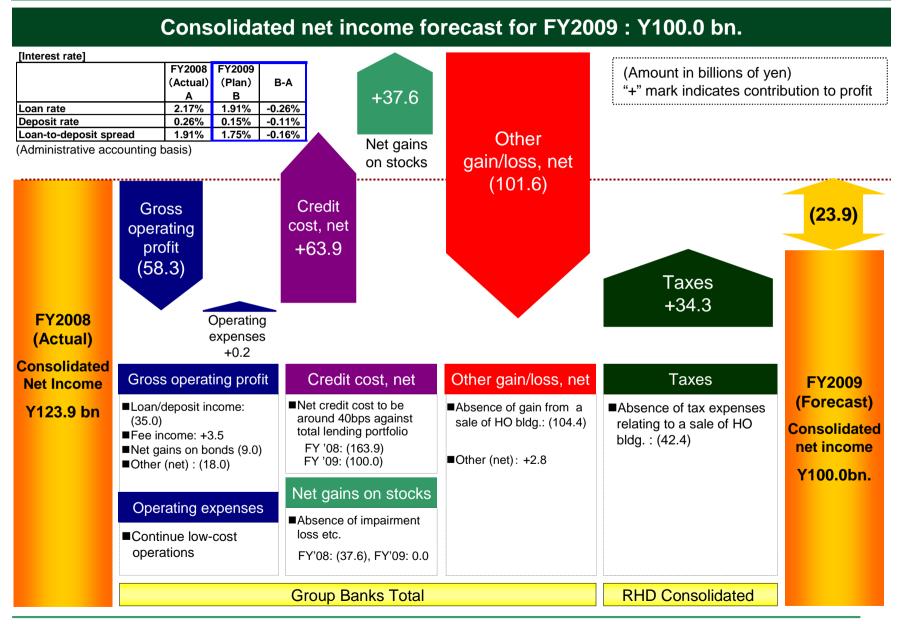
Approx.13%

	Resona Holdings (Non- consolidated)		
	Interim forecast	Full year forecasts	Change from the previous year
Operating income	20.0	38.0	(147.5)
Operating profit	15.0	30.0	(147.1)
Ordinary profit	15.0	30.0	(149.3)
Net (interim) income	20.0	40.0	(134.1)

(Billions of yen)

								Forecast f		per share d on stock	ividend on	10	yen
								Forecast f		per share d ed stock	ividend on	As pre-de	etermined
	Total of	Total of three banks (approx. figure)			Resona Bank		Saitama Resona Bank			Kinki Osaka Bank			
	Interim forecast	Full year forecasts		Change from Revitalization Plan	Interim forecast	Full year forecasts	Change from the previous year*1	Interim forecast	Full year forecasts	Change from the previous year	Interim forecast	Full year forecasts	Change from the previous year
Gross operating profit	307.5	617.0	(58.3)	(73.0)	202.5	410.0	(52.0)	73.5	145.0	(8.0)	31.5	62.0	1.8
Operating expenses	181.5	362.0	(0.2)	(14.0)	120.5	241.0	(1.3)	38.5	77.0	2.2	22.5	44.0	(1.0)
Actual net operating profit	126.0	255.0	(57.7)	(59.0)	82.0	169.0	(50.3)	35.0	68.0	(10.2)	9.0	18.0	2.8
Ordinary profit	49.0	126.0	41.1	(123.0)	23.0	76.0	37.3	24.5	46.0	0.5	1.5	4.0	3.2
Income before income taxes	60.0	161.0	(58.2)	(96.0)	33.0	109.0	(62.2)	24.0	45.5	(0.6)	3.0	7.0	5.1
Net (interim) income	30.0	100.0	(20.7)	(61.0)	Resona Group started applying a consolidated taxation				ation system.				
Gain/(loss) on stocks	-	-	37.6	(3.0)	-	-	33.9	-	-	4.6	-	-	(0.9)
Credit related expenses	65.0	100.0	(63.9)	27.0	50.0	73.0	(57.7)	9.5	18.5	(5.9)	5.0	8.5	(0.2)
*1. Calculated based on the previous fiscal ye	ear's result inclu	ding the former	Resona Trust &	Banking.	<(	Consolidate	d>	<nc< td=""><td>n-consolida</td><td>ted&gt;</td><td>&lt;(</td><td>Consolidate</td><td>d&gt;</td></nc<>	n-consolida	ted>	<(	Consolidate	d>
Forecast of capital adequacy ration	s					mid-9% range			upper 9%			mid-9% range	

# **Analysis on Consolidated Net Income Forecast for FY2009**



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

	Financial Results	1Q FY2008	1Q FY2009	YoY Change	Rate of Progress <sup>*4</sup>	Comments		
	Gross Operating Profit	161.2 bn	152.6 bn	(8.6) bn	49.6%	Despite a drop in loan to deposit spread, net interest income from loans and deposits remained almost flat YoY due to an increase in average loan balance.		
	Interest Income from Loans and Deposits <sup>1</sup>	116.2 bn	116.3bn	-	_	<ul> <li>While financial products sale hit the bottom in the 4Q of last fiscal year and started to regain strength, fee income</li> </ul>		
	Fees and Commission Income <sup>2</sup>	25.1 bn	19.7 bn	(5.4) bn	_	<ul> <li>as a whole declined Y5.4bn., or 21% YoY.</li> <li>Net gains on bonds increased by Y5.6bn. YoY due to</li> </ul>		
	Net Gains (Losses) on Bonds	(3.0) bn	2.6 bn	+ 5.6 bn	-	recovery of a loss posted in the same period of last fiscal year for net investment position and favorable interest rate environment.		
	Operating Expenses	90.1 bn	86.6 bn	(3.5) bn	47.7%	Progress rate for actual net operating profit against the 1st half forecast is 52%.		
Act	tual Net Operating Profit <sup>3</sup>	70.9 bn	65.9 bn	(5.0) bn	52.3%	Net credit expenses declined substantially YoY. Net credit expenses for the 1Q were Y21.5bn. with the progress rate		
	Net Gains on Stocks	4.4 bn	1.7 bn	(2.6) bn	_	<ul> <li>against the 1st half forecast being 33%.</li> <li>Income before income taxes increased YoY if previous</li> </ul>		
	Credit Expenses, Net	51.0 bn	21.5 bn	(29.5) bn	33.0%	<ul> <li>year's extraordinary gain of Y104.4bn. from sale of Tokyo</li> <li>Head Office building was excluded.</li> <li>Income taxes on a group banks combined basis were</li> </ul>		
	Pre-tax Income	129.0 bn	39.8 bn	(89.2) bn	66.3%	Income taxes on a group banks combined basis were minus Y15.1bn. owing to addition of DTA relating to the scheduling of general reserve for loan losses by Resona Bank.		
	Net Income	72.2 bn	54.9 bn	(17.2) bn	183.0%	<ul> <li>Quarterly net income for 1Q was Y54.9bn.(Progress against 1st half forecast is 183%).</li> </ul>		
	Asset Quality	March 31, 2009	June 30, 2009	Change		Comments		
	NPL Ratio	2.42%	2.65%	+0.22%	Increase total loar the NPL	in NPL during 1Q was relatively small. However, since ns outstanding declined from the previous fiscal year-end, ratio rose by 0.22% in the same period.		
	let Unrealized Gains on ailable-for-sale Securities	(32.5) bn	74.8bn	+107.3 bn	Net unrealized gains on available for sale securities increased b			

Domestic operations (Deposits include NCDs.) 1.

2. 3. 4. 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 2009.

**Outline of Business Results for FY2008** 

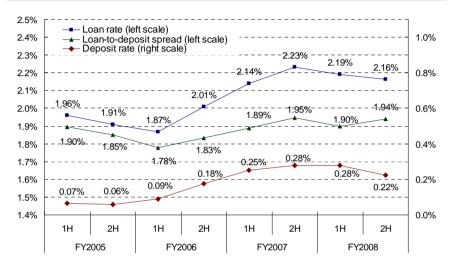
# Updates on Major Businesses: Results of FY2008 and Outlook for FY2009

Efforts to Build Solid Foundation for Sustainable Growth

Pathway to Early Repayment of Public Funds

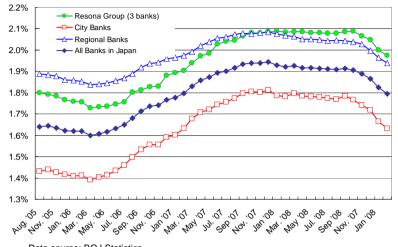
<Reference Material>

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



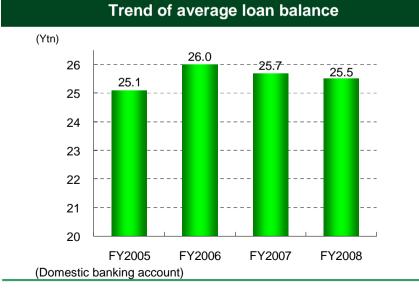
Trend of loan and deposit rates and spread

### Loan rate caught up with regional banks average

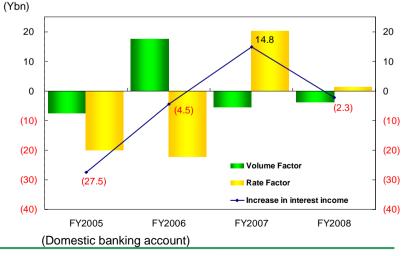


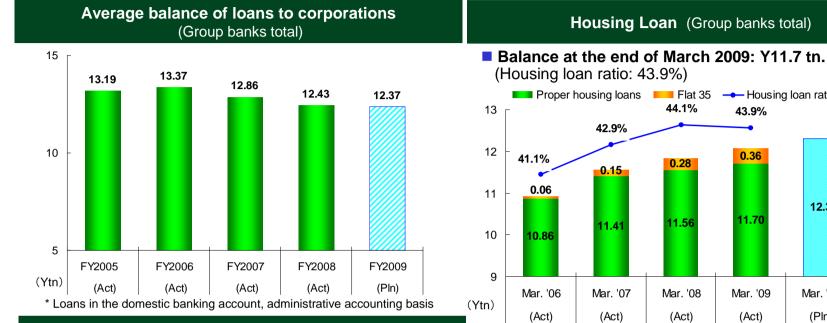
Data source: BOJ Statistics Resona Group: Shown in weighted average of the rates of RB, SR and KO reported to BOJ

### (Domestic banking account)



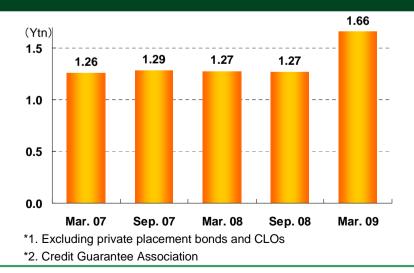
### Trend of net income on loans and deposits (YoY change)



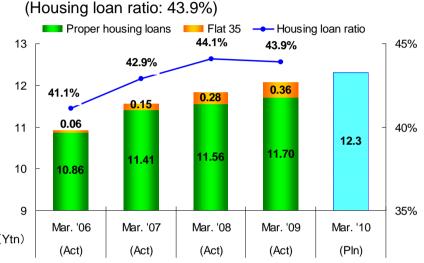


# Loan and Bills Discounted : Plan for FY2009

Balance of loans<sup>\*1</sup> backed by CGA<sup>\*2</sup> (RB)



Housing Loan (Group banks total)



### Sign of Recovery

New loan origination (Including Flat 35)

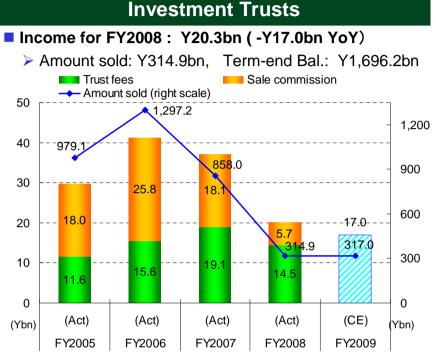
FY2008 (Actual): Y1.22 tn. → FY2009 (Plan): Y1.31 tn.

- Customers visiting HL centers for consultation are on the rise due to stimulus policies
  - Tax break for home buyers
- More generous ceiling for exempt gift for home buyers

# Subrogation payment and net loss ratio stable at a low level

- Ratio of subrogation payment<sup>\*1</sup>: hovering around 0.4%
- Net loss ratio\*2: around 0.15% to 0.20%
- \*1 Rate of subrogation repayment by loan guarantee subsidiaries
- \*2 Subrogation ratio x (1- collection rate after subrogation)

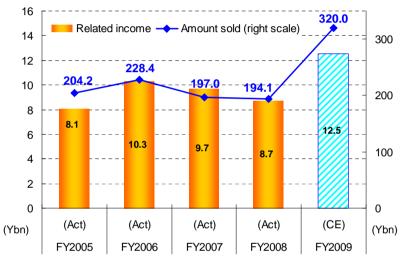
# **Sale of Financial Products**



- Slowdown in sales due to turmoil in the market
- Timely introduction of original products according to market situations
- Individual deposits increased by Y381.5bn YoY
  - Potential for future shift to investment products

## Personal annuity

Income for FY2008: Y8.7bn ( - Y0.9bn YoY)
 Amount sold: Y194.1bn



- Introduction of products based on customer needs
  - Wider variety of products procured through alliances with Daiichi Life and Credit Agricole
- **HR** development to strengthen sales capabilities
  - Training program aimed at raising the service quality

## **Compliance and post-purchase care**

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

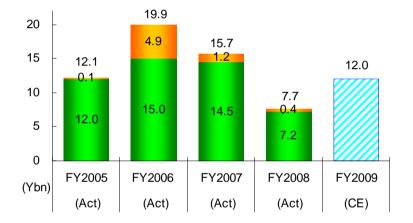
- Introduction of low-risk and simplified products
- Know-how of specialized staff
- Held 57 post-purchase seminars a year (Approx. 20,000 customers participated.)

# **Real Estate, Pension and Securities Trust Businesses**

## Real estate business (RB)

### Income for FY2008: Y7.7bn (-Y8.0bn YoY)

- Commission income: Y7.2bn (- Y7.3bn YoY)
- Income from equity investments: Y0.5 bn (-Y0.7bn YoY)
  - Fees and commission
- Equity investments



### Differentiation vis-à-vis designated trust banks

- Business structure that makes the best use of branch network and customer base
- Brokerage transactions initiated by actual demands from customers

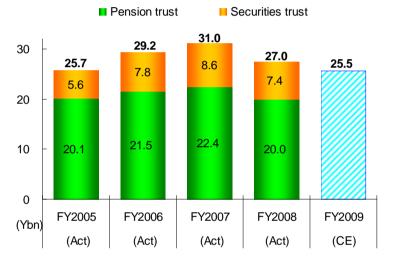
### Advantage to other commercial banks

Real estate brokerage as an effective tool for cultivating transactions with high net-worth individual clients and business owners

## Pension and securities trust business (RT)

### Gross operating profits for FY2008: Y27.4bn (-Y3.6bn)

- Pension trust business: Y20.0bn (-Y2.4bn YoY)
- Securities trust business: Y7.4bn (-Y1.2bn YoY)



## RB and RT Merged on April 1, 2009

Pursue merger synergies => Explore potential market

## Abolition of tax-qualified pension plan (Mar. 2012)

- Providing supports and solutions for SME clients considering a shift from tax-qualified pension plan to a new scheme
- (\* Approx. 30,000 companies nationwide as of Mar. 2008)

## Resona Holdings, Inc. 21

**Outline of Business Results for FY2008** 

Updates on Major Businesses: Results of FY2008 and Outlook for FY2009

Efforts to Build Solid Foundation for Sustainable Growth

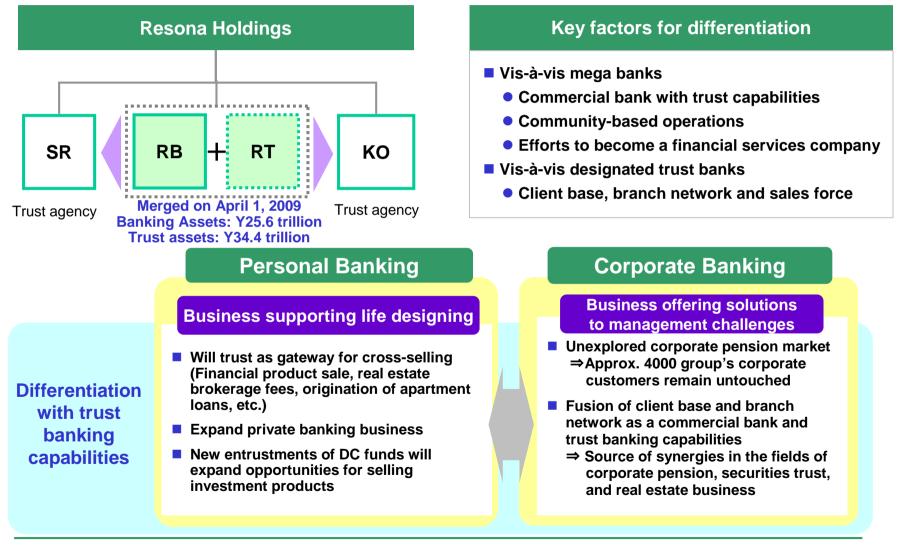
Pathway to Early Repayment of Public Funds

<Reference Material>

# Establishing a firm brand of "Retail x Trust" (1)

## Fusion of "client base" and "trust function" through the merger between RB and RT

Concentrated full-line trust functions from retail to wholesale into Resona Bank



# **Establishing a firm brand of "Retail x Trust" (2)**

## Pursue merger synergies arising from the following sources

	Targets (FY2009 to FY2011)	Measures
Inheritance / Asset transfer	<ul> <li>Testamentary trusts New entrustments: 3,950</li> <li>Estate administration New entrustments: 1,950</li> <li>Asset transfer planning Proposal: 4,800</li> <li>Cumulative revenue increase Y1.6bn</li> </ul>	<ul> <li>New evaluation framework</li> <li>Priority is given to promotion of trust business</li> <li>Allocating trust fees as earnings for branch office</li> <li>Trust cross-selling taken into consideration</li> </ul>
Corporate pension	<ul> <li>New entrustments and share increase 2,000</li> <li>Assets entrusted +Y1 trillion</li> <li>Cumulative revenue increase Y4.0bn</li> </ul>	<ul> <li>Sales and promotion activities</li> <li>Model areas for promotion of trust business</li> <li>Campaign to promote corporate pension business</li> <li>Trust business Olympic</li> </ul>
Fund management	Amount entrusted +Y0.3 trillion Cumulative revenue increase Y1.1bn	<ul> <li>New products and services</li> <li>Publicly offered investment trusts for individuals</li> <li>Tokkin / Fund trusts for corporate clients</li> </ul>

## Add the following "indirect" revenue on top of the above "direct" revenues

Sales activities making the best use of banking as well as trust solutions

Enlargement of client base

Effects on

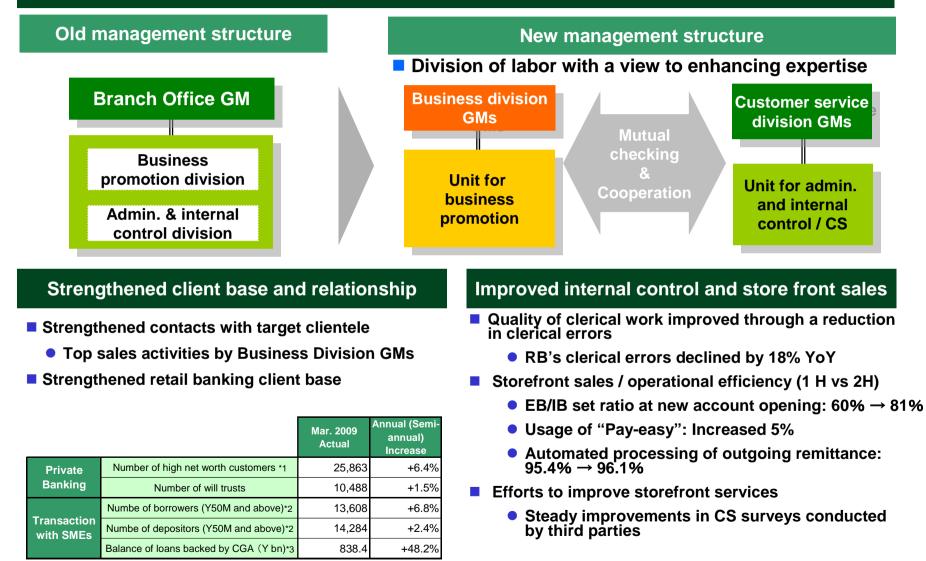
banking

transactions

- Acquisition of revenues from cross-selling (Income from loans and deposits / fees & com)
- Strengthen relationships with corporations as well as their senior managements, best utilizing the occasion to provide trust functions such as a solution on corporate pension

# Efficacy of New Branch Office Management Structure (RB)

Redefined roles for "business promotion" and "admin. & internal control" divisions (Apr. 2008)



<sup>\*1.</sup> Customers with deposits (including investment products) and loans exceeding Y100M, customers with financial assets under custody exceeding Y50M, and customers utilizing testamentary trust services (total estate under the testament exceeding Y200M)

\*2. Based on the branch performance evaluation criteria for the 2nd half of FY2008 (Increase is for the 2nd half) \*3. Excluding private placement bonds and CLOs

**Outline of Business Results for FY2008** 

Updates on Major Businesses: Results of FY2008 and Outlook for FY2009

Efforts to Build Solid Foundation for Sustainable Growth

Pathway to Early Repayment of Public Funds

<Reference Material>

# **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 2006)

- > 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

			(Billions of Yen)	Time of issue	Mandatory conversion		Amount Mar. 31, '09	Amount repaid
Та			lie funde received		(First call)	(1)	(2)	(2) - (1)
	al	pub	lic funds received			3,128.0	2,085.2	(1,042.7)
	Pre	efer	red shares			2,531.5	1,823.5	(708.0)
		Ea	rly Strengthening Law			868.0	160.0	(708.0)
			Class B No.1	Mar. 1999	Apr. 2009	408.0		(408.0)
			Class C No.1	Apr. 2001	Apr. 2015	60.0	60.0	—
			Class E No.1	Mar. 1999	Dec. 2009	300.0		(300.0)
			Class F No.1	Mar. 1999	Dec. 2014	100.0	100.0	_
		De	posit 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	_
	Subordinated loans				300.0		(300.0)	
	Со	mm	non shares	Jul. 2003	N.A.	296.4	261.6	(34.7)

### **Preferred Shares**

- Repurchase and cancellation utilizing retained earnings and proceeds of newly issued preferred shares
- Of the ESL Preferred Shares with a mandatory conversion feature, RHD completed repayments of Class B and E shares. For potential shares arising from Class C and F shares, RHD repurchased equivalent number of its common shares from the market and virtually eliminated dilution risk
- For the DIL Preferred Shares, RHD will make efforts for early repayments, on the premise that such repayments would not result in significant deterioration in its financial soundness

### **Subordinated Loans**

 Entire amount was repaid on the call date as originally scheduled

### **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

# **Repayment of Public Funds: Progress in FY 2008**

## Despite difficult environment, repaid Y252.3bn and cumulative repaid amount exceeded Y1tn

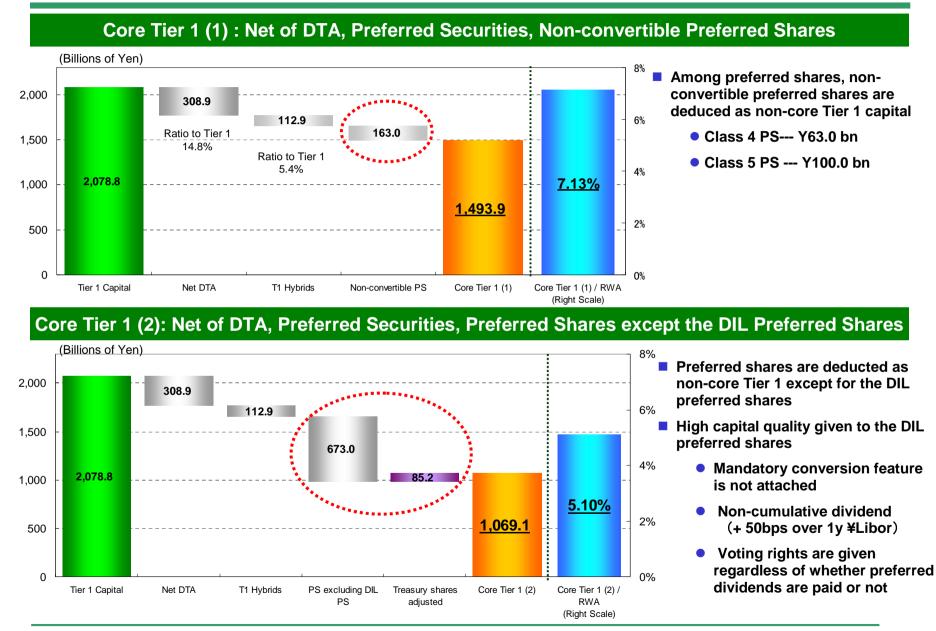
- [Jun 19, 2008] DIC transferred a part of the common shares of RHD to the Dai-ichi Mutual Life
  - > Repayment of <u>Y14.4bn</u> on an infusion amount basis (Y50.0bn in terms of market capitalization)
- [Dec 19, 2008] DIC transferred a part of the common shares of RHD to Credit Agricole S.A.
  - > Repayment of <u>Y17.5bn</u> on an infusion amount basis (Y50.0bn in terms of market capitalization)
- **[Mar 13, 2009]** Repurchase and cancellation of Class B and Class E Preferred Shares
  - > Repayment of <u>Y175.2bn</u> on an infusion amount basis (Total amount paid for repurchase Y180.4bn)
- [Mar 19, 2009] Completed repurchase of own common shares implemented as a countermeasure for possible dilution arising from the preferred shares issued under the Early Strengthening Law
  - > Repurchased 63.5 million shares from the market (Total amount spent for the repurchase: Y85.2bn)
  - > Virtually eliminated the dilution risk which could arise from Class C and Class F preferred shares
- [Mar 31, 2009] Repayment of <u>Y45.0bn</u> subordinated loan borrowed under the Early Strengthening Law

## Accumulation of Funds for repayments

As of the end of March 2009, procured Y1,525.5bn of funds available for repayments

Retained earnings (End of March 2009)	Other capital surplus	Deduction for treasury Y85.2bn shares
Y1,256.0bn	Y269.4bn	To be secured through
Total available funds for repayments Y1,525.5bn (Approx. 83	% of above)	accumulation of profits and other means

# **Consideration on Strength of Core Tier 1 Capital**



# **Outline of Exchange Offer (Announced on July 31, 2009)**

Realizing improvement in the quality of capital and significant reduction in the number of potential shares simultaneously

## (1) Repurchase and cancellation of Class 9 Preferred Shares

- Repurchase all of Class 9 Preferred Shares (total original issue amount: Y350 bn) at a total repurchase price of Y271.25 bn (77.5%)
- Repurchased shares will be cancelled immediately
- Date of repurchase: Sep. 8, 2009
- Estimated decline of CAR: Approx. 1.3%<sup>\*1</sup>

Exchange Offer Outstanding Class 9 Preferred Shares are partially exchanged for new common shares

## (2) Issuance of new common shares

- New shares to be issued: 75 million (6.6%)
- Issue price per share: 1,382 yen
- Total issue amount: Y103.65 bn
- Estimated impact on CAR: Approx. +0.5%<sup>\*1</sup>
- Proceeds to be transferred to "other capital surplus" (utilized as funds available for repayment of public funds)

## Improvement in the quality of capital

- Strengthen financial position through improvement in the quality of capital
- Increase in "Core Tier 1 Capital": Y182.4 bn
  - Common share issuance: Y103.65 bn
  - Difference between the total original issue amount and total repurchase price for Class
     9 Preferred Shares: Y78.75 bn
- Core Tier 1 ratio to rise from 5.10% to 5.98%<sup>\*1</sup>

## Reduction in the number of potential shares

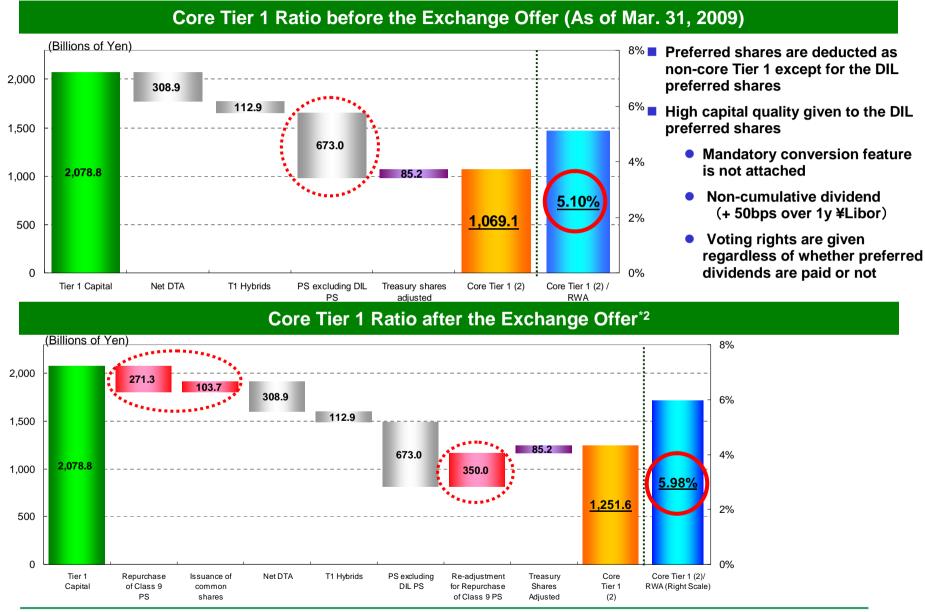
The number of potential shares reduced through the repurchase of Class 9 Preferred Shares would be greater than the number of new common shares to be issued.



\*1. Estimated impact based on the risk-weighted assets as of the end of March, 2009

\*2. Potential dilution based on the number of outstanding common shares as of the end of March, 2009.

# **Improvement in "Core Tier 1 Ratio"**<sup>\*1</sup> through the Exchange Offer



\*1. Calculated the impact of this Exchange Offer on the Core Tier 1 Ratio (2) which Resona Holdings defined. (Please refer to page 29.) \*2. Based on the qualifying Tier 1 capital and risk-weighted assets as of the end of March 31, 2009.

**Outline of Business Results for FY2008** 

Updates on Major Businesses: Results of FY2008 and Outlook for FY2009

Efforts to Build Solid Foundation for Sustainable Growth

Pathway to Early Repayment of Public Funds

<Reference Material>

# **Management Accounting by Business Lines**

## Management Accounting by Group Business Lines (FY2008)

## **•** "RAROC" and "RVA"<sup>\*1</sup> as management indicators to measure profitability to allocated capital

			Man	agement Inc	dices	Net Operating Profit after Deduction of Credit Cost*2					
			RAROC	RVA*1	OHR		Net Operating Profit	Gross Operating Profit	Operating Expenses	Credit Cost	
Commercial Banking Unit		6.2%	(8.4)	56.3%	91.5	268.0	613.4	345.4	176.5		
	Personal Banking		24.4%	92.3	56.7%	127.5	145.9	337.3	191.3	18.5	
		Housing Loan Business *3	20.7%	70.4	27.4%	104.1	122.6	168.8	46.3	18.5	
	Corporate I	Banking	(3.7)%	(100.8)	55.8%	(36.0)	122.1	276.2	154.1	158.1	
		Real Estate Business	30.9%	2.2	62.8%	2.9	2.9	7.7	4.9	0.0	
Treasury Pension & Securities Trust		10.5%	13.2	18.9%	36.6	36.6	45.1	8.5	0.0		
		47.6%	13.3	43.4%	15.5	15.5	27.4	11.9	0.0		
Tota	al of Group B	anks*4	6.8%	2.4	53.3%	144.9	321.0	686.8	365.8	176.4	

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

\*2 Gross operating profit - operating expenses - credit cost

\*3 Gains and losses belonging to loan guarantee subsidiaries are included.

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

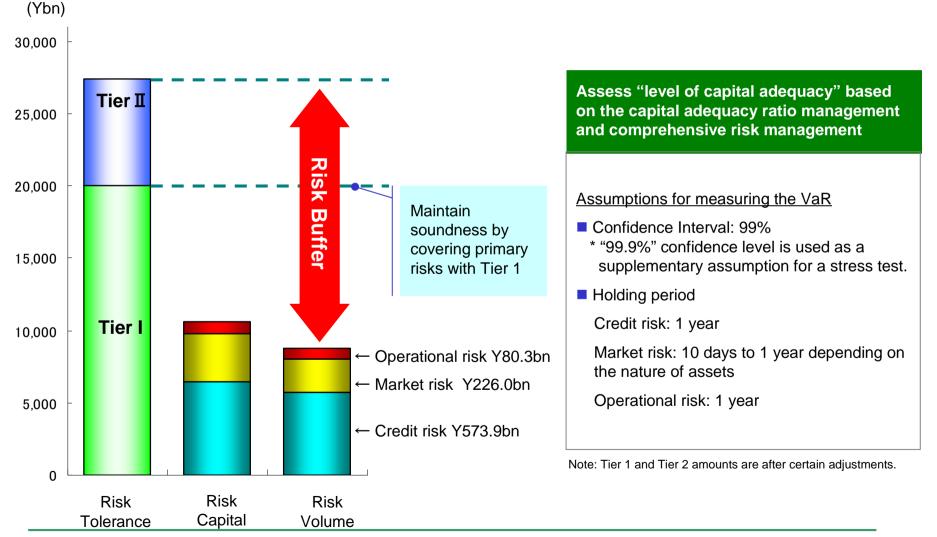
# **Capital Adequacy Ratio (RHD and Subsidiary Banks)**

Mar. 31, 2009 [Preliminary]	RHD (Consolidated)			RB (Consolidated)			SR (Non-consolidated)		
Japanese Domestic Standard (F-IRB)	Mar. 31,2008	8 Mar. 31,2009		Mar. 31,2008	Mar. 31,2009		Mar. 31,2008	Mar. 31,2009	
(Billions of Yen)	F-IRB Act	F-IRB Act	Change	F-IRB Act	F-IRB Act	Change	F-IRB Act	F-IRB Act	Change
Capital adequacy ratio	14.28%	13.45%	(0.83)%	9.81%	9.99%	0.18%	10.10%	10.54%	0.44%
Tier I ratio	10.33%	9.92%	<mark>(0.41)</mark> %	5.86%	6.35%	0.49%	5.76%	6.11%	0.35%
Tier I capital	2,253.3	2,078.8	(174.4)	927.5	947.3	19.7	219.5	228.8	9.3
Tier II capital	910.4	771.4	(139.0)	686.2	591.4	(94.7)	177.1	177.1	—
Deductions	47.8	31.6	(16.2)	61.7	50.5	(11.1)	11.8	11.3	(0.4)
Total BIS qualifying capital	3,115.8	2,818.5	(297.2)	1,552.0	1,488.1	(63.9)	384.8	394.7	9.8
Risk weighted assets	21,809.3	20,944.8	(864.4)	15,814.2	14,895.4	(918.8)	3,807.1	3,741.3	(65.8)

Mar. 31, 2009 [Preliminary]	КО (	Consolida	ated)	RT (Non-consolidated)			
Japanese Domestic Standard (SA)	Mar. 31,2008	Mar. 31,2008 Mar. 31,2009		Mar. 31,2008	Mar. 31,2009		
(Billions of Yen)	SA Act	<b>SA</b> Act	Change	<b>SA</b> Act	SA Act	Change	
Capital adequacy ratio	9.46%	9.67%	0.21%	41.78%	46.23%	4.45%	
Tier I ratio	5.48%	5.53%	0.05%	41.78%	46.23%	4.45%	
Tier I capital	106.5	102.0	(4.5)	32.1	35.8	3.6	
Tier II capital	77.1	76.5	(0.6)	—	—	_	
Deductions	0.0	0.2	0.2	—	—	_	
Total BIS qualifying capital	183.6	178.3	(5.3)	32.1	35.8	3.6	
Risk weighted assets	1,940.7	1,843.1	(97.6)	77.0	77.5	0.5	

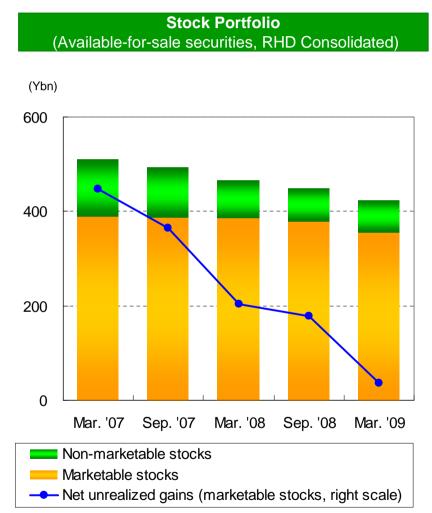
# **Risk Volume Relative to Capital (End of March 2009)**

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



## **Securities Portfolio**

Net unrealized losses on available-for-sale securities (RHD consolidated basis) as of the end of March 2009 amounted to Y32.5bn.

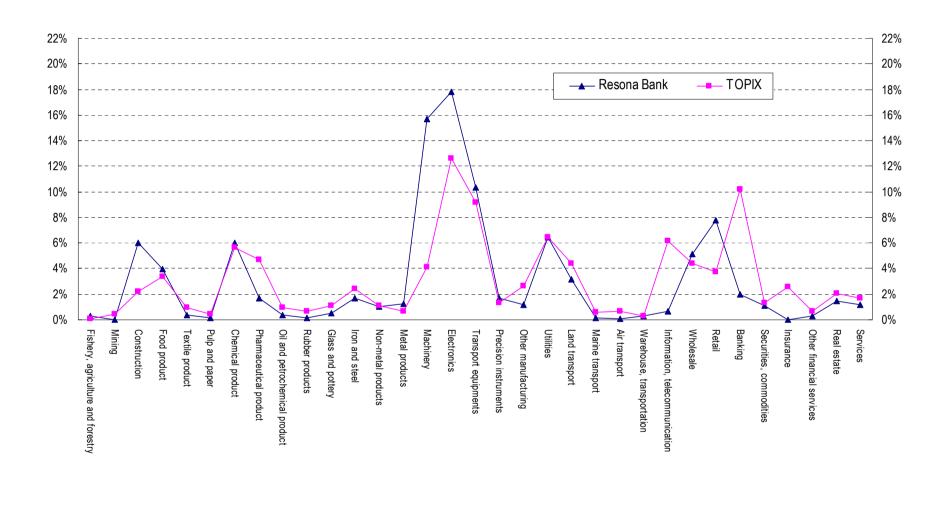


Book value of stocks sold outright FY2008 (Act): Y7.6bn (total of group banks)

[Balance of Securities Held (N	Non-consc	lidated Ba	asis) ]			(Ybn)				
	Within 1 year	1 to 5 year	5 to 10 year	Over 10 years	No designated term	Total				
Japanese government bonds	2,809.8	1,955.2	745.3	461.6	-	5,972.0				
Japanese local gov. bonds	12.9	168.3		-	-	420.7				
Japanese corporate bonds	323.7	591.6	18.3	41.7	-	975.2				
Stocks	-	-	-	-	475.6	475.6				
Other	13.8	47.1	22.4	26.4	49.9	159.6				
Foreign securities	2.3	30.3	7.1	26.4	29.1	95.1				
<foreign bonds=""></foreign>	-	5.2	0.0	12.5	-	17.7				
<foreign stocks=""></foreign>	-	-	-	-	7.8	7.8				
Other	11.5	16.8	15.3	-	20.8	64.5				
Total	3,160.3	2,762.1	1,025.4	529.7	525.5	8,003.1				
[Net unrealized gains/(losses) on bonds(RHD Consolidated Basis)] (Ybn)										
	Sep. '06	Mar. '07	Sep. '07	Mar. '08	Sep. '08	Mar. '09				
Japanese Bonds	(32.9)	(32.9)	(31.4)	(32.7)	(57.5)	(54.2)				
Other*	(14.4)	16.5	11.0	5.8	(18.6)	(8.2)				
Total	(47.3)	(16.4)	(20.4)	(26.9)	(76.1)	(62.4)				
"Other"incudes local government bo	onds, corpora	ate bonds, s	tocks and fo	oregin bonds	s, etc.					
10-year JGB yield	1.665%	1.650%	1.675%	1.275%	1.460%	1.350%				
[JGB duration (Banking Acco						(Years)				
	Sep. '06	Mar. '07	Sep. '07	Mar. '08	Sep. '08	Mar. '09				
Resona Group	2.1	1.9	1.7	1.7	1.6	2.0				
Resona Bank	2.0	1.8	1.6	1.6	1.5	1.9				
[Basis Point Value (BPV, Dor	nestic Bor	nds]				(Ybn)				
	Sep. '06	Mar. '07	Sep. '07	Mar. '08	Sep. '08	Mar. '09				
Resona Group	(0.99)	(0.99)	(0.95)	(0.90)	(0.97)	(1.31)				
Resona Bank	(0.61)	(0.59)	(0.54)	(0.48)	(0.47)	(0.74				
[Break-even Nikkei Average I			• 、 /	• , -7	- , /	(Yen)				
	Sep. '06	Mar. '07	Sep. '07	Mar. '08	Sep. '08	Mar. '09				
Resona Group	6,600	7,000		7,500		7,000				
	5,000	.,000	.,	.,000	.,	.,50				

**Bond Portfolio** 

## Shareholdings by Industry (End of March 2009, RB)



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

#### Loans and Bills Discounted

#### [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%

#### Deposits

#### [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%

Loans maturing within 1 year

[End of March 2009]

r					
	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	3.2%	2.5%	5.3%	8.4%	19.3%
Prime rate-based	44.0%	0.5%	0.0%	0.0%	44.5%
Market rate-based	26.8%	2.9%	3.5%	2.9%	36.1%
Total	74.0%	5.9%	8.8%	11.3%	100.0%
Loans maturing					

#### [End of March 2009]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	45.3%	1.9%	7.5%	7.8%	62.5%
Time deposits	18.6%	10.2%	5.9%	2.8%	37.5%
Total	63.9%	12.1%	13.4%	10.6%	100.0%

Loans maturing within 1 year

79.9%

78.5%

#### [Change in FY2008]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	-0.9%	-1.5%	-1.9%	0.4%	-4.0%
Prime rate-based	2.8%	-0.2%	0.0%	0.0%	2.6%
Market rate-based	0.5%	0.8%	0.2%	0.0%	1.4%
Total	2.3%	-0.9%	-1.8%	0.4%	0.0%

Loans maturing within 1 year

1.4%

#### [Change in FY2008]

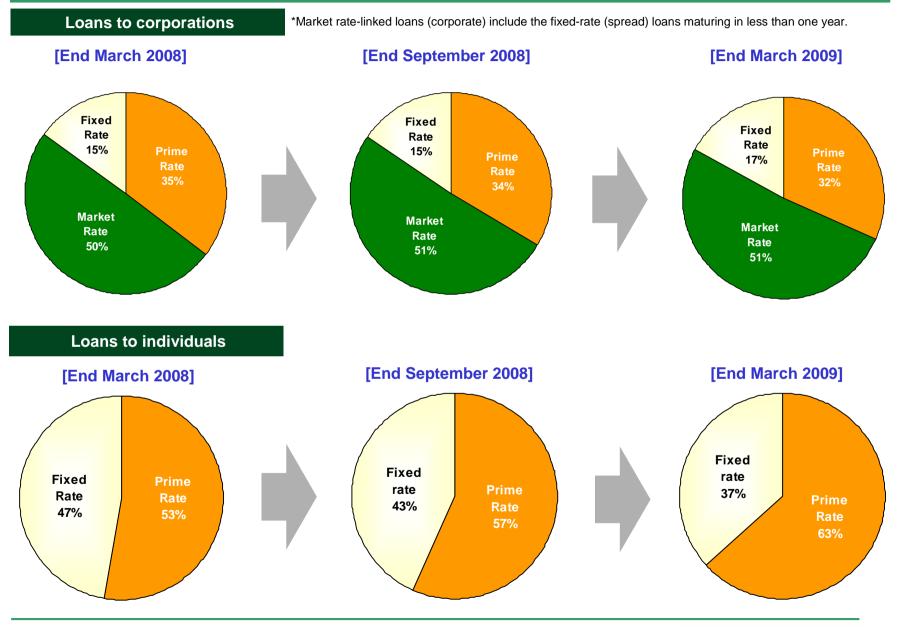
	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	1.5%	-0.1%	-0.8%	-0.1%	0.6%
Time deposits	-0.7%	0.5%	-0.2%	-0.1%	-0.6%
Total	0.8%	0.4%	-1.0%	-0.2%	0.0%

#### Swap Positions by Remaining Periods (RB)

Notional amounts of interest rate swaps by remaining period \*

	End of March	2009			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	110.0	454.0	994.9	1,558.9	372.0	714.0	1,257.2	2,343.2	
Receive floating rate/Pay fixed rate	60.0	400.0	590.0	1,050.0	75.0	160.0	100.0	335.0	
Net position to pay fixed rate	50.0	54.0	404.9	508.9	297.0	554.0	1,157.2	2,008.2	

(Billions of Yen)

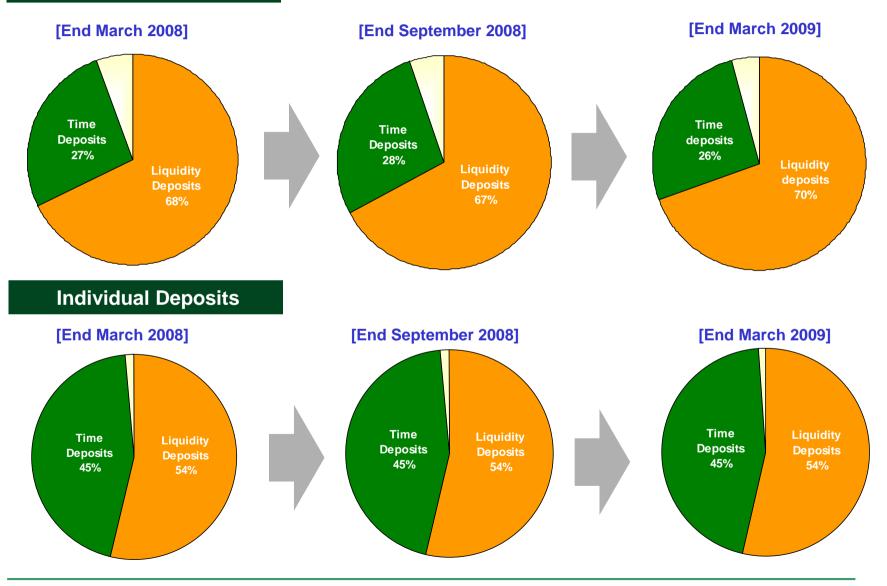


#### **Composition of Loan Portfolio by Corporate/Individual Customers (RB)**

\* Portfolio composition is computed based on the numbers compiled for administration purposes.

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

**Corporate Deposits** 



					End o	of September	2008					
		Normal	Other Watch	Special	Doubtful	Quasi-	Bankrupt	Other			Upward Migration	Downward Migration
				Attention		Bankrupt			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%
of M	Special Attention	21.2%	3.1%	70.3%	3.3%	0.7%	0.6%	0.9%	0.9%	0.0%	24.2%	4.5%
larch 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%	_

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

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 writtenoff 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.

## **Migrations of Borrowers (RB, 2H of FY2008)**

					Enc	d of March 2	009					
		Normal	Other Watch	Special	Doubtful	Quasi-	Bankrupt	Other	0.11.11		Upward Migration	Downward Migration
				Attention		Bankrupt			Collection, Repayments	Assignments, Sale		
	Normal	96.2%	2.7%	0.1%	0.3%	0.0%	0.3%	0.4%	0.4%	0.0%	-	3.4%
End	Other Watch	5.9%	81.9%	1.4%	3.1%	0.9%	3.3%	3.6%	3.6%	0.0%	5.9%	8.7%
of Sept	Special Attention	8.1%	36.8%	44.2%	2.3%	0.7%	2.7%	5.3%	5.3%	0.0%	44.9%	5.7%
September	Doubtful	2.0%	12.3%	4.4%	56.9%	4.1%	14.6%	5.6%	5.1%	0.6%	18.7%	18.8%
2008	Quasi- Bankrupt	0.4%	0.3%	0.0%	0.3%	78.6%	9.8%	10.6%	4.6%	6.1%	1.0%	9.8%
	Bankrupt	0.0%	0.0%	0.0%	0.8%	0.0%	85.4%	13.8%	8.7%	5.1%	0.8%	-

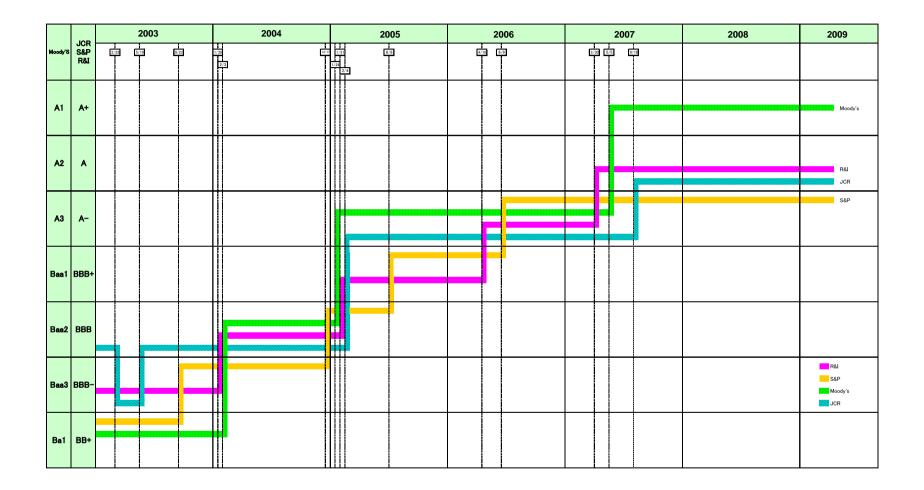
Exposure amount basis (Migration during the 2H of FY2008)

1. Above table shows how a borrower belonging to either of the borrower categories shown as of the end of September 2008 moved to a new category in the second half of FY2008

2. Percentage points are calculated based on exposure amounts as of the end of September 2008. (New loans extended, loans collected or written-off during the period are not taken into account.)

3. "Other" for end of March 2009 indicates those exposures removed from the balance sheet due to collection, repayments, assignments or sale of claims.

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



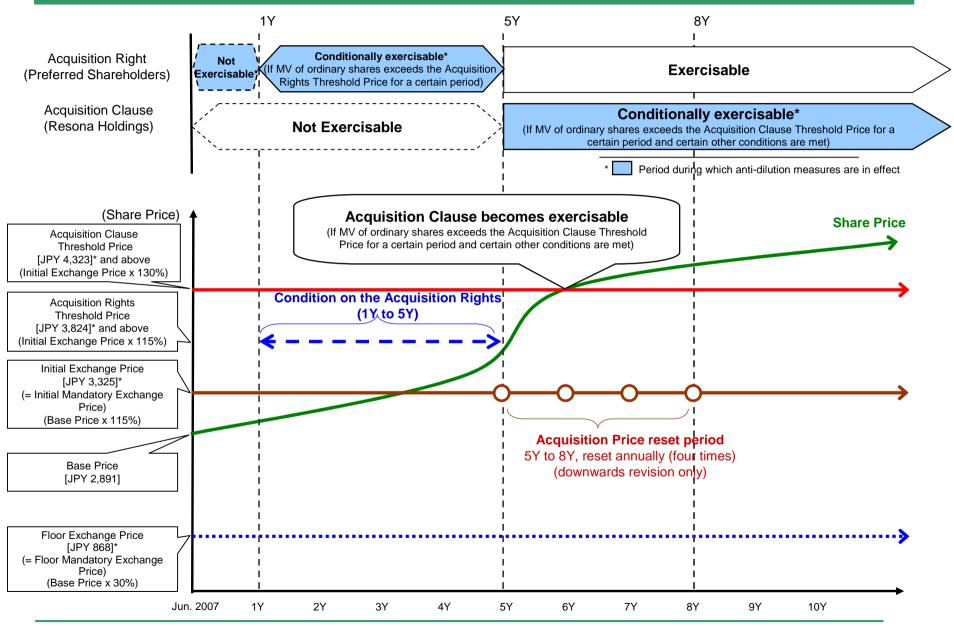
#### [As of August 31, 2009]

		Class C Preferred Shares	Class F Preferred Shares		
<b>Distinction betwee</b>	n public and private funds	Public Fund	Public Fund		
Original issuer and	I name of securities	Kinki Osaka Bank Series 1	Asahi Bank Series 2 Class 2		
Original issue date		4/26/2001	3/31/1999		
Current number of	shares	12,000,000 shares	8,000,000 shares		
Issue price per sha	ire	JPY 5,000	JPY 12,500		
Total issue amount	t remaining at present	JPY 60.0 Billion	JPY 100.0 Billion		
Original total issue	amount	JPY 60.0 Billion	JPY 100.0 Billion		
Shareholder		RCC	RCC		
Preferred dividend	Dividend per share	JPY 68.00	JPY 185.00		
	Total amount of dividend	JPY 816 Million	JPY 1,480 Million		
	Yield	1.36%	1.48%		
Acquisition right	Acquisition period	1/1/2002	7/1/2003		
		3/31/2015	11/30/2014		
	Current exchange price	JPY 1,667	JPY 3,597		
	Current exchange rate	(2.999)	(3.475)		
Reset of	Date of reset	1/1	7/1		
exchange rate	Direction of reset	Upward/Downward	Upward/Downward		
	Cap exchange rate	(2.999)	(3.475)		
	Floor exchange rate				
	Cap exchange price				
	Floor exchange price	JPY 1,667	JPY 3,597		
	Start of market price calculation	45 trading days before	45 trading days before		
	Calculation period	30 trading days	30 trading days		
Acquisition clause	Date of mandatory exchange	4/1/2015	12/1/2014		
	Mandatory exchange rate	JPY 5,000 / Market Price	JPY 12,500 / Market Price		
	Start of market price calculation	45 trading days before	45 trading days before		
	Calculation period	30 trading days	30 trading days		
	Floor exchange price	JPY 1,667	JPY 3,598		

#### [As of August 31, 2009]

		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	n 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	275,000,000 shares	281,780,786 shares	275,000,000 shares	2,520,000 shares	4,000,000 shares	10,000,000 shares
Issue price per sha	re	JPY 2,000	JPY 2,000	JPY 2,000	JPY 25,000	JPY 25,000	JPY 35,000
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 31.90	JPY 31.90	JPY 31.90	JPY 992.50	JPY 918.75	JPY 325.50
	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%
		1.434%	1.434%	1.434%			
Acquisition right	Acquisition period	7/1/2006	7/1/2008	7/1/2010			6/5/2008
							(Certain limitations appplicable)
	Current exchange price	JPY 1,409	JPY 1,226				JPY 3,324.65
	Current exchange rate	(1.419)	(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 280	JPY 200	JPY 170			JPY 867.30
	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 (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 affter 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: "Acquisition Right" and "Acquisition Clause"**



\* Rounded up to the nearest yen

Resona Holdings, Inc. 47
 47

# **Call Ladder for Debt Capital Instruments (FY2009, FY2010)**

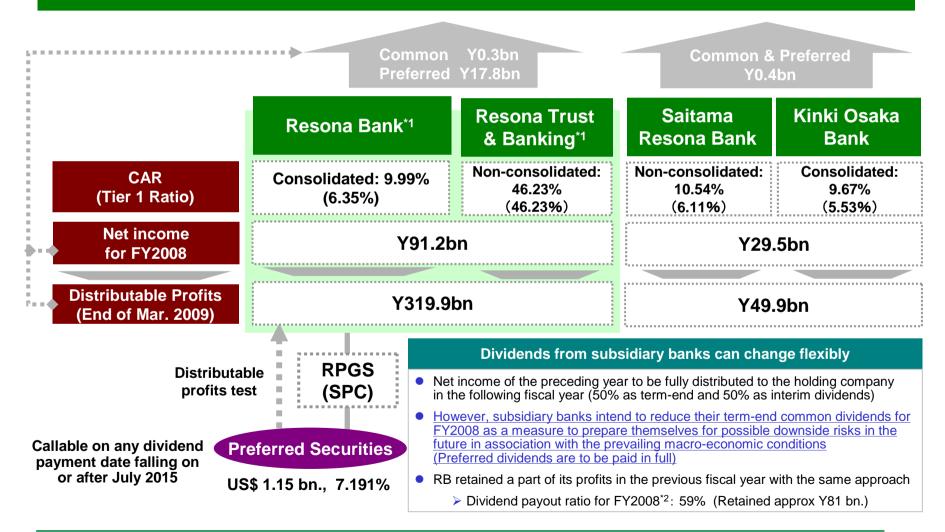
Cal	II schedule: Resona He	oldings level	Arrival of call date during FY2009				
T1 UT2 LT2	FY2009 — — Approx. Y20 bn.	FY2010 — Approx. Y10 bn. Approx. 150 bn.	<ul> <li>LT2 Approx. Y20 bn.</li> <li>Estimated impact on CAR ⇒ Approx. 0.1% (Based on Mar. 09 RW)</li> <li>Arrival of call date during FY2010</li> <li>UT2 Approx. Y10bn, LT2 Approx. Y150b</li> <li>Estimated impact on CAR ⇒ Approx 0.8% (Based on Mar. 09 RWA)</li> <li>T1 preferred securities will become callable only after July 2015</li> </ul>				
(	Call schedule: Resona	Bank level	<ul> <li>Arrival of call date during FY2009</li> <li>LT2 Approx. Y10 bn.</li> </ul>				
	FY2009	FY2010	<ul> <li>Estimated impact on CAR</li> <li>⇒ Approx. 0.1% (Based on Mar. 09 RWA)</li> <li>■ Arrival of call date during FY2010</li> </ul>				
T1	_		<ul> <li>UT2 Approx. Y10bn, LT2 Approx. Y140bn.</li> <li>Estimated impact on CAR         ⇒ Approx. 1.0% (Based on Mar. 09 RWA)</li> </ul>				
UT2		Approx. 10 bn.	Considerations given to refinancing in the market depending on prevailing market conditions or borrowings from the holding				
LT2	Approx. Y10 bn.	Approx. 140 bn.	<ul> <li>company if necessary</li> <li>T1 preferred securities will become callable only after July 2015</li> </ul>				

\*1. Financing in foreign currency is translated into yen amount based on an exchange rate of 1€ = 130 yen

## **Distributable Profits and Dividend Policy**

Plan to distribute in total Y49.0bn as term-end dividends for FY2008 (Common dividends: Y10.7bn Preferred dividends: Y38.2bn)

#### Resona Holdings (Distributable Profits as of End Mar. 2009: Y1,150.1bn)



\*1. Two banks merged on April 1, 2009 with RB being a surviving company. (RB's distributable profits at end March '09 include RT's) \*2. (Term-end dividend for FY2007 + interim dividend for FY2008) / Net income of FY2007 on a non-consolidated basis

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

#### (Total of Four Banks)

	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011		FY 2007	FY 2008	FY 2009	FY 2010	FY 2011
(Billions of Yen)	(Actual)	(Actual)	(Plan)	(Plan)	(Plan)	(Billions of Yen)	(Actual)	(Actual)	(Plan)	(Plan)	(Plan)
Gross operating profit	700.0	675.3	690.0	721.0	760.0	Total assets (Note.2)	40,476.0	39,371.6	39,640.0	39,880.0	40,630.0
Trust fees	41.3	35.4	37.0	37.0	40.0	Loans and bills discounted	25,787.7	25,598.1	25,480.0	25,730.0	26,150.0
Jointly Operated Designated Money Trust	6.9	6.1	5.0	5.0	5.0	Securities	6,846.0	7,423.0	7,770.0	7,940.0	8,120.0
NPL disposal in the trust account	(0.1)	(0.3)	-	-	-	Trading assets	494.4	466.0	700.0	700.0	700.0
Interest income	701.3	670.2	677.0	733.0	807.0	DTA (term-end bal.)	286.3	257.3	197.7	128.8	48.4
Interest expense	164.1	137.8	173.0	220.0	282.0	Total liabilities (Note.2)	39,135.7	38,074.9	38,430.0	38,700.0	39,430.0
Net fees & commissions	97.0	68.9	100.0	114.0	127.0	Deposits and NCDs	33,302.6	33,010.1	32,610.0	33,120.0	33,710.0
Net trading income	69.7	20.0	12.0	13.0	14.0	Trading liabilities	68.8	13.5	-	-	-
Other operating income	(45.3)	18.4	37.0	44.0	54.0	DTL (term-end bal.)	-	-	-	-	-
Gains/(losses) on bonds	7.2	10.2	9.0	13.0	18.0	DTL for land revaluation (term-end bal.)	43.1	30.9	31.7	31.7	31.7
Net operating profit	337.8	312.7	314.0	345.0	383.0	Net assets (Note.2)	1,471.5	1,261.7	1,367.8	1,409.8	1,450.8
(Before provision to general reserve and NPL disposal in the trust account)	557.0	512.7	314.0	545.0	303.0	Capital stock	398.8	398.8	398.8	398.8	398.8
Net operating profit	337.9	304.7	314.0	345.0	383.0	Capital reserve	433.8	433.8	433.8	433.8	433.8
Provision to general reserve	(0.0)	8.4	-	-	-	Other capital surplus	88.7	88.7	88.7	88.7	88.7
Expenses	362.1	362.2	376.0	376.0	377.0	Earned surplus reserve	20.0	20.0	20.0	20.0	20.0
Personnel expense	123.8	122.8	127.0	129.0	131.0	Retained earnings (Note.3)	328.2	288.5	245.8	287.8	328.8
Non-personnel expenses	217.1	217.6	227.0	225.0	224.0	Land revaluation excess	59.8	41.9	43.1	43.1	43.1
Disposal of NPL	80.3	192.8	73.0	71.0	60.0	Net unrealized gains/(losses) on other securities	123.4	(32.4)	118.8	118.8	118.8
Net gain/(loss) on stocks	(45.8)	(37.6)	3.0	4.0	6.0	(Management Indicators)*3					
Loss on devaluation	26.7	25.7	-	-	-	Yield on interest earning assets (A)	1.91	1.87	1.89	2.03	2.19
Ordinary profit *4	212.5	84.9	249.0	286.0	340.0	Interest earned on loans and bills discounted	2.18	2.18	2.17	2.31	2.48
Extraordinary gains	94.6	142.0	10.0	-	-	Interest on securities	0.89	0.85	0.93	1.04	1.14
Extraordinary losses	5.0	7.6	2.0	2.0	2.0	Total cost of funding (B)	1.39	1.34	1.46	1.58	1.72
Income taxes - current	9.6	35.0	67.0	12.0	13.0	Interest paid on deposits and NCDs (D)	0.30	0.27	0.32	0.44	0.59
Income taxes - deferred	32.3	63.4	29.0	69.0	81.0	Overall interest spread (A) - (B)	0.52	0.52	0.42	0.45	0.47
Net income/(loss)	260.1	120.7	161.0	203.0	244.0	Cost-to-income ratio (OHR)	51.73	53.66	54.49	52.14	49.60

\*1. Assets and liabilities are stated in average balance. Net assets are reported in term-end balance.

\*2. Earned surplus excluding earned surplus reserve

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

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

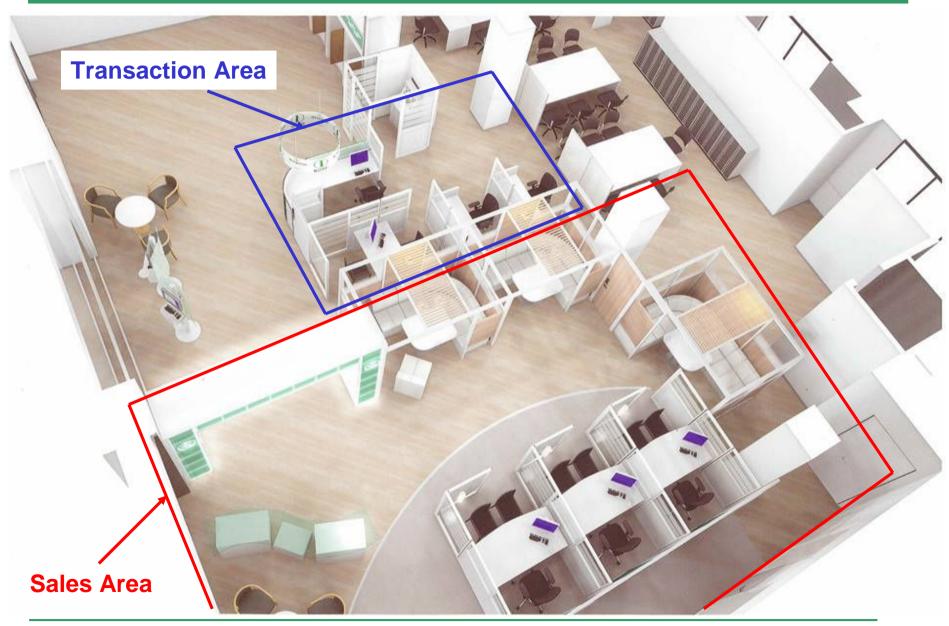
## **Operational Reform: Achievements and Outlook for the Future**



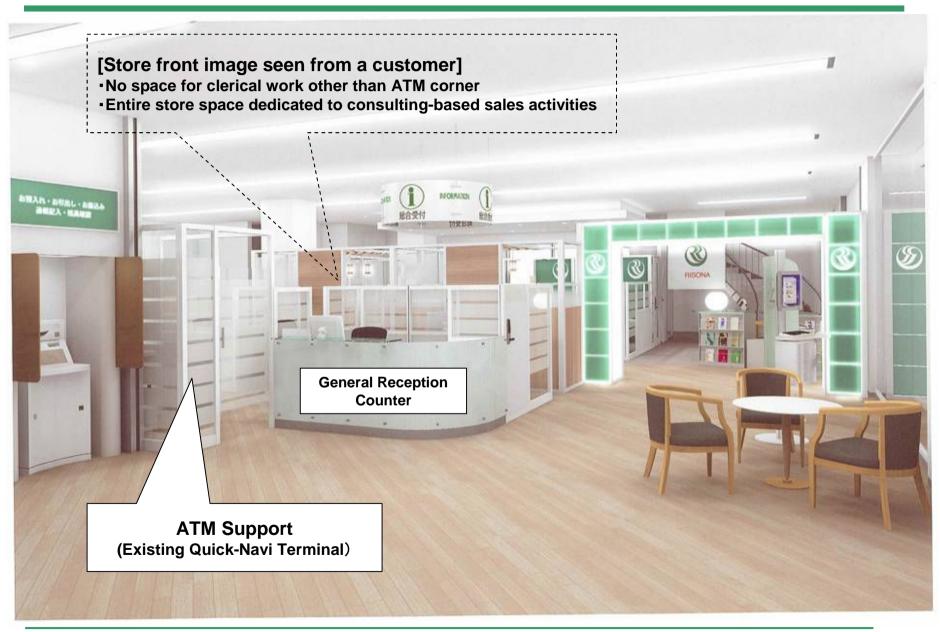


Three Pillars	<u>Business</u> <u>Process</u> <u>Reengineering</u>	<ul> <li>Business Process Reengineering</li> <li>Quick Navi (New Teller Terminals)</li> <li>Collaborations between tellers and customers</li> <li>New storefront system (Coordination DB)</li> <li>Simplified clerical work flow, error reductions</li> <li>Business Support Office (newly built middle office)</li> <li>Concentration of back-office work</li> </ul>						
Three Pillars of Operational Reform	<u>Clerical</u> <u>Work</u> <u>Reform</u>	<ul> <li><i>"Mieruka</i>" (Implementation of visual control)</li> <li>Distribution of personnel based on work volume</li> <li>Grasp a level of goal achievement and use such information for an administrative purpose</li> <li>Gather and utilize voices (ideas) from branches</li> <li>General Reception Counter, Consulting Booth, Q-Navi</li> <li>Installation of modules to improve service quality</li> <li>Separating clerical work from consulting, understanding customer needs properly, bright and relaxing atmosphere, etc.</li> </ul>						
al Reform	<u>Branch</u> Layout <u>Reform</u>							
Achieve	Next-generation Branch Office	<ul> <li>Renewed 207 offices (June. 2009) All branch offices to adopt the new layout</li> <li>Make a shift to paperless clerical work flow utilizing imaging technique and coordination data base.</li> </ul>						
Achievements & Outlook	Clerical Work Volume and PersonnelClerical work at next-generation branch office: - 4Clerical work staffs declined from 8,000 to 6,000Shifted approx. 500 staffs to sales division							
Outlook	⇒ Realize hig	nart Branches" which focus on personal banking business her efficiency through reduction of clerical work personnel mening of sales activities simultaneously						

## **Smart Branch Office: Full-view Layout Image**



## **Smart Branch Office: View from the Entrance**

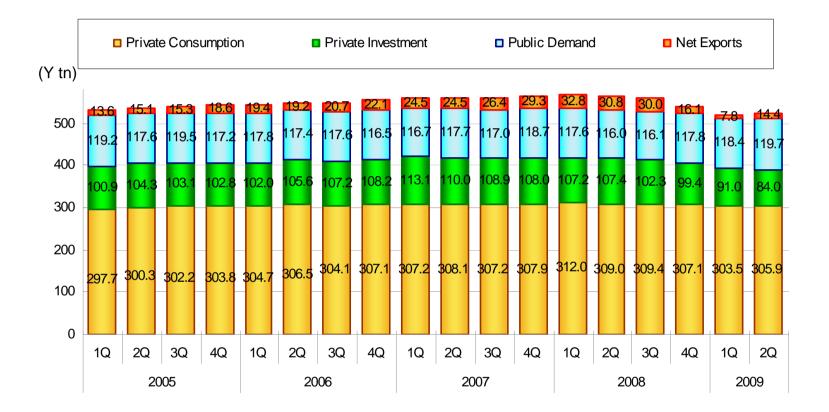


## **Smart Branch Office: Image of Consulting Corner**



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

#### **GDP Components**



Source : Cabinet Office

\* In real term : seasonally adjusted series

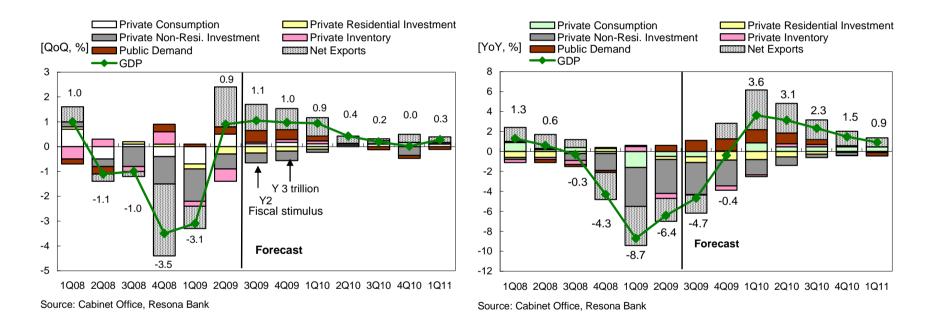
\* Private Investment: Private Residential Investment, Private Non-resi. Investment, Private Inventory

\* Public Demand: Government Consumption, Public Investment, Public Inventory

## Japanese Economy: Forecast of Real GDP Growth Rate

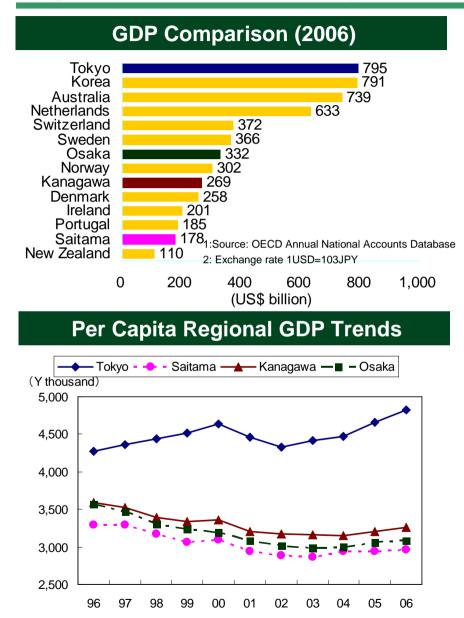
#### Real GDP Growth Rate

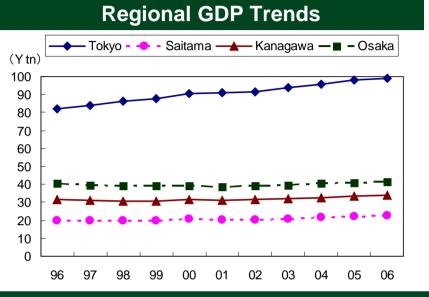
%	FY2007	FY2008	FY2009	FY2010	
78	Actual	Actual	Forecast	Forecast	
GDP	1.8	-3.2	-1.9	1.9	
Private Consumption	0.5	-0.3	-0.1	0.5	
Private Non-Resi. Investment	0.3	-1.5	-2.7	-0.4	
Net export	1.3	-1.2	0.1	1.8	



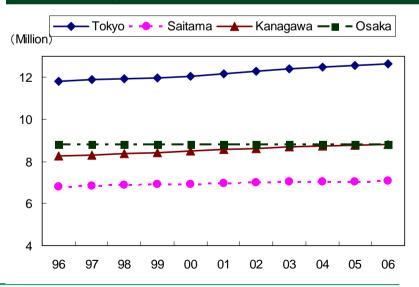
GDP for 2Q09 rose by 0.9% on a QonQ basis after negative growth for 4 consecutive quarters. Net export recorded positive growth for the first time since 1Q08. Private consumption also expanded as a result of the stimulus package including preferential tax treatments for eco-friendly vehicles and similar incentives. Based on the 2Q09 result, Resona Bank forecasts that real GDP growth rate for FY2009 will be -1.9%.

#### Regional Macro Data Comparison (Tokyo, Osaka, Kanagawa, Saitama)





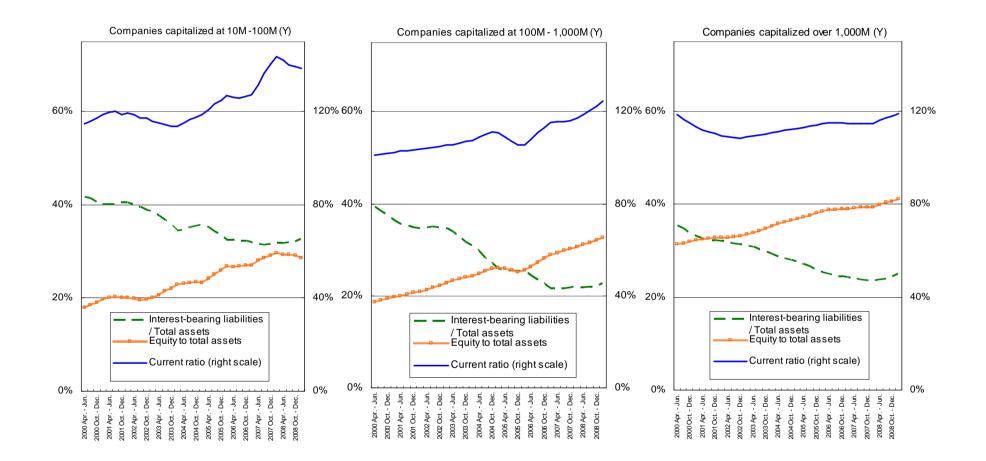
#### **Regional Population Trends**



Resona Holdings, Inc. 57

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

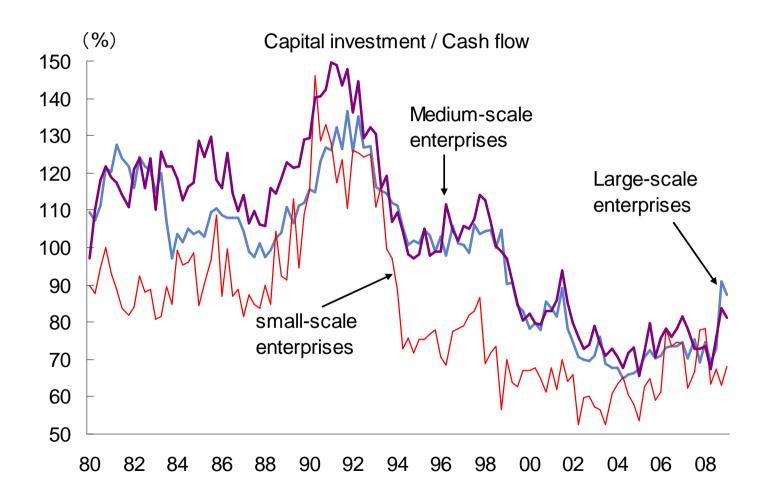
#### **Trends in Stability Ratios of Japanese Companies**



#### Source: Financial statements Statistics of Corporation (4 quarter moving average)

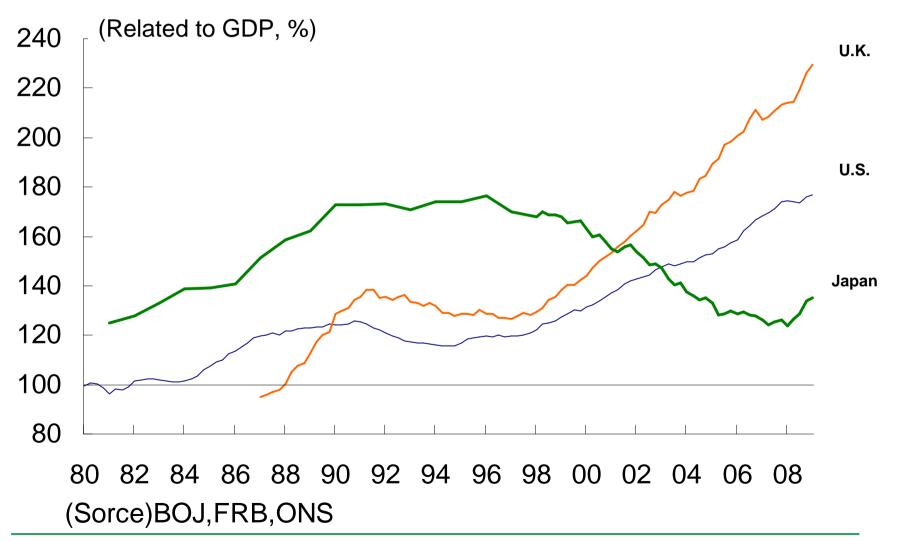
# **Overall Economy in Japan (3)**

#### Capital investment / Cash flow



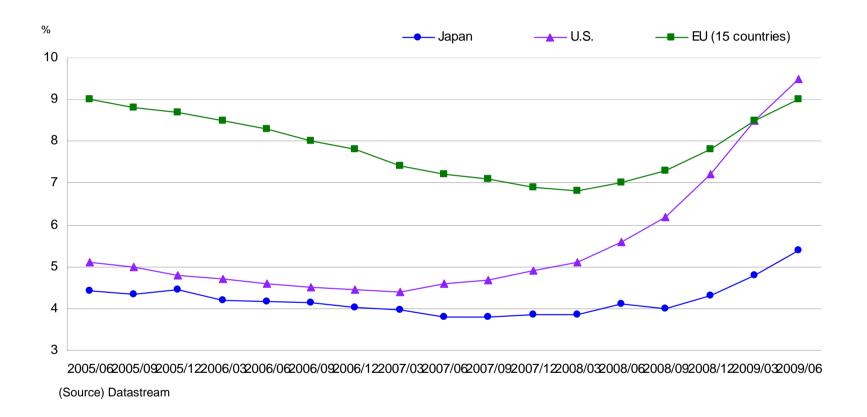
# **Overall Economy in Japan (4)**

**Comparison of Debts Held by Private Non-financial Sectors** 

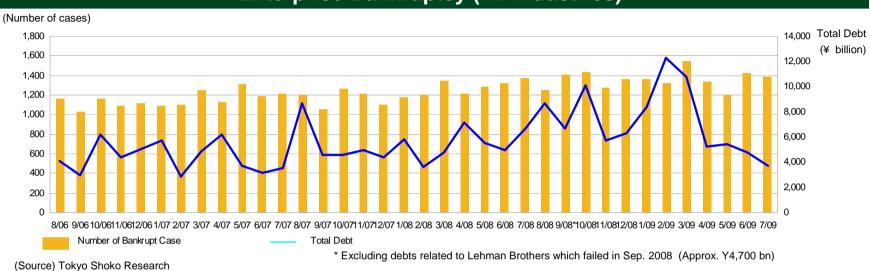


## **Overall Economy in Japan (5)**

**Trend of Unemployment Rate** 

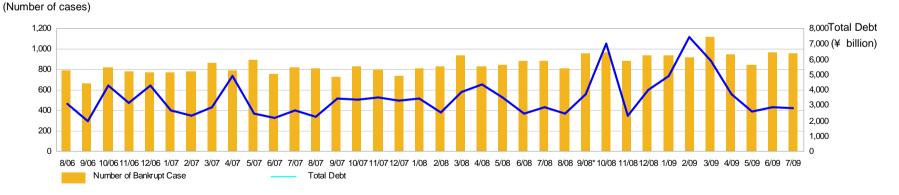


# **Overall Economy in Japan (6)**



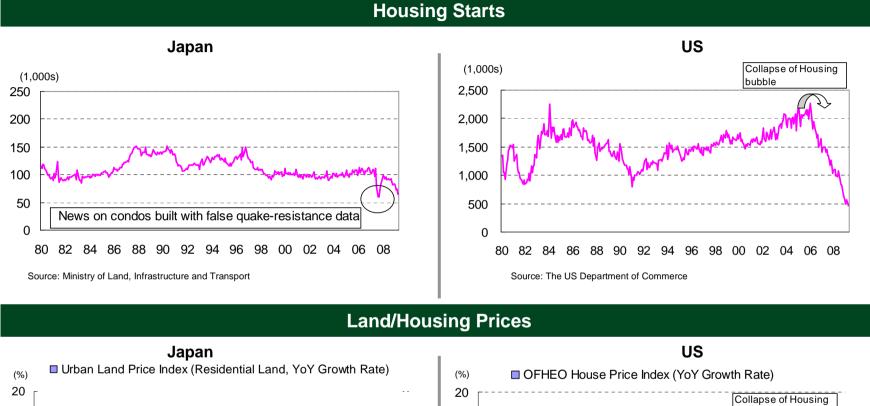
#### **Enterprise Bankruptcy (All Industries)**

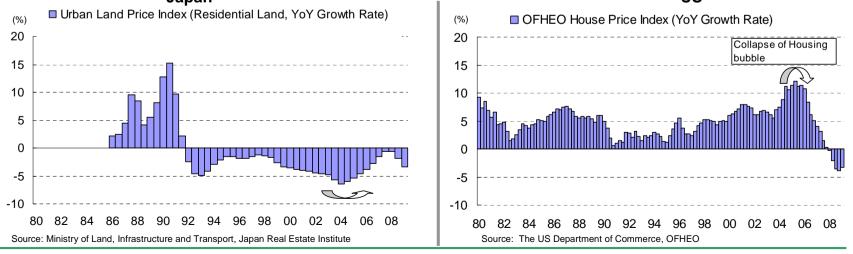
#### Enterprise Bankruptcy (excluding Construction/Real Estate Industries)



\* Excluding debts related to Lehman Brothers which failed in Sep. 2008 (Approx. Y4,700 bn)

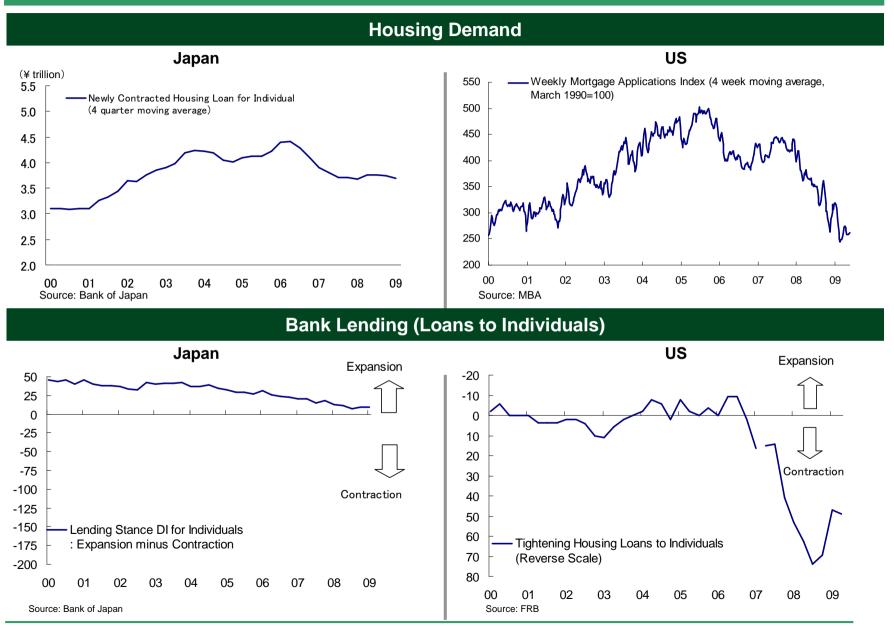
## Japan-US Comparison of Housing Trends (1)





Resona Holdings, Inc. 63

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



Resona Holdings, Inc. 64

# Japan-US Comparison of Housing Trend (3)

Major Difference in Housing Loan Features (Japan and the U.S.)									
	Japan	U.S.							
Primary objective of purchasing home	Primarily for permanent dwelling	In many cases, for replacements							
Most important criteria for loan application screening	DTI (Debt-to-Income Ratio)	LTV (Loan-to-Value Ratio)							
Main Product Type	Recourse	Non-Recourse							
Pledged Collateral	Collateral value is mostly from land	Collateral value is mostly from building							
Sub-prime loan market	Non-existent	Expanded rapidly with rising real estate prices							

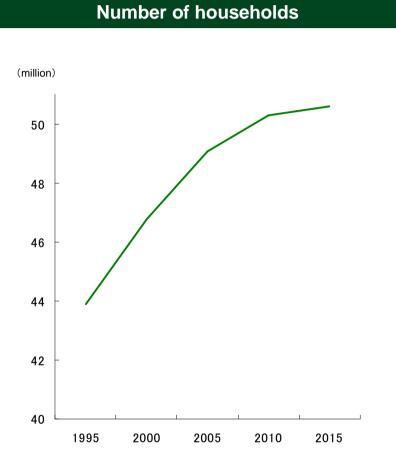
### Trend of Condominium Market in Tokyo and Osaka Metropolitan Areas

		Tok	yo Metro	opolitan	Area	Osaka Metroplitan Area						
	Number of units newly supplied	Number of units sold	Contracted rate (%)	All units left unsold (inventory)	per unit	Selling price per 1m2 (new supply) (thousands of ven)	Number of units newly supplied	Number of units sold	Contracted rate (%)	All units left unsold (inventory)	Average price per unit (new supply) (thousands of yen)	Selling price per 1m2 (new supply) (thousands of ven)
Aug. 2006	3,274	2,531	77.3%	5,767	38,610	521	1,566	1,261	80.5%	3,848	33,660	483
Sep. 2006	6,488	5,061	78.0%	6,152	41,700	551	2,275	1,746	76.7%	3,688	32,830	418
Oct. 2006	6,307	4,829	76.6%	6,777	43,470	578	3,108	2,164	69.6%	4,064	32,070	462
Nov. 2006	6,859	5,123	74.7%	6,555	41,930	554	2,430	1,785	73.5%	4,045	35,510	459
Dec. 2006	10,259	7,530	73.4%	8,173	40,110	523	3,185	2,133	67.0%	4,671	35,950	483
Jan. 2007	2,868	2,124	74.1%	7,741	38,560	520	1,033	626	60.6%	4,416	31,650	443
Feb. 2007	4,804	3,722	77.5%	7,388	46,210	614	3,392	2,403	70.8%	4,802	33,460	447
Mar. 2007	5,463	4,399	80.5%	6,990	47,060	614	3,464	2,323	67.1%	5,220	33,700	450
Apr. 2007	4,090	3,037	74.3%	6,791	46,510	627	2,046	1,189	58.1%	5,282	34,780	484
May 2007	5,343	4,044	75.7%	6,806	48,040	625	2,393	1,684	70.4%	5,281	32,840	435
Jun. 2007	5,716	3,948	69.1%	7,333	48,530	644	2,768	1,960	70.8%	5,277	34,980	474
Jul. 2007	6,409	4,747	74.1%	7,330	53,050	705	2,533	1,730	68.3%	5,347	35,580	466
Aug. 2007	3,337	2,189	65.6%	7,494	39,650	539	1,076	607	56.4%	5,075	31,830	429
Sep. 2007	5,202	3,426	65.9%	7,894	44,810	583	3,640	2,538	69.7%	5,432	35,630	463
Oct. 2007	5,731	3,583	62.5%	8,582	46,930	614	2,648	2,069	78.1%	5,224	43,180	561
Nov. 2007	3,868	2,476	64.0%	8,669	46,840	636	2,332	1,374	58.9%	5,459	35,320	469
Dec. 2007	8,190	4,859	59.3%	10,763	44,470	583	2,894	2,038	70.4%	5,769	31,360	497
Jan. 2008	2,320	1,223	52.7%	10,694	42,100	575	1,492	860	57.6%	5,824	31,360	460
Feb. 2008	3,460	2,081	60.1%	10,643	47,680	648	2,226	1,404	63.1%	5,760	35,400	474
Mar. 2008	4,446	2,901	65.2%	10,837	50,080	671	2,544	1,507	59.2%	5,975	36,310	477
Apr. 2008	2,865	1,808	63.1%	10,544	53,380	708	1,248	782	62.7%	5,538	35,110	499
May. 2008	4,389	3,118	71.0%	10,482	48,250	639	1,791	1,008	56.3%	5,626	36,720	478
Jun. 2008	4,002	2,588	64.7%	10,760	46,380	632	2,556	1,649	64.5%	5,887	37,720	486
Jul. 2008	3,554	1,902	53.5%	10,885	53,090	718	1,786	1,006	56.3%	5,898	34,270	476
Aug. 2008	2,041	1,447	70.9%	10,504	47,990	676	1,161	690	59.4%	5,731	36,480	494
Sep. 2008	2,427	1,458	60.1%	10,411	44,670	618	2,047	1,277	62.4%	5,831	35,810	481
Oct. 2008	4,240	2,671	63.0%	10,842	48,480	672	2,164	1,342	62.0%	6,034	35,930	461
Nov. 2008	3,293	2,080	63.2%	11,085	50,180	680	1,716	1,009	58.8%	6,168	34,880	484
Dec. 2008	6,696	4,143	61.9%	12,427	42,810	593	2,013	1,195	59.4%	6,344	30,140	451
Jan. 2009	1,760	1,130	64.2%	11,679	41,720	590	1,412	708	50.1%	6,264	33,350	439
Feb. 2009	2,509	1,548	61.7%	9,819	48,230	654	1,548	853	55.1%	6,022	34,210	465
Mar. 2009	2,390	1,871	78.3%	8,846	47,470	650	2,358	1,528	64.8%	5,971	35,430	470
Apr. 2009	2,621	1,697	64.7%	8,791	39,530	604	1,904	977	51.3%	6,170	35,880	484
May. 2009	3,538	2,502	70.7%	8,333	45,480	638	1,411	910	64.5%	5,889	36,300	482
Jun. 2009	3,080	2,161	70.2%	7,928	45,430	632	1,524	920	60.4%	5,836	35,240	469
Jul. 2009	3,230	2,432	75.3%	7,446	46,280	665	1,247	795	63.8%	5,569	33,490	456

Source: Datastream, Newsrun (Real Estate Economic Institute Co., Ltd.)

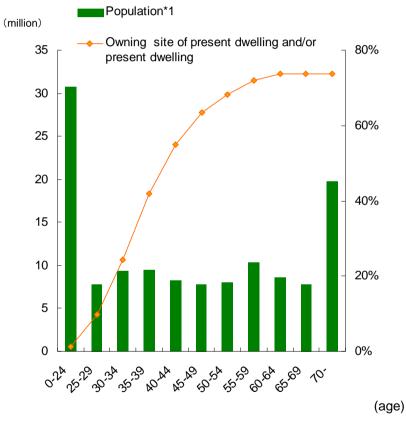
Contracted rate (%) = Number of units sold / Number of units newly supplied

#### **Macro trends for Real Estate Business**



Source: National Institute of Population and Social Security Research

#### Population and housing ownership rate

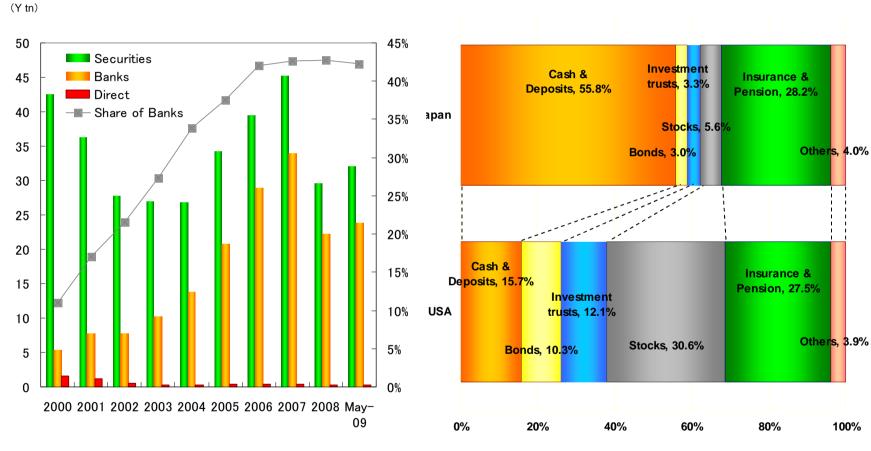


Source: Ministry of Internal Affairs and Communications Housing & Land Survey (Oct, '03) \*1. as of Dec 1, '07

#### **Potential for Sales of Financial Products**

Total net assets of investment trusts<sup>\*1</sup>

Individual's financial assets (Mar. 2009)



Source: The Investment Trusts Associate, Japan

Bank of Japan Source:

\*1. Contractual type by distribution channel 2000-2009:End of May

100%

#### Policy Measures to Support Corporations and Individual Housing Acquisition

#### Expansion of measures to support corporations

- 1. Emergency guarantee frame by the Credit Guarantee Corporations (Loans with 100% guarantee by CGC) : Y30 trillion
  - Expanded from Y20 trillion to Y30 trillion (Y9.18 trillion extended from Oct. 08 to Mar. 09)
- 2. Safety net Loans to SMEs (Loans through Japan Finance Corporation etc.): Y15.4 trillion
  - Increased budget from Y10 trillion to Y15.4 trillion (Y2.4 trillion extended by the end of May 09)
- 3. Increased the DBJ's capacity to extend loans and provide capital to upper middle and large corporations: Total frame now amounting to Y17.1 trillion
  - Loan frame: expanded from Y2.1 trillion to Y10.1 trillion
  - Added Y 5 trillion and Y2 trillion as additional frames for credit guarantee and capital participation, respectively

#### Measures to enhance individual housing acquisition

- 1. Temporary tax break for individual housing acquisition (Jan.1, '09 to Dec. 31, '10)
  - Expanded calendar year gift-tax exemption Basic exemption Y1.1 million  $\rightarrow$  Basic exemption + Additional exemption (Y5 million) = Y6.1 million
  - Expanded gift and inheritance tax exemption available on a combined basis
     Special exemption Y35 million → Special exemption +Additional exemption (Y5 million) = Y40 million
- 2. Housing loan tax break
  - Maximum Y6 million tax break for exceptionally durable houses, Y5 million tax cut for normal houses
- 3. Flat 35 provided by Japan Housing Finance Agency
  - Loans up to 100% of purchase price (No down payment)

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.