## Aiming at Establishing a True Retail Bank Group

- Business Results of 1Q FY2011 and Future Management Direction =



## RESONA

September 2011
Resona Holdings, Inc.

## Resona Group at a Glance

## 1Q FY2011 Results and Recent Business Trend

Efforts to Build Solid Foundation for Sustainable Growth

## Progress of Resona Capital Restructuring Plan

<Reference Material>

## Resona Group at a Glance

## 1Q FY2011 Results and Recent Business Trend

## Efforts to Build Solid Foundation for Sustainable Growth

Progress of Resona Capital Restructuring Plan
<Reference Material>

## Resona Group at a Glance

■ Focus management resources on retail banking business
■ Solid base in Tokyo and Kansai metropolitan areas where economic activities/population are concentrated

- Strong branch network of manned offices comparable to megabank groups



## Resona Group's Franchise

■ Prefectures where Resona's franchise is concentrated are comparable to some nations in terms of GDP
■ Resona's franchise covers approximately $\mathbf{3 0 \%}$ of Japan in terms of population and GDP

(2) Source: Cabinet Office, Government of Japan, Gross Prefecture Product FY2008 "Global comparison of gross prefecture product in dollar"

## Resona Group's Strengths

- Loans to SMEs and individuals account for over $\mathbf{8 0 \%}$ of total loans. Interest Margin higher relative to peers

■ Expense ratio lower than industry average owing to efficient management through operational reform

Loan Portfolio Composition ${ }^{(1)}$


Average Loan \& Deposit Margin ${ }^{(3)}$
Cost to Income Ratio ${ }^{(3)(4)}$

[^0]10 largest regional bank groups: 10 largest regional bank groups in terms of consolidated total assets (Fukuoka FG, Yokohama, Hokuhoku FG, Chiba, Shizuoka, Yamaguchi FG, Joyo, Nishinippon City,



## Sound Balance Sheet

## Sound assets backed by very stable deposit funding

[Sound Ioan portfolio]

- Well-diversified loan portfolio
$>$ Housing loan ratio at 46.3\%
> SME portfolio well-diversified into 90 thousands clients
- Net NPL ratio standing at $0.44 \%$
[Conservative securities portfolio]
- Mostly comprised of JGBs
>JGBs Duration as of Mar. 31, 2011 : 2.1 years
(JGBs in Available-for-sale securities)
- Limited downside risk relating to equity exposure
>Stockholdings/Total assets : approx. 0.83\%
>Breakeven Nikkei Avg:Y7,200 level
- No exposure to the U.S. sub-primerelated assets

RHD's consolidated balance sheet
(As of Mar. 31, 2011)

[Stable funding structure]

- Strong retail deposit base
$>13$ million retail deposit accounts
$>$ Accounts for approx. 70\% of total deposit funding
- Funding cost kept at a low level
$>$ Avg. cost of deposits: 0.11\%
$>$ Low-cost liquidity deposits account for approx. $60 \%$ of total deposit funding
- Very limited dependence on inter-bank funding or securitization
- Ratio of loans and bills discounted to total deposits: approx. 80\%
[Well capitalized on a regulatory basis]
- Capital adequacy ratio: $\mathbf{1 1 . 2 1 \%}$
- Tier 1 ratio: 7.51\%
- Ratio of Net DTA to Tier 1: 13.17\%


## Total Accounting Assets: (TAA)

## Y42.7 trillion

(100\%)

Risk-weighted Assets: (RWA)

Y18.9 trillion
(F-IRB under Basel II)

## RWA/TAA Multiple:

x 0.44 times

## Stable Profit

■ Resona has consistently generated stable profits (positive net profit even through the Lehman crisis)

- This has been helped by minimized stockholdings and no investments in sub-prime related assets



## Advent of Aged Society Expands Business Opportunities for Resona



Elderly people tend to have more financial assets ${ }^{* 3}$
<Financial asset balance per household >

*3. Source: The Central Council for Financial Services Informations old
Resona has strong base of elderly customers ${ }^{* 4}$
<Resona's active customers per age group / Total population per age group>


[^1](2) Resona Holdings, Inc.

## Resona Group at a Glance

# 1Q FY2011 Results and Recent Business Trend 

# Efforts to Build Solid Foundation for Sustainable Growth 

Progress of Resona Capital Restructuring Plan
<Reference Material>

## Impact of the Great East Japan Earthquake on Our Business

- We wish to extend our heartfelt sympathy to all affected by the Great East Japan Earthquake and offer prayers for the safety of those who have been affected and reconstruction of the regions as soon as possible.
- Impacts of the Great East Japan Earthquake on Resona's business are as follows:


## Damage to Resona Group Companies and Status of Operations

- All manned branch offices of Resona Group banks are now open and doing business
> Resona Group has two offices, Sendai branch and Koriyama sub-branch, in the Tohoku district
- Resona Bank dispatched backup staffs to Sendai branch to respond to consultations from housing loan customers.
> Resona Bank opened its Sendai, Tsuchiura, Utsunomiya and Maebashi branches on holidays on a temporary basis for a certain period after the Earthquake to extend supports to those who have been affected by the Earthquake
- Group's total loan exposure to Iwate, Miyagi and Fukushima Prefectures* ${ }^{*}$ is approximately Y160 bn (mostly housing loans), representing around 0.6\% to the total credits extended by the Group ${ }^{* 2}$
${ }^{* 1}$. Exposure amount is based on the following; housing loan: location of property, other loans: location of borrowers

Housing loans and loans to individuals : Approx.Y137.0 bn Loans to Corporations : Approx. Y23. 6 bn
*2. Total credits defined by the Financial Reconstruction Law criteria: Y26,942.2 bn as of Mar. 31, 2011

## Impact on the Business Results for FY2010 (RHD Consolidated Basis)

■ Around Y10.0 bn total impact on a consolidated basis

| (Billions of Yen) | Detail | PL impact |
| :---: | :---: | :---: |
| Top-line | Real estate transactions <br> postponed to the following year | (2.0) |
| Credit <br> cost | Additional loan loss reserves <br> provided against certain loan <br> exposures | (7.0) |
| Extra- <br> ordinary <br> loss | Impairment loss on certain <br> branch offices, cost of repairing | (1.0) |
|  | Total Impact | $\mathbf{( 1 0 . 0 )}$ |

## Related impact

> Applied a stress scenario to expected future earnings reflecting low visibility of management environment after the Earthquake
$\Rightarrow$ Reduced around Y 13.0 bn of DTA

## Consolidated Net Income for 1Q FY2011 Compared with 1Q FY2010

Y9.6bn increase due to decrease in new bankruptcy and cost cuts


## Trend of Loan and Deposit (Total of Group Banks)



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



## Trend of Investment Product Sale Business (Total of Group Banks)



Balance of Investment Products sold to Individual*1


[^2]
## Trend of Credit Cost (Total of Group Banks)

Trend of credit cost

|  | FY2008 |  | FY2009 |  | FY2010 |  | FY2011 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 H | 2 H | 1 H | 2 H | 1 H | 2 H | 1 Q |
| General reserve | 6.4 | $(28.5)$ | 9.5 | $(18.8)$ | $(11.5)$ | 5.8 | $(16.5)$ |
| Specific reserve and other items | 120.1 | 66.0 | 41.7 | 49.5 | 29.6 | 12.8 | 7.8 |
| New bankruptcy, downward migration | 157.3 | 139.0 | 56.3 | 59.2 | 39.1 | 27.9 | 8.6 |
| Reversal and other gains (upward <br> migration, off-balancing and other) | $(37.2)$ | $(72.9)$ | $(14.6)$ | $(9.7)$ | $(9.4)$ | $(15.0)$ | $(0.8)$ |
| Total credit-related expenses (net) | 126.5 | 37.4 | 51.3 | 30.7 | 18.1 | 18.6 | $(8.7)$ |

## Net NPL ratio



Credit costs arising from 3 industries and large obligors declined noticeably

- 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)
(Y bn)


## Securities Portfolio (RHD Consolidated)

## Securities portfolio with reduced downside risks

| - Trend of Securities Portfolio |  |  | (Y bn) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 2003 | Mar. 2007 | Mar. 2010 | Mar. 2011 | Jun. 2011 |
| Available-for-sale securities*1 | 6,005.1 | 6,396.5 | 7,733.7 | 8,153.4 | 8,520.9 |
| Stocks (1) | 1,319.0 | 390.4 | 344.5 | (2)351.8 | 350.3 |
| Bonds | 4,433.0 | 4,951.7 | 7,055.1 | 7,530.0 | 7,821.2 |
| JGBs | 3,811.0 | 3,927.6 | 5,755.7 | 6,337.8 | 6,595.2 |
| Local Government Bonds | 159.8 | 311.5 | 146.2 | 150.4 | 145.2 |
| Corporate Bonds | 462.2 | 712.5 | 1,153.1 | 1,041.7 | 1,080.7 |
| Other | 253.0 | 1,054.4 | 334.0 | 271.5 | 349.3 |
| Unrealized gains/(losses) | (25.8) | 432.9 | 120.6 | 92.8 | 96.6 |


| Bonds held to maturity *2 | 2.5 (4 | 148.4 | 1,087.2 | 1,667.9 | 1,856.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Unrealized gains/(losses) | 0.0 | (0.3) | 24.8 | 24.5 | 40.1 |

*2. Balance sheet amount basis

## 【Factors for change】

(1) Significant reduction during the Intensive Revitalization Period
(2) Increase due to IPO of corporate clients (Book value of stocks sold outright Y9.6 bn, 3 banks combined basis)
(3) Unwound net investment position in response to poor market visibility
(4) Increased bonds held to maturity to secure stable income

## Relationship-purpose equity holdings

## Stocks

- Impairment loss on stocks held FY2010: Y2.1 bn, 1Q of FY2011: Y1.2 bn
- Reduced relationship-purpose stock holdings by approx. Y1 tn on an acquisition cost basis from the level in March 2003
- Continue efforts to reduce the balance further


## Net investment portfolio

■ JGB

- Average duration : 2.3 years*, BPV: Y1.53 bn*
- Balance of floating-rate JGBs: Y398.5 bn
* JGBs in Available-for-sale securities


## - Other

- No direct investments in sovereign bonds issued by PIIGS countries

Indirect exposure is also minimal $\rightarrow$ Approx. Y0.4 bn
No investments in assets linked to the U.S. sub-prime housing loans

- All securitized products held were organized in Japan and $95 \%$ of them are backed by housing loans originated in Japan
[Securitized products by underlying assets]



## Capital Adequacy Ratio as of Jun 30， 2011

■ RHD＇s consolidated CAR［Mar．31，2011］11．21\％$\Rightarrow$［Jun．30，2011］11．84\％（＋0．63\％）

Capital adequacy ratio（RHD Consolidated）

$\left.$|  |  | （Billions of Yen，\％） |  |
| :---: | :---: | :---: | :---: |
| （Basel II，F－IRB basis） |  | Jun．30，2011 |  | | Change from End |
| :---: |
| of Mar．2011 | \right\rvert\,

【Reference】Trend of RHD＇s CAR，Tier1 ratio（Consolidated）


Capital adequacy ratio（Subsidiary Banks）

| ＜RB（Consolidated）$>$ 【F－IRB】 |  | （Billions of Yen，\％） |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Jun．30，2011 | Change from End <br> of Mar．2011 |  |  |  |
| Capital adequacy ratio | $\mathbf{1 2 . 4 2 \%}$ | $0.66 \%$ |  |  |  |
| Tier 1 ratio | $\mathbf{8 . 6 5 \%}$ | $0.55 \%$ |  |  |  |
| Total qualifying capital | $\mathbf{1 , 6 4 2 . 9}$ | 35.6 |  |  |  |
| Total risk－weighted assets | $\mathbf{1 3 , 2 2 2 . 4}$ | $(438.0)$ |  |  |  |
| Capital adequacy ratio <br> （Non－consolidated basis） | $\mathbf{1 2 . 3 3 \%}$ | $0.65 \%$ |  |  |  |
| Tier 1 ratio |  |  |  | $\mathbf{8 . 4 6 \%}$ | $0.55 \%$ |


| ＜SR（Non－consolidated）$>$ 【F－IRB】 | （Billions of Yen，\％） |  |
| :---: | :---: | :---: |
|  | Jun．30， 2011 | Change from End <br> of Mar．2011 |
| Capital adequacy ratio | $\mathbf{1 2 . 4 9 \%}$ | $0.39 \%$ |
| Tier 1 ratio | $\mathbf{7 . 9 1 \%}$ | $0.36 \%$ |
| Total qualifying capital | $\mathbf{4 5 4 . 7}$ | 10.7 |
| Total risk－weiahted assets | $\mathbf{3 , 6 3 7 . 9}$ | $(30.2)$ |


| ＜KO（Consolidated）＞［F－IRB】 |  | （Billions of Yen，\％） <br> Change from End of Mar． 2011 |
| :---: | :---: | :---: |
|  | Jun．30， 2011 |  |
| Capital adequacy ratio | 13．97\％ | 1．12\％ |
| Tier 1 ratio | 8．91\％ | 0．91\％ |
| Total qualifying capital | 186.3 | 4.9 |
| Total risk－weighted assets | 1，333．9 | （77．5） |
| Capital adequacy ratio | 13．24\％ | 0．94\％ |
| Tier 1 ratio | 8．47\％ | 0．80\％ |

## Gap Analysis: FY2010 (Act) vs. FY2011 (Forecast)

Forecasting a consolidated net income of Y150.0 bn (-Y10.0 bn decline YoY) for FY2011
(Billions of yen)


[^3](2) Resona Holdings, Inc.

## Resona Group at a Glance

## 1Q FY2011 Results and Recent Business Trend

# Efforts to Build Solid Foundation for Sustainable Growth 

# Progress of Resona Capital Restructuring Plan 

<Reference Material>

## Number of Customers and Items Cross-Sold for Each Customer Segment (Total of Group Banks)

## Average number of cross-selling has been steadily rising

■ Average number of cross-selling for all segments has risen by 0.03 during FY2010

|  | Number of active client accounts (Thousand) |  |  | Average number of products cross-sold per client |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Segment *1 | Mar. 2010 | Mar. 2011 | Change | Mar. 2010 | Mar. 2011 | Change |
| Affluent I | 40 | 41 | +0 | 3.19 | 3.20 | +0.01 |
| Affluent II | 616 | 625 | +9 | 2.46 | 2.44 | (0.02) |
| Mass I | 528 | 530 | +2 | 2.14 | 2.19 | +0.05 |
| Mass II | 769 | 778 | +9 | 1.80 | 1.79 | (0.01) |
| Mass III | 11,024 | 10,917 | (107) | 0.75 | 0.78 | +0.03 |
| All Segments | 12,976 | 12,890 | (86) | 0.96 | 0.99 | +0.03 |

*1. Client segments are defined as follows:

- Affluent I AUM or condominium loans exceeding JPY 50 million
- Affluent II AUM exceeding JPY 10 million
- Mass I Housing loan for own home
- Mass II AUM exceeding JPY 5 million
- Mass III

AUM below JPY 5 million

## Measures to Promote Cross-Selling in Personal Banking Field (RB)

| Theme | Measures | Detail (Implementation planned in FY2011) |
| :---: | :---: | :---: |
| Expand Customer Base | - Mass advertisement | - Restarted TV commercials after 7 years |
|  | - ATM Promotion | - ATM marketing to guide ATM-only client to a teller counter |
|  | - Differentiated products | - Further development of "Resona Club" <br> - "VISA Debit", products designed for affluent clients, etc. |
| Strengthen Contacts with Customers | - Web (My Page) | - Enhanced web utility to attract customers and utilize obtained customer information for a marketing purpose |
|  | - Telephone appointers | - Combined sales promotion via telephone and branch office |
|  | - Clear priority targeting | - Promote cross-selling to priority customers |
| Develop Infrastructure | - Infrastructure supporting efficient cross-selling | - Monitor a process of cross-selling and manage progress <br> - Improve CRM system (display next best product) <br> - Liaison officers equipped with iPad |
| Education/ Training | - Project to strengthen consultation capabilities | - "Basic Style" for consulting-based sales activities |
|  | - Practical education/training | - Training program for liaison officers, night school, private banking academy, etc. |
| Promotion/ Administration | - Item in achievement award | - Introduced evaluation criteria based on point system |
|  | - Promotion/administration based on expected income | - Define "expected income" <br> - Adopted as a KPI for promoting cross-selling |

## Progress in Cross Selling Efforts in Corporate Banking Field (RB)



## New Branch Office Management System

- Enhanced customer convenience, safety and strengthened supports for sales activities
> Transactions without seals and slips realized by digitized authentication
$\Rightarrow$ Various transactions could be done with a biometric cash card
> Product presentation with a specialized terminal connected with CRM system

"Biometric cash card"= safe, convenient

- Financial benefit and shift schedule

| Cost | Estimated investements | Apx. Y17.0bn |
| :---: | :---: | :---: |
|  | Financial benefit | Estimated cost reduction |
| Apx. Y2.6bn/Year |  |  |
| Schedule | Completed renewal in | September 2011 |

Efficient Sales Promotion Utilizing CRM System


## Reduction of Clerical Work Staff through Operational Reform (RB)

## Phase I

- Front office reform (Shift to Next Generation Branch Office)
- Clerical work formerly handled in branch office has been shifted to Support Office and Centers
- Reallocated around $\mathbf{1 , 0 0 0}$ staffs to sales dept.
Clerial work staffs
8,091



## "Retail x Trust": Promoting Cross-Selling Leveraging Trust Functions



## Supports Extended to SMEs to Do Business in Asia

## Resona's Footholds in Asia

■ Local JV bank with over 50 years of experience
> P.T. Bank Resona Perdania (Indonesia)

- Overseas representative offices (RB)
> Shanghai, Hong Kong, Bangkok, Singapore

- Overseas representative offices
- P.T. Bank Resona Perdania


## Benefits Offered through Alliances

- Large number of branches and local expertise
- Ability to provide local service without being regulated as a foreign bank

| China | Major Alliance Partners in Asia <br> Bank of East Asia, Bank of China, China Construction Bank, <br> Industrial and Commercial Bank of China, Bank of <br> Communications |
| :---: | :--- |
| Hong Kong | $\frac{\text { Bank of East Asia }}{\text { South Korea }}$ |
| Tawan | Kega International Commercial Bank <br> Singapore |
| Malaysia | Bank of East Asia |
| Thailand, Bank <br> Vietnam | Bangkok Bank |
| India | State Bank of India |

## Recent Initiatives to Strengthen Supports

- Expanded regional coverage
> Vietnam (Mar. 2011)
Dispatched personnel to Ho Chi Minh Branch of an alliance partner bank
> India (Planned in June 2011) Dispatch personnel to JETRO's local offices (RB: New Delhi, KO: Chennai)
- Strengthen supports to SMEs
> Asia Business Promotion Center (Oct. 2010)
> Created special fund to assist SMEs to do business in Asia (Jan. 2011)
> Business tie-up concluded between Shizuoka Bank and Bank Resona Perdania (June 2011)


## Resona Group at a Glance

## 1Q FY2011 Results and Recent Business Trend

# Efforts to Build Solid Foundation for Sustainable Growth 

## Progress of Resona Capital Restructuring Plan

<Reference Material>

## Change in Composition of Total Equity Before and After Resona Capital Restructuring Plan

■ Improved the quality of capital significantly by implementing Resona Capital Restructuring Plan


## Approaches for Repaying the Remaining Public Funds

- The balance of injected public funds was reduced to almost one fourth of the peak amount in September 2003
- Intend to repay the remaining public funds as early as possible via the following approaches

| Details of Public Funds*1 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (JPY bn) | Amount 2003/9 (A) | Amount 2011/3 (B) | Amount Repaid (B) - (A) | Policy and approaches for future repayment |
| Class C | 60.0 | 60.0 |  | The increase in outstanding common shares upon mandatory |
| Class F | 100.0 | 100.0 |  | shares that could arise from mandatory conversion of Class C |
| RCC Subtotal | 868.0 | 160.0 | (708.0) | the market and are being held as treasury shares |
| Class 1 | 550.0 | - | (550.0) | - Intend to repay the remaining balance through further accumulation of profits (retained earnings) |
| Class 2 | 563.5 | - | (563.5) | - Aiming for full repayment within 5 years given current profit trends |
| Class 3 | 550.0 | 450.0 | (100.0) | - However, the timing of future repayments will take into |
| DIC Subtotal | 1,663.5 | 450.0 | $(1,213.5)$ | executed in an appropriate and flexible mann |
| Total Preferred | 2,531.5 | 610.0 | $(1,921.5)$ |  |
| Common Stock | 296.4 | 261.6 | (34.7) | - Current priority is on repayment of DIC preferred stock <br> - No current plans to apply for a secondary offering of DIC-held common stock |
| Total Public Funds Remaining | 3,128.0 | 871.6 | $(2,256.3)$ |  |
| *1 Figures reflect initial invested amounts |  |  |  |  |

## Effects of the Resona Capital Restructuring Plan (1)



- Reduced preferred dividends and increased common dividends by 20\% while keeping total payout ratio almost unaffected

| ratio almost unaffected | FY2009 | Resona Capital Restructuring Plan | FY2010 |
| :---: | :---: | :---: | :---: |
| Total annual dividends | Y45.0 bn |  | Y46.9 bn |
| Preferred dividends | Y33.5 bn |  | Y17.5 bn |
| Common dividends (Annual per share dividends) | Y11.5 bn (@10.00 yen) |  | Y29.4 bn (@12.00 yen) |
| Total payout ratio*1 | 34.0\% |  | 29.3\% |

[^4]
## Effects of the Resona Capital Restructuring Plan (2)

## Roadmap towards full repayment of public funds

## Elimination of dilution uncertainty

■ Repurchased and canceled in total Y1,213.5 bn of DIC Preferred Stocks in FY2010
■ Presented a roadmap to complete repayment of DIC Preferred Stocks within 5 years and eliminated dilution uncertainty

|  | Mar. 31, 2010 |
| :---: | ---: |
| Convertible PS | Y1,823.5 bn |
| RCC | Y160.0 bn |
| DIC | Y1,663.5 bn |


| Mar. 31, 2011 |
| ---: |
| Y610.0 bn |
| Y160.0 bn |
| Y450.0 bn |

- Balance of convertible preferred stocks (public fund) reduced to one third of the amount a year ago
- For RCC preferred stocks, treasury shares could almost mitigate the impact of mandatory conversion
- Downsized DIC preferred stocks sufficiently enough to envisage complete repayment within 5 years


## Broadened investor base

- Gap between ND and FD valuations has narrowed $\Rightarrow$ Transformation to an "investible stock"
[Change in Common Shareholder Composition]



## Strengthened readiness for Basel III

- Marked the following ratios which exceed the minimum by around 1\% required under the Basel III in January 2015

| Basel III | Mar. 2011 | -Preferred stocks <br> subscribed with public <br> funds are included in CE1 <br> and T1, respectively, since <br> GF treatment applies to <br> them. |
| :---: | ---: | :--- |
| CET1 | $\mathbf{5 . 5 8 \%}$ | Deduction items are not <br> taken into account since a <br> phase-in rule apply |
| T1 | $\mathbf{7 . 3 2 \%}$ |  |

## Management Strategies / Capital Policies and ROE Target

| Management Strategies |  |  | Capital Policies |  |
| :---: | :---: | :---: | :---: | :---: |
| \#1 | Metro Area-b | sed Super Regional Bank | \#1 | Preventing Dilution |
| - Dual focuses $\Rightarrow$ "retail" and " 2 metro areas" <br> - Strong relationship with individual and SME clients <br> - Commercial bank with a trust capability |  |  | - Intend to repurchase DIC preferred stock with retained earnings <br> $\Rightarrow$ Conversion into common shares is not an option |  |
| \#2 | Efforts to | trengthen Cross-selling | \#2 | Return to Common Shareholders |
| - Cross-selling on top of the established customer base and variety of functions <br> - Diversification and sustainable growth of earnings |  |  | - Maintain 12 yen per share annual dividends <br> - Repurchase of DIC PS with retained earnings $\Rightarrow$ Reduced potential shares would mean an indirect return to common shareholders |  |
| \#3 | Effic | nt Cost Structure | \#3 | Capital Adequacy Ratio Management |
| - Consolidated group management <br> - Overcome high cost structure inherent in retail banking business |  |  | - Maintain adequate CAR as a domestic bank <br> - Take into account the International standard as a benchmark |  |
| Level of Targeted Sustainable ROE |  | Achieve a 10\% return on CET1 on a sustainable basis |  |  |
|  |  | Build earnings and capital structures that could yield a 10\% return on Common Equity Tier 1 Capital on a sustainable basis |  |  |

## Resona Group at a Glance

## 1Q FY2011 Results and Recent Business Trend

# Efforts to Build Solid Foundation for Sustainable Growth 

Progress of Resona Capital Restructuring Plan
<Reference Material>

# Financial and Other Detailed Information of Resona Group 

## Reference Material

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

| Financial Results | $\begin{gathered} 1 Q \\ \text { FY2010 } \end{gathered}$ | $\begin{gathered} 1 Q \\ \text { FY2011 } \end{gathered}$ | Change | Rate of Progress ${ }^{* 4}$ | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Operating Profit | 153.2bn | 155.7bn | 1.6\% | 52.2\% | Interest income from loans and deposits decreased a little mainly due to a drop of yield in loans. |
| Interest Income from Loans and Deposits ${ }^{1}$ | 106.2bn | 102.5bn | (3.4)\% | - | Fee income increased by Y1.9bn, YoY, includes Y0.6bn increase of investment trust sales. |
| Fees and Commission Income ${ }^{2}$ | 21.6bn | 23.5bn | 8.7\% | - | - Net gains on bonds decreased Y5.7bn YoY. <br> ■ Other gains increased due to one time gains (please see page 3 for more detail). |
| Net gains on Bonds | 16.6bn | 4.6bn | (72.2)\% | - |  |
| Other Gains | (3.2)bn | 13.5bn | - | - | Operating expenses declined by Y2.7bn YoY as Group banks continued their efforts to reduce non-personnel expenses. |
| Operating Expenses | (85.7)bn | (83.0)bn | (3.1)\% | 47.9\% | As a result of the above, rate of progress for actual net operating profit increased Y 5.1 bn YoY, reaching $58.0 \%$ of the guidance for the 1 H . |
| Actual Net Operating Profit ${ }^{3}$ | 67.4bn | 72.6bn | 7.6\% | 58.0\% | - Net credit expense turned to a negative Y8.7bn due to |
| Net Gains/(losses) on Stocks | (1.7)bn | (0.3)bn | - | - | borrowers. |
| Credit Expenses, Net | 4.3bn | 8.7bn | - | - | YoY, reaching $84.2 \%$ of the guidance for the 1 H . |
| Pre-tax Income | 71.6bn | 80.2bn | 12.0\% | 80.2\% |  |
| Net Income | 52.3 bn | 61.1 bn | 16.8\% | 84.2\% |  |
| Asset Quality | June 30, 2010 | June 30, 2011 |  |  | Comments |
| NPL Ratio | 2.58\% | 2.58\% | - NPL ratio kept stable around $2.5 \%$. <br> ■ Net unrealized increased by Y3.9bn from Mar. 31, 2011. |  |  |
| Net Unrealized Gains on Available-for-sale Securities | 109.6 bn | 96.5bn |  |  |  |

Fees and commission income plus trust
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 2011.
Figures in parenthesis indicate the amount of loss or decrease

## Gross Operating Profits for 1Q FY2010 Compared with 1Q FY2009 (Total of Group banks)

## Top-line income maintained as of previous year



Earnings Forecasts for FY2011

|  | Resona Holdings (Consolidated) |  |  |
| :---: | :---: | :---: | :---: |
|  | Interim forecasts | Full year forecasts | $\begin{gathered} \text { Change- } \\ \text { from } \\ \text { previous } \\ \text { year } \end{gathered}$ |
| Consolidated ordinary income | 420.0 | 830.0 | (29.8) |
| Consolidated ordinary profit | 97.0 | 190.0 | (20.2) |
| Net (interim) income | 75.0 | 150.0 | (10.0) |


|  | Resona Holdings (Non-consolidated) |  |  |
| :---: | :---: | :---: | :---: |
|  | Interim forecasts | Full year forecasts | Change from previous year |
| Operating income | 75.0 | 150.0 | 118.7 |
| Operating profit | 70.0 | 140.0 | 114.0 |
| Ordinary profit | 70.0 | 140.0 | 116.7 |
| Net (interim) income | 70.0 | 140.0 | 113.8 |



| Forecast for term-end per share dividend <br> on common stock | 12 yen |
| :---: | :---: |
| Forecast for term-end per share dividend <br> on preferred stock | As pre-determined | on preferred stock

As pre-determined

|  | Total | of group prox. figure | anks |  |  | esona Ban |  | Saita | na Resona | Bank |  | ki Osaka B | Bank |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Interim forecasts | Full year forecasts | Change from previous year | Change from BRP | Interim forecasts | Full year forecasts | Change from previous vear*2 | Interim forecasts | Full year forecasts | Change from previous <br> revar | Interim forecasts | Full year forecasts | Change from previous year |
| Gross operating profit | 298.0 | 602.0 | (3.7) | (1.0) | 196.5 | 397.0 | (3.8) | 74.0 | 149.0 | 0.7 | 28.0 | 56.0 | (0.6) |
| Operating expenses | (173.0) | (344.0) | 1.6 | 2.0 | (113.5) | (226.0) | 1.5 | (38.5) | (77.0) | (0.8) | (20.5) | (41.0) | 0.8 |
| Actual net operating profit | 125.0 | 258.0 | (2.0) | 1.0 | 83.0 | 171.0 | (2.2) | 35.5 | 72.0 |  | 7.5 | 15.0 | 0.3 |
| Ordinary profit | 93.0 | 182.0 | (11.0) | (13.0) | 61.5 | 119.0 | (14.8) | 31.0 | 60.0 | 2.1 | 1.0 | 2.5 | 1.3 |
| Income before income taxes | 100.0 | 200.0 | (17.7) | 8.0 | 68.5 | 136.0 | (19.3) | 30.5 | 59.5 | 0.9 | 2.0 | 4.5 | 0.7 |
| Net (interim) income | 72.5 | 145.0 | (5.5) | 14.0 | Resona Group adopts a consolidated taxation system. |  |  |  |  |  |  |  |  |
| Net gain on stocks |  |  | 1.7 | (4.0) |  |  | 1.9 |  |  | 0.1 |  |  | (0.4) |
| Credit related expenses | (27.0) | (59.0) | (22.2) | 5.0 | (17.5) | (40.0) | (22.5) | (4.5) | (10.0) | 0.7 | (4.5) | (8.5) | (0.1) |
| Forecast of capital adequacy ratios |  | <Consolidated <br> $\begin{array}{c}\text { Middle of } \\ 11 \%\end{array}$ |  |  |  |  | <Non-consolidated$\begin{array}{c}\text { Lower half } \\ \text { of } 11 \%\end{array}$ |  |  |  | $\begin{gathered} \hline \text { <Consolidated } \\ \begin{array}{c} \text { Lower half } \\ \text { of } 12 \% \end{array} \\ \hline \end{gathered}$ |  |  |

## Financial Highlights for FY2010

## Consolidated net income increased YoY, topping the forecast

Consolidated net income of Y160.0 bn, an increase of Y27.8 bn (+21.0\%) YoY, topping the forecast by Y25.0bn (+18.5\%)
$>$ Y61.0 bn (+34.6\%) YoY increase in income before income taxes and minority interests $\Rightarrow$ The increase is mostly due to a decline in net credit cost by Y53.0 bn YoY (-46.3\%)
> Y33.2 bn YoY increase in income tax charges
$\Rightarrow$ Absence of DTA adjustment relating to the dutiable provisioning of loan loss reserves in the previous fiscal year

## Top-line income reached the forecast level

■ Actual net operating profit of Y260.0 bn, in line with the forecast (total of 3 group banks)
$>$ Despite a slight shortfall, net interest income almost in line with the forecast with a loan to deposit margin kept at $1.71 \%$ for the year as forecasted
$>$ Investment trust sale continued to recover, contributing to top-line income
$>$ Due to continued efforts to reduce costs, operating expenses decreased YoY and were less than the forecast level

## Maintained soundness in asset quality

■ NPL Ratio as of Mar. 31, 2011 : 2.43\% (total of 3 group banks)

- Unrealized gain on available-for-sale securities as of Mar.31, 2011 : Y92.6 bn (total of 3 group banks)

■ Consolidated CAR as of Mar.31, 2011: 11.21\%, Tier1 ratio: 7.51\% (preliminary ratios)

## Steady progress in "Resona Capital Restructuring Plan"

- Net proceeds from the issuance of new common shares : Y547.7 bn
> Public offering: Y521.1 bn, Third-party allotment : Y26.5 bn
- Repurchased and cancelled Y1,213.5 bn in total of the DIC Preferred Shares on an infusion amount basis
> Aug. 2010: Y400.0 bn (total amount spent on repurchase: Y425.7 bn)
> Mar. 2011: Y813.5 bn (total amount spent on repurchase: Y881.9 bn)
$\square$ Dividend on common shares increased by 2 yen per share


## Gap Analysis:

## Consolidated Net Income for FY2010 Compared with FY2009

Consolidated net income for FY2010 increased Y27.8 bn from previous fiscal year


| (Bill |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Resona Holdings (Consolidated) |  | Difference$(A)-(B)$ | Total of group banks |  | Resona <br> Non-consolidated | Saitama Resona | Kinki Osaka Non-consolidated | Factors accounting for the difference(A)-(B) (Approx. figures) RC: Resona Card, RG: Resona Guarantee, RCP: Resona Capital |
|  |  |  |  |  |  |  |  |  |  |
|  | (A) | YoY change |  | (B) | YoY change |  |  |  |  |
| Gross operating profit | 667.0 | (11.3) | 61.3 | 605.7 | (9.4) | 400.8 | 148.3 | 56.6 |  |
| (1) Net interest income | 484.0 | (15.4) | 12.9 | 471.1 | (14.6) | 291.5 | 132.8 | 46.7 | RC 5.5 bn and other |
| $\begin{array}{l}\text { Income from loans and deposits } \\ \text { (domestic operation) }\end{array}$ |  |  |  | 421.7 | (23.9) | 265.1 | 114.5 | 42.0 | Domestic operations; banking account; Deposits include NCDs |
| (2) Trust fees | 25.9 | (2.7) |  | 25.9 | (2.7) | 25.9 |  |  |  |
| (3) Fees and commission income | 120.8 | 4.4 | 47.9 | 72.9 | 5.2 | 53.2 | 12.5 | 7.1 | RG $30.3 \mathrm{bn}, \mathrm{RC} 16.1$ bn and other |
| (4) Other operating income | 36.1 | 2.3 | 0.4 | 35.6 | 2.7 | 30.0 | 2.9 | 2.7 |  |
| Actual net operating profit |  |  |  | 260.0 | (4.5) | 173.2 | 72.0 | 14.7 | Net operating profit before transfer to general reserve for possible loan losses and expenses related to problem loan desposal in the trust account. |
| Operating expenses (including non-recurring items) | (369.4) | 18.0 | (19.3) | (350.0) | 9.2 | (228.2) | (78.1) | (43.5) | RC (12.7) bn, RG (3.7) bn and other |
| Net gain on stocks | (0.8) | (1.5) | 0.8 | (1.7) | (6.0) | (1.9) | (0.1) | 0.4 |  |
| Credit related expenses, net | (61.5) | 53.0 | (24.7) | (36.8) | 45.2 | (17.5) | (10.7) | (8.4) | RG (20.1) bn, RC(5.7) bn and other |
| Other gain/(loss), net | 1.8 | 2.7 | 1.2 | 0.6 | 2.1 | 2.3 | (0.6) | (1.1) |  |
| Income before income taxes | 237.1 | 61.0 | 19.3 | 217.7 | 41.1 | 155.3 | 58.6 | 3.8 |  |
| Income taxes and other | (77.0) | (33.2) | (9.8) | (67.2) | (13.7) | (50.1) | (23.7) | 6.6 | Minority interests in net income (4.3) bn, Income tax of RHD and other (5.4) bn |
| Net income | 160.0 | 27.8 | 9.5 | 150.5 | 27.3 | 105.1 | 34.8 | 10.4 |  |


(2) Resona Holdings, Inc.

## Gap Analysis: Gross operating profits for FY2010 Compared with FY2009 (Total of Group Banks)

Gross operating profits declined Y9.4 bn YoY, primarily due to decrease in net interest income


[^5](1) Resona Holdings, Inc.

## Management Accounting by Business Lines

## Management Accounting by Group Business Lines (FY2010)

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

| Resona Group Business Segments | Profitability |  |  |  |  | Net operating profit after a deduction of credit cost |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net profit after a deduction of cost on capital |  | Profit to capital ratio | Cost to income ratio | Internal CAR | Actual net operating profit |  |  |  |  |  |  |  | Credit cost |  |
|  | RVA ${ }^{* 1}$ <br> (Actual) | YoY Change | RAROC (Actual) | OHR |  |  | YoY Change |  | $\begin{array}{\|c\|} \hline \text { YoY } \\ \text { Change } \end{array}$ | Gross op profit | $\begin{array}{\|c\|} \hline \text { Prating } \\ \text { Yoy } \\ \text { Change } \end{array}$ | Operating expense | YoY Change |  | $\begin{array}{\|c\|} \hline \text { YoY } \\ \text { Change } \end{array}$ |
| Non-treasury | 68.6 | 63.2 | 9.5\% | 59.2\% | 11.0\% | 176.2 | 61.5 | 234.1 | 12.5 | 573.6 | 8.5 | (339.6) | 3.9 | (57.9) | 49.1 |
| Personal Banking | 40.5 | (1.0) | 11.8\% | 62.2\% | 11.4\% | 80.0 | (1.5) | 118.0 | 8.1 | 312.1 | 7.3 | (194.1) | 0.8 | (38.0) | (9.6) |
| Loan ${ }^{2}$ | 44.2 | (11.5) | 12.6\% | 26.2\% | 11.4\% | 81.7 | (12.3) | 119.7 | (2.7) | 162.3 | (2.8) | (42.5) | 0.2 | (38.0) | (9.6) |
| Corporate Banking | 17.2 | 65.2 | 7.3\% | 55.5\% | 10.8\% | 85.0 | 64.0 | 104.9 | 5.3 | 235.5 | 3.7 | (130.6) | 1.6 | (19.8) | 58.7 |
| Trust | 10.9 | (1.0) | 228.6\% | 56.9\% | 10.0\% | 11.2 | (1.0) | 11.2 | (1.0) | 26.1 | (2.5) | (14.8) | 1.5 | 0.0 | 0.0 |
| Treasury | 48.0 | (19.5) | 47.3\% | 15.1\% | 18.0\% | 54.8 | (20.1) | 54.8 | (20.1) | 64.5 | (21.0) | (9.7) | 0.8 | 0.0 | 0.0 |
| Total ${ }^{*}$ | 97.1 | 38.0 | 10.1\% | 55.0\% | 12.2\% | 228.4 | 42.3 | 286.2 | (6.7) | 635.5 | (11.5) | (349.3) | 4.7 | (57.9) | 49.0 |

[^6]
## Capital Adequacy Ratio (RHD Consolidated)

$■$ RHD's consolidated CAR [Mar. 31, 2010] 13.81\% $\Rightarrow$ [Mar. 31, 2011] 11.21\% (- 2.60\%)

| Capital adequacy ratio |  |  |  |
| :---: | :---: | :---: | :---: |
| Change in Capital Adequacy Ratio (Basel II, F-IRB basis) |  |  |  |
|  | (Billions of Yen, \%) |  |  |
|  | Mar. 31, 2010 | Mar. 31, 2011 | Change |
| Capital adequacy ratio | 13.81 | 11.21 | (2.60) |
| Tier 1 ratio | 10.20 | 7.51 | (2.69) |
| Total qualifying capital | 2,814.0 | 2,119.0 | (695.0) |
| Tier 1 | 2,078.6 | 1,418.9 | (659.7) |
| Capital stock, capital surplus and retained earnings | 2,100.0 | 1,456.9 | (643.0) |
| Capital stock | 327.2 | 340.4 | 13.2 |
| Capital surplus | 400.7 | 237.0 | (163.6) |
| Retained earnings | 1,372.1 | 879.3 | (492.7) |
| Minority interests in | 125.1 | 110.2 | (14.8) |
| Tier 2 | 752.1 | 715.1 | (36.9) |
| $45 \%$ of unrealized gains on other securities | This item is only | not applicable to b omestic operation | anks with <br> n |
| Excess of eligible reserves ralative to EL and general | 80.4 | 63.6 | (16.8) |
| Subordinated debts | 640.1 | 621.4 | (18.7) |
| Deductions | 16.7 | 15.0 | (1.7) |
| Risk-weighted assets | 20,371.4 | 18,893.8 | $(1,477.5)$ |
| Credit risk assets | 19,127.1 | 17,724.7 | $(1,402.3)$ |
| Operational risk assets | 1,244.3 | 1,169.1 | (75.1) |

## Factors for the change in FY2010

[Total qualifying capital] - 695.0 bn ( $-3.68 \%$ )
> Tier 1
Resona Capital Restructuring Plan
(-3.50\%)
-PO of common shares +547.7 bn
(-4.02\%)

- Repurchased DIC PS -1,307.6 bn

Other factors
(-6.92\%)
(+0.53\%)

- Net income $\quad+160.0$ bn ( $+0.85 \%)$
-T1 hybrid FX adjustment -14.8 bn ( $-0.08 \%$ )
- Dividends and other $\quad-44.9$ bn ( $0.24 \%$ )
- Tier 2
-Loan loss reserve $\quad-16.8 \mathrm{bn} \quad(-0.09 \%)$
- Sub debt FX adjustment -18.7 bn (-0.09\%)
[RWA]
$-1,477.5$ bn (+0.81\%)
$>$ Risk-weighted assets
-Credit risk assets -1,402.3 bn (+0.77\%)
Decrease in corporate loans, adoption of F-IRB approach
by Kinki Osaka Bank, and refinement of measured data, etc.


## [Reference Information]

T1 and CET1 ratios under the Basel III criteria are as follows:
■CET1 ratio: $5.58 \%$ ■Tier 1 ratio: $7.32 \%$
Above ratios are calculated by the Company based on its own understanding of the Basel III documents announced in December 2010

* Disclosure of capital adequacy ratio as of Mar. 31, 2011 is on a preliminary basis.


## Capital Adequacy Ratio (Subsidiary Banks)

| Japanese Domestic Standard (Billions of Yen) | RB(Consolidated) [F-IRB] |  |  | SR(Non-consolidated) [F-IRB] |  |  | KO(Consolidated) [F-IRB] |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Mar.31, } \\ & 2010 \end{aligned}$ | Mar.31, 2011 | Change | $\begin{aligned} & \text { Mar.31, } \\ & 2010 \end{aligned}$ | Mar.31, 2011 | Change | $\begin{aligned} & \text { Mar.31, } \\ & 2010 \end{aligned}$ | $\begin{gathered} \text { Mar.31, } \\ 2011 \end{gathered}$ | Change |
| Capital adequacy ratio | 11.03\% | 11.76\% | +0.73\% | 11.09\% | 12.10\% | +1.01\% | 10.71\% | 12.85\% | +2.14\% |
| Tier 1 ratio | 7.42\% | 8.10\% | +0.68\% | 6.74\% | 7.55\% | +0.81\% | 6.32\% | 8.00\% | +1.68\% |
| Total qualifying capital | 1,594.7 | 1,607.2 | 12.4 | 425.1 | 443.9 | 18.8 | 182.3 | 181.4 | (0.9) |
| Tier 1 capital | 1,072.8 | 1,106.5 | 33.6 | 258.5 | 277.0 | 18.4 | 107.6 | 113.0 | 5.3 |
| Tier 2 capital | 563.1 | 540.9 | (22.2) | 177.2 | 177.2 | (0.0) | 75.6 | 69.2 | (6.4) |
| Deductions | 41.2 | 40.2 | (1.0) | 10.6 | 10.2 | (0.3) | 0.8 | 0.8 | (0.0) |
| Risk weighted assets | 14,454.1 | 13,660.5 | (793.6) | 3,831.8 | 3,668.1 | (163.6) | 1,701.9 | 1,411.5 | (290.3) |
| Credit risk assets | 13,636.0 | 12,905.3 | (730.6) | 3,561.1 | 3,403.0 | (158.0) | 1,590.0 | 1,306.6 | (283.4) |
| Operational risk assets | 818.0 | 755.1 | (62.9) | 270.6 | 265.1 | (5.5) | 111.8 | 104.9 | (6.9) |

[^7]Quality of Loan Asset (Total of Group Banks)


## Securities (RHD Consolidated) : Net unrealized gains/loss, Stockholdings

Net unrealized gain (loss) on non-trading marketable securities available for sale

■ Net unrealized gain: Y92.8 bn
■ Floating-rate JGB consistently marked to market prices

- Net unrealized loss on floating-rate JGB : Y6.5 bn
- [Reference]

Net unrealized gain based on theoretical prices computed for an administrative purpose: Y10.7 bn
■ Net unrealized gain (loss)


Ratio of stockholdings to total assets
■ Break-even Nikkei Average : Approx. 7,200 yen
■ $\quad \beta$ vis-à-vis Nikkei Average : Approx. 0.8

- Stockholdings (acquisition cost) to total assets: 0.83\%
- Historical Stockholdings to total assets


■ Stockholdings (Resona)
= Ratio to Total Assets (Resona)

- Ratio to Total Assets (Avg. of megabank groups)


## Trend of Loan and Deposit Balance (Total of Group Banks)



Trend of Housing Loan

*1. Based on figures compiled for internal administrative purposes (including Flat 35)
2. Ratio of housing loans extended to purchase existing homes to total housing loans originated and guaranteed by Resona Guarantee

## Trend of Major Fee Businesses



[^8]
## "Retail x Trust": Asset Transfer Business


(Jointly Managed Designated Money Trusts)


Amount entrusted as of Mar.31, 2011:
(Y billion)
Approx. Y6.0 billion

## Estate division*2

Estate newly entrusted for division in FY2010: Approx. Y40.0 billion


## Trusts for Transfer of Own Company Stocks*3

Principal amount entrusted as of Mar.31, 2011:
(Y billion)
Approx. Y2.0 billion

Trend of Corporate Banking Business (Total of 3 Group Banks)


- Reduced JPY 743.3 bn on a cumulative basis for the past 8 years through reduction of systems expense and rationalization measures such as elimination and consolidation of overlapping branches, etc.
- Strictly controlled personnel expenses including the cost associated with hiring temporary staffs


[^9]
## Risk Volume Relative to Capital (End of March 2011)

■ 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.


> Assess "level of capital adequacy" based on the capital adequacy ratio management and comprehensive risk management

Assumptions for measuring the VaR
■ Confidence Interval: 99\%

* " $99.9 \%$ " confidence level is used as a supplementary assumption for a stress test.

■ Holding period
Credit risk: 1 year
Market risk: 10 days to 1 year depending on the nature of assets

Operational risk: 1 year

Note: Tier 1 and Tier 2 amounts are after certain adjustments.

## Sophistication in ALM Interest Rate Risk Management:

Introduction of Internal Model to Measure Core Liquidity Deposits

Reassess the value of liquidity deposits


More sophisticated ALM interest rate risk management

Methods to measure core liquidity deposits
Before implementation of internal model < Standardized method>
(FSA's bank supervision guideline)

- Introduced the idea of core liquidity deposits in FY2007
- Balance: the smallest of the following

1. Lowest balance for the past 5 years
2. Current balance less maximum annual outflow observed in the past 5 years
3. Current balance $\times 50 \%$

- Maturity allocated evenly over 5 years (2.5 years on average)


## Internal model

■ RB and SR adopted in Apr.2010, KO in Oct. 2010

- Rationally modeled depositors' behaviors to grasp how much can be regarded as core liquidity deposits
- Maturity allocated evenly over 10 years ( 5 years on average)
- Longer maturity applicable to core liquidity deposits (from 2.5 years to 5.0 years on average) enables the banks to take longer-term interest rate risk


## Securities Portfolio

■ Net unrealized gains on marketable available-for-sale securities (RHD consolidated basis) as of the end of March 2011 amounted to Y92.8 bn


Bond Portfolio

| [Balance of Securities Held (Total of group banks)] |  |  |  |  |  |  |  | (Ybn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Within 1 year | $\begin{aligned} & 1 \text { to } 3 \\ & \text { years } \end{aligned}$ | $\begin{aligned} & 3 \text { to } 5 \\ & \text { years } \end{aligned}$ | $\begin{aligned} & 5 \text { to } 7 \\ & \text { years } \end{aligned}$ | 7 to 10 years | Over 10 years | $\begin{array}{\|c\|} \hline \text { No } \\ \text { designated } \\ \text { term } \end{array}$ | Total |
| JGB | 2,558.7 | 1,248.7 | 2,241.1 | 520.9 | 1,098.7 | 3.0 |  | 7,671.1 |
| Japanese local gov. bonds | 12.4 | 56.7 | 117.0 | 77.6 | 195.9 | - |  | 459.8 |
| Japanese corporate bonds | 187.7 | 318.6 | 401.9 | 110.1 | 6.3 | 22.3 | 0.0 | 1,047.2 |
| Stocks | - | - | - | - | - | - | 538.5 | 538.5 |
| Other | 14.5 | 54.3 | 31.1 | 8.6 | 2.1 | 20.2 | 48.9 | 180.0 |
| Foreign securities | 10.2 | 42.4 | 19.4 | 2.1 | 1.5 | 20.2 | 8.3 | 104.4 |
| <Foreign bonds> | 10.2 | 42.4 | 19.4 | 2.1 | 1.5 | 20.2 |  | 96.0 |
| <Foreign stocks> | - | - |  | - | - |  | 8.3 | 8.3 |
| Other | 4.2 | 11.8 | 11.7 | 6.5 | 0.6 | - | 40.5 | 75.5 |
| Total | 2,773.4 | 1,678.5 | 2,791.3 | 717.3 | 1,303.1 | 45.6 | 587.4 | 9,896.8 |

[Net unrealized gains/(losses) on bonds(RHD Consolidated Basis)]

|  | Sep. '08 | Mar. '09 | Sep. '09 | Mar. '10 | Sep. '10 | Mar. '11 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| JGB | $(57.5)$ | $(54.2)$ | $(4.2)$ | 2.2 | 24.0 | $(0.7)$ |
| Other* | $(18.6)$ | $(8.2)$ | 8.6 | 13.1 | 25.2 | 6.0 |
| Total | $(76.1)$ | $(62.4)$ | 4.4 | 15.3 | 49.2 | 5.3 |

*"Other"incudes local government bonds, corporate bonds and foregin bonds, etc.

|  | Sep. '08 | Mar. '09 | Sep. '09 | Mar. '10 | Sep. '10 | Mar. '11 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| $10-$ year JGB yield | $1.460 \%$ | $1.350 \%$ | $1.290 \%$ | $1.390 \%$ | $0.930 \%$ | $1.250 \%$ |

[Domestic Bond duration (Banking Account)]

|  | Sep. '08 | Mar. '09 | Sep. '09 | Mar. '10 | Sep. '10 | Mar. '11 |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Resona Group | 1.6 | 2.0 | 2.3 | 2.3 | 2.5 | 2.9 |
| Resona Bank | 1.5 | 1.9 | 2.5 | 2.4 | 2.5 | 3.4 |

[Basis Point Value (BPV, Domestic Bonds) (Ybn)

|  | Sep. '08 | Mar. '09 | Sep. '09 | Mar. '10 | Sep. '10 | Mar. '11 |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Resona Group | $(0.97)$ | $(1.31)$ | $(1.48)$ | $(1.73)$ | $(1.93)$ | $(2.31)$ |
| Resona Bank | $(0.47)$ | $(0.74)$ | $(0.82)$ | $(0.96)$ | $(0.95)$ | $(1.37)$ |

[Break-even Nikkei Average Points]

|  | Sep. '08 | Mar. '09 | Sep. '09 | Mar. '10 | Sep. '10 | Mar. '11 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Resona Group | 7,500 | 7,000 | 7,000 | 7,300 | 7,600 | 7,200 |

Book value of stocks sold outright FY2010 (Act): Y9.6 bn (total of group banks)

## Stocks Held by Industry (End of March 2011, RB)



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

Loans and Bills Discounted
[End of March 2010]

|  | Within 6M 6 to 12M | 1 to 3Y | Over 3Y | Total |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Fixed rate | $1.9 \%$ | $1.7 \%$ | $4.7 \%$ | $7.9 \%$ | $16.1 \%$ |
| Prime rate-based | $49.3 \%$ | $0.5 \%$ | $0.0 \%$ | $0.0 \%$ | $49.8 \%$ |
| Market rate-based | $25.7 \%$ | $2.2 \%$ | $3.6 \%$ | $2.6 \%$ | $34.1 \%$ |
| Total | $76.8 \%$ | $\mathbf{4 . 4 \%}$ | $8.4 \%$ | $10.4 \%$ | $100.0 \%$ |
| Loans maturing <br> within 1 year | $\mathbf{8 1 . 2 \%}$ |  |  |  |  |

within 1 year
[End of March 2011]

|  | Within 6M 6 to 12M | 1 to 3Y | Over 3Y | Total |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Fixed rate | $1.5 \%$ | $1.4 \%$ | $4.0 \%$ | $6.8 \%$ | $13.7 \%$ |
| Prime rate-based | $50.6 \%$ | $0.4 \%$ | $0.0 \%$ | $0.0 \%$ | $51.0 \%$ |
| Market rate-based | $25.8 \%$ | $3.7 \%$ | $3.4 \%$ | $2.4 \%$ | $35.3 \%$ |
| Total | $\mathbf{7 7 . 9} \%$ | $\mathbf{5 . 5} \%$ | $7.4 \%$ | $9.2 \%$ | $100.0 \%$ |

83.4\%
within 1 year
[Change in FY2010]

|  | Within 6M 6 to 12M | 1 to 3Y | Over 3Y | Total |  |
| :---: | ---: | ---: | ---: | ---: | :---: |
| Fixed rate | $(0.4) \%$ | $(0.3) \%$ | $(0.7) \%$ | $(1.1) \%$ | $(2.5) \%$ |
| Prime rate-based | $1.3 \%$ | $(0.1) \%$ | $0.0 \%$ | $0.0 \%$ | $1.2 \%$ |
| Market rate-based | $0.2 \%$ | $1.5 \%$ | $(0.2) \%$ | $(0.2) \%$ | $1.2 \%$ |
| Total | $\mathbf{1 . 1 \%}$ | $\mathbf{1 . 1 \%}$ | $(0.9) \%$ | $(1.3) \%$ | $0.0 \%$ |
| Loans maturing <br> within 1 year | $\mathbf{2 . 2 \%}$ |  |  |  |  |

[Change in FY2010]

|  | Within 6M | 6 to 12M | 1 to 3Y | Over 3Y | Total |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Liquid deposits | $1.3 \%$ | $0.0 \%$ | $0.1 \%$ | $(0.5) \%$ | $0.9 \%$ |
| Time deposits | $0.1 \%$ | $(0.8) \%$ | $0.2 \%$ | $(0.5) \%$ | $(0.9) \%$ |
| Total | $1.4 \%$ | $(0.8) \%$ | $0.3 \%$ | $(0.9) \%$ | $0.0 \%$ |

## Swap Positions by Remaining Periods (RB)

■ Notional amounts of interest rate swaps by remaining period

| (Billions of Yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End of March 2011 |  |  |  | End of March 2010 |  |  |  |
|  | 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 | 160.0 | 478.3 | 950.0 | 1,588.3 | 173.0 | 381.0 | 1,093.9 | 1,647.9 |
| Receive floating rate/Pay fixed rate | 205.0 | 160.0 | 585.0 | 950.0 | 145.0 | 355.0 | 595.0 | 1,095.0 |
| Net position to receive fixed rate | (45.0) | 318.3 | 365.0 | 638.3 | 28.0 | 26.0 | 498.9 | 552.9 |

## Composition of Loan Portfolio by Base Rates (RB)



* Portfolio composition is computed based on figures compiled for internal administrative purposes.


## Composition of Deposits by Types (RB)

## Corporate Deposits

[End March 2010]


Individual Deposits
[End March 2010]

[End September 2010]

[End March 2011]

[End September 2010]

[End March 2011]


## Migrations of Borrowers (1H of FY2010, RB)

Exposure amount basis (Migration during the 1H of FY2010)

|  |  | End of September 2010 |  |  |  |  |  |  |  |  | Upward Migration | Downward Migration |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Normal | Other Watch | Special Attention | Doubtful | Quasi- <br> Bankrupt | Bankrupt | Other | Collection, Repayments | Assignments, Sale Sale |  |  |
|  | Normal | 97.2\% | 2.1\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% | 0.4\% | 0.4\% | 0.0\% | - | 2.4\% |
|  | Other Watch | 10.4\% | 81.0\% | 1.4\% | 3.1\% | 0.3\% | 0.3\% | 3.4\% | 3.4\% | 0.0\% | 10.4\% | 5.1\% |
| $\begin{aligned} & 0 \\ & 0 \\ & 3 \end{aligned}$ | Special Attention | 0.6\% | 6.2\% | 78.0\% | 11.1\% | 1.3\% | 0.2\% | 2.6\% | 2.6\% | 0.0\% | 6.8\% | 12.6\% |
| $\stackrel{\bigcirc}{3}$ | Doubtful | 1.0\% | 5.5\% | 1.2\% | 76.3\% | 8.3\% | 3.4\% | 4.4\% | 4.4\% | 0.0\% | 7.6\% | 11.7\% |
| $\stackrel{\rightharpoonup}{\circ}$ | QuasiBankrupt | 0.0\% | 0.1\% | 0.1\% | 0.7\% | 89.2\% | 3.8\% | 6.2\% | 2.9\% | 3.2\% | 0.9\% | 3.8\% |
|  | Bankrupt | 0.0\% | 0.0\% | 0.0\% | 0.9\% | 0.0\% | 92.1\% | 7.1\% | 1.4\% | 5.6\% | 0.9\% |  |

1. Above table shows how a borrower belonging to a particular borrower category as of the end of March 2010 migrated to a new category as of the end of September 2010
2. Percentage points are calculated based on the exposure amounts as of the end of March 2010. (New loans extended, loans partially collected or written-off during the period are not taken into account.)
3. "Other" as of the end of September 2010 refers to those exposures removed from the balance sheet due to collection, repayments, assignments or sale of claims.

## Migrations of Borrowers (2H of FY2010, RB)

Exposure amount basis (Migration during the 2H of FY2010)


1. Above table shows how a borrower belonging to a particular borrower category as of the end of September 2010 migrated to a new category as of the end of March 2011
2. Percentage points are calculated based on exposure amounts as of the end of September 2010. (New loans extended, loans partially collected or written-off during the period are not taken into account.)
3. "Other" as of the end of March 2011 refers to those exposures removed from the balance sheet due to collection, repayments, assignments or sale of claims.

## Distributable Profits and Dividend Policy



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



List of Preferred Shares Issued by RHD

| [As of August 31, 2011] |  | Public Fund |  |  | Private Fund |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Class C Preferred Shares | Class F Preferred Shares | Class 3 Preferred Shares | Class 4 Preferred Shares | Class 5 Preferred Shares | Class 6 Preferred Shares |
| Distinction between public and private funds |  | Public Fund | Public Fund | Public Fund | Private Fund | Private Fund | Private Fund |
| Original issuer and name of securities |  | Kinki Osaka Bank Series 1 | Asahi Bank Series 2 Class 2 | Resona Bank Class 3 Series 1 | Resona Holdings Class 4 | Resona Holdings Class 5 | Resona Holdings Class 6 |
| Original issue date |  | 4/26/2001 | 3/31/1999 | 7/1/2003 | 8/31/2006 | 8/28/2007 | 12/8/2009 |
| Current number of shares |  | 12,000,000 shares | 8,000,000 shares | 225,000,000 shares | 2,520,000 shares | 4,000,000 shares | 3,000,000 shares |
| Issue price per share |  | JPY 5,000 | JPY 12,500 | JPY 2,000 | JPY 25,000 | JPY 25,000 | JPY 25,000 |
| Total issue amount remaining at present |  | JPY 60.0 Billion | JPY 100.0 Billion | JPY 450.0 Billion | JPY 63.0 Billion | JPY 100.0 Billion | JPY 75.0 Billion |
| Original total issue amount |  | JPY 60.0 Billion | JPY 100.0 Billion | JPY 550.0 Billion | JPY 63.0 Billion | JPY 100.0 Billion | JPY 75.0 Billion |
| Shareholder |  | RCC | RCC | DIC | Shinkin Trust Bank | Dai-ichi Life | Nippon Life Meiji Yasuda Life Daido Life |
| Preferred dividend | Dividend per share (Jun. 2012) | JPY 68.00 | JPY 185.00 | JPY 21.38 | JPY 992.50 | JPY 918.75 | JPY 1,237.50 |
|  | Total amount of dividend (Jun. 2012) | JPY 816 Million | JPY 1,480 Million | JPY 4,810 Million | JPY 2,501 Million | JPY 3,675 Million | JPY 3,712 Million |
|  | Yield | 1.36\% | 1.48\% | $\begin{gathered} \hline \text { Libor }(1 y)+50 \text { bp } \\ 1.069 \% \end{gathered}$ | 3.97\% | 3.675\% | 4.950\% |
| Acquisition right | Acquisition period | $\begin{gathered} \hline 1 / 1 / 2002 \\ 3 / 31 / 2015 \end{gathered}$ | $\begin{gathered} \hline 7 / 1 / 2003 \\ 11 / 30 / 2014 \end{gathered}$ | $7 / 1 / 2010$ | --- | --- | --- |
|  | Current exchange price | JPY 1,501 | JPY 3,240 | JPY 410 | --- | --- | --- |
|  | Current exchange rate | (3.331) | (3.858) | (4.878) | (---) | (---) | (---) |
| Reset of exchange rate | Date of reset | 1/1 | 7/1 | 5/1 | --- | --- | --- |
|  | Direction of reset | Upward/Downward | Upward/Downward | Upward/Downward | --- | --- | --- |
|  | Cap exchange rate | (3.331) | (3.858) | (12.987) | --- | --- | --- |
|  | Floor exchange rate | --- | --- | --- | --- | --- | --- |
|  | Cap exchange price | --- | --- | --- | --- | --- | --- |
|  | Floor exchange price | JPY 1,501 | JPY 3,240 | JPY 154 | --- | --- | --- |
|  | Start of market price calculation | 45 trading days before | 45 trading days before | 45 trading days before | --- | --- | --- |
|  | Calculation period | 30 trading days | 30 trading days | 30 trading days | --- | --- | --- |
| Acquisition clause | Date of mandatory exchange | 4/1/2015 | 12/1/2014 | Mandatory exchange not applicable | Mandatory exchange not applicable Acquistion clause exercisable under certain conditions at the issur's option after seven years affter issue date | Mandatory exchange not applicable Acquistion clause exercisable under certain conditions at the issur's option atter seven years aftter issue date | Mandatory exchange not applicable <br> Acquisition clause exercisable under certain conditions at the issuer's option after seven years after issue date |
|  | 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 | --- | --- | --- | --- |

## Business Revitalization Plan: Earnings Plan

| (Total of Group Banks) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Billions of Yen) | FY 2009 | FY 2010 | FY 2011 | FY 2012 | FY 2013 |
|  | (Actual) | (Actual) | (Plan) | (Plan) | (Plan) |
| Gross operating profit | 615.2 | 605.7 | 603.0 | 606.0 | 623.0 |
| Trust fees | 28.7 | 25.9 | 25.1 | 26.1 | 28.7 |
| Jointly Operated Designated Money Trust | 4.4 | 0.0 | 3.3 | 3.5 | 4.0 |
| NPL disposal in the trust account | (0.0) | 0.0 |  |  |  |
| Interest income | 578.4 | 541.3 | 539.0 | 555.0 | 604.0 |
| Interest expense | 92.5 | 70.1 | 73.0 | 86.0 | 123.0 |
| Net fees \& commissions | 67.6 | 72.9 | 80.0 | 81.0 | 83.0 |
| Net trading income | 27.4 | 30.1 | 7.2 | 7.9 | 8.7 |
| Other operating income | 5.4 | 5.5 | 24.7 | 22.0 | 21.6 |
| Gains/(losses) on bonds | 19.7 | 31.5 | 2.0 | (2.7) | 0.9 |
| Net operating profit (Before provision to general reserve and NPL disposal in the trust account) | 264.6 | 260.0 | 257.0 | 261.0 | 280.0 |
| Net operating profit | 273.3 | 264.8 | 257.0 | 261.0 | 280.0 |
| Provision to general reserve | (8.6) | (4.7) |  |  |  |
| Expenses | 350.5 | 345.6 | 346.0 | 345.0 | 343.0 |
| Personnel expense | 126.0 | 130.1 | 127.5 | 127.5 | 129.0 |
| Non-personnel expenses | 206.0 | 197.1 | 199.5 | 198.5 | 195.0 |
| Disposal of NPL | 114.6 | 70.4 | 64.0 | 64.0 | 61.0 |
| Net gain/(loss) on stocks | 4.3 | (1.7) | 4.0 | 7.0 | 8.0 |
| Loss on devaluation | 3.1 | 3.3 | 1.5 | 1.5 | 1.5 |
| Ordinary profit*3 | 152.6 | 193.0 | 195.0 | 204.0 | 229.0 |
| Extraordinary gains | 28.9 | 30.4 | 1.0 |  |  |
| Extraordinary losses | 4.9 | 5.7 | 4.0 | 4.0 | 4.0 |
| Income taxes - current | 48.7 | 5.5 | 6.0 | 69.0 | 88.0 |
| Income taxes - deferred | 4.6 | 61.7 | 55.0 | 10.0 |  |
| Net income/(loss) | 123.1 | 150.5 | 131.0 | 121.0 | 137.0 |
| Credit related expenses | 82.1 | 36.8 | 64.0 | 64.0 | 61.0 |


| (Billions of Yen) | FY 2009 | FY 2010 | FY 2011 | FY 2012 | FY 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (Actual) | (Actual) | (Plan) | (Plan) | (Plan) |
| Total assets *1 | 39,336.8 | 39,733.0 | 40,480.0 | 41,050.0 | 41,510.0 |
| Loans and bills discounted | 25,668.3 | 25,262.9 | 25,620.0 | 26,000.0 | 26,390.0 |
| Securities | 8,837.4 | 9,530.3 | 9,970.0 | 10,060.0 | 10,040.0 |
| Trading assets | 467.6 | 422.3 | 500.0 | 500.0 | 500.0 |
| DTA (term-end bal.) | 219.0 | 158.6 | 107.1 | 98.1 | 97.4 |
| Total liabilities*1 | 38,104.7 | 38,394.4 | 38,960.0 | 39,540.0 | 40,000.0 |
| Deposits and NCDs | 33,192.0 | 34,013.3 | 33,550.0 | 34,000.0 | 34,430.0 |
| Trading liabilities | 5.1 | 11.8 | 50.0 | 50.0 | 50.0 |
| DTL (term-end bal.) |  |  |  |  |  |
| DTL for land revaluation (term-end bal.) | 29.8 | 28.2 | 25.9 | 25.3 | 24.5 |
| Net assets*1 | 1,459.9 | 1,567.3 | 1,563.1 | 1,556.2 | 1,572.9 |
| Capital stock | 388.8 | 388.8 | 388.8 | 388.8 | 388.8 |
| Capital reserve | 418.8 | 418.8 | 418.8 | 418.8 | 418.8 |
| Other capital surplus | 113.7 | 113.7 | 113.7 | 113.7 | 113.7 |
| Earned surplus reserve | 20.0 | 20.0 | 20.0 | 20.0 | 20.0 |
| Retained earnings *2 | 381.1 | 508.9 | 493.2 | 484.1 | 501.3 |
| Land revaluation excess | 40.4 | 38.4 | 34.7 | 33.8 | 32.6 |
| Net unrealized gains/(losses) on other securities | 82.8 | 61.6 | 80.3 | 83.4 | 84.1 |

(Management Indicators)

| Yield on interest earning assets (A) | 1.61 | 1.49 | 1.47 | 1.49 | 1.60 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Interest earned on loans and bills discounted | 1.95 | 1.85 | 1.78 | 1.80 | 1.93 |
| Interest on securities | 0.61 | 0.61 | 0.62 | 0.63 | 0.68 |
| Total cost of funding (B) | 1.21 | 1.13 | 1.12 | 1.14 | 1.22 |
| Interest paid on deposits and NCDs (D) | 0.16 | 0.11 | 0.10 | 0.12 | 0.21 |
| Overall interest spread (A) - (B) | 0.39 | 0.36 | 0.34 | 0.35 | 0.38 |
| Cost-to-income ratio (OHR) | 56.98 | 57.06 | 57.37 | 56.93 | 55.05 |

[^10]
## Macro Economic Trend

Reference Material

## 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

| $\%$ | FY2009 <br> Actual | FY2010 <br> Actual | FY2011 <br> Forecast | FY2012 <br> Forecast |
| :--- | :---: | ---: | ---: | ---: |
| GDP | $(2.4)$ | 2.3 | $(0.2)$ | 1.7 |
| Private Consumption | 0.0 | 0.5 | $(0.3)$ | 0.4 |
| Private Non-Resi. Investment | $(2.1)$ | 0.6 | 0.1 | 0.2 |
| Net export | 0.3 | 1.2 | $(1.1)$ | 1.0 |



## Overall Economy in Japan (2)

## Trends in Stability Ratios of Japanese Companies



## Overall Economy in Japan (3)

## Capital investment / Cash flow

Capital Investment / Cash flow ratio

(Source)Ministry of finance, Cabinet Office, Resona Bank

Overall Economy in Japan (4)
Comparison of Debts Held by Private Non-financial Sectors


## Overall Economy in Japan (5)

## Trend of Unemployment Rate



* Excluding three prefectures of Japan (Iwate, Miyagi and Fukushima) from the result of March,2011
(Source) Datastream


## Overall Economy in Japan (6)

## Enterprise Bankruptcy (All Industries)


(Source) Tokyo Shoko Research

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


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

(Number of cases) Total Debt (Y billion)


Japan-US Comparison of Housing Trends (1)


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



## 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 <br> (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

|  | Tokyo Metropolitan Area |  |  |  |  |  | Osaka Metroplitan Area |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 1 m 2 (new supply) (thousands of ven) | Number of units newly supplied | Number of units sold | Contracted rate (\%) | All units left unsold (inventory) | $\begin{gathered} \text { Average price } \\ \text { per unit } \\ \text { (new supply) } \\ \text { (thousands } \\ \text { of yen) } \\ \hline \end{gathered}$ | Selling price per 1 m2 (new supply) (thousands of ven) |
| 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 | 3,528 | 2,492 | 70.6\% | 8,333 | 45,500 | 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 | 46,270 | 665 | 1,247 | 795 | 63.8\% | 5,569 | 33,490 | 456 |
| Aug. 2009 | 1,914 | 1,327 | 69.3\% | 7,037 | 43,140 | 611 | 1,057 | 723 | 68.4\% | 5,354 | 36,190 | 471 |
| Sep. 2009 | 3,063 | 2,263 | 73.9\% | 6,840 | 45,270 | 624 | 1,467 | 893 | 60.9\% | 5,146 | 36,370 | 488 |
| Oct. 2009 | 3,386 | 2,337 | 69.0\% | 6,895 | 46,190 | 662 | 2,003 | 1,249 | 62.4\% | 5,246 | 31,170 | 456 |
| Nov. 2009 | 3,648 | 2,508 | 68.8\% | 6,825 | 46,470 | 694 | 2,088 | 1,272 | 60.9\% | 5,345 | 33,300 | 472 |
| Dec. 2009 | 5,247 | 3,602 | 68.6\% | 7,389 | 45,970 | 639 | 1,765 | 1,301 | 73.7\% | 5,233 | 29,870 | 495 |
| Jan. 2010 | 1,586 | 1,115 | 70.3\% | 6,732 | 41,380 | 606 | 1,505 | 844 | 56.1\% | 5,160 | 36,210 | 504 |
| Feb. 2010 | 2,777 | 1,964 | 70.7\% | 6,416 | 47,720 | 679 | 1,439 | 910 | 63.2\% | 4,996 | 32,640 | 504 |
| Mar. 2010 | 3,685 | 3,053 | 82.8\% | 6,022 | 50,700 | 709 | 1,684 | 1,088 | 64.6\% | 4,878 | 30,910 | 444 |
| Apr. 2010 | 3,214 | 2,568 | 79.9\% | 5,736 | 46,160 | 624 | 1,391 | 1,006 | 72.3\% | 4,579 | 36,280 | 480 |
| May. 2010 | 3,779 | 2,908 | 77.0\% | 5,671 | 46,630 | 663 | 1,763 | 1,340 | 76.0\% | 4,232 | 35,510 | 470 |
| Jun. 2010 | 5,130 | 4,303 | 83.9\% | 5,481 | 46,940 | 641 | 2,449 | 1,884 | 76.9\% | 4,098 | 33,980 | 486 |
| Jul. 2010 | 4,128 | 3,229 | 78.2\% | 5,406 | 47,320 | 670 | 1,908 | 1,339 | 70.2\% | 4,047 | 34,300 | 471 |
| Aug. 2010 | 2,268 | 1,697 | 74.8\% | 5,025 | 44,240 | 663 | 1,684 | 1,267 | 75.2\% | 3,810 | 35,090 | 481 |
| Sep. 2010 | 3,183 | 2,383 | 74.9\% | 4,722 | 50,240 | 709 | 2,111 | 1,460 | 69.2\% | 3,893 | 35,490 | 481 |
| Oct. 2010 | 3,718 | 2,928 | 78.8\% | 4,743 | 45,120 | 663 | 2,045 | 1,459 | 71.3\% | 3,957 | 32,810 | 519 |
| Nov. 2010 | 3,679 | 2,957 | 80.4\% | 4,622 | 48,670 | 684 | 2,055 | 1,454 | 70.8\% | 3,949 | 33,470 | 496 |
| Dec. 2010 | 7,388 | 5,806 | 78.6\% | 5,600 | 47,060 | 653 | 1,682 | 1,190 | 70.7\% | 3,971 | 38,380 | 529 |
| Jan. 2011 | 1,372 | 1,005 | 73.3\% | 5,116 | 42,380 | 604 | 1,301 | 854 | 65.6\% | 3,750 | 34,840 | 478 |
| Feb. 2011 | 3,468 | 2,940 | 84.8\% | 4,725 | 47,170 | 675 | 1,501 | 1,070 | 71.3\% | 3,438 | 35,070 | 481 |
| Mar. 2011 | 3,685 | 2,936 | 79.7\% | 4,716 | 46,740 | 653 | 1,719 | 1,288 | 74.9\% | 3,311 | 33,780 | 497 |
| Apr. 2011 | 2,318 | 1,765 | 76.1\% | 4,535 | 46,630 | 674 | 1,116 | 782 | 70.1\% | 3,130 | 36,720 | 507 |
| May. 2011 | 3,914 | 3,100 | 79.2\% | 4,582 | 47,190 | 672 | 1,780 | 1,381 | 77.6\% | 3,004 | 34,960 | 477 |
| Jun. 2011 | 3,441 | 2,725 | 79.2\% | 4,646 | 45,070 | 628 | 1,888 | 1,414 | 74.9\% | 2,916 | 34,190 | 489 |
| Jul. 2011 | 4,073 | 3,102 | 76.2\% | 4,962 | 45,580 | 637 | 1,560 | 1,171 | 75.1\% | 2,772 | 35,820 | 481 |

## Potential for Housing Loan Market




Source: The Investment Trusts Association, Japan
Data for 2001 through 2010 are as of the end of December.
Data for 2011 are as of the end of July.

The forward-looking statements contained in this presentation may be subject to material change due to the following factors.

These factors may include changes in the level of stock price in Japan, any development and change related to the government's policies, laws, business practices and their interpretation, emergence of new corporate bankruptcies, changes in the economic environment in Japan and abroad and any other factors which are beyond control of the Resona Group.

These forward-looking statements are not intended to provide any guarantees of the Group's future performance. Please also note that the actual performance may differ from these statements.


[^0]:    (1) As of end of March 2011, total of group banks
    (2) Megabank groups:BTMU + MUTB, Mizuho BK+ Mizuho CBK +Mizuho Trust, SMBC Sapporo Hokuyo HD, Kyoto)
    (3) As of FY2010
    (4) Consolidated cost to income ratio = operating expenses / gross operating profit
    (5) MUFG, SMFG, Mizuho FG

[^1]:    *2. Source: Bloomberg
    *4. Active customers as of Mar. 31, 2011 (total of group banks)
    Total population per age group from "Population Estimate" (Ministry of Internal Affairs and Communications)

[^2]:    ${ }^{*}$. Based on figures compiled for internal administrative purposes
    *2. Investment product ratio $=$ balance of investment products sold $/$ balance of investment products sold and deposits held by individuals

[^3]:    Net credit-related expenses / Total credits defined under the Financial Reconstruction Law
    Simple average of the balances at the beginning and end of the year (The same denominator is used for FY2010 and FY2011)

[^4]:    *1. Total annual dividends (preferred dividends + common dividends) / Consolidated net income x 100 (\%)

[^5]:    *1. Domestic operations (Deposits include NCDs) *2. Fees and commission income plus trust fees

[^6]:    *1 RVA: Resona Value Added (Net profit after a deduction of cost on internally allocated capital)
    *2 Profit and loss belonging to loan guarantee subsidiaries are included (RG, DG and KOS).
    *3 Total of 3 banks on a non-consolidated basis plus profit and loss of loan guarantee subsidiaries (RG, DG and KOS).

[^7]:    * Risk weighted assets of Kinki Osaka Bank as of March 31, 2010 is calculated based on the Standardized Approach

[^8]:    * Excluding gains from investments in real estate fund

[^9]:    *1 Adjusted personnel expenses: Personnel expenses including the cost associated with hiring temporary staffs and other related costs Adjusted non-personnel expenses : Non-personnel expenses - Cost associated with hiring temporary staffs and other related costs

[^10]:    *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. Ordinary profit includes gains from recoveries of written-off claims etc. in extraordinary gains.

