

Business Results for 1H of FY2012 and Future Management Direction
- Aiming at Establishing a True Retail Bank Group -



RESONA

November 20, 2012



Resona Holdings, Inc.

CONTENTS

**Outline of Business Results for 1H of FY2012
and Updates on Major Businesses**

Outline of the New Business Revitalization Plan

Direction of Future Capital Policies

[Reference Material]

- 1. In some pages of this material, names of Resona Group companies are shown in the following abbreviated forms:
RHD: Resona Holdings, RB: Resona Bank, SR: Saitama Resona Bank, KO: Kinki Osaka Bank,
Total of Group Banks: Sum of non-consolidated figures for the three banks*
- 2. Negative figures represent items that would reduce net income*

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Outline of Business Results for 1H of FY2012 and Updates on Major Businesses

Outline of the New Business Revitalization Plan

Direction of Future Capital Policies

[Reference Material]

Financial Highlights for 1H of FY2012

Posted Y175.6bn of consolidated net interim income

- Increase of Y47.4bn YoY (+37.0%), surpassing the forecast by Y105.6bn (+150.8%)
- Income taxes: decrease of Y67.8bn YoY
 - Effect of the change in applicable clause relating to recoverability of DTA: +Y90.1 bn
- Income before income taxes and minority interests: decrease of Y20.3bn YoY (-13.1%)
 - Primarily due to an absence of special dividend on trust beneficiary right (one-off item in 1H FY2011): (Y13.4bn) YoY, and a decrease in net gains on stocks: (Y17.9bn) YoY
 - Contrary, net credit-related expenses decreased by Y12.1bn YoY

Actual net operating profit (total of 3 group banks): almost flat YoY excluding a one-off item, outperforming the forecast

- Decrease of Y15.6bn YoY(-11.2%), but surpassing the forecast by Y7.7bn (+6.6%)
- Decrease of Y2.1bn (-1.5%) YoY, excluding a one-off item
 - Consolidated loan balance has hit the bottom and started increasing (+Y370 bn YoY)
 - Robust growth in sale of insurance products (around 50% increase YoY)
 - Entire top-line income was assisted by steadily augmented net gains on bonds (increase of Y4.4bn YoY)
 - Efforts to reduce non-personnel expenses => Operating expenses down Y3.6bn YoY and Y3.7bn from the forecast

Maintained financial soundness (Total of group banks as of Sep. 30, 2012)

- NPL ratio at 2.30%, kept at a low level
- Maintained Y111.9bn of net unrealized gain on available-for-sale securities
- Balance of stockholdings*: Y319.7bn with a ratio to consolidated Tier1 standing at 17.8%

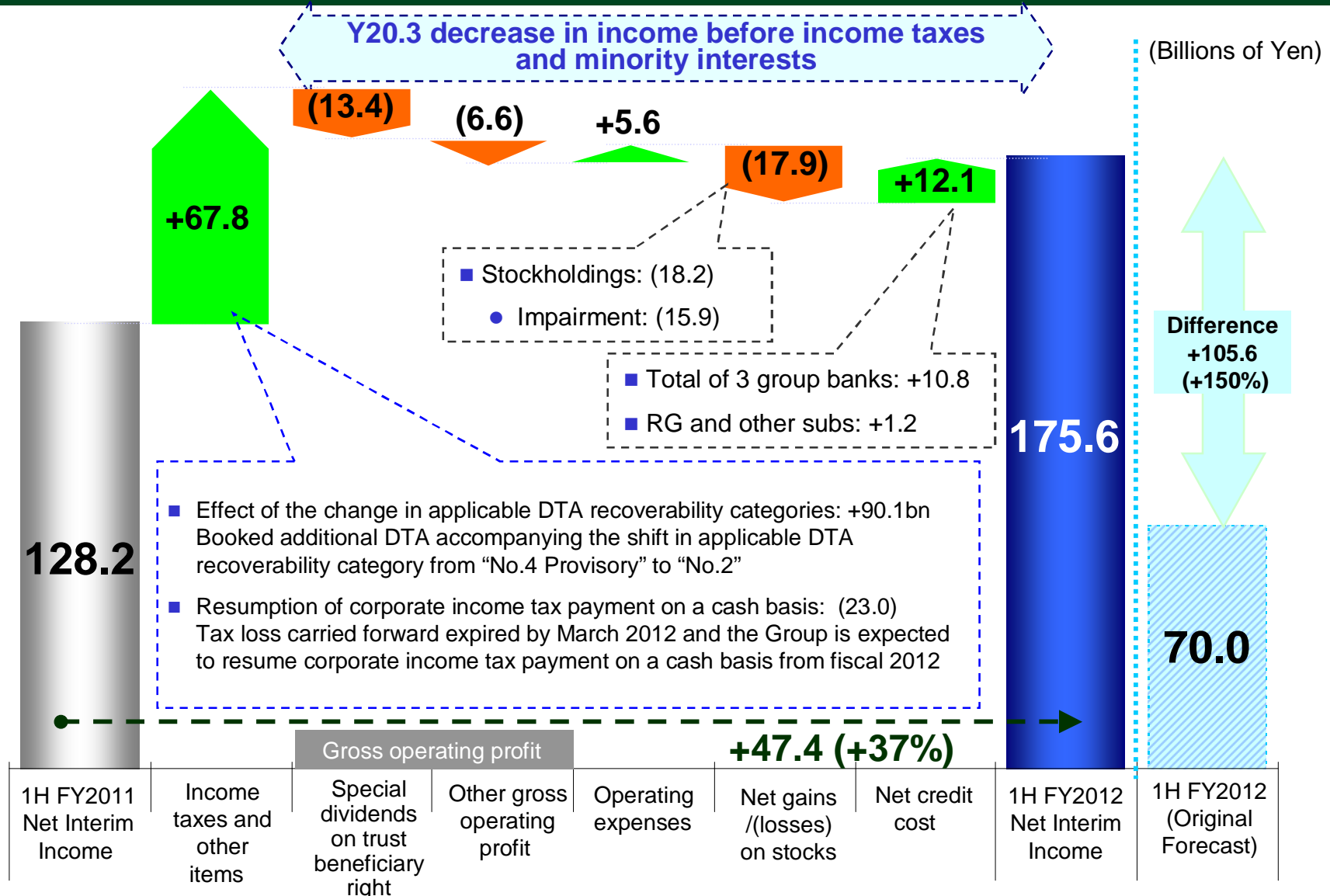
Maintained capital adequacy ratio at an appropriate level (Consolidated basis as of Sep. 30, 2012)

- Capital adequacy ratio (provisional): 14.15%, Tier 1 ratio (provisional): 10.33%

* At cost, excluding stocks of subsidiaries and affiliated companies and unlisted stocks

Factors Accounting for the Change in Consolidated Net Interim Income

Y47.4bn increase in consolidated net interim income compared with the same period last year



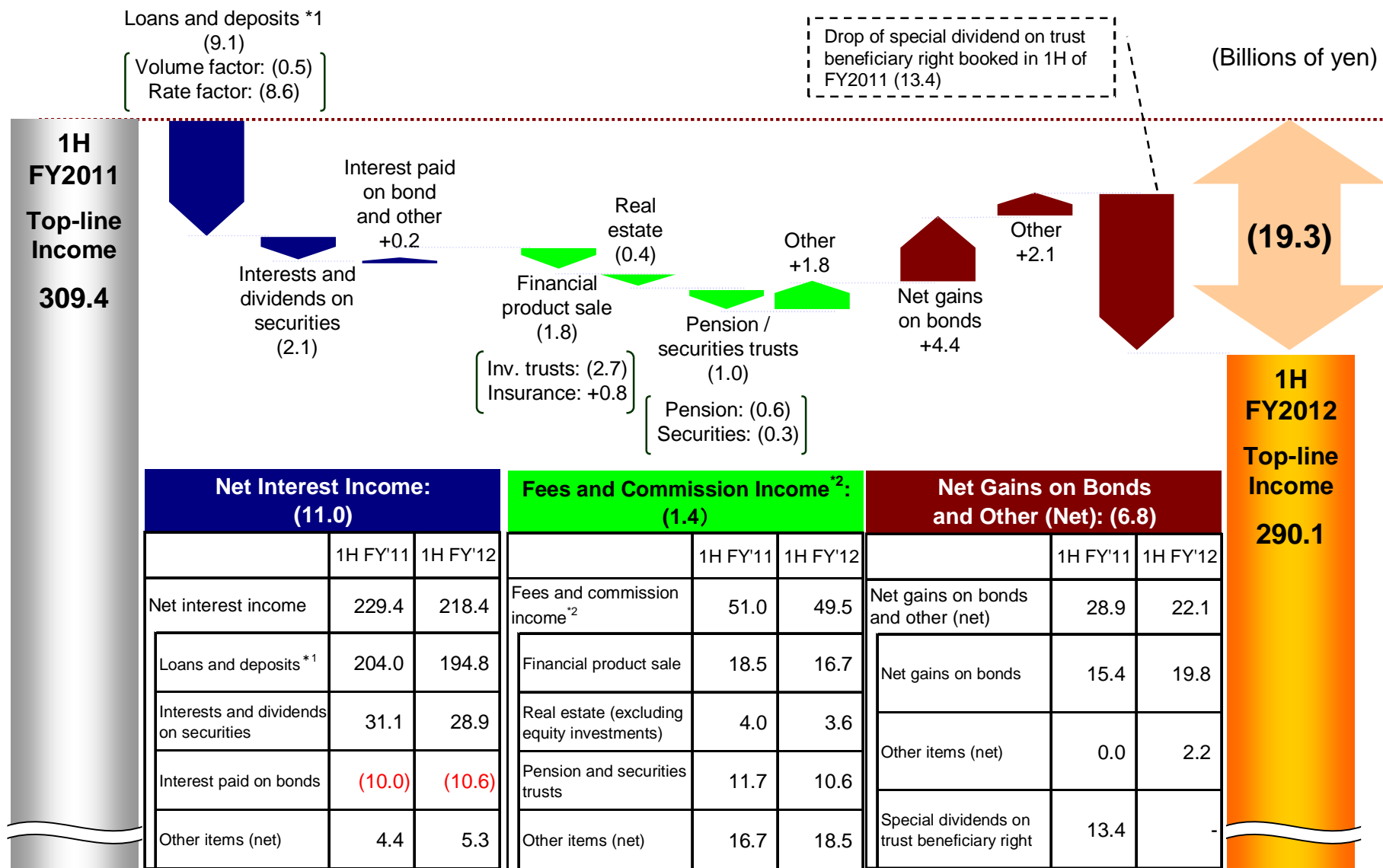
Outline of Financial Results for 1H of FY2012

(Billions of Yen)

	Resona Holdings (Consolidated)		Difference (A)-(B)	Total of 3 group banks (Non-consolidated)			Factors accounting for the difference(A)-(B) (Approx. figures) RC: Resona Card RG: Resona Guarantee		
	(A)	YoY change		(B)	YoY change	Resona			
Gross operating profit	317.7	(20.1)	+27.6	290.1	(19.3)	193.0	70.9	26.1	
Net interest income	223.0	(11.3)	+4.6	218.4	(11.0)	135.2	61.8	21.2	RC 1.8 bn and other
Income from loans and deposits				194.8	(9.1)	122.0	53.4	19.4	Domestic operations: Banking account, deposits include NCDs
Trust fees	10.6	(1.6)	(0.0)	10.6	(1.6)	10.6	-	-	
Fees and commission income	61.3	(0.5)	+22.4	38.9	+0.1	27.8	7.7	3.3	RG 14.5 bn, RC 7.2 bn and other
Other operating income	22.6	(6.6)	+0.5	22.1	(6.8)	19.2	1.3	1.4	
Actual net operating profit				123.7	(15.6)	84.2	33.1	6.3	Actual net operating profit: net operating profit before NPL disposal in the trust account and before provision to general reserve for possible loan losses
Operating expenses (including non-recurring items)	(175.8)	+5.6	(8.8)	(166.9)	+4.8	(108.0)	(38.5)	(20.3)	RC (5.8) bn, RG (1.6) bn and other
Net gains/(losses) on stocks	(17.6)	(17.9)	+0.2	(17.8)	(18.2)	(17.0)	0.0	(0.8)	
Credit related expenses, net	5.3	+12.1	(5.9)	11.2	+10.8	13.0	1.0	(2.8)	RG (2.6) bn, RC (1.7) bn and other
Other gains/(losses), net	5.1	(0.0)	+0.5	4.5	+0.2	4.5	0.3	(0.3)	
Income before income taxes	134.7	(20.3)	+13.6	121.1	(21.5)	85.4	33.9	1.7	
Income taxes and other	40.9	+67.8	+1.3	39.5	+59.9	49.4	(9.0)	(0.9)	Minority interests in net income (1.2) bn, Income tax of RHD and other 2.6 bn
Net interim income	175.6	+47.4	+14.9	160.6	+38.4	134.9	24.9	0.8	

Top-line Income for 1H of FY2012 Compared with 1H of FY2011 (Total of Group Banks)

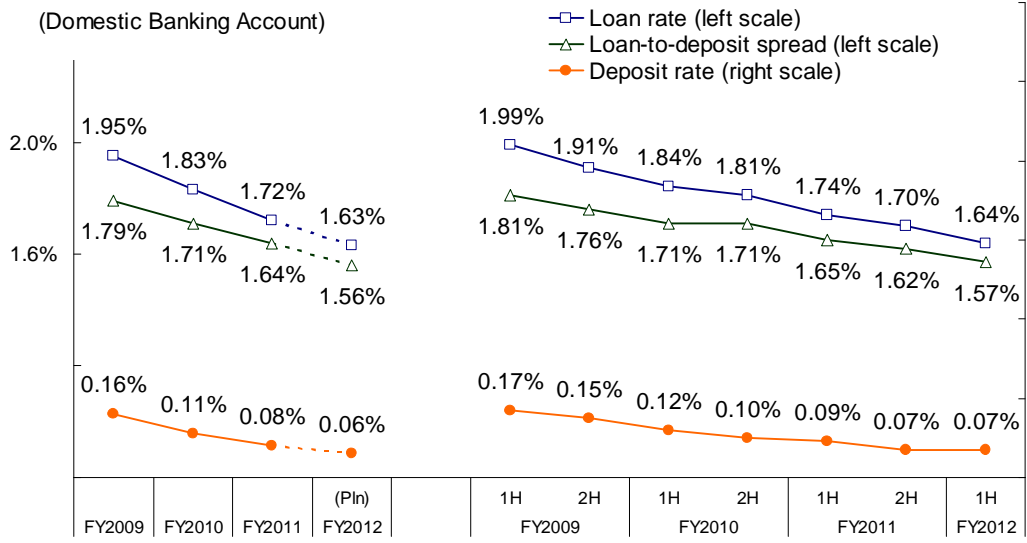
Top-line income fell by ¥5.8 bn excluding the one-off gain registered in 1H of FY2011



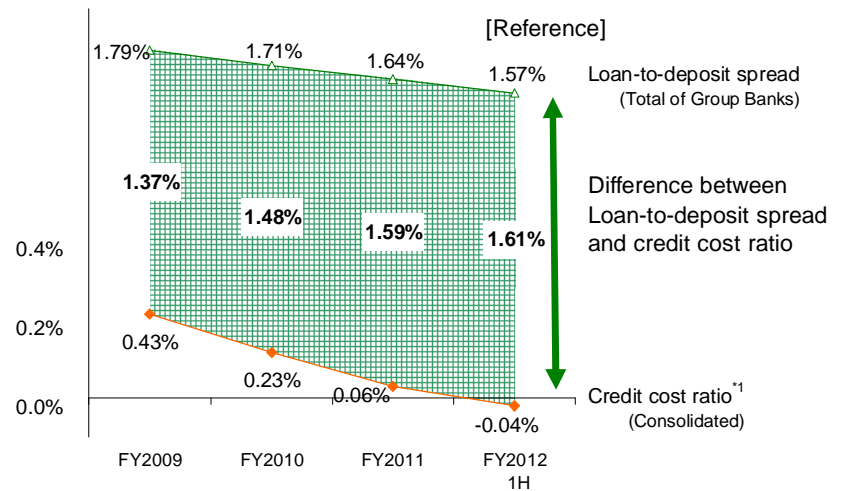
*1. Domestic operations (Deposits include NCDs) *2. Fees and commission income plus trust fees

Trend of Loan and Deposit (Total of Group Banks)

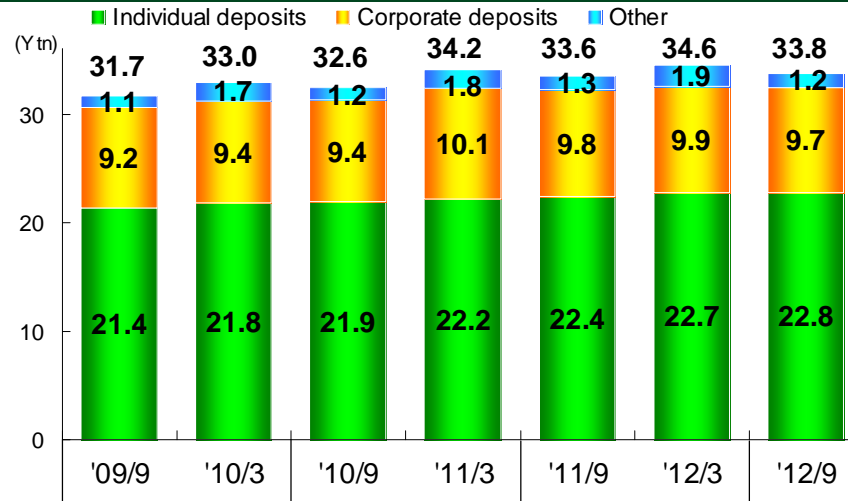
Trend of loan and deposit rates and spread



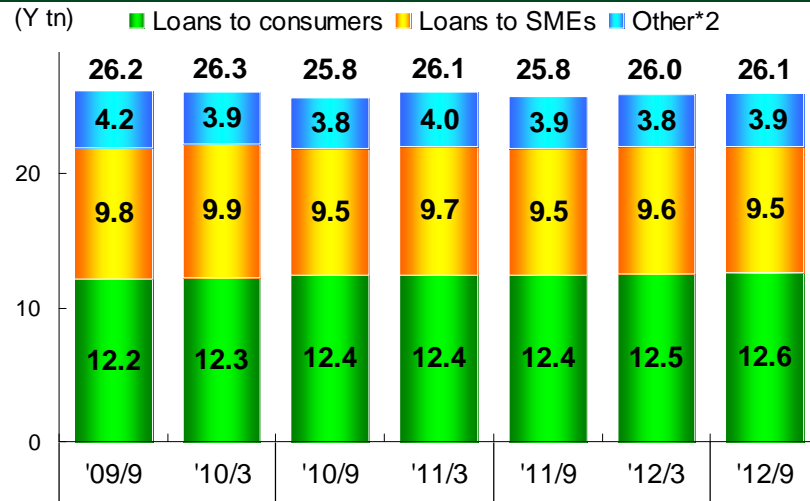
[Trend of LD spread after credit cost]



Trend of term-end deposit balance



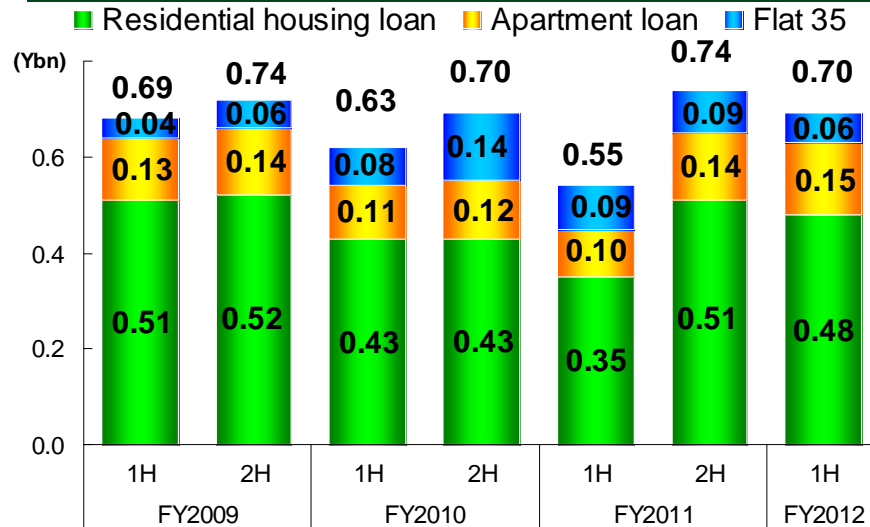
Trend of term-end loan balance



*1. Credit cost / (loans + acceptances and guarantees), Simple average of the balance at the beginning and end of the year, Annual basis
 *2. Include the loan extended to Resona Holdings (Y0.27 trillion as of 2011/3 and 2011/9, Y0.24 trillion as of 2012/3 and 2012/9)

Trend of Housing Loans (Total of Group Banks)

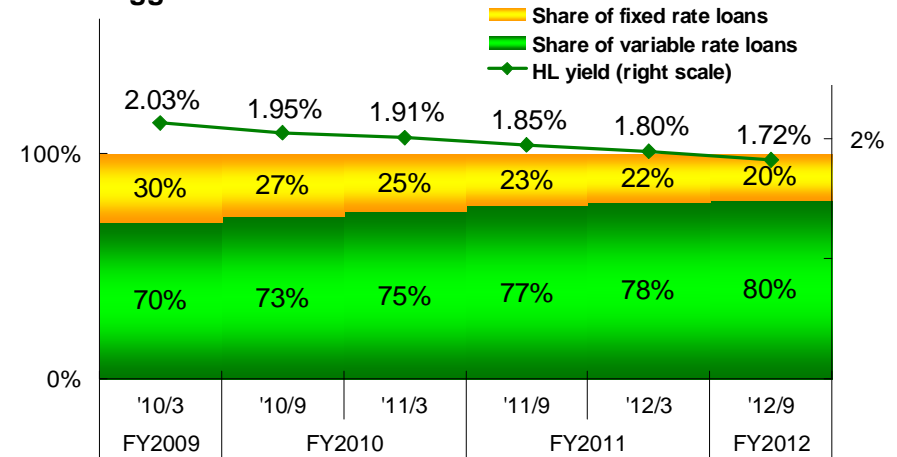
Trend of housing loan origination



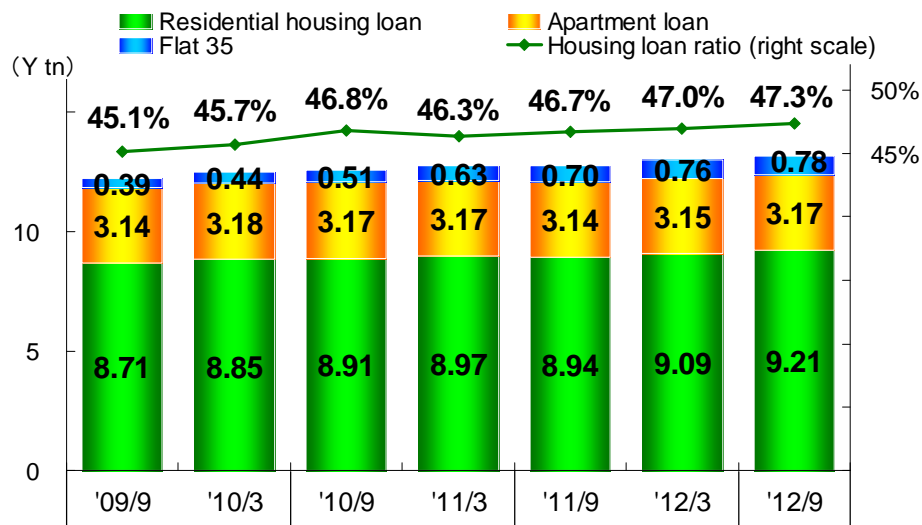
Trend of HL yield and composition by interest rate type

Increase in variable rate loans

⇒ Bigger room for income upside when policy rate rises

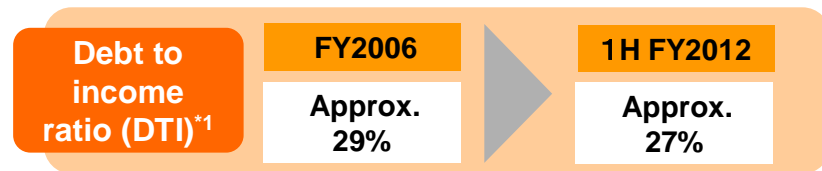


Term-end balance of housing loans

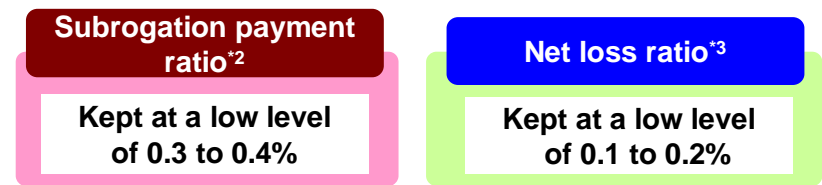


Indices to measure soundness

Maintained soundness by adopting stringent screening criteria



*1. Principal repayment and interests in a year / Pre-tax annual income (%)

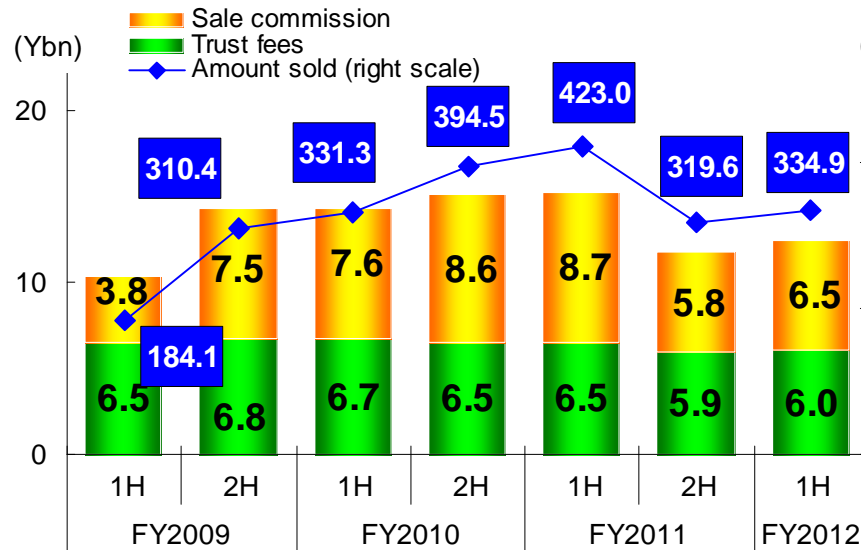


*2. Rate of subrogation repayment by loan guarantee subsidiaries

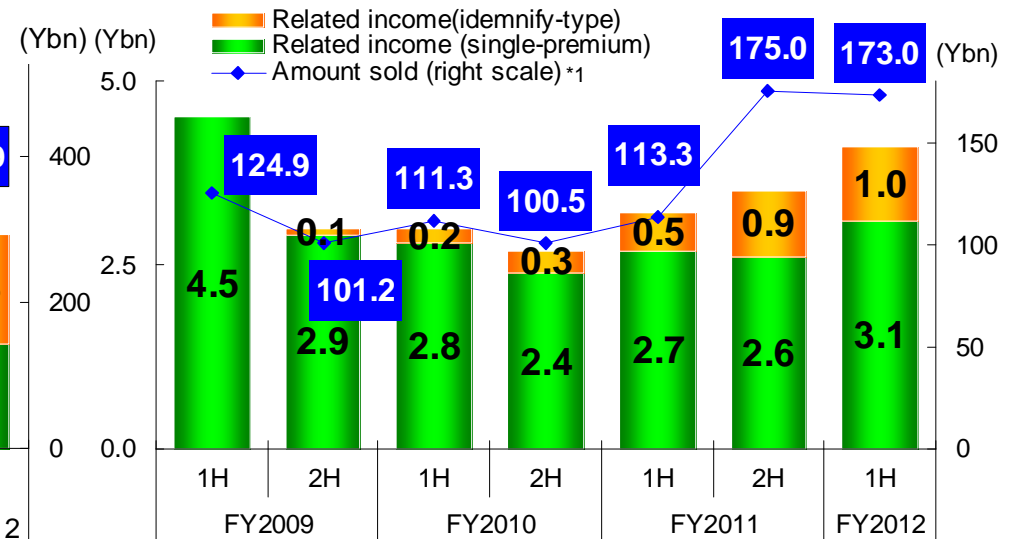
*3. Subrogation ratio x (1 - collection rate after subrogation)

Trend of Major Fee Businesses

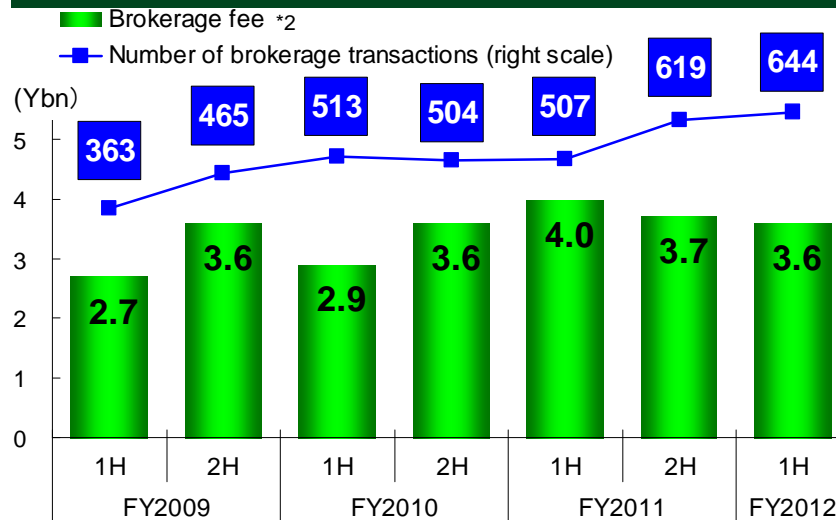
Investment Trust (Total of Group Banks)



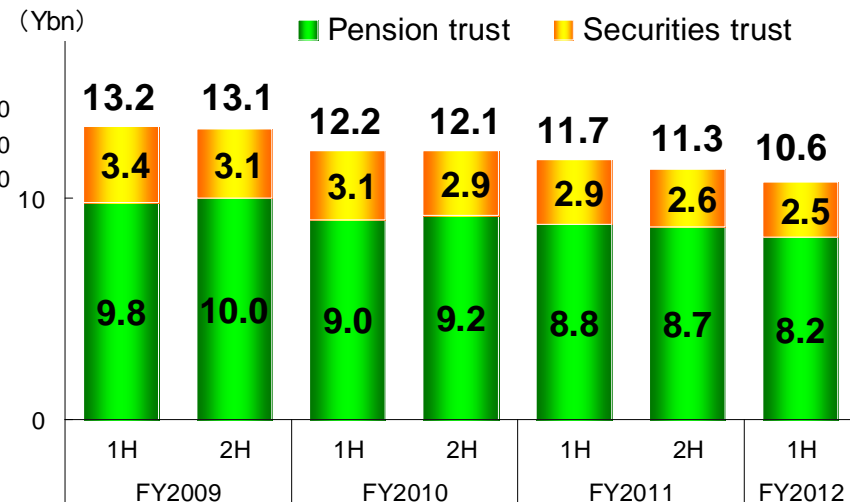
Insurance (Total of Group Banks)



Real Estate Business (RB)



Pension and Securities Trust Business (RB)



*1. Excluding amount of indemnity-type insurance sold by KO

*2. Excluding gains from investments in real estate fund

Credit Costs and NPL

Trend of credit costs

(Y bn)							
	FY2009		FY2010		FY2011		FY2012
	1H	2H	1H	2H	1H	2H	1H
Total of group banks (A)							
General reserve	(9.5)	18.8	11.5	(5.8)	22.0	27.3	20.4
Specific reserve and other items	(41.7)	(49.5)	(29.6)	(12.8)	(21.5)	(32.2)	(9.1)
New bankruptcy, downward migration	(56.3)	(59.2)	(39.1)	(27.9)	(27.4)	(28.3)	(28.2)
Other	14.6	9.7	9.4	15.0	5.8	(3.9)	19.1
Net credit cost	(51.3)	(30.7)	(18.1)	(18.6)	0.4	(4.8)	11.2
RHD consolidated (B)							
Net credit cost	(68.7)	(45.8)	(32.2)	(29.2)	(6.7)	(7.0)	5.3
Difference (B) - (A)							
of which,							
HL guarantee subsidiaries	(10.7)	(13.2)	(11.8)	(8.3)	(5.0)	(0.9)	(2.6)
Resona Card	(3.7)	(3.7)	(3.2)	(2.5)	(2.2)	(1.1)	(1.7)

<Credit cost ratio>

(bps)

Total of group banks * ¹	37.5	22.6	13.5	13.9	(0.3)	3.6	(8.3)
RHD consolidated * ²	50.5	33.9	24.1	22.0	5.1	5.3	(4.0)

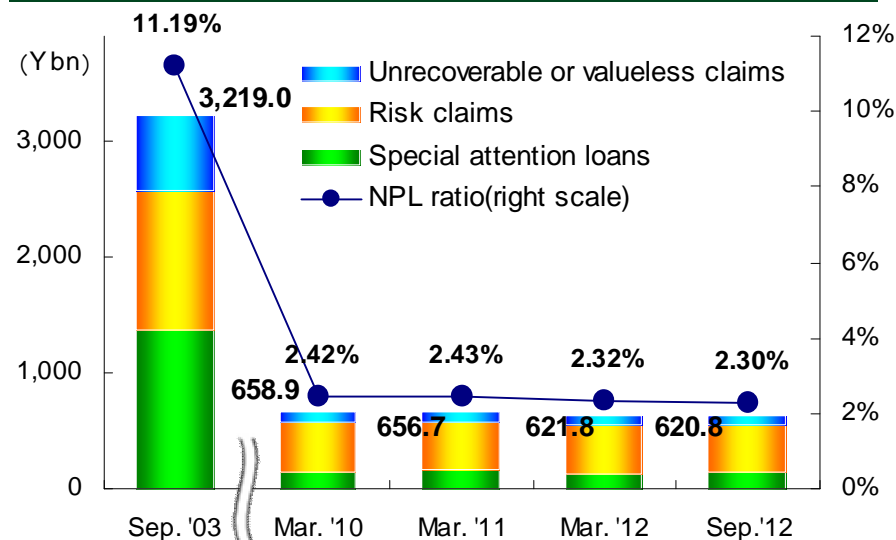
*1.Credit cost/total credits defined under the Financial Reconstruction Law

(Simple average of the balances at the beginning and end of the year, Annual basis)

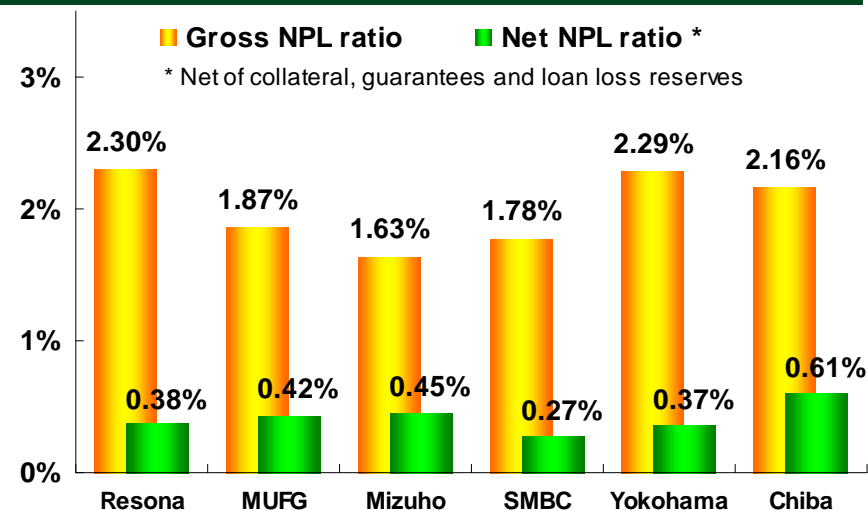
*2.Credit cost/(Loans and bills discounted + acceptances and guarantees)

(Simple average of the balances at the beginning and end of the year, Annual basis)

NPL balance and NPL ratio

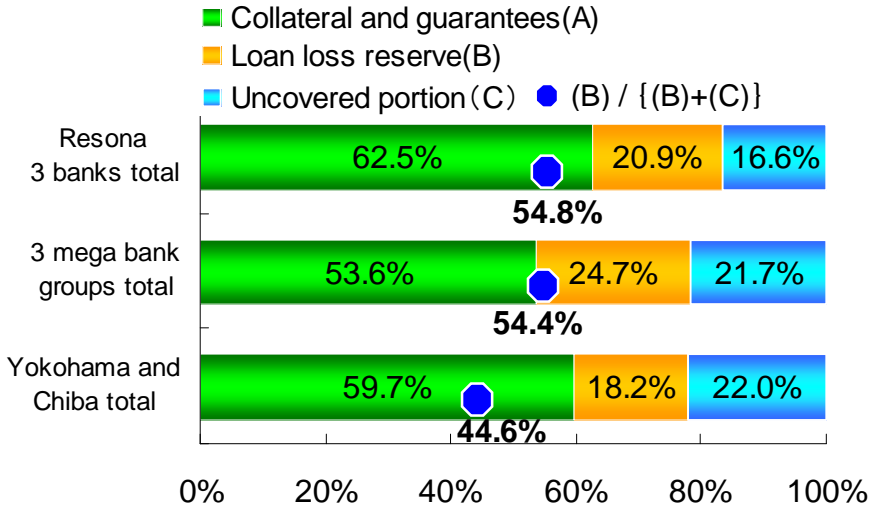


Comparison: Gross and net NPL ratio

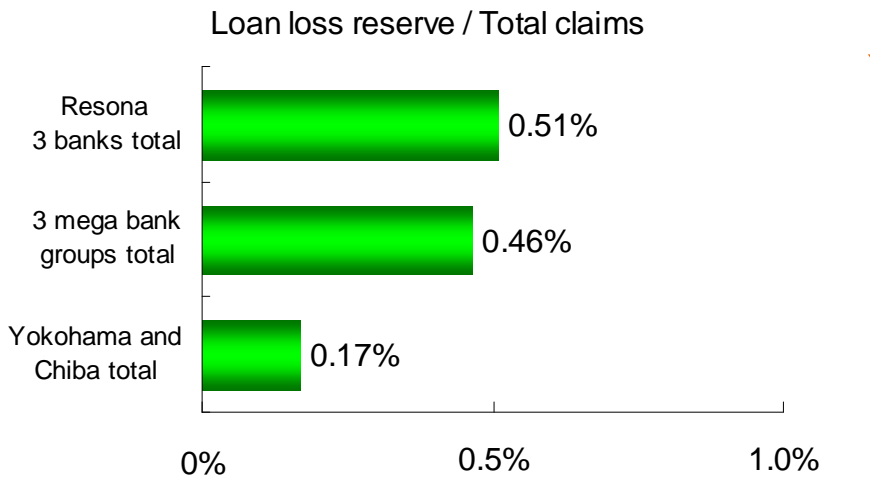


Measures to Enhance Financial Soundness

Protection against disclosed NPL



Ratio of loan loss reserve to normal claims



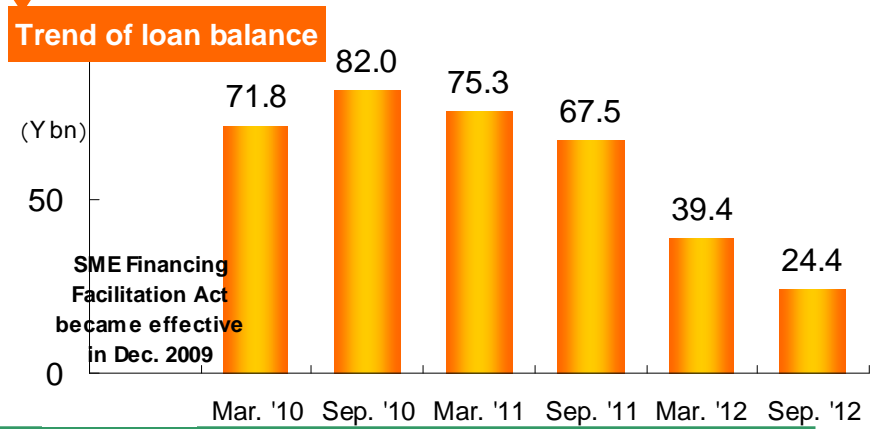
Responses to obligors requiring assistance for business turnaround

- Responses to obligors who already formulated or are preparing a "feasible" and "drastic" turnaround plan
 - Specialized division examines and approves such a plan
 - Monitor progress of the plan every three months and determine an obligor category

	Obligor classification	Criteria for providing loan loss reserves	Coverage ratio
Obligor classification	Other watch	Other watch	Approx. 50%
Obligor classification	Other watch	Special attention	Approx. 60%

(Coverage ratio against all "special attention" obligors: 58.59%)

- Treatment of obligors who are preparing a turnaround plan
 - Under the SME Financing Facilitation Act (Dec 2009), the exposures to such obligors are treated as "normal" loans
 - However, loan loss reserves are provided based on the same criteria being applied to "special attention" obligors



Securities Portfolio (1) (RHD Consolidated)

Securities portfolio with reduced downside risks

Trend of Securities Portfolio

	Mar.'03	Mar.'07	(Y bn)		
	Mar.'11	Mar.'12	Sep.'12		
Available-for-sale securities ^{*1}	6,005.1	6,396.5	8,153.4	9,158.7	8,256.8
Stocks (1)	1,319.0	390.4	351.8	342.5	320.2
Bonds	4,433.0	4,951.7	7,530.0	8,451.0	7,548.0
JGBs	3,811.0	3,927.6	6,337.8	7,393.3	6,404.3
Average duration (years)		1.2	2.1	2.4	2.6
Local government bonds	159.8	311.5	150.4	183.5	201.4
Corporate bonds	462.2	712.5	1,041.7	874.1	942.3
Other (2)	253.0	1,054.4	271.5	365.1	388.5
Foreign securities	112.6	244.0	98.6	237.6	245.3
Unrealized gains/(losses)	(25.8)	432.9	92.8	131.9	112.2
Bonds held to maturity ^{*2} (3)	2.5	148.4	1,667.9	2,060.6	2,181.2
Unrealized gains/(losses)	0.0	(0.3)	24.5	49.6	66.0

*1. Acquisition cost basis

*2. Balance sheet amount basis

[Factors for the changes]

(1) Significant reduction during the Intensive Revitalization Period

(2) Unwound net investment position in response to poor market visibility

(3) Increased bonds held to maturity to secure stable income

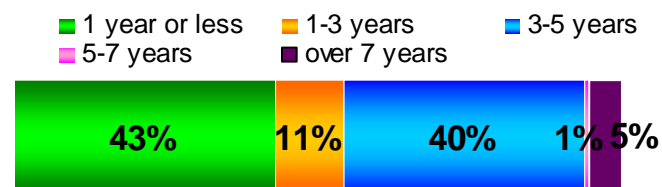
Stocks

- Balance of stocks declined by Y22.3bn in 1H of FY2012 (Impairment loss: 17.0bn, Sale: Y5.3bn)
- Reduced relationship-purpose stock holdings by approx. Y1 trillion on an acquisition cost basis from the level in March 2003
- Continue efforts to reduce the balance further

JGB

- Average duration : 2.6 years*, BPV: Y1.68 bn*
- Balance of floating-rate JGBs: Y241.1 bn

[JGBs Portfolio*]



Other (Total of group banks)

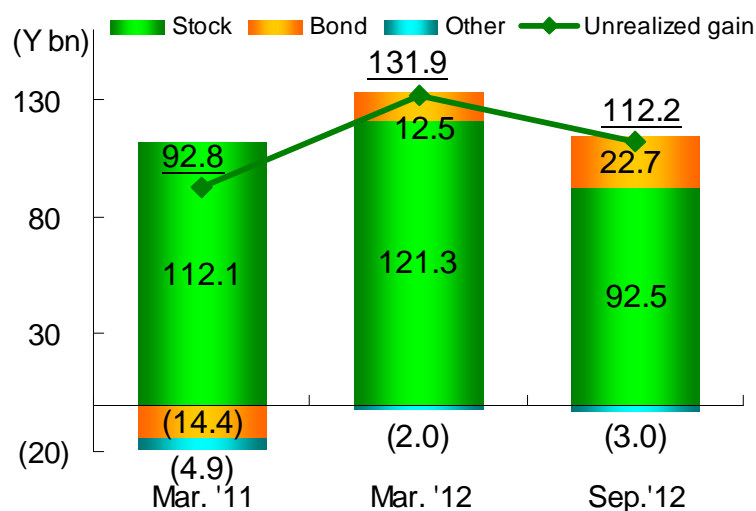
- Foreign securities include Y180.7 bn of U.S. treasuries
- No direct exposures to GIIPS countries
Indirect exposure is also minimal
- Securitized products: Y166.1 bn
- All securitized products held were organized in Japan and 97% of them are backed by housing loans originated in Japan

* JGBs held as "available-for-sale securities" (Total of group banks)

Securities Portfolio (2) (RHD Consolidated)

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

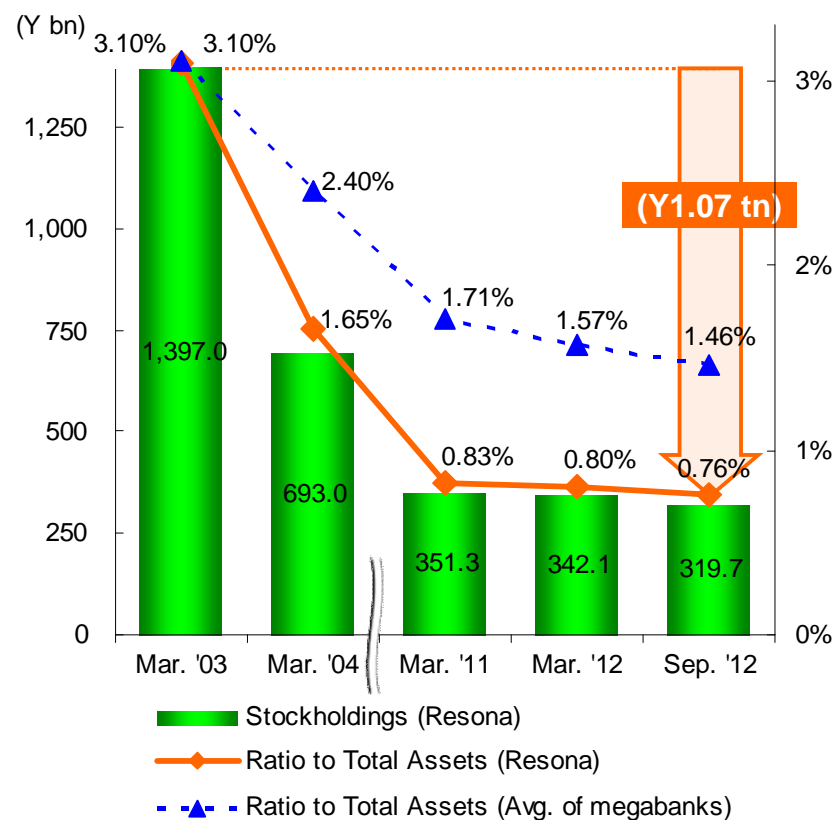
- Net unrealized gain as of Sep. 30, 2012: Y112.2 bn
- Floating-rate JGB consistently marked to market prices
 - Net unrealized loss on floating-rate JGB: Y0.5 bn
 - [Reference] Net unrealized gain based on theoretical prices computed for an administrative purpose: Y3.7 bn
- Net unrealized gain (loss)



Nikkei Average	9,852	9,962	8,948
1 month average	yen	yen	yen
10 years JGB rate at year-end	1.250%	0.985%	0.770%

Ratio of stockholdings to total assets

- Break-even Nikkei Average : Approx. 7,100 yen
- β vis-à-vis Nikkei Average : Approx. 0.8
- Stockholdings (acquisition cost) to total assets: 0.76%
- Historical stockholdings to total assets



Capital Adequacy Ratio (RHD Consolidated)

■ RHD's consolidated CAR [Mar. 31, 2012] **13.19%** ⇒ [Sep. 30, 2012] **14.15% (+0.96%)**

Capital adequacy ratio [F-IRB]			
(Billions of Yen)			
	Mar. 31, 2012	Sep. 30, 2012	Change
Capital adequacy ratio	13.19%	14.15%	0.96%
Tier 1 ratio	9.32%	10.33%	1.01%
Total qualifying capital	2,301.4	2,453.2	151.8
Tier 1	1,627.0	1,790.5	163.4
Capital stock, capital surplus and retained earnings	1,617.8	1,793.5	175.6
Capital stock	340.4	340.4	-
Capital surplus	237.0	237.0	-
Retained earnings (after planned distribution of income)	1,040.2	1,216.0	175.6
Minority interests in consolidated subsidiaries	109.8	100.4	(9.4)
Tier 2	680.4	668.1	(12.3)
45% of unrealized gains on other securities	This item is not applicable to banks with only domestic operations		
Excess of eligible reserves relative to expected losses	57.6	56.1	(1.4)
Subordinated debts	593.6	582.7	(10.8)
Deductions	6.1	5.4	(0.7)
Risk-weighted assets	17,442.1	17,326.7	(115.3)
Credit risk assets	16,326.5	16,227.3	(99.2)
Operational risk assets	1,115.6	1,099.4	(16.1)

* Capital adequacy ratio as of Sep. 30, 2012 is on a preliminary basis.

Factors for the change in 1H of FY2012

[Total qualifying capital] +151.8 bn (+0.87%)

- **Tier 1 +163.4 bn (+0.93%)**
 - Retained earnings +175.6 bn (+1.01%)
 - Change in DTA recoverability category: +90.1 bn
- **Tier 2 -12.3 bn (-0.08%)**
 - Subordinated debts -10.8 bn (-0.07%)

[RWA] -115.3 bn (+0.09%)

- **Risk-weighted assets**
 - Credit risk assets -99.2 bn (+0.07%)
 - Decline of PD due to a decrease in defaults and improvements in internal ratings assigned to corporate obligors: -210.0 bn
 - Increase in the balance of investments in ETFs and investment trusts: +100.0bn

Reference information

- Ratio of Net DTA to Tier 1: 13.23%
- Outlier estimates^{*1}

Resona Bank	2.2%
Saitama Resona Bank	5.7%
Kinki Osaka Bank	2.6%

*1. Interest rate scenario assumes interest rate shocks in the 99th percentile over an observation period of five years and a holding period of one year.

Earnings Forecasts for FY2012 (Released on November 9, 2012)

(Billions of yen)

	Resona Holdings (Consolidated)			
	1H FY'12 (Actual)	Full year forecast	Change from original forecast	Change from previous year
Consolidated ordinary profit	135.0	220.0	-	(54.8)
Net (interim) income	175.6	230.0	+90.0	(23.6)

	Resona Holdings (Non-consolidated)			
	1H FY'12 (Actual)	Full year forecast	Change from original forecast	Change from previous year
Operating income	121.9	243.0	-	+84.7
Operating profit	118.4	235.0	-	+84.2
Ordinary profit	118.7	235.0	-	+83.9
Net (interim) income	118.7	235.0	-	+83.9

Forecast of capital adequacy ratio

Upper half
of 13%

Forecast for term-end per share dividend on
common stock

12 yen

Forecast for term-end per share dividend on
preferred stock

As pre-determined

	Total of 3 group banks (approx. figures)				Resona Bank			Saitama Resona Bank			Kinki Osaka Bank		
	1H FY'12 (Actual)	Full year forecast	Change from original forecast	Change from previous year	Full year forecast	Change from original forecast	Change from previous year	Full year forecast	Change from original forecast	Change from previous year	Full year forecast	Change from original forecast	Change from previous year
Gross operating profit	290.1	572.0	(5.0)	(26.6)	381.0	-	(22.1)	142.0	(4.0)	(1.5)	50.0	(0.5)	(1.9)
Operating expenses	(166.3)	(338.0)	+1.0	+0.8	(222.0)	-	+0.6	(76.5)	+0.5	(0.9)	(40.0)	+0.5	+0.5
Actual net operating profit	123.7	234.0	(4.0)	(25.7)	159.0	-	(21.5)	65.5	(3.5)	(2.3)	10.0	-	(1.4)
Ordinary profit	121.4	198.0	-	(46.1)	136.0	-	(43.2)	60.5	-	(1.1)	1.5	-	(1.6)
Income before income taxes	121.1	197.0	-	(45.6)	135.0	-	(43.4)	60.0	-	(1.3)	1.5	-	(1.4)
Net (interim) income	160.6	215.0	+85.0	(24.4)	(Resona Group adopts a consolidated taxation system.)								

Net gains/(losses) on stocks	(17.8)	(18.0)	(18.0)	(20.2)	(17.0)	(17.0)	(18.1)	-	-	(0.9)	(1.0)	(1.0)	(1.1)
Credit related expenses	11.2	(20.0)	+22.0	(15.6)	(10.0)	+17.0	(16.0)	(3.0)	+4.0	+1.3	(7.0)	+1.0	(0.9)

[Consolidated]

[Non-consolidated]

[Consolidated]

Forecast of capital adequacy ratio

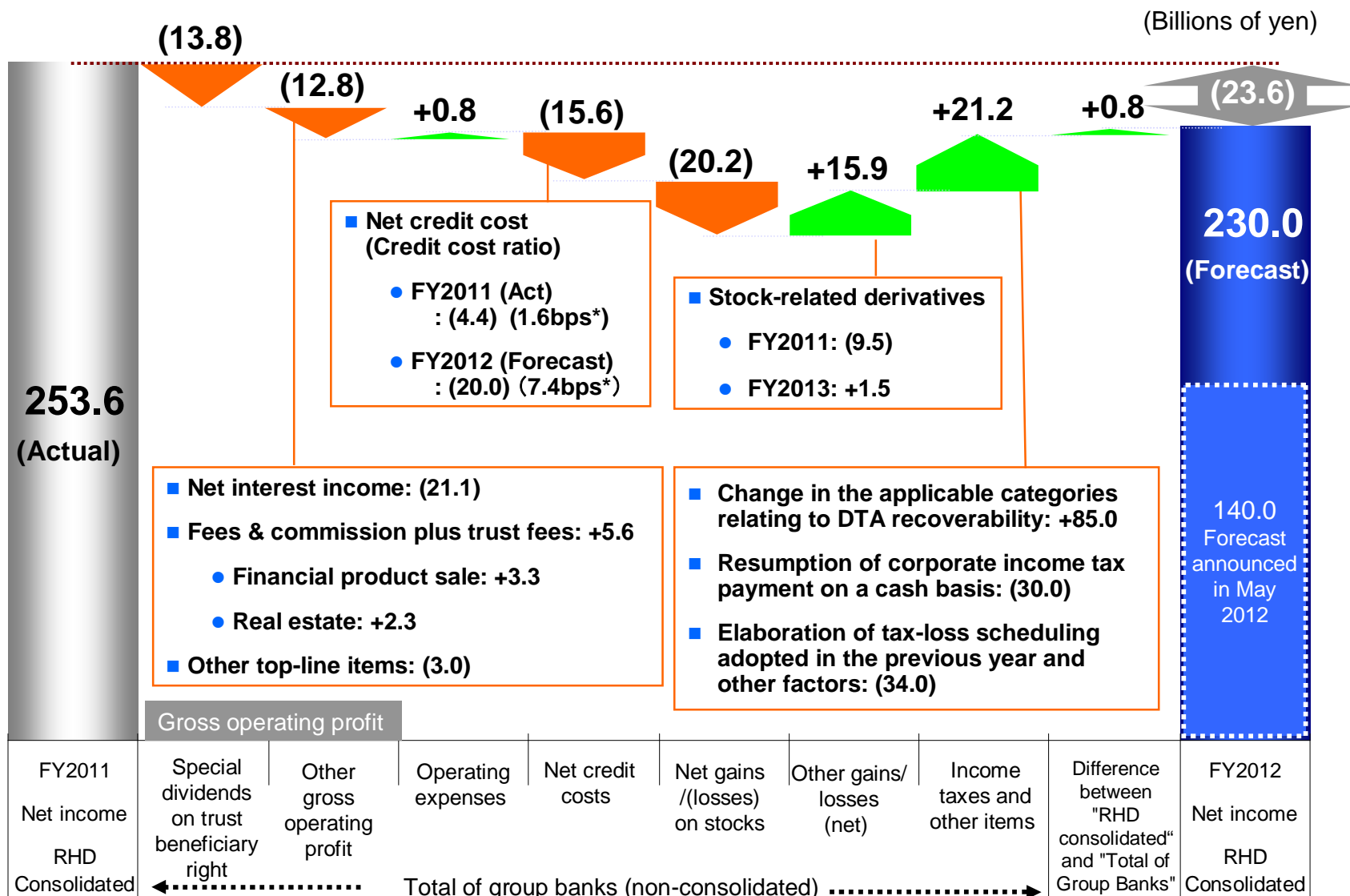
Middle
of 12%

Upper half
of 11%

Upper half
of 12%

Forecasted Net Income for FY2012 Compared with FY2011 (Act)

Forecasting a consolidated net income of Y230.0 bn for FY2012 (Decrease of Y23.6 bn YoY) with the May 2012 guidance revised upward by Y90.0bn



* Net credit costs / 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 FY2011 and FY2012)

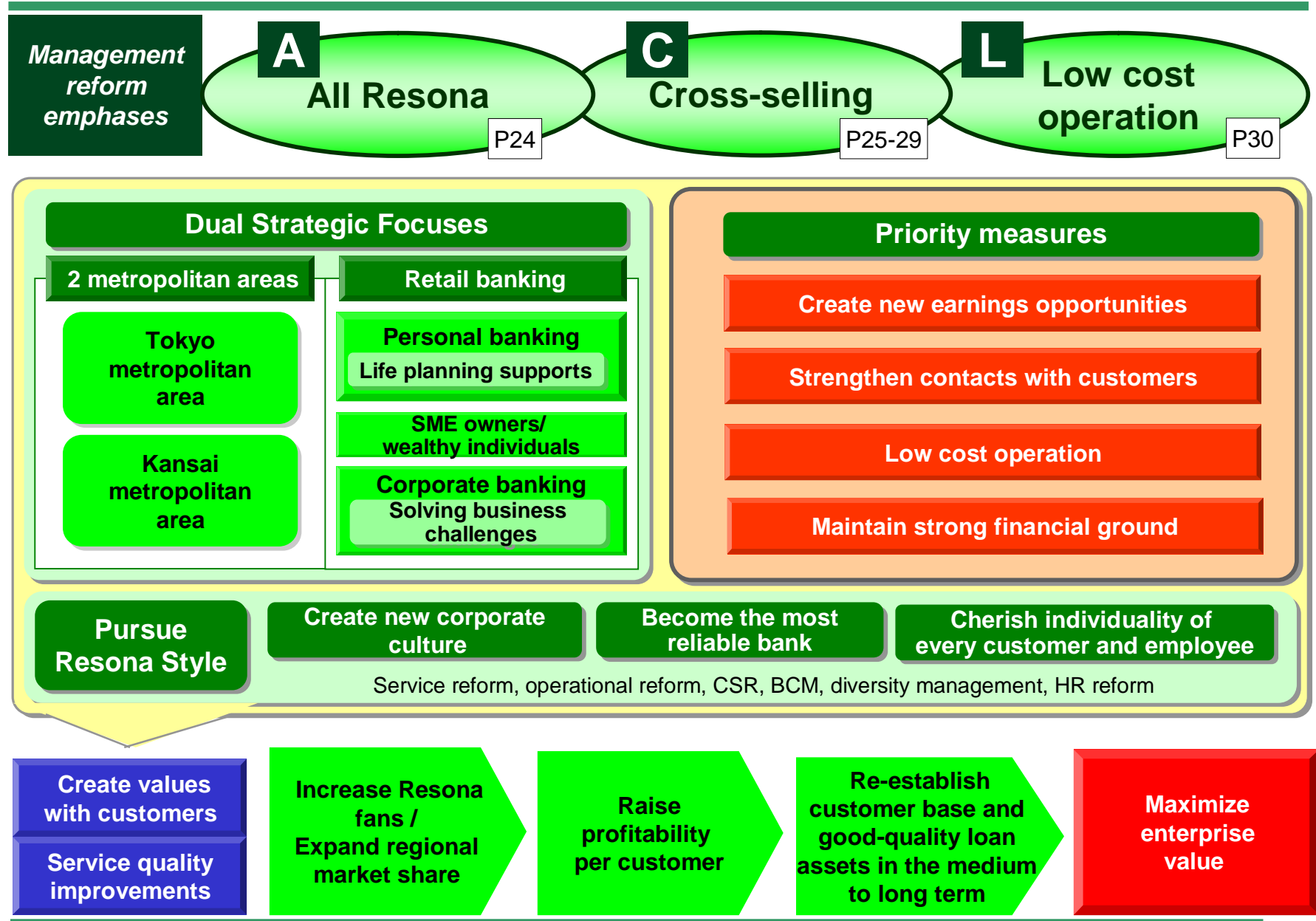
**Outline of Business Results for 1H of FY2012
and Updates on Major Businesses**

Outline of the New Business Revitalization Plan

Direction of Future Capital Policies

[Reference Material]

Outline of the New Business Revitalization Plan



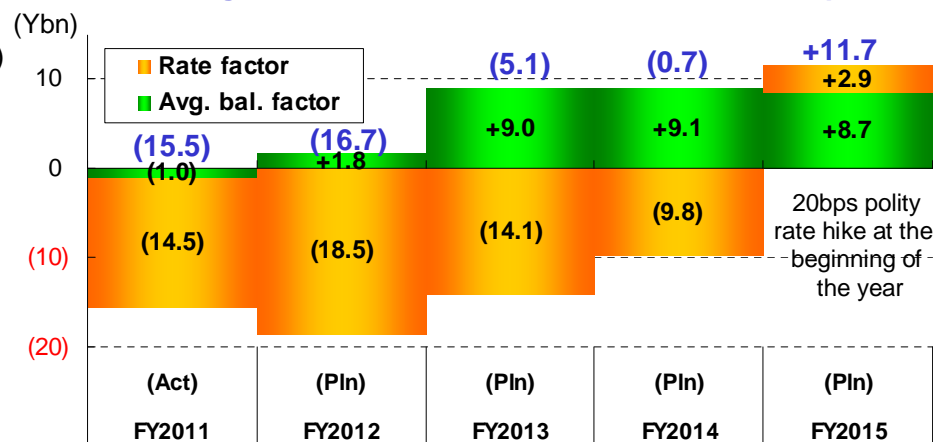
Focused Agendas during the New Plan Period

(1) Recover the interest income by adding up good-quality loan assets

- Envisage around 2% annual loan balance growth
 - Industries with high growth potential (Asia, medical, environment, welfare, nursing care, etc.)
 - HL and loans to high net worth individuals

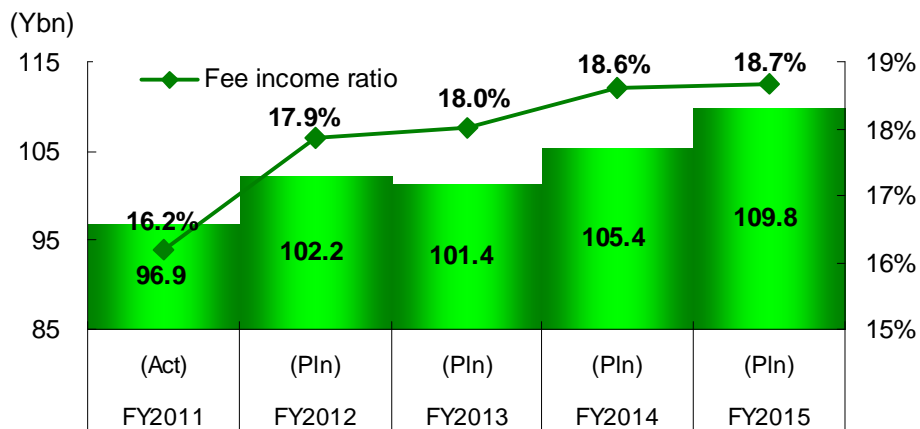
(Ytn)	FY2012 (Pln)	FY2015 (Pln)	Change
Total average loan balance	25.23	26.99	+1.76 (+7.0%)
Loans to corporations	11.60	12.20	+0.59 (+5.1%)
Loans to individuals	12.65	13.87	+1.21 (+9.6%)

[YoY change in net interest income from loans and deposits]



(2) Strengthen fee income through cross-selling

- Financial product sale => Return to a pre-Lehman level
- Fee income ratio will rise by 2.5% from FY2011



(3) Improve cost-competitiveness further

- Fully absorb the increase in social insurance contributions and other expense items with continued efforts for low-cost operations

(Ybn)	FY2012 (Pln)	FY2015 (Pln)	Change
Total G&A expense	338.0	335.0	(3.0)
Social insurance and other unavoidable expense increase			+9.0
Expense reduction via efforts for low-cost operation			(12.0)

* Fees and commission income = sales commission + trust fees

Outlook of the Focused Businesses during the New Plan Period

(Total of Group Banks)	FY2011 (Act)	FY2012 (Pln)	FY2015 (Pln)	FY2011 (Act) vs FY2015 (Pln)
Sale of investment trust	696.2 bn	725.0 bn	835.0 bn	+138.8 bn (19.9% increase)
Sale of insurance products	288.3 bn	402.0 bn	418.0 bn	+129.7 bn (44.9% increase)
Housing loan origination (owner occupied only)	1,048.6 bn	1,214.0 bn	1,297.0 bn	+248.4 bn (23.6% increase)
Loans newly extended to high-net-worth individuals, etc.	401.5 bn	543.0 bn	606.0 bn	+204.5 bn (50.9% increase)
Number of trust solutions provided for asset and business transfers	2,545	3,040	4,240	+1,695 (66.6% increase)
Income from real estate business	7.8 bn	10.0 bn	11.0 bn	+3.2 bn (41.0% increase)
Number of SMEs to which loans are extended	85,800	85,830	89,400	+3,600 (4.1% increase)

Outline of the Earnings Plan

Flat interest rates till the end of FY2014 and a 20bps policy rate hike in FY2015 are assumed

[Earnings Trend & Plan]

(Billions of Yen)

[Total of Group Banks]	FY2011	FY2012	FY2013	FY2014	FY2015	Increase (Decrease) (B)-(A)
	Actual	Plan (A)	Plan	Plan	Plan (B)	
Gross operating profit	598.6	572.0	563.0	568.0	588.0	16.0
Net interest income	454.1	433.0	430.0	434.0	447.0	14.0
(Loan-to-deposit spread) (Administrative accounting basis)	1.63%	1.55%	1.49%	1.45%	1.49%	(0.06)%
Fees and commissions + Trust fees	96.9	102.2	101.4	105.4	109.8	7.6
Other	47.5	36.8	31.6	28.6	31.2	(5.6)
Operating expense	(338.8)	(338.0)	(336.0)	(336.0)	(335.0)	3.0
Actual net operating profit *1	259.7	234.0	227.0	232.0	253.0	19.0
Net gains/losses on stocks	2.2	(18.0)	5.0	6.0	8.0	26.0
Credit costs, net	(4.4)	(20.0)	(48.0)	(48.0)	(48.0)	(28.0)
Income before income taxes	242.6	197.0	190.0	192.0	215.0	18.0
Net income	239.4	215.0	120.0	121.0	140.0	(75.0)
Resona HD Net income, Consolidated	253.6	230.0	130.0	131.0	150.0	(80.0)

[Major Indices]

Fee income ratio % *2	16.18	17.86	18.01	18.55	18.67	0.81
Cost-to-income ratio %*3	56.60	59.09	59.68	59.15	56.97	(2.12)
Credit cost ratio % *4	0.02	0.07	0.18	0.18	0.17	0.10

[Major Assumptions]

Overnight call rate (policy rate) %	0.076	0.100		0.300	0.200
10 year JGB %	0.985	1.000		1.200	0.200
FX (Yen / 1US\$)	82	80	85	90	10
Nikkei 225 (yen)	10,083	8,500 to 10,500		11,500	12,500

*1. Net operating profit before provision to general reserve for possible loan losses and disposal of problem loans in the trust account

*2. (Fees and commission income + Trust fees) / Gross operating profit

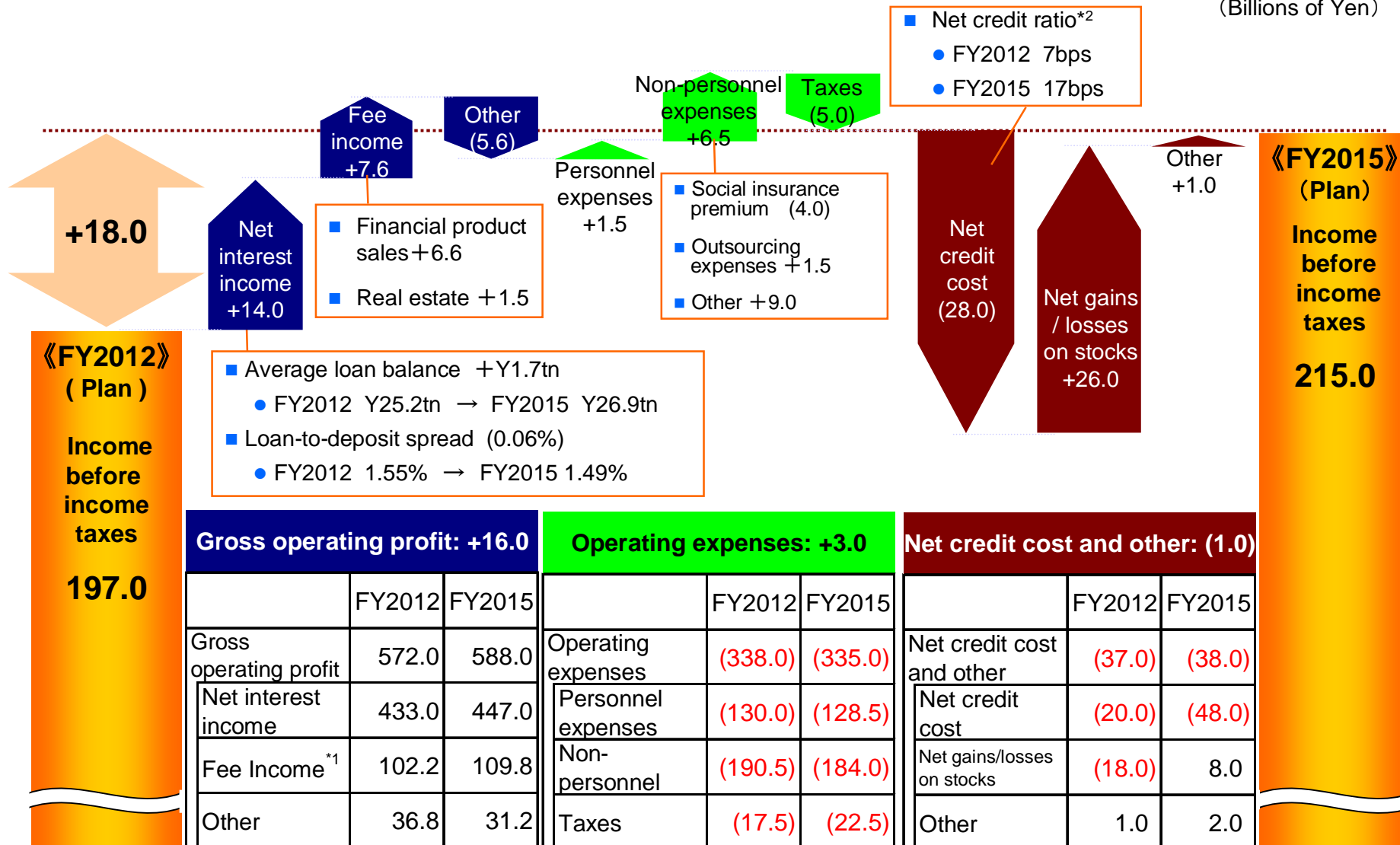
*3. Operating expenses / Gross operating profit (before NPL charge-off in the trust account)

*4. Credit costs, net / Total credits (term-end balance)

Change in Income before Income Taxes during the New Plan Period (Total of Group Banks)

Income before income taxes to increase by Y18.0 during the New Plan period

(Billions of Yen)

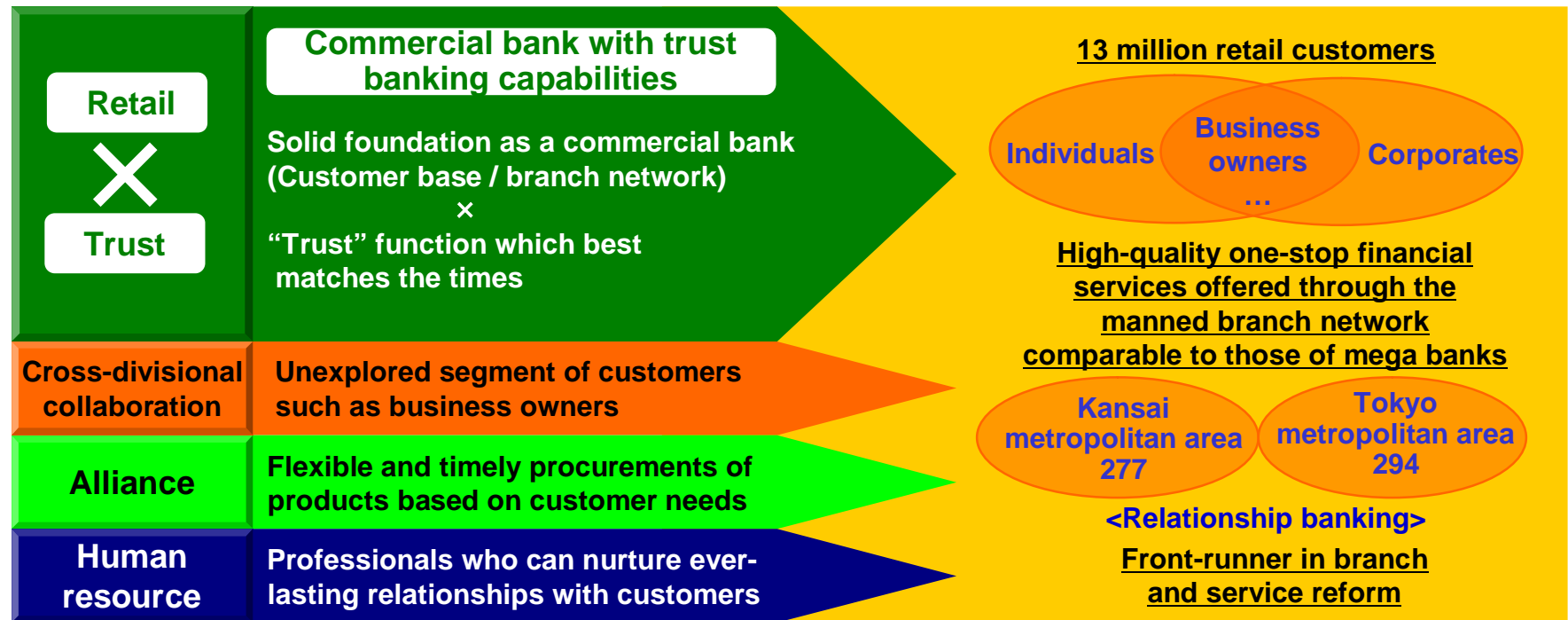


*1. Fees and commission income plus trust fees *2. Credit costs, net / Total credits (term-end balance)

A All Resona

Financial group that can benefit the most from the prevailing tidal change in the market

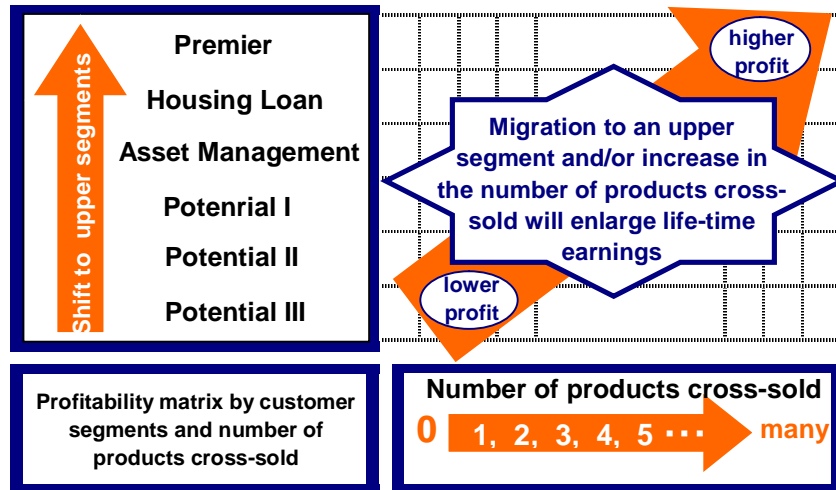
Tidal changes taking place in the market	Increasing and diversifying financial needs from household sector	Large-scale cross-generation asset transfer taking place for the first time after the war	Further concentration of assets and population in metropolitan areas
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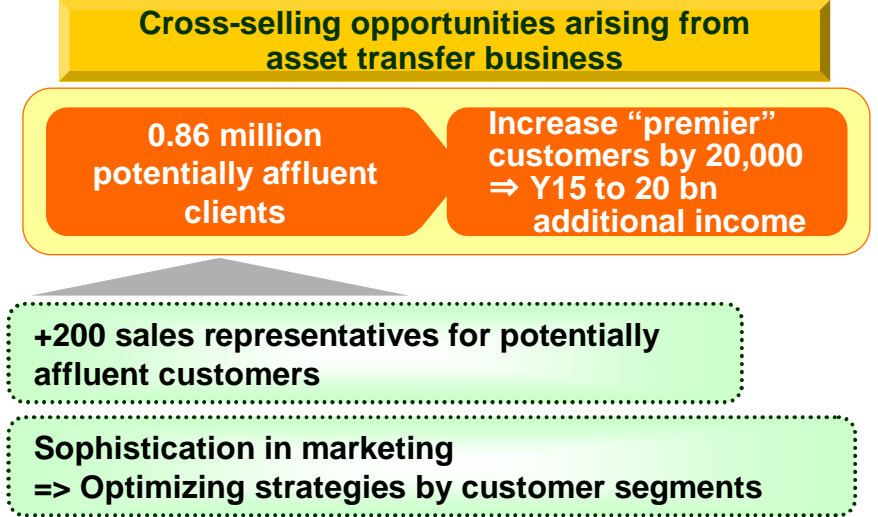
Resona Group banks were ranked as #1 and #2 **Nikkei Retail Banking Survey**
 (the Eighth Annual Survey in 2012)
 The survey compared the quality of over-the-counter service and financial products of 117 banks in Japan.

C Cross-Selling

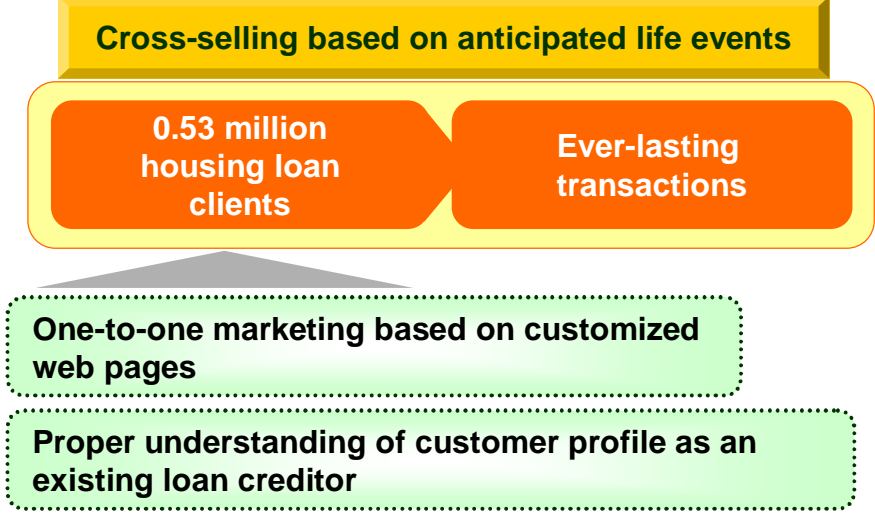
Maximizing profitability through cross-selling



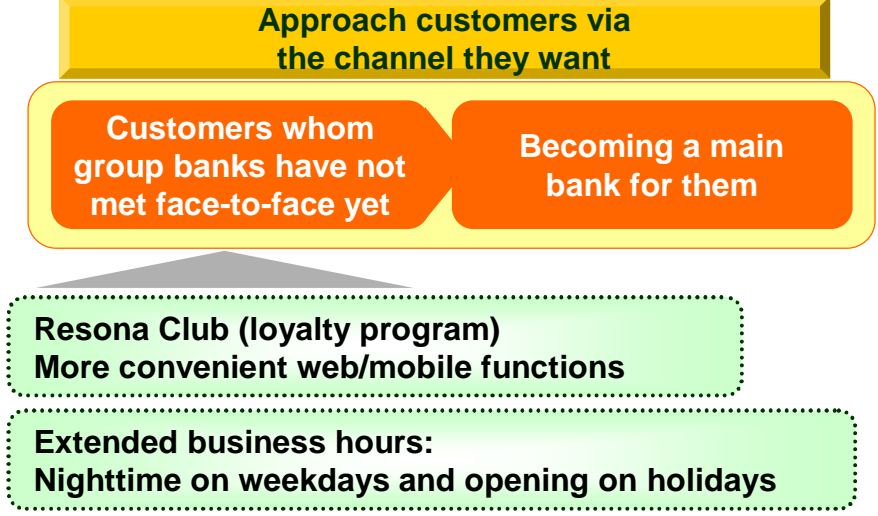
“Premier” segment strategy



“Housing loan” segment strategy



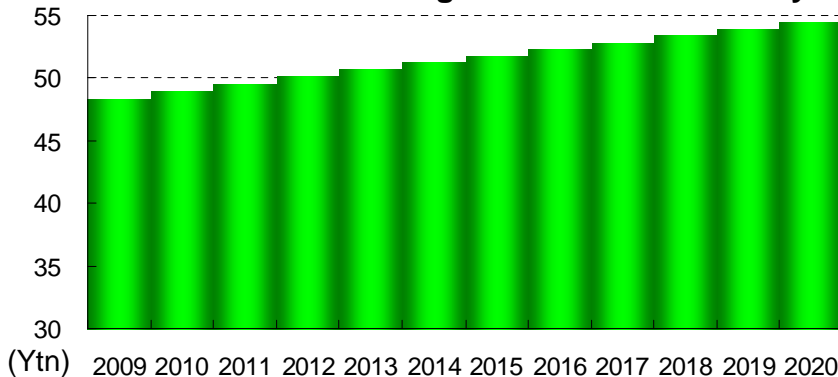
“Potential” segment strategy



C Cross-Selling: Asset Transfer Business (1)

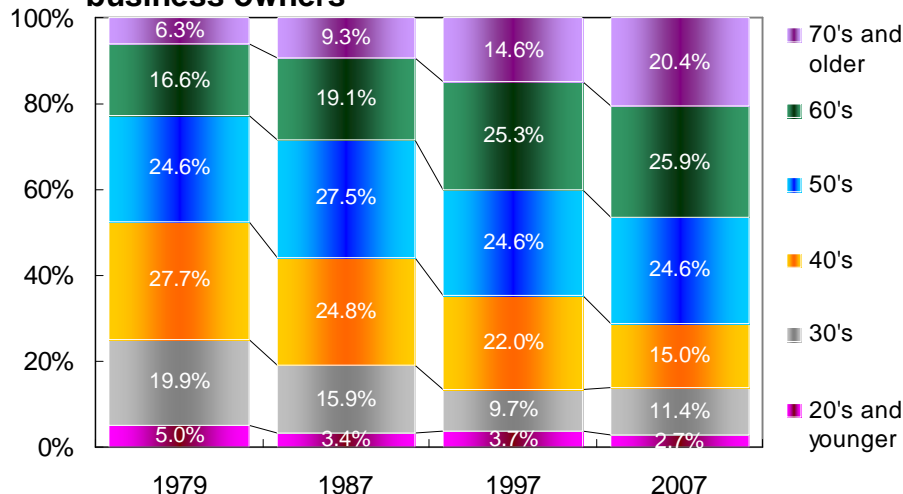
Over Y500 trillion to be handed over to next generation in 10 years*1

- 60 to 70% in Tokyo and Kansai metropolitan areas in terms of the inheritance tax paid
- Likelihood of more stringent inheritance tax levy



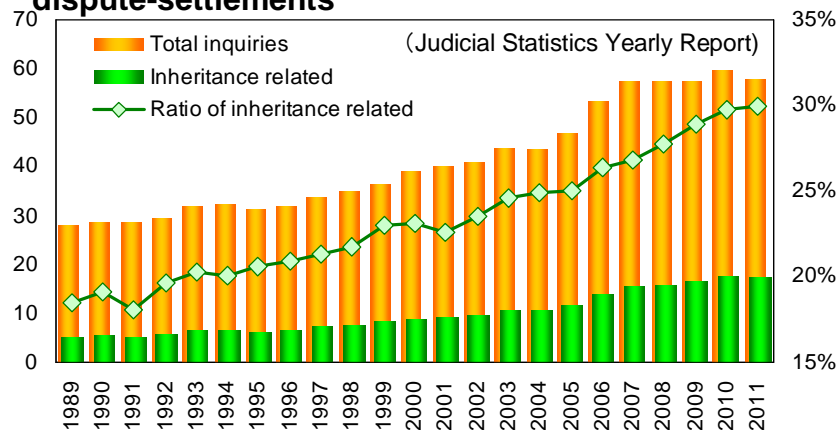
Change in composition of SME representatives by his/her age*2

- Succession of business is a headache for aged business owners



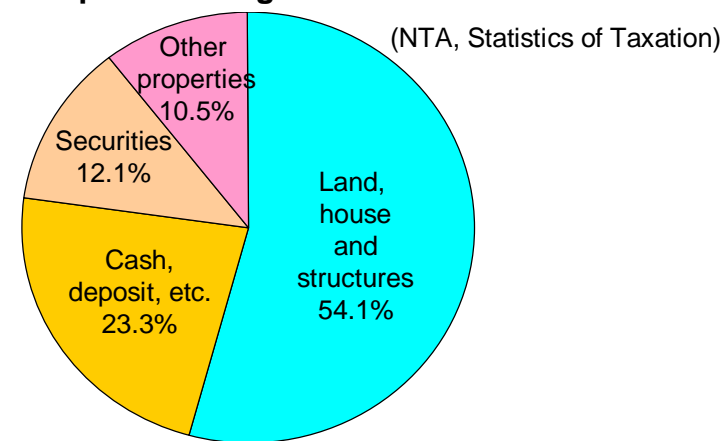
Inquiries to family courts regarding inheritance

- Increasing number of cases brought to courts for dispute-settlements



Composition of assets acquired through inheritance

- Real estate accounts for more than half of the assets acquired through inheritance



Assets totaling Y11.45 trillion acquired through inheritance in 2010

*1. Inheritance market: Total estimated assets to be inherited (Nomura Institute of Capital Markets Research)

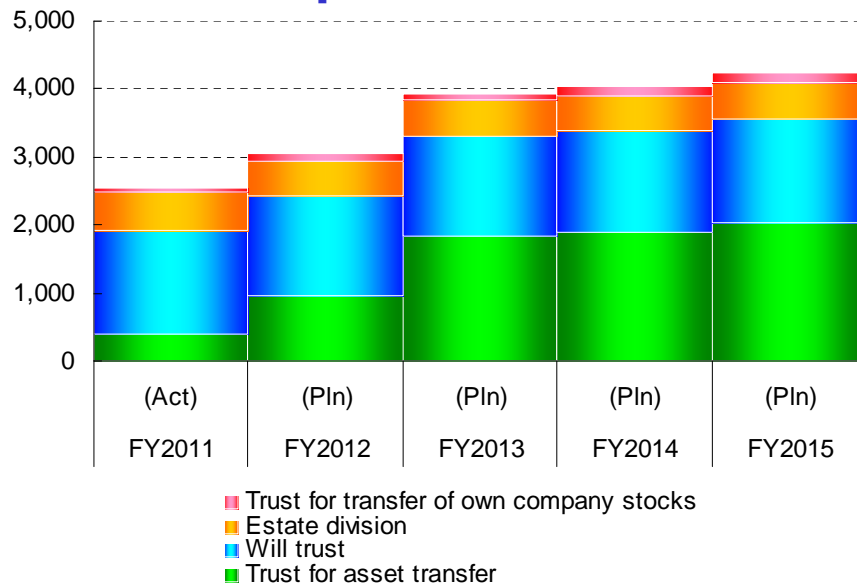
*2. Ministry of Internal Affairs and Communications and The Small and Medium Enterprise Agency

C Cross-Selling: Asset Transfer Business (2)

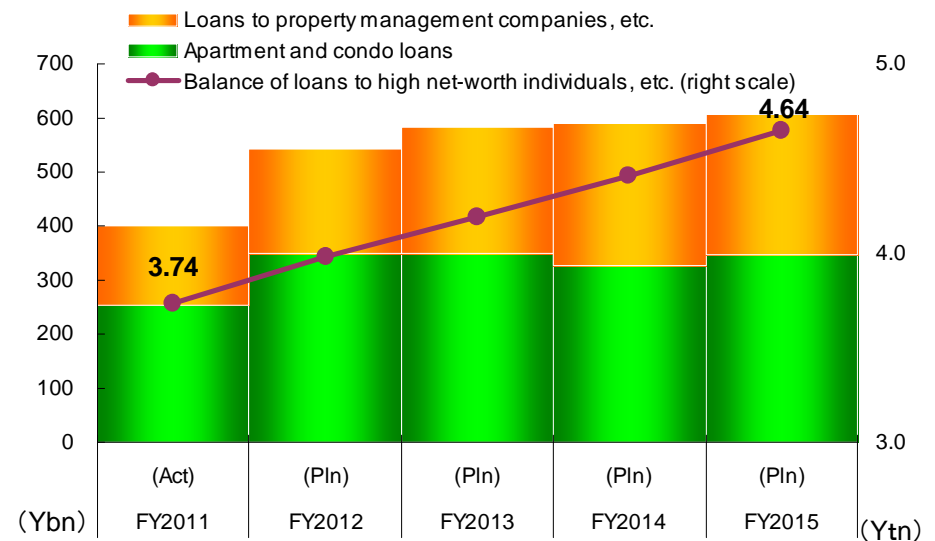
Promotion of ATB as Gateway for Cross-Selling

Multifaceted cross-selling opportunities vis-à-vis "Premier" customers

[Number of trust solutions provided for asset and business transfers]



[Loans newly extended to "Premier" customers]



Entrustment of Wills

Access to asset information of the client

- cash & deposits ■ securities
- stock of their own companies ■ real estate.....

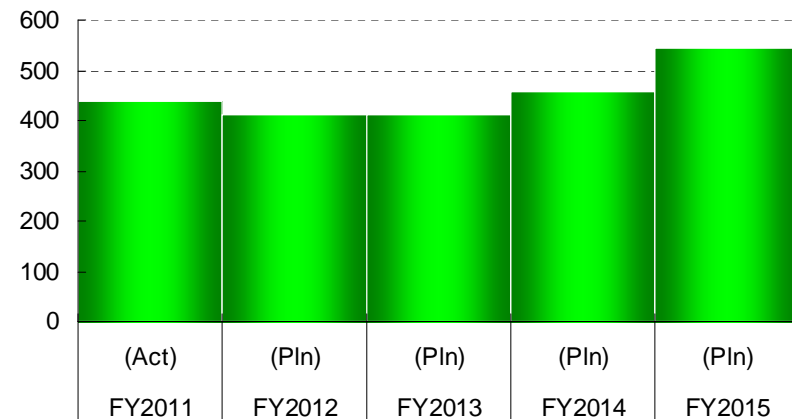
Consulting

Inheritance

Various opportunities for Cross-Selling

- investment trusts ■ insurance ■ apartment loans
- real estate mediation ■ business succession....

[Number of RE brokerage transactions for individuals]



C Cross-Selling: Efforts to Strengthen Contacts with Customers

Face-to-face Channels

Approx. 600 face-to-face outlets including 75 Loan Plazas

Offer “differentiated” “order-made” asset transfer solutions

Tokyo Midtown Branch

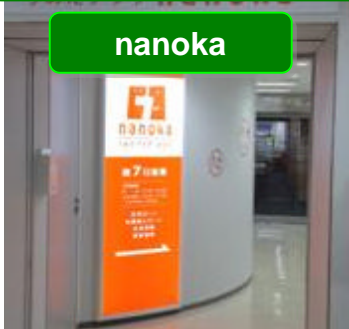


Private Salon “ReLuxe”



“Open 7 days a week” to provide life-planning supports for those who couldn’t visit our branches on weekdays daytime

nanoka



7Days Plaza



Loan Plaza



Direct Channels

Web / Mobile

One-to-One marketing via customized web

ATM

Induce ATM-only clients to pay a visit to branch counters

Customer Center

Strengthen outbound promotion

Differentiated service quality

- Offer the interface which a customer prefers the best

Strengthen sales capabilities at branch counters

Consulting Capability Enhancement Project

- Sales promotion based on consultation for life planning
- Strengthen proposal on ideal asset portfolio

Double the number of “approached” customers from 1 million to 2 million

C KPIs for Cross-selling (Total of Group Banks)

Primary Index

- RLCs = Clients to whom the group have achieved cross-selling to some extent

(Number of customers in thousands)		Sep 30, 2011	Sep 30, 2012	Change in Past 1 Year
Premier	AUM or condominium loan exceeding JPY50 million	41.7	43.2	+1.5
Housing Loan	With housing loan for own home	526.0	534.5	+8.5
Asset Management	AUM exceeding JPY10 million	621.7	630.0	+8.3
Potential I	AUM exceeding JPY5 million	784.6	784.6	+0.0
Potential II	AUM below JPY 5 million/ with 3 or more products sold	4,499.5	4,568.5	+69.0
Resona Loyal Customers (RLCs)		6,473.5	6,560.8	+87.3
Potential III	AUM below JPY 5 million/ with 2 or less products sold	6,362.5	6,248.1	(114.5)
Total active customers (3 banks total)		12,836.0	12,808.8	(27.2)

Reference Indices

- Covering the RLCs, measure the following reference indices on a regular basis

Lifetime Value (LTV)

Change in Past 1 Year

+49.9bn

- Under certain assumptions, try to measure the degree of incremental growth in top-line income brought about by new transactions captured by virtue of the sales activities
- Top-line income to be generated over a next 10 year period

Number of Products Sold

Sep 30, 2012

3.85 Products

(+0.00 from Sep. 30, 2011)

- Ordinary account to be counted as one item (formerly not counted as one item)
- 2 items*1 which have mutuality with a transaction retention rate and future earnings are newly added

*1. (1) Account transfer (Utilities, insurance premium, credit card and tax payment), and
(2) Outward and inward remittance

L Low Cost Operation: Promotion of Operational Reforms

Deposit/domestic exchange business reform in a final stage => Embark on a loan business reform

Deposit and domestic exchange business reform

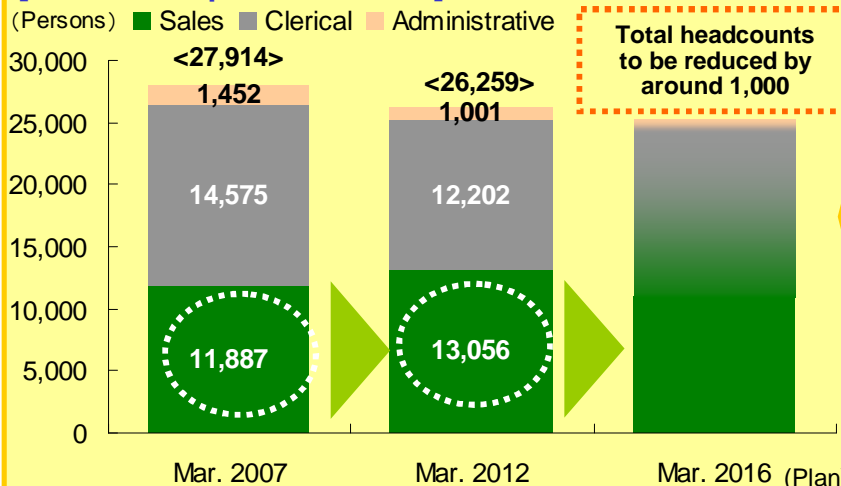
- **Next generation branch office**
(Branch office redefined as “a place for sales activities”)
- **Significantly enhance operational efficiency by integrating and standardizing clerical work**

[Trend of clerical staffs (RB+RBS)]

- **Around 40% of the reduced clerical staffs will have been shifted to a sales department**

	2005/3 (Act)	2012/3 (Act) (A)	2014/3 (Plan) (B)	(B)-(A)
Clerical staffs	8,091	5,116	4,560	(556)
Clerical work	100	52	40	(12)

[Trend of Department size*1]



Housing loan processing reform

Primary measures

- **All existing Loan Plazas to be upgraded to next-generation LPs**
- **Introduce Next-generation Housing Loan Processing System to all LPs and Housing Loan centers**

[Trend of clerical staffs (RB+SR)]

	2011/3 (Act)	2012/3 (Act)(A)	2014/3 (Plan)(B)	(B)-(A)
Clerical staff	1,200	1,150	750	(400)
Clerical work	100	95	50	(45)

Corporate loan processing reform

Primary measures

- **Expand IT platform and reduce costs**
- **Spend more time on credit analysis**

[Trend of clerical staffs (RB+SR)]

	2012/3 (Act)(A)	2016/3 (Plan) (B)	(B)-(A)
Clerical staffs	2,800	2,500	(300)
Clerical work	100	70	(30)

*1. Total of group banks Regular employees + part time staffs + staffs seconded from other companies

**Outline of Business Results for 1H of FY2012
and Updates on Major Businesses**

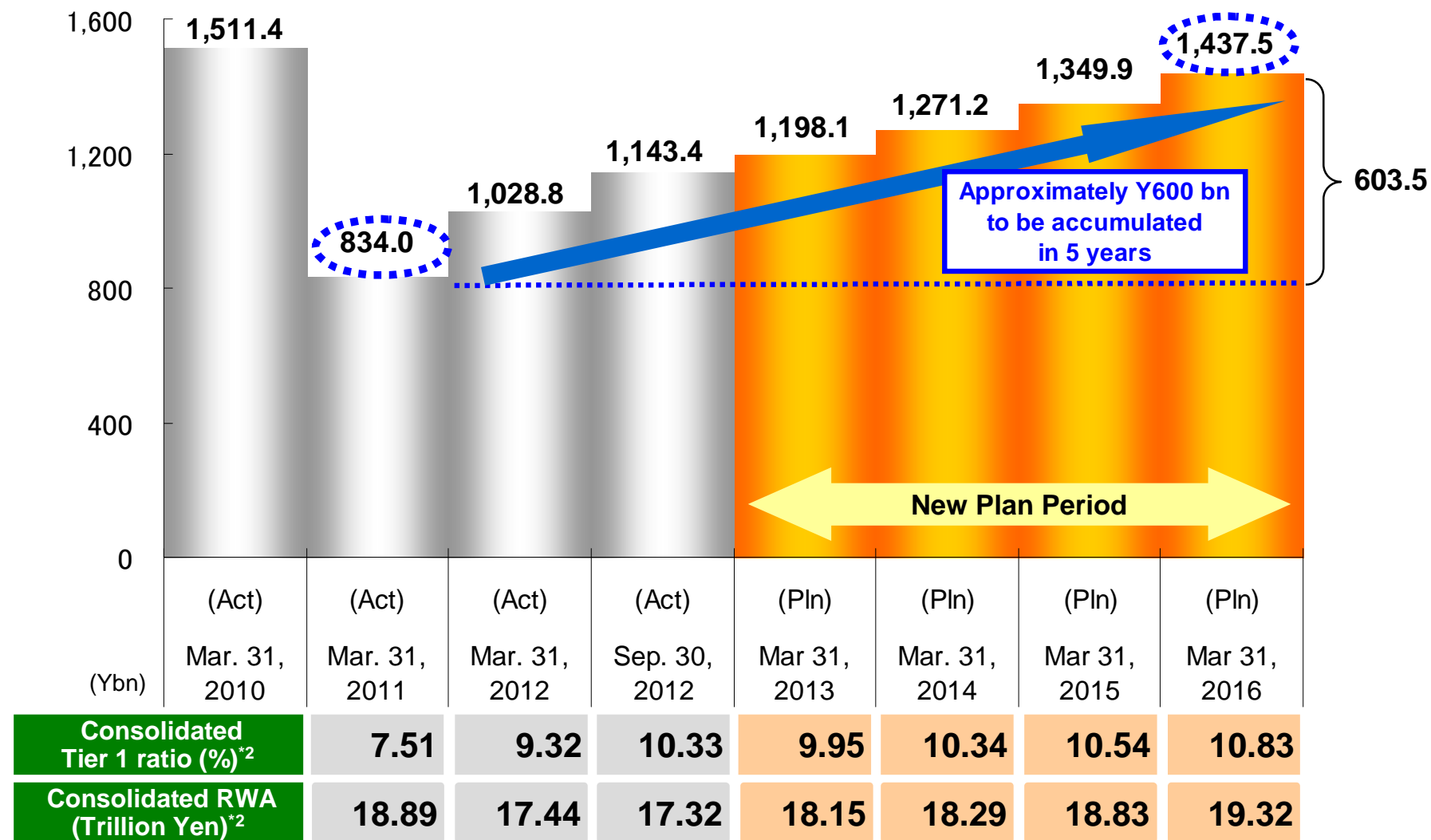
Outline of the New Business Revitalization Plan

Direction of Future Capital Policies

[Reference Material]

Accumulation of Combined Retained Earnings

Combined retained earnings*1 to reach Y1,437.5 bn by the end of March 2016, far exceeding Y610 bn of public fund preferred shares still outstanding



*1. Total retained earnings held by Resona Holdings and its three subsidiary banks on a non-consolidated basis

*2. RWA based on F-IRB under the Basel II, Japanese domestic standard. Shift to A-IRB approach is not taken into account

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}				
(Y bn)	Amount 2003/9 (A)	Amount 2012/9 (B)	Amount Repaid (B) - (A)	Policy and approaches for future repayment
Class C	60.0	60.0	-	<ul style="list-style-type: none"> ■ The increase in outstanding common shares upon mandatory conversion is expected to be minimal, since almost equivalent shares that could arise from mandatory conversion of Class C and F preferred stocks have already been repurchased from the market and are being held as treasury shares
Class F	100.0	100.0	-	
RCC Subtotal	868.0	160.0	(708.0)	
Class 1	550.0	-	(550.0)	<ul style="list-style-type: none"> ■ Intend to repay the remaining balance through further accumulation of profits (retained earnings) ■ Aiming for full repayment within 5 years given current profit trends ■ However, the timing of future repayments will take into account capital adequacy regulations, etc. and will be executed in an appropriate and flexible manner ■ Combined retained earnings as of Sep. 30, 2012: Y1,143.4 bn
Class 2	563.5	-	(563.5)	
Class 3	550.0	450.0	(100.0)	
DIC Subtotal	1,663.5	450.0	(1,213.5)	
Total Preferred	2,531.5	610.0	(1,921.5)	
Common Stock	296.4	261.6	(34.7)	<ul style="list-style-type: none"> ■ Current priority is on repayment of DIC preferred stock ■ 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

**Outline of Business Results for 1H of FY2012
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[Reference Material]

Consolidated Subsidiaries and Affiliated Companies

Consolidated domestic subsidiaries (excluding subsidiary banks)

(Billions of Yen)

Name	Line of business	Capital contribution ratio	Net Income		
			FY2012 1H	YoY change	FY2011 1H
Resona Guarantee Co., Ltd.	Credit guarantee (Mainly mortgage loan)	Resona Group 100%	12.5	8.8	3.7
Daiwa Guarantee Co., Ltd.	Credit guarantee (Mainly mortgage loan)	Resona Group 100%	0.7	0.3	0.4
Kinki Osaka Shinyo Hosho Co., Ltd.	Credit guarantee (Mainly mortgage loan)	Resona Group 100%	0.7	0.3	0.4
Resona Card Co., Ltd.	Credit card Credit guarantee	Resona Holdings 77.6% Credit Saison 22.4%	0.7	(0.1)	0.9
Resona Kessai Service Co., Ltd.	Factoring	Resona Holdings 100%	0.3	0.0	0.3
Resona Research Institute Co., Ltd.	Business consulting service	Resona Holdings 100%	0.0	0.0	0.0
Resona Capital Co., Ltd.	Venture capital	Resona Holdings 100%	0.2	0.2	(0.0)
Resona Business Service Co., Ltd.	Clerical work Temporary staffing	Resona Holdings 100%	0.0	0.0	0.0
Total			15.4	9.5	5.9

Major consolidated overseas subsidiaries

Name	Line of business	Capital contribution ratio	Net Income		
			FY2012 1H	YoY change	FY2011 1H
P.T. Bank Resona Perdania	Banking business (Indonesia)	Resona Group 43.4% (Effective control approach)	1.0	(0.0)	1.0
P.T. Resona Indonesia Finance	Leasing business (Indonesia)	Resona Group 100%	0.0	0.0	0.0
Total			1.1	(0.0)	1.1

Affiliated company accounted for by the equity method

Name	Line of business	Capital contribution ratio	Net Income		
			FY2012 1H	YoY change	FY2011 1H
Japan Trustee Services Bank, Ltd.	Banking and Trust	Resona Group 33.3% Sumitomo Mitsui Trust HD 66.6%	0.5	0.1	0.3

Sound Balance Sheet

Sound assets backed by very stable deposit funding

[Sound loan portfolio]

- Well-diversified loan portfolio
 - Housing loan ratio at 47.3%
 - SME portfolio well-diversified into 90 thousands clients
- Net NPL ratio standing at 0.38%

[Conservative securities portfolio]

- Mostly comprised of JGBs
 - JGBs duration: 2.6 years (JGBs in available-for-sale securities)
- Limited downside risk relating to equity exposure
 - Stockholdings /Total assets: approx. 0.8%
 - Breakeven Nikkei Avg: Y7,100 level
- No exposure to the U.S. sub-prime-related assets

RHD's consolidated balance sheet
(As of Sep. 30, 2012)

Loans and bills discounted Y25.9 trillion	Deposits Y33.8 trillion
Of which, Housing Loans Y12.3 trillion (Group banks total)	
Securities Y10.5 trillion	Other liabilities Y6.6 trillion
Other assets Y6.0 trillion	Total equity Y1.9 trillion

[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: 0.07%
 - 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. 76%

[Well capitalized on a regulatory basis]

- Capital adequacy ratio: 14.15%
- Tier 1 ratio: 10.33%
- Ratio of Net DTA to Tier 1: 13.2%

Total Accounting Assets: **Y42.5 trillion**
(TAA) **(100%)**

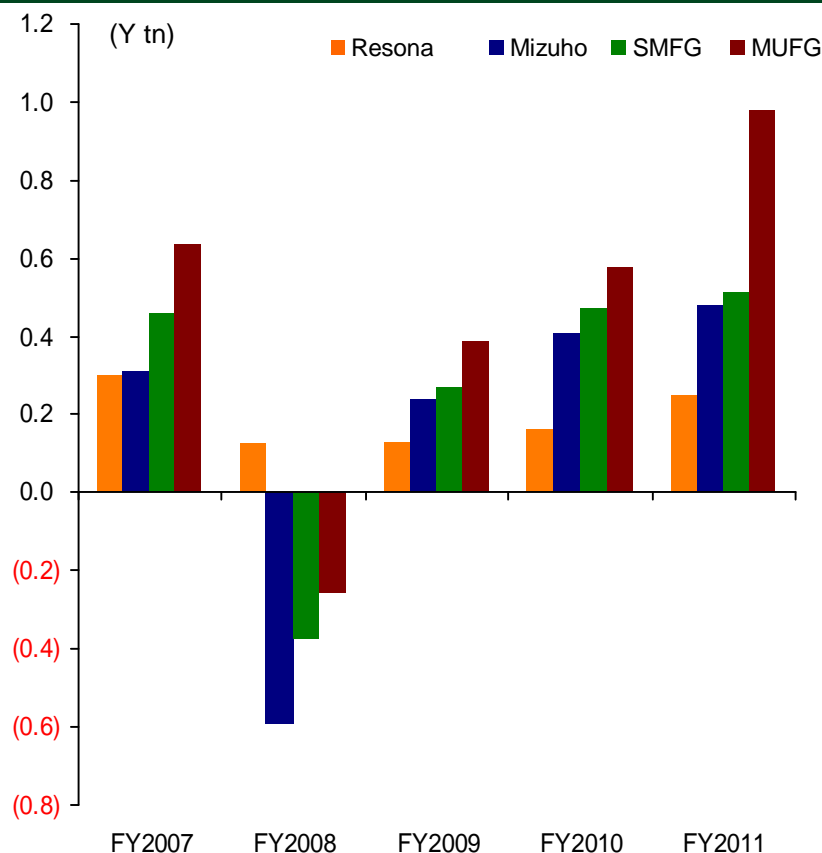
Risk-weighted Assets: **Y17.3 trillion**
(RWA) **(F-IRB under Basel II)**

RWA/TAA Multiple: **x 0.41 times**

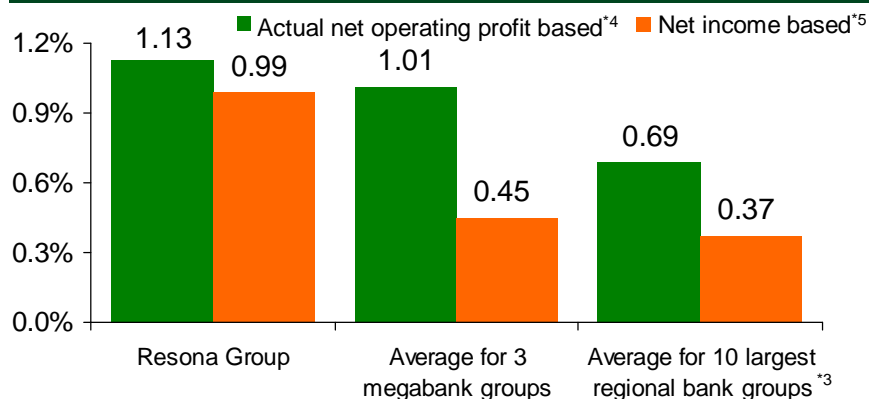
Stable Profitability

- 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

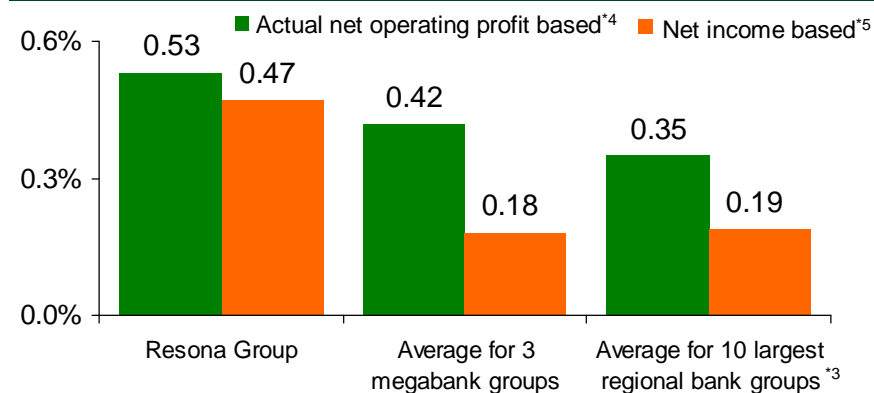
Historical Consolidated Net Income



RORA (Average for the Last 5 years)*1



ROA (Average for the Last 5 years)*2



*1 RORA (Return on Risk-weighted Assets)=(actual net operating profit or net income) / risk weighted-assets at period end, simple average of each year, risk-weighted assets for the megabank groups are calculated based on A-IRB method from the year ended March 2009 onwards, consolidated basis

*2 ROA=(actual net operating profit or net income) / total assets at period end, simple average of each year, consolidated basis

*3 Top 10 regional bank groups in terms of consolidated total assets (Fukuoka FG, Yokohama, Chiba, Hokuohoku FG, Shizuoka, Yamaguchi FG, Joyo, Sapporo Hokuyo HD, Nishinippon City, 77Bank)

*4 Based on net operating profits less credit cost and net gains/(losses) on stocks (figures for some banks are based on aggregated figures of group banks due to disclosure limitation; i.e. not consolidated figures)

*5 Based on net income (figures for some banks are based on aggregated figures of group banks due to disclosure limitation; i.e. not consolidated figures)

Management Accounting by Business Lines

Management Accounting by Group Business Lines (1H FY2012)

- “RAROC” and “RVA”^{*1} as management indicators to measure profitability to allocated capital

(Billions of Yen, %)

Resona Group Business Segments	Profitability				Soundness	Net operating profit after a deduction of credit cost									
	Net profit after a deduction of cost on capital		Risk-adjusted return on capital	Cost to income ratio	Internal CAR	Actual net operating profit								Credit cost	
	RVA ^{*1} (Actual)	YoY Change	RAROC (Actual)	OHR		YoY Change	YoY Change	Gross operating profit	YoY Change	Operating expense	YoY Change	YoY Change	YoY Change		
Non-treasury	67.0	+5.8	14.2%	60.5%	10.4%	115.6	+3.3	107.2	(9.9)	271.2	(13.3)	(163.9)	+3.3	8.4	+13.3
Personal Banking	29.3	+0.7	22.1%	68.2%	10.3%	40.1	(0.5)	40.9	(3.6)	128.6	(5.1)	(87.7)	+1.5	(0.8)	+3.1
Corporate Banking	33.6	+5.8	11.3%	52.8%	10.4%	71.2	+4.5	62.0	(5.7)	131.3	(7.1)	(69.3)	+1.4	9.2	+10.2
Trust	4.2	(0.7)	193.8%	61.7%	10.6%	4.3	(0.7)	4.3	(0.7)	11.3	(1.2)	(7.0)	+0.5	-	-
Treasury	28.9	+3.7	47.1%	10.9%	24.5%	33.0	+4.5	33.0	+4.5	37.1	+4.0	(4.0)	+0.5	-	-
Total^{*2}	79.2	(2.0)	13.0%	54.8%	13.6%	146.9	(1.1)	138.6	(14.4)	306.5	(18.3)	(168.0)	+3.9	8.4	+13.3

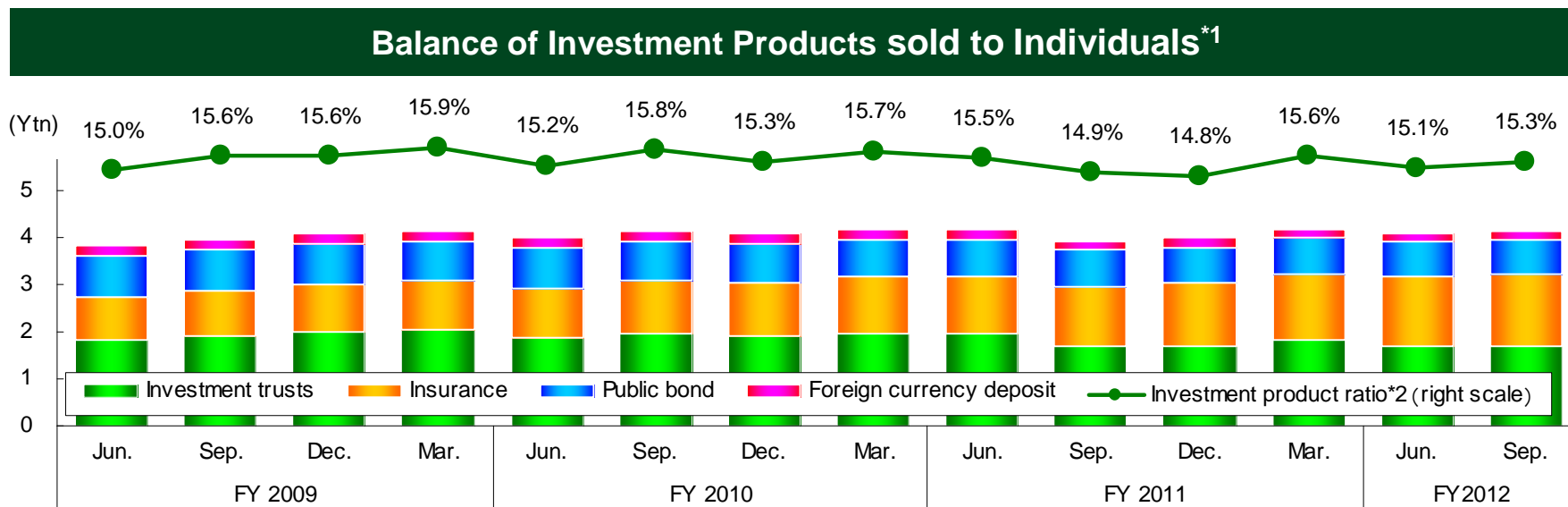
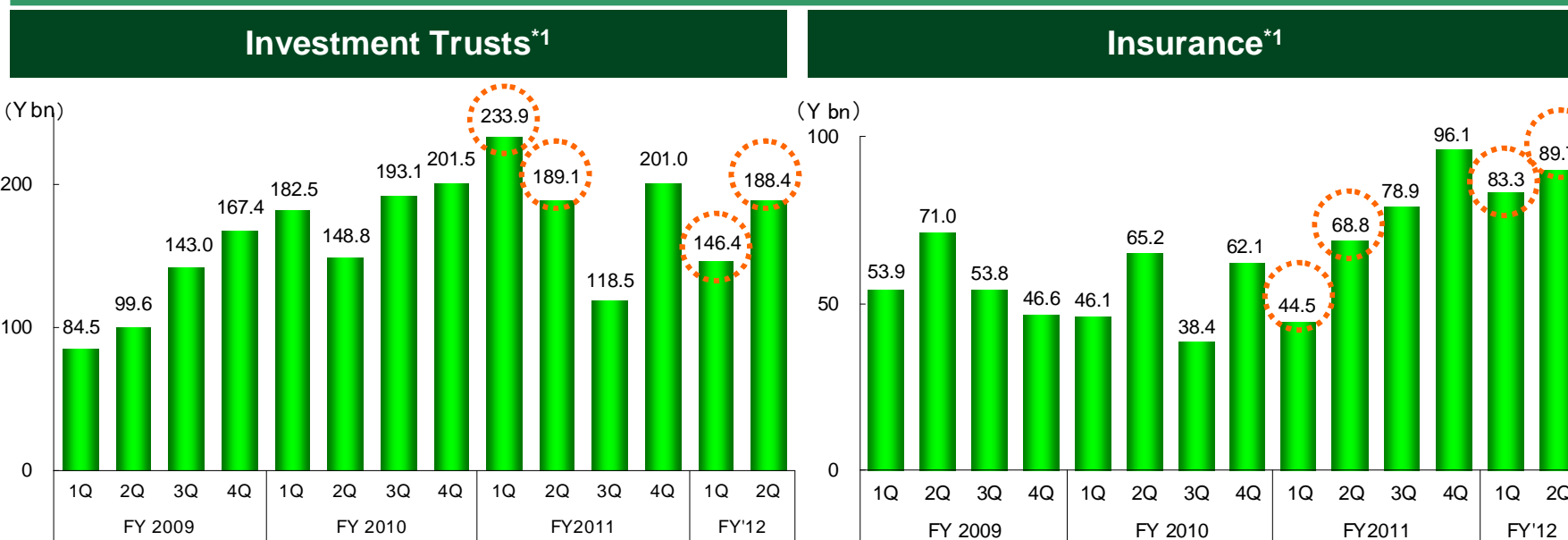
*1 RVA: Resona Value Added (Net profit after a deduction of cost on internally allocated capital)

*2 Total of 3 banks on a non-consolidated basis plus profit and loss of loan guarantee subsidiaries

Capital Adequacy Ratio (Subsidiary Banks)

Japanese Domestic Standard (Billions of Yen)	RB(Consolidated) [F-IRB]			SR(Non-consolidated) [F-IRB]			KO(Consolidated) [F-IRB]		
	Mar.31, 2012	Sep.30, 2012	Change	Mar.31, 2012	Sep.30, 2012	Change	Mar.31, 2012	Sep.30, 2012	Change
	Capital adequacy ratio	13.25%	14.16%	+0.91%	12.47%	13.01%	+0.54%	13.43%	14.04%
Tier 1 ratio	9.29%	10.33%	+1.04%	7.96%	8.78%	+0.82%	8.95%	9.41%	+0.46%
Total qualifying capital	1,644.7	1,759.7	115.0	439.6	448.2	8.6	175.8	177.2	1.3
Tier 1 capital	1,152.7	1,283.3	130.5	280.5	302.4	21.8	117.2	118.8	1.5
Tier 2 capital	527.7	516.5	(11.2)	167.1	157.1	(10.0)	58.9	58.7	(0.1)
Deductions	35.8	40.0	4.2	8.1	11.3	3.2	0.3	0.3	(0.0)
Risk weighted assets	12,407.5	12,420.5	13.0	3,524.0	3,444.2	(79.8)	1,309.5	1,262.4	(47.0)
Credit risk assets	11,687.4	11,710.0	22.6	3,268.8	3,191.9	(76.9)	1,210.9	1,166.5	(44.4)
Operational risk assets	720.1	710.5	(9.5)	255.2	252.3	(2.8)	98.6	95.9	(2.6)

Trend of Investment Product Sale Business (Quarterly Basis)



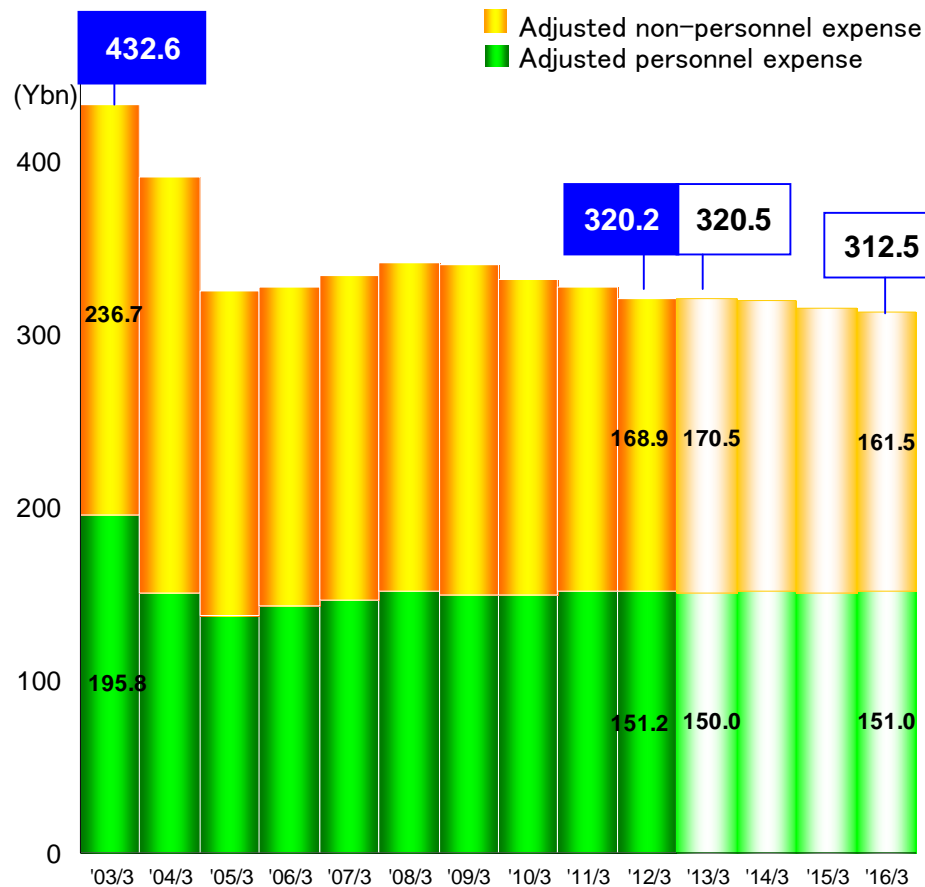
*1. Total of group banks. Data compiled for a business administration purpose

*2. Investment product ratio = balance of investment products sold / balance of investment products sold and deposits held by individuals

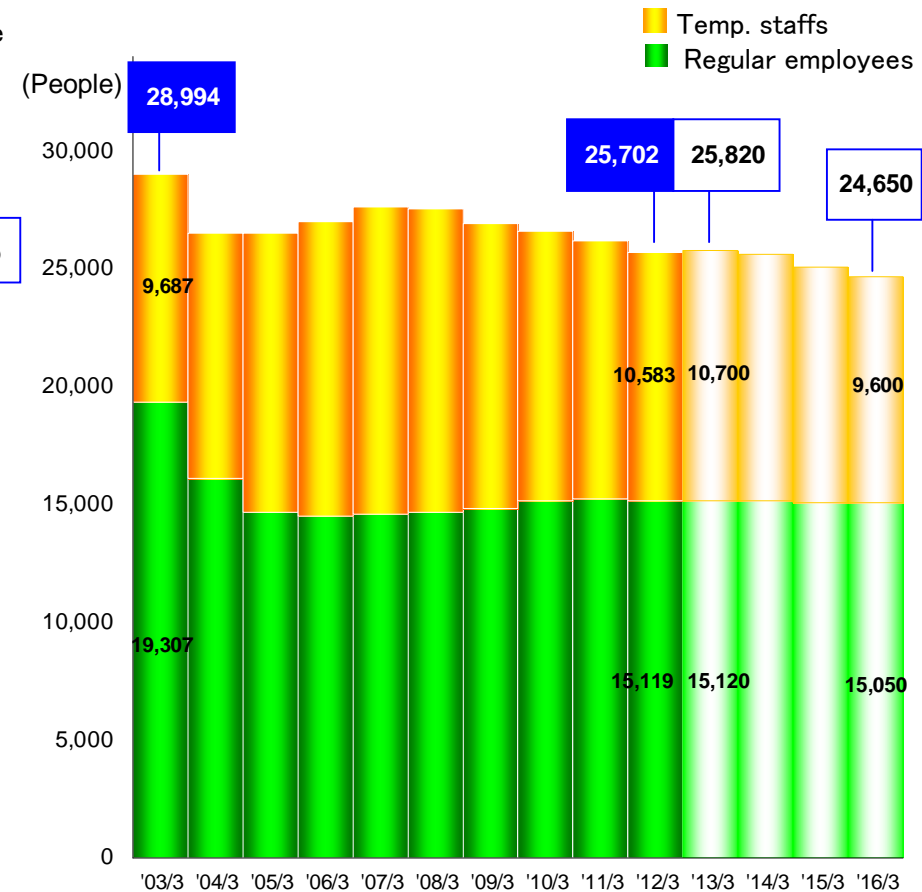
Efficient Cost Structure: Personnel and Non-Personnel Expense (Total of Group Banks)

- Unavoidable increase in operating expenses including social insurance premium will be offset by continued efforts to reduce non-personnel expenses
- Strictly controlled personnel expenses including the cost associated with hiring temporary staffs

Adjusted personnel and adjusted non-personnel expenses*1



Number and composition of employees by hiring status



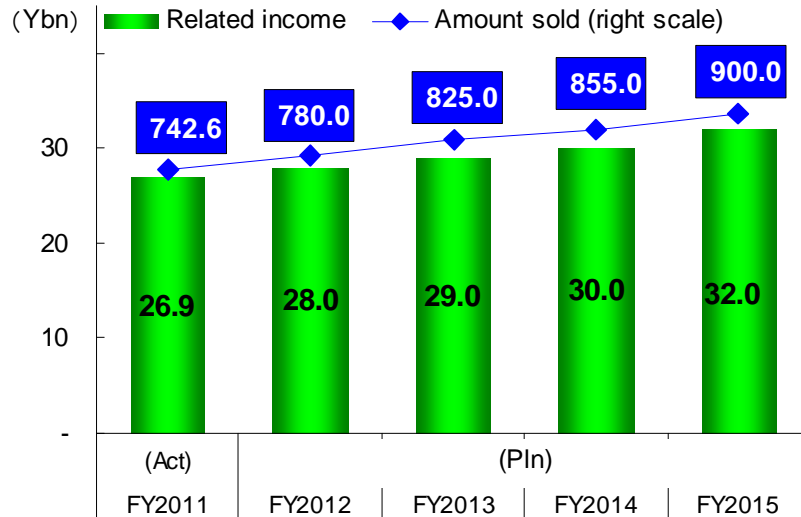
● — Plan —>

● — Plan —>

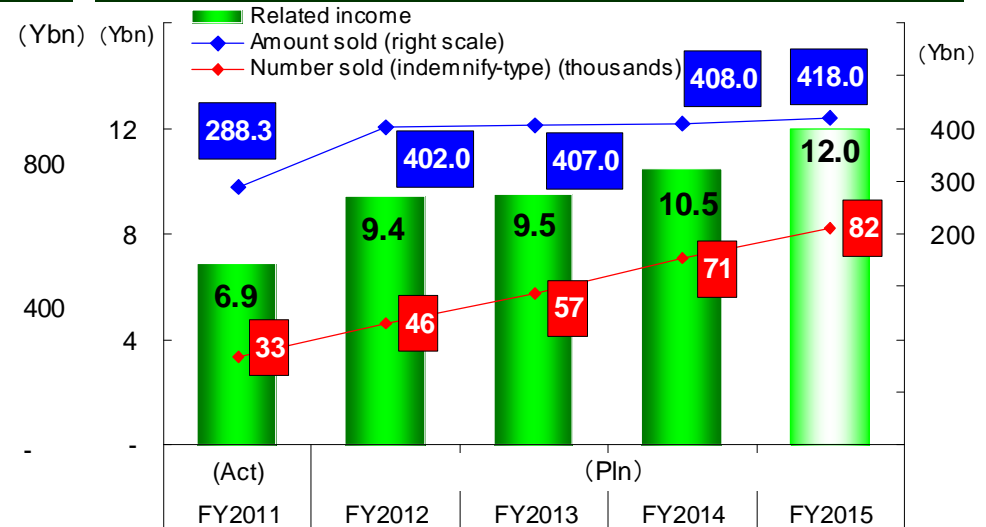
*1 Adjusted personnel expenses: Personnel expenses including the cost associated with hiring temporary staffs and other related costs
Adjusted non-personnel expenses : Non-personnel expenses – Cost associated with hiring temporary staffs and other related costs

New Business Revitalization Plan: Major Fee Businesses

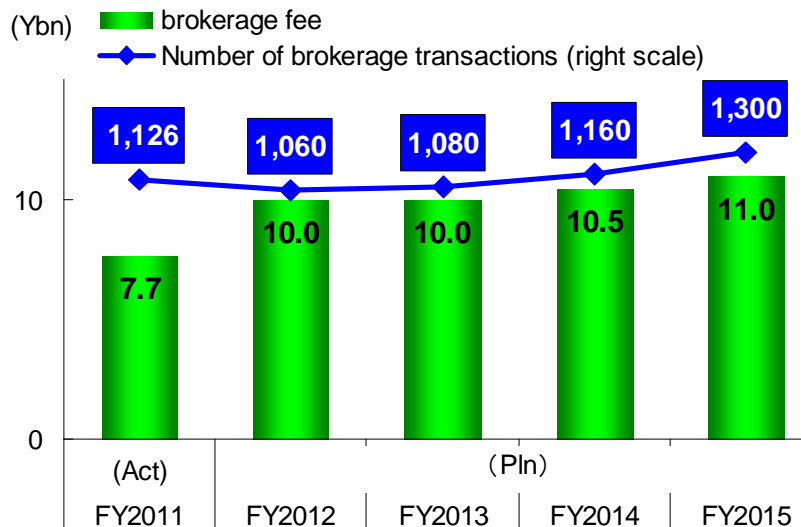
Investment Trusts (Total of Group Banks)



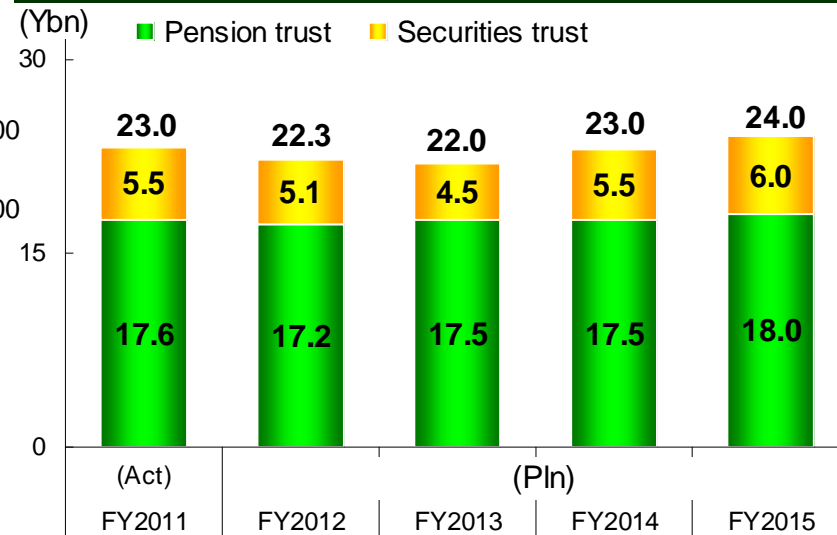
Insurance (Total of Group Banks)



Real Estate Business*(RB)



Pension and Securities Trust Business (RB)



* Excluding gains from investments in real estate funds

Business Revitalization Plan

(Total of Group Banks)

	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015
	(Actual)	(Plan)	(Plan)	(Plan)	(Plan)
(Billions of Yen)					
Gross operating profit	598.6	572.0	563.0	568.0	588.0
Trust fees	23.4	21.7	22.4	22.9	23.8
Jointly Operated Designated Money Trust	3.1	2.5	3.0	3.1	3.8
NPL disposal in the trust account	0.0	-	-	-	-
Interest income	513.2	485.0	481.0	485.0	533.0
Interest expense	59.1	52.0	51.0	51.0	86.0
Net fees & commissions	73.4	80.5	79.0	82.5	86.0
Net trading income	12.1	7.7	8.5	8.5	9.9
Other operating income	35.3	29.1	23.1	20.1	21.3
Gains/(losses) on bonds	26.8	18.6	0.8	(0.1)	(1.6)
Net operating profit (Before provision to general reserve and NPL disposal in the trust account)	259.7	234.0	227.0	232.0	253.0
Net operating profit	267.4	234.0	227.0	232.0	253.0
Provision to general reserve	7.6	-	-	-	-
Expenses	(338.8)	(338.0)	(336.0)	(336.0)	(335.0)
Personnel expense	(130.4)	(130.0)	(129.0)	(128.0)	(128.5)
Non-personnel expenses	(189.8)	(190.5)	(190.0)	(187.0)	(184.0)
Disposal of NPL	(57.8)	(20.0)	(48.0)	(48.0)	(48.0)
Net gain/(loss) on stocks	2.2	(18.0)	5.0	6.0	8.0
Loss on devaluation	(1.1)	(18.0)	(1.0)	-	-
Ordinary profit	244.1	198.0	192.0	193.0	216.0
Extraordinary gains	2.0	-	-	-	-
Extraordinary losses	(3.4)	(1.0)	(2.0)	(1.0)	(1.0)
Income taxes - current	(1.8)	(29.0)	(44.0)	(52.0)	(68.0)
Income taxes - deferred	(1.3)	47.0	(26.0)	(19.0)	(7.0)
Net income/(loss)	239.4	215.0	120.0	121.0	140.0
Credit related expenses	(4.4)	(20.0)	(48.0)	(48.0)	(48.0)

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

*2. Earned surplus excluding earned surplus reserve

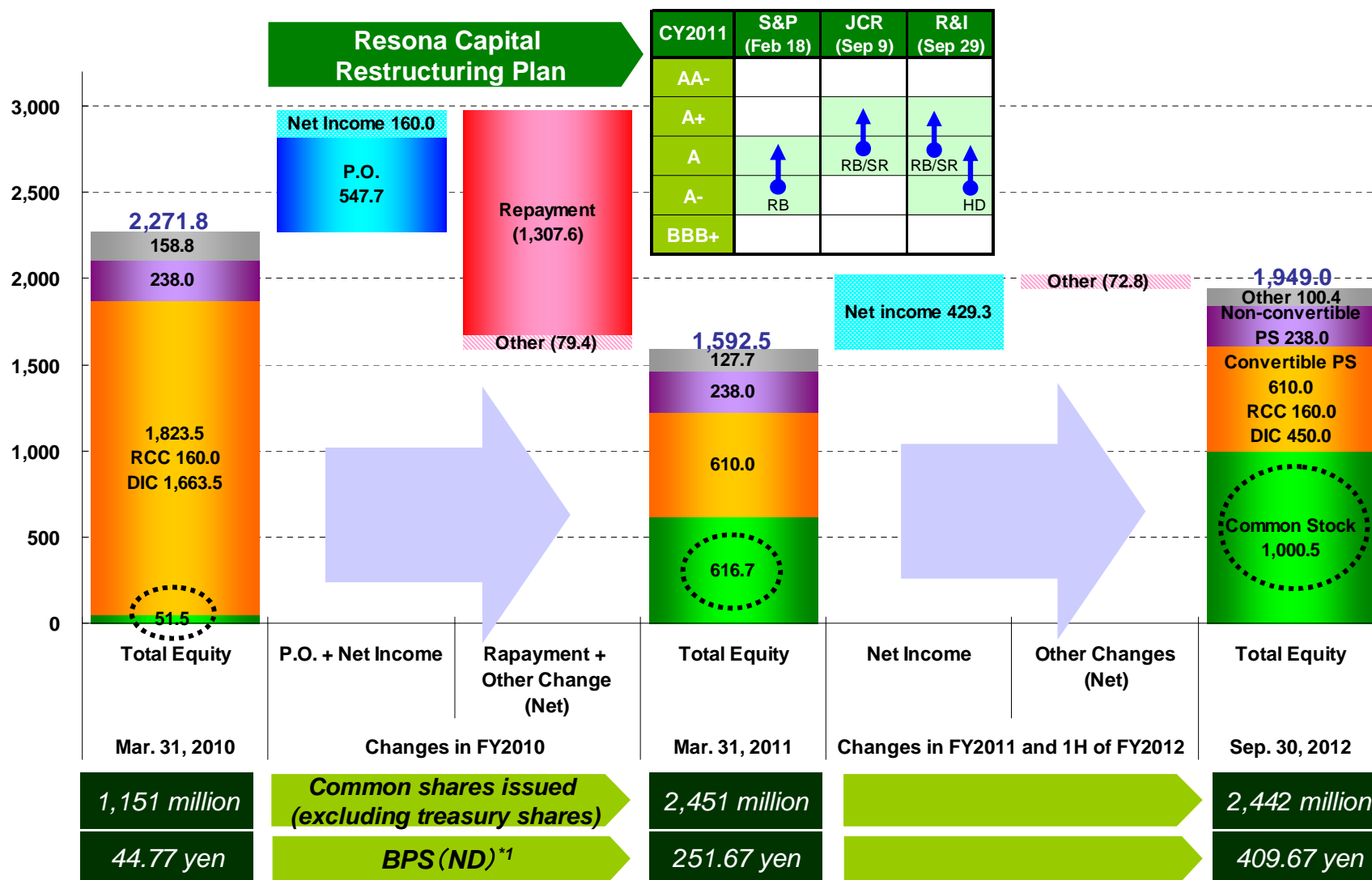
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015
	(Actual)	(Plan)	(Plan)	(Plan)	(Plan)
(Billions of Yen)					
Total assets ^{*1}	41,000.1	41,210.0	41,280.0	42,010.0	42,690.0
Loans and bills discounted	25,297.8	25,500.0	26,130.0	26,780.0	27,390.0
Securities	10,623.5	10,940.0	11,100.0	11,230.0	11,360.0
Trading assets	473.1	456.2	500.0	500.0	500.0
DTA (term-end bal.)	142.2	195.2	169.1	144.0	135.9
Total liabilities ^{*1}	39,578.1	39,590.0	39,720.0	40,450.0	41,120.0
Deposits and NCDs	34,878.9	34,710.0	34,760.0	35,160.0	35,630.0
Trading liabilities	23.5	50.0	50.0	50.0	50.0
DTL (term-end bal.)	-	-	-	-	-
DTL for land revaluation (term-end bal.)	23.7	23.7	23.7	23.7	23.7
Net assets ^{*1}	1,701.9	1,671.0	1,573.9	1,591.5	1,612.5
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}	599.5	577.6	483.7	485.8	505.9
Land revaluation excess	41.2	40.1	39.0	38.0	36.9
Net unrealized gains/(losses) on other securities	92.0	84.5	82.4	99.0	101.0

(Management Indicators)

Yield on interest earning assets (A)	1.36	1.30	1.27	1.25	1.35
Interest earned on loans and bills discounted	1.72	1.61	1.54	1.50	1.62
Interest on securities	0.56	0.52	0.52	0.55	0.65
Total cost of funding (B)	1.04	1.02	1.01	0.99	1.06
Interest paid on deposits and NCDs (D)	0.08	0.07	0.06	0.05	0.13
Overall interest spread (A) - (B)	0.31	0.28	0.26	0.26	0.29
Cost-to-income ratio (OHR)	56.60	59.09	59.68	59.15	56.97

Change in Composition of Resona HD's Total Equity (From Mar. 31, 2010 to Sep. 30, 2012)

BPS (ND) is rapidly expanding => BPS(ND) exceeded 400 yen



*1. Equity attributable to common stock at year-end / Number of common shares excluding treasury shares at year-end

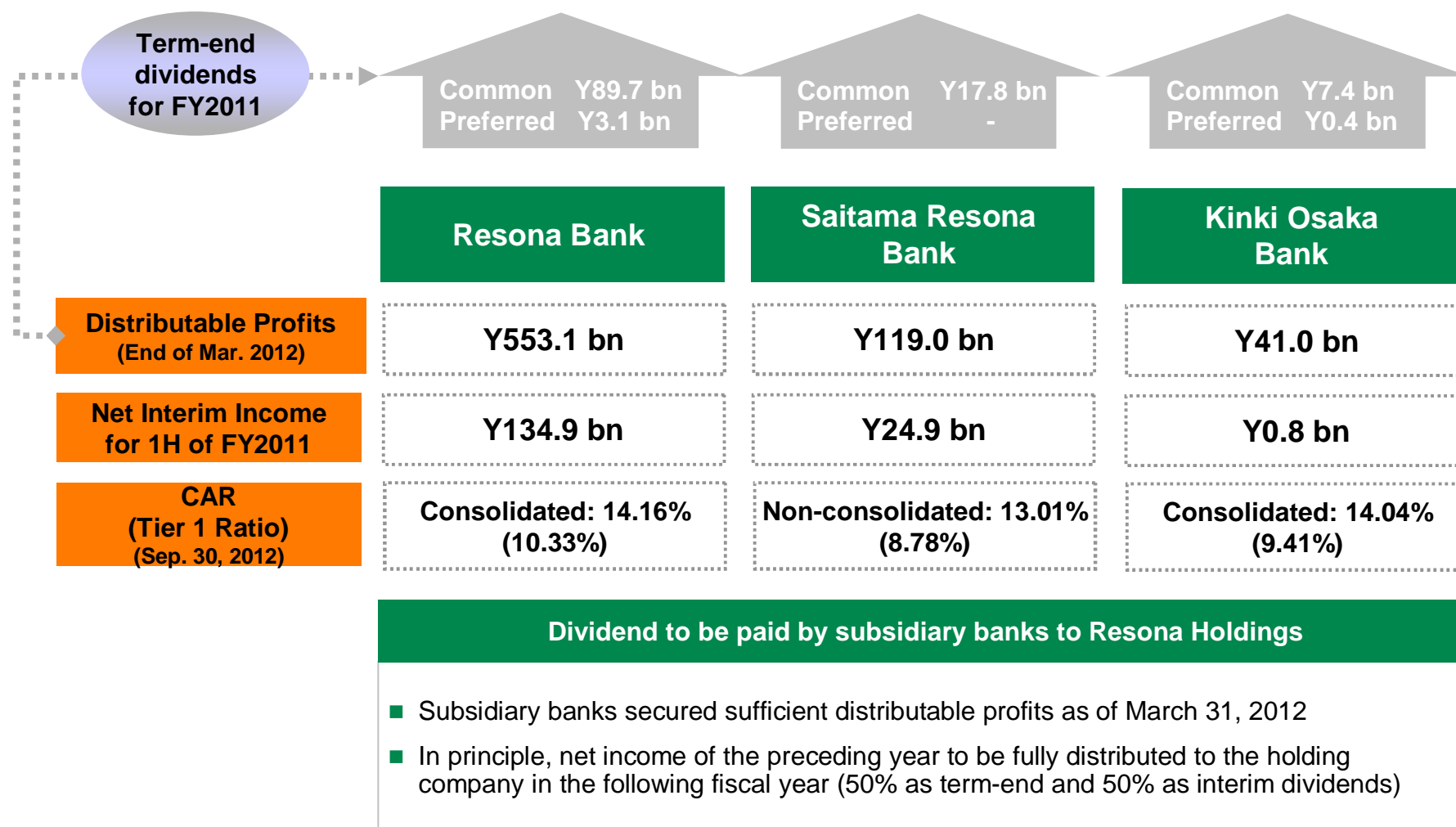
Direction of Resona's Future Capital Policies

Capital Adequacy Ratio Management	Dividend Policy														
<ul style="list-style-type: none"> Remain subject to the Japanese domestic standard <ul style="list-style-type: none"> However, in order to secure reliable capital strength, the Group operates its business with a high capital adequacy ratio, taking reference to the International Standard Intend to keep the following ratios while repayment <div style="margin-top: 20px;"> <p>[Based on BIII] Trial Calculation as of Sep 30, 2012</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="background-color: #004a99; color: white; text-align: center;">T1</td> <td style="background-color: #92d050; text-align: center;">Around 7%</td> <td style="border: 1px dashed gray; text-align: center;">9.9%*1</td> </tr> <tr> <td style="background-color: #004a99; color: white; text-align: center;">CET1</td> <td style="background-color: #92d050; text-align: center;">Around 5.5%</td> <td style="border: 1px dashed gray; text-align: center;">8.1%*1</td> </tr> </table> </div>	T1	Around 7%	9.9%*1	CET1	Around 5.5%	8.1%*1	<ul style="list-style-type: none"> Maintain 12 yen per share common dividends for the time being Plan to clarify dividend policy, including a target level for the dividend payout ratio, after completing the repayment of the DIC preferred shares <div style="margin-top: 20px;"> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="background-color: #004a99; color: white;"></th> <th style="background-color: #004a99; color: white;">FY2012</th> </tr> </thead> <tbody> <tr> <td style="background-color: #004a99; color: white; text-align: center;">Planned total dividends</td> <td style="text-align: center;">Y46.3bn</td> </tr> <tr> <td style="background-color: #92d050; text-align: center;">Preferred dividend</td> <td style="text-align: center;">Y16.9bn</td> </tr> <tr> <td style="background-color: #92d050; text-align: center;">Common dividend (Dividend per share)</td> <td style="text-align: center;">Y29.4bn (@12.00 yen)</td> </tr> </tbody> </table> </div>		FY2012	Planned total dividends	Y46.3bn	Preferred dividend	Y16.9bn	Common dividend (Dividend per share)	Y29.4bn (@12.00 yen)
T1	Around 7%	9.9%*1													
CET1	Around 5.5%	8.1%*1													
	FY2012														
Planned total dividends	Y46.3bn														
Preferred dividend	Y16.9bn														
Common dividend (Dividend per share)	Y29.4bn (@12.00 yen)														
Prevention of Dilution	ROE Target														
<ul style="list-style-type: none"> Intend to repurchase and cancel the remaining DIC preferred stock with retained earnings. (Conversion into common shares is not an option.) <div style="margin-top: 20px;"> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="background-color: #004a99; color: white; text-align: center;">Two drivers to enhance common shareholders value</td> <td style="background-color: #92d050; text-align: center;">Sustained EPS growth and resultant increase in BPS</td> </tr> <tr> <td style="background-color: #004a99; color: white; text-align: center;"></td> <td style="background-color: #92d050; text-align: center;">Reduction of potential shares through repurchase of DIC preferred shares</td> </tr> </table> </div>	Two drivers to enhance common shareholders value	Sustained EPS growth and resultant increase in BPS		Reduction of potential shares through repurchase of DIC preferred shares	<ul style="list-style-type: none"> Intend to build earnings and capital structures that could yield a 10% return on CET1 on a sustainable basis <div style="margin-top: 20px;"> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="background-color: #004a99; color: white; text-align: center;">Level of targeted Sustainable ROE</td> <td style="background-color: #92d050; text-align: center;">Return on CET1</td> </tr> <tr> <td style="background-color: #004a99; color: white; text-align: center;"></td> <td style="text-align: center;">10% level</td> </tr> </table> </div>	Level of targeted Sustainable ROE	Return on CET1		10% level						
Two drivers to enhance common shareholders value	Sustained EPS growth and resultant increase in BPS														
	Reduction of potential shares through repurchase of DIC preferred shares														
Level of targeted Sustainable ROE	Return on CET1														
	10% level														

*1. The presented ratios are calculated by Resona Holdings on a best effort basis in reference to the Basel III International Standard. Deduction items and unrealized gains on available-for-sale securities are not taken into account.

Distributable Profits and Dividend Policy

Resona Holdings (Distributable Profits as of Sep. 30, 2012: Y414.8 bn)



List of Preferred Shares Issued by RHD

[As of November 1, 2012]

Public Fund

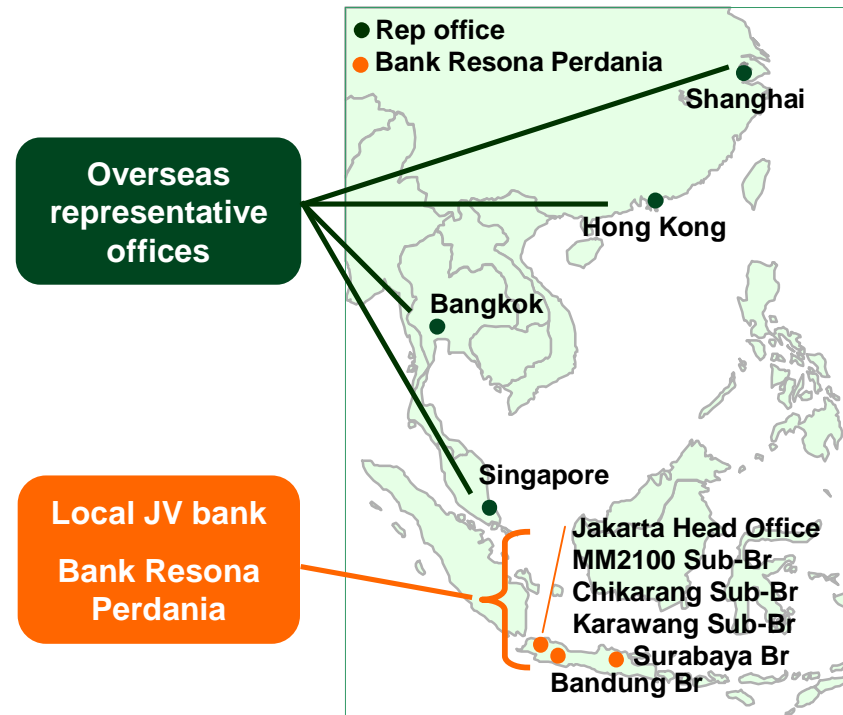
Private Fund

		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. 2013)	JPY 68.00	JPY 185.00	JPY 21.04	JPY 992.50	JPY 918.75	JPY 1,237.50
	Total amount of dividend (Jun. 2013)	JPY 816 Million	JPY 1,480 Million	JPY 4,734 Million	JPY 2,501 Million	JPY 3,675 Million	JPY 3,712 Million
	Yield	1.36%	1.48%	Libor (1y) + 50bp 1.052%	3.97%	3.675%	4.950%
Acquisition right	Acquisition period	1/1/2002 3/31/2015	7/1/2003 11/30/2014	7/1/2010 ---	---	---	---
	Current exchange price	JPY 1,501	JPY 3,240	JPY 392	---	---	---
	Current exchange rate	(3.331)	(3.858)	(5.102)	(--)	(--)	(--)
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	Mandatory exchange not applicable	Mandatory exchange not applicable
	Mandatory exchange rate	JPY 5,000 / Market Price	JPY 12,500 / Market Price	---	Acquisition clause exercisable under certain conditions at the issuer's option after seven years after issue date	Acquisition clause exercisable under certain conditions at the issuer's option after seven years after issue date	Acquisition clause exercisable under certain conditions at the issuer's option after seven years after issue date
	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	---	---	---	---

Supports Extended to SMEs to Do Business in Asia

Resona's Footholds in Asia

- JV bank with over 50 years of local experience
 - P.T. Bank Resona Perdania (Indonesia)
- Overseas representative offices (RB) ... 4 rep offices



- Additional regional coverage to offer local information
 - Vietnam (RB: Mar. 2011)
⇒ Dispatched personnel to Ho Chi Minh Branch of an alliance partner bank
 - India (RB: New Delhi, KO: Chennai, Oct. 2011)
⇒ Dispatched personnel to JETRO's local offices

Local Services Offered through Alliances

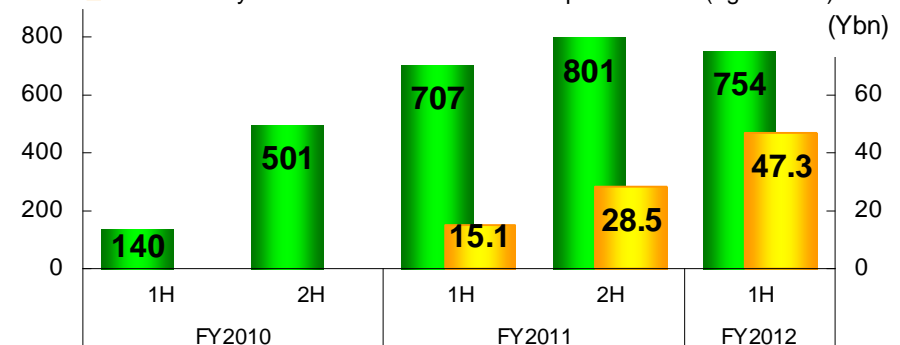
- Large number of branches and local expertise
- Ability to provide local service without being regulated as a foreign bank

Major Alliance Partners in Asia

China	Bank of East Asia, Bank of China, China Construction Bank, Industrial and Commercial Bank of China, Bank of Communications
Hong Kong	Bank of East Asia
South Korea	Korea Exchange Bank
Taiwan	Mega International Commercial Bank
Singapore	Bank of East Asia
Malaysia	Public Bank
Thailand, Vietnam	Bangkok Bank
India	State Bank of India
Philippines	Rizal Commercial Banking Corp.

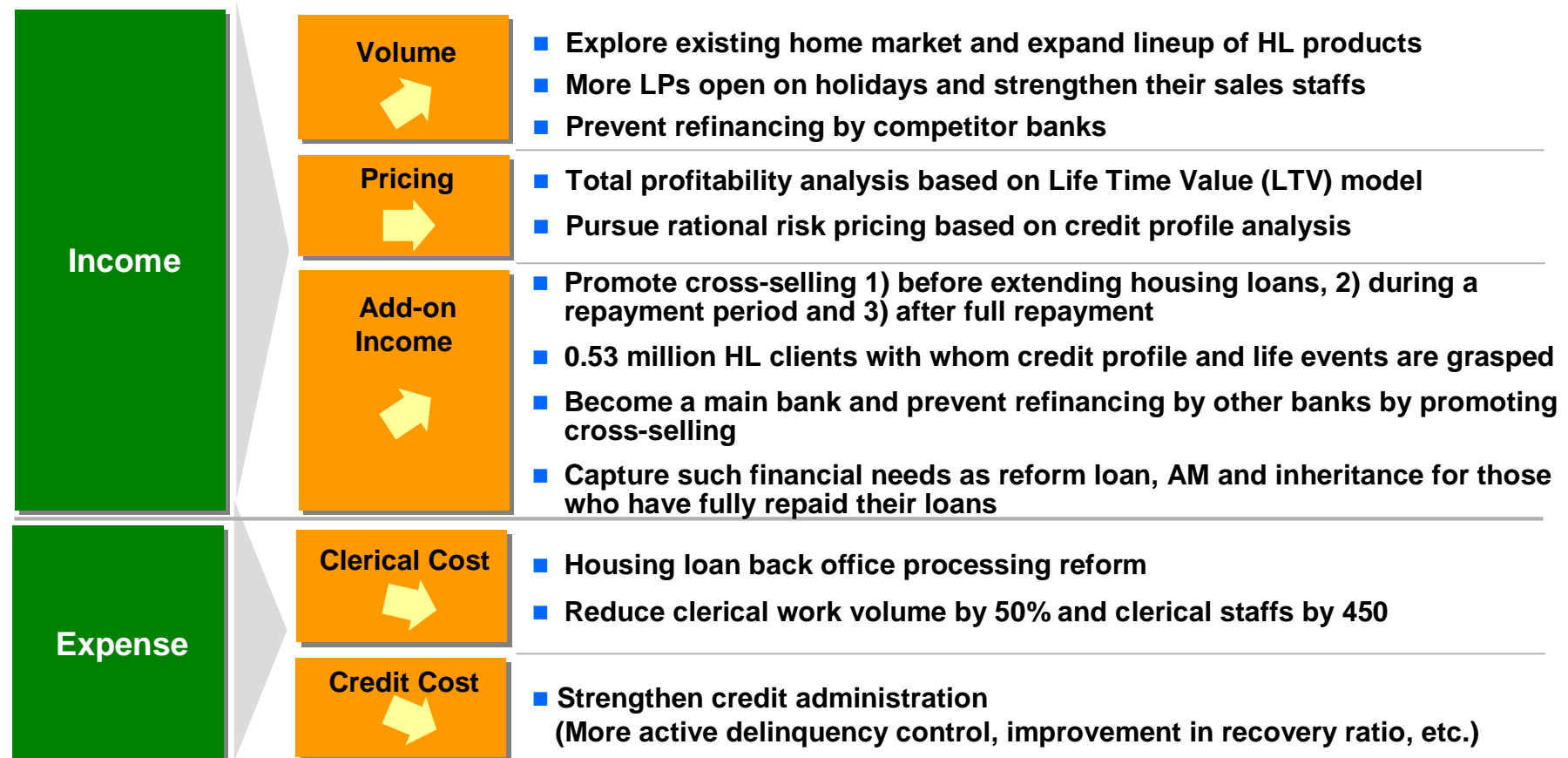
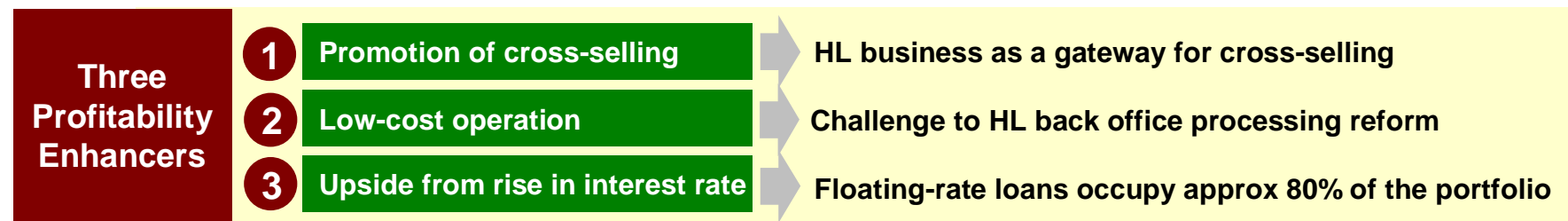
Consultations and loans provided

- Consultations handled by ABPC* on a high level
- Loans extended from Asia-related special funds are on the rise (total of group banks)
 - Number of consultations handled by ABPC
 - Loans newly extended from Asia-related special funds (right scale)



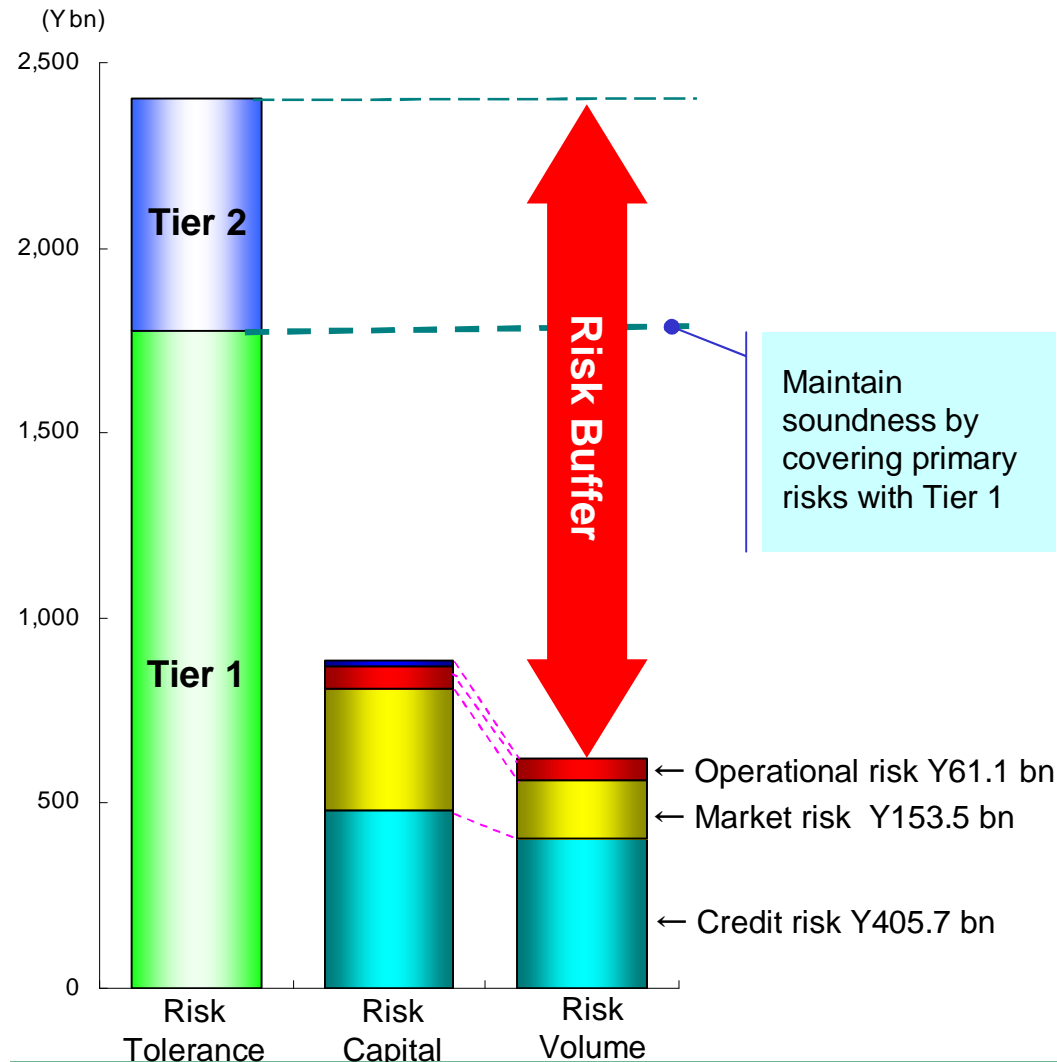
* Asia Business Promotion Center (RB)

Measures to Keep and Restore Profitability of HL Business



Risk Volume Relative to Capital (End of September 2012)

- 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 6 months 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

Internal model to measure core liquidity deposits
 ⇒ *Grasp more properly how much liquidity deposits can be regarded as low-cost and stable funding over the long term*

Combined Balance Sheet (RB + SR + KO) (As of Sep. 30, 2012)

Loans and bills discounted Y26.1 tn (62%)	Liquidity deposits Y20.0 tn (48%) <i>Core liquidity deposits (X%)</i>
Securities Y10.5 tn (25%)	Time and other deposits Y12.0 tn (28%)
Cash Y2.5 tn (6%)	Other Y8.4 tn (20%)
Other Y3.0 tn (7%)	Net assets Y1.7 tn (4%)

Combined total assets: Y42.2 tn

***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 x 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 (Total of Group Banks)

Maturity ladder for securities held (securities with contractual maturities, nominal amount basis)

(Y bn)

	End of Sep. 2012							End of Mar. 2012						
	One year or less	One to three years	Three to five years	Five to seven years	Seven to ten years	Over ten years	Total	One year or less	One to three years	Three to five years	Five to seven years	Seven to ten years	Over ten years	Total
Bonds held to maturity	187.4	170.5	376.2	602.5	839.7	3.0	2,179.4	30.3	317.4	288.0	345.1	1,075.3	3.0	2,059.4
JGBs	165.0	95.0	287.3	542.5	699.7	3.0	1,792.5	-	260.0	200.0	284.3	945.2	3.0	1,692.5
Floating-rate JGBs	-	-	207.3	142.5	200.2	-	550.0	-	-	120.0	135.3	294.7	-	550.0
Japanese local government bonds	19.9	73.0	87.5	60.0	140.0	-	380.5	26.8	55.7	86.2	60.8	130.1	-	359.7
Japanese corporate bonds	2.5	2.4	1.3	0.0	-	-	6.3	3.5	1.7	1.8	0.0	-	-	7.1
Available-for-sale securities	2,721.9	1,142.7	3,117.2	318.7	468.7	117.4	7,886.8	3,004.8	1,866.9	2,868.8	424.6	487.8	141.6	8,794.8
Bonds	2,667.4	1,108.0	2,976.6	313.7	433.0	26.9	7,525.9	2,973.3	1,803.2	2,757.9	386.9	469.2	38.8	8,429.6
JGBs	2,503.0	727.2	2,549.8	242.9	352.2	10.0	6,385.1	2,796.6	1,406.0	2,430.9	335.0	387.1	20.0	7,375.6
Floating-rate JGBs	-	-	14.3	207.9	17.2	-	239.4	-	-	15.7	81.5	268.6	-	365.8
Japanese local government bonds	6.4	30.1	61.5	29.2	73.8	-	201.2	4.1	28.7	49.6	23.5	77.5	-	183.6
Japanese corporate bonds	157.9	350.6	365.3	41.6	7.0	16.9	939.5	172.6	368.5	277.3	28.4	4.5	18.8	870.3
Other	54.5	34.6	140.5	4.9	35.6	90.4	360.8	31.4	63.7	110.9	37.6	18.6	102.8	365.2

Unrealized gains/(losses)

(Y bn)

	B/S Amount (Sep. '12)	Change from Mar. '12	Unrealized gains/(losses) (Sep. '12)	Change from Mar. '12
Bonds held to maturity	2,181.2	120.5	66.0	16.4
Available-for-sale securities	8,366.2	(922.5)	111.9	(19.6)
Stocks	411.9	(51.2)	92.1	(28.8)
Bonds	7,570.7	(892.7)	22.7	10.1
Other	383.5	21.4	(3.0)	(0.9)

Note: The figures reported above include securities, negotiable certificates of deposit (NCDs) included in "cash and due from banks" and a portion of "monetary claims

The presented figures only include marketable securities.

Trend of market and other indicators

[Duration and Basis Point Value of JGBs (Available-for-sale securities)]

	2010/3	2011/3	2012/3	2012/9
Duration (year)	2.1	2.1	2.4	2.6
BPV (Ybn)	(1.19)	(1.35)	(1.81)	(1.68)
10-year JGB yield	1.390%	1.250%	0.985%	0.770%

[Break-even Nikkei Average Points]

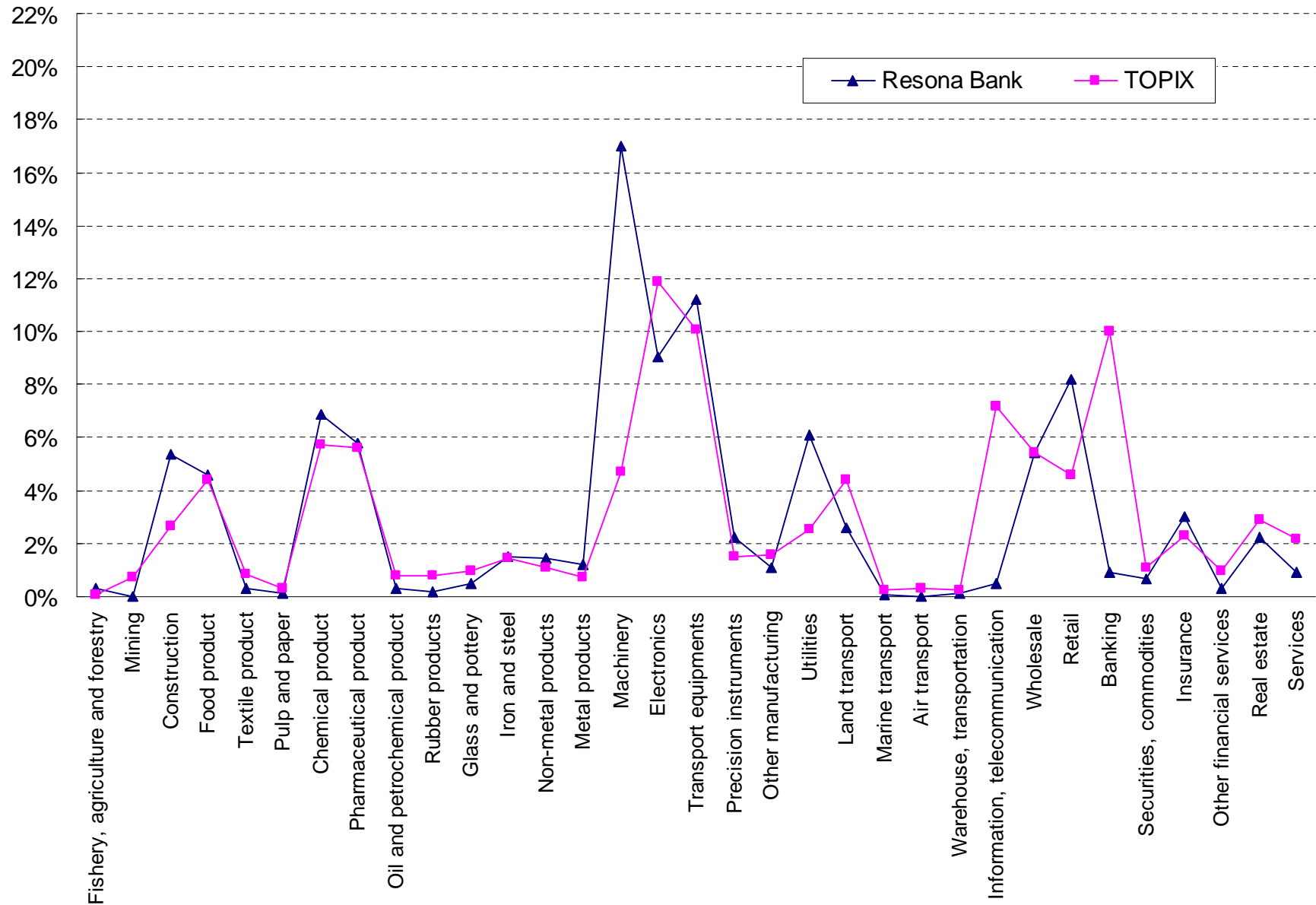
	2010/3	2011/3	2012/3	2012/9
Nikkei Average Points (Yen)	7,300	7,200	7,100	7,100
BV of stock sold outright (Ybn)	11.1	9.6	8.3	5.2

[Net gains/(losses) on bonds and stocks]

(Y bn)

	FY2009	FY2010	FY2011	1H FY2012
Net gains/(losses) on bonds	19.7	30.5	26.8	19.8
Net gains/(losses) on stocks	4.3	(1.7)	2.2	(17.8)

Stocks Held by Industry (End of September 2012, RB)



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

Loans and Bills Discounted

[End of March 2012]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	1.3%	1.3%	3.5%	5.6%	11.6%
Prime rate-based	52.4%	0.3%	0.0%	0.0%	52.7%
Market rate-based	28.0%	2.0%	3.2%	2.5%	35.6%
Total	81.7%	3.6%	6.7%	8.1%	100.0%

Loans maturing within 1 year **85.3%**

[End of September 2012]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	1.4%	1.1%	3.3%	5.1%	10.8%
Prime rate-based	52.9%	0.1%	0.0%	0.0%	52.9%
Market rate-based	28.9%	1.7%	2.9%	2.7%	36.2%
Total	83.2%	2.9%	6.2%	7.8%	100.0%

Loans maturing within 1 year **86.0%**

[Change in 1H of FY2012]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	0.1%	-0.2%	-0.2%	-0.4%	-0.8%
Prime rate-based	0.5%	-0.3%	0.0%	0.0%	0.2%
Market rate-based	0.9%	-0.2%	-0.3%	0.2%	0.6%
Total	1.5%	-0.7%	-0.5%	-0.3%	0.0%

Loans maturing within 1 year **0.8%**

Deposits

[End of March 2012]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	45.7%	1.0%	4.0%	13.7%	64.3%
Time deposits	18.2%	10.2%	6.0%	1.2%	35.7%
Total	63.8%	11.2%	10.0%	14.9%	100.0%

[End of September 2012]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	44.1%	1.0%	4.1%	14.3%	63.5%
Time deposits	18.8%	10.5%	5.7%	1.5%	36.5%
Total	62.9%	11.5%	9.9%	15.7%	100.0%

[Change in 1H of FY2012]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	-1.5%	0.0%	0.2%	0.6%	-0.8%
Time deposits	0.6%	0.3%	-0.3%	0.2%	0.8%
Total	-1.0%	0.3%	-0.1%	0.8%	0.0%

*1. Data compiled for a management and administration purpose

Swap Positions by Remaining Periods (RB)

- Notional amounts of interest rate swaps by remaining period

(Billions of Yen)

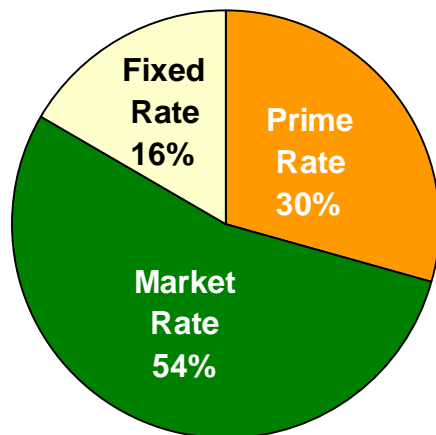
	Sep. 30, 2012				Mar. 31, 2012			
	Within 1 year	1 to 5 years	Over 5 years	Total	Within 1 year	1 to 5 years	Over 5 years	Total
Receive fixed rate/ Pay floating rate	60.0	700.7	810.0	1,570.7	71.0	656.1	810.0	1,537.1
Receive floating rate/ Pay fixed rate	100.7	446.9	205.0	752.6	0.0	236.1	515.0	751.1
Net position to receive fixed rate	(40.7)	253.8	605.0	818.1	71.0	420.0	295.0	786.0

Composition of Loan Portfolio by Base Rates (RB)

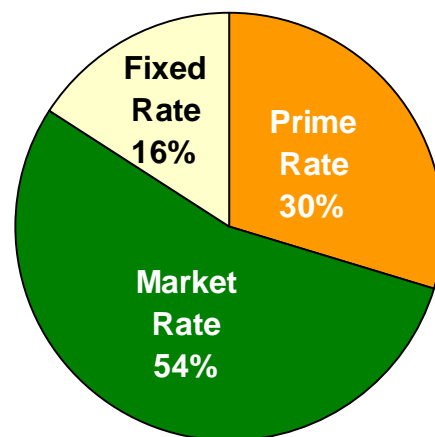
Loans to corporations

*Market rate-linked loans (corporate) include the fixed-rate (spread) loans maturing in less than one year.

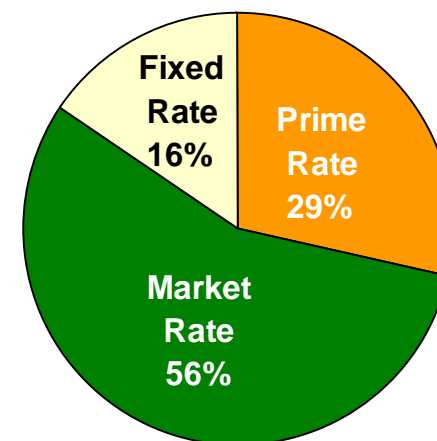
[End September 2011]



[End March 2012]

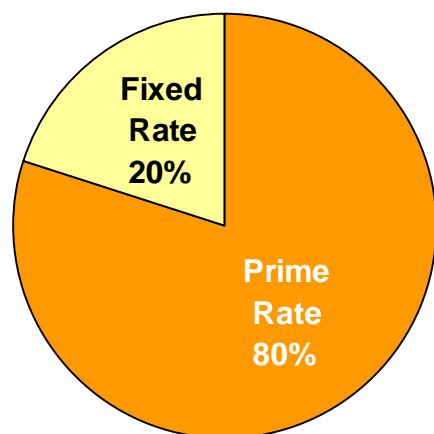


[End September 2012]

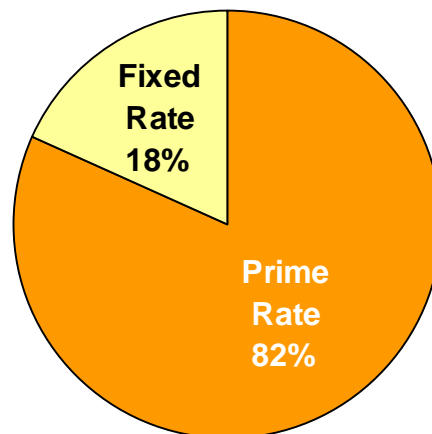


Loans to individuals

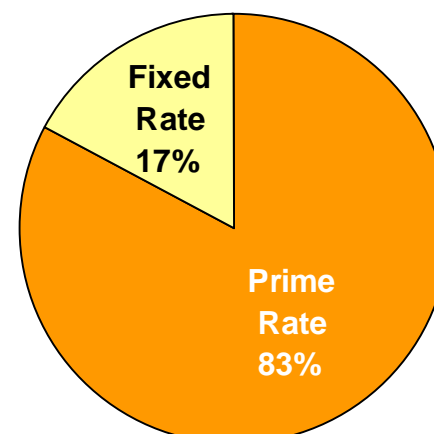
[End September 2011]



[End March 2012]



[End September 2012]

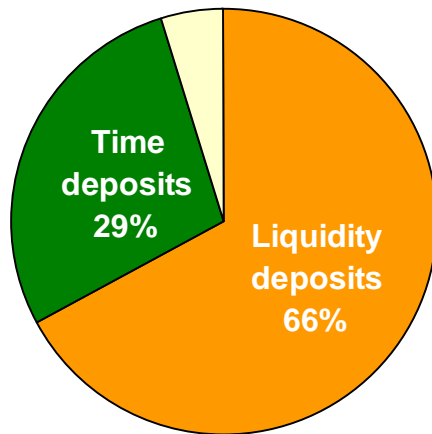


* Portfolio composition is computed based on the numbers compiled for administration purposes.

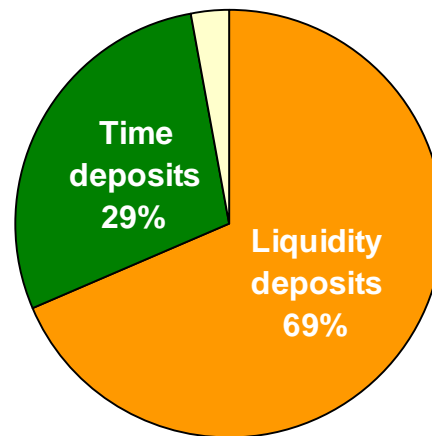
Composition of Deposits by Types (RB)

Corporate Deposits

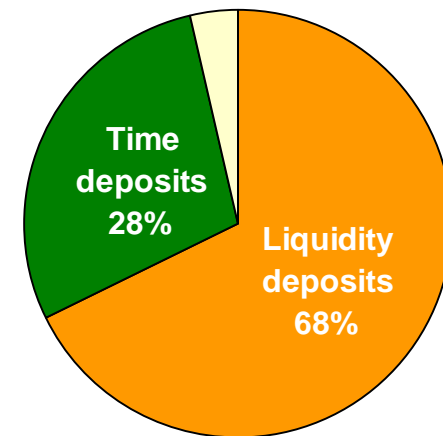
[End September 2011]



[End March 2012]

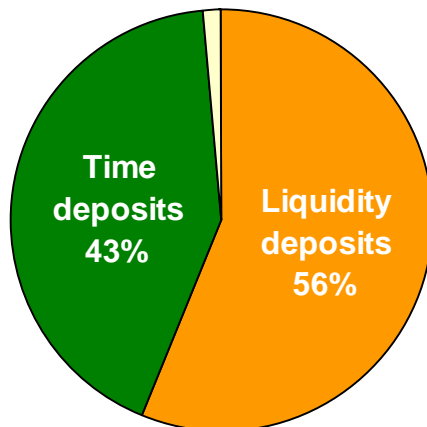


[End September 2012]

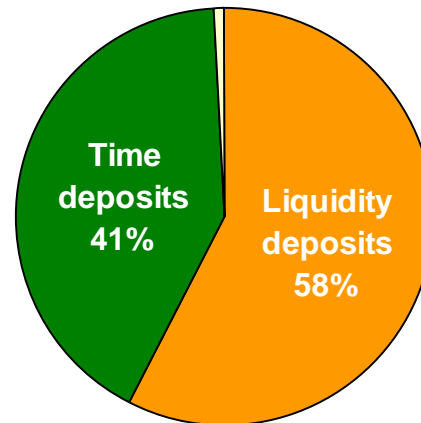


Individual Deposits

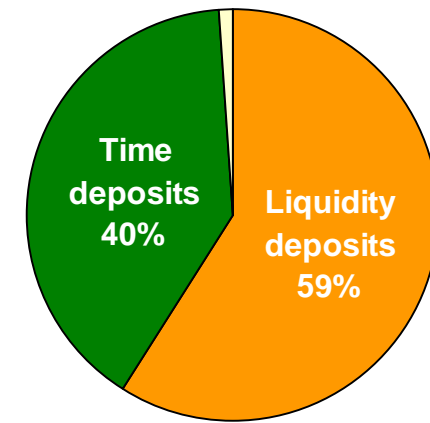
[End September 2011]



[End March 2012]



[End September 2012]



Migrations of Borrowers (RB, 1H FY2012)

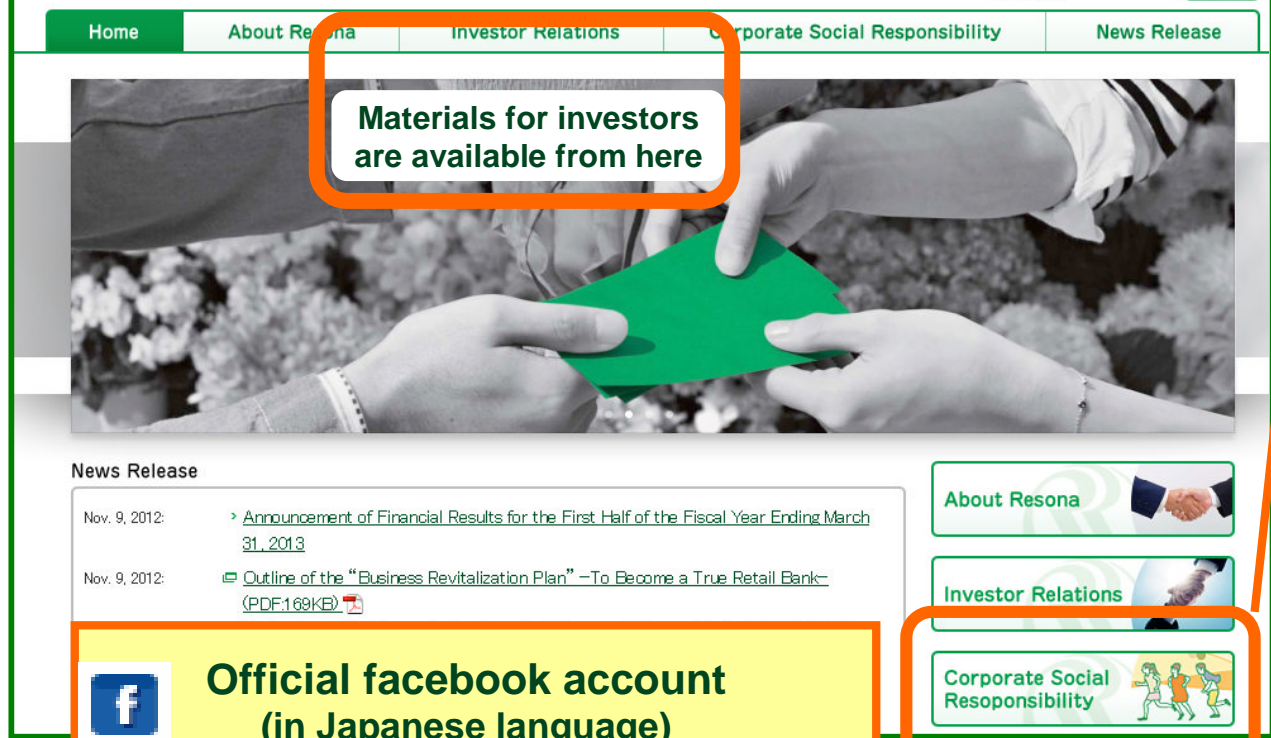
■ Exposure amount basis (Migration during 1H of FY2012)

		End of September 2012									Upward Migration	Downward Migration
		Normal	Other Watch	Special Attention	Doubtful	Quasi-Bankrupt	Bankrupt	Other	Collection, Repayments	Assignments, Sale		
End of March 2012	Normal	98.5%	1.1%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.0%	-	1.2%
	Other Watch	10.1%	82.2%	1.2%	2.4%	0.3%	0.1%	3.8%	3.8%	0.0%	10.1%	3.9%
	Special Attention	3.0%	8.0%	76.3%	9.9%	0.4%	0.6%	1.8%	1.8%	0.0%	11.0%	10.9%
	Doubtful	1.2%	6.1%	7.4%	75.2%	5.7%	1.1%	3.2%	3.2%	0.0%	14.7%	6.9%
	Quasi-Bankrupt	0.1%	0.4%	0.0%	0.2%	89.3%	2.6%	7.3%	3.3%	4.0%	0.7%	2.6%
	Bankrupt	0.0%	0.0%	0.0%	0.9%	0.0%	91.7%	7.4%	0.9%	6.4%	0.9%	-

1. Above table shows how a borrower belonging to a particular borrower category as of the end of March 2012 migrated to a new category as of the end of September 2012.
2. Percentage points are calculated based on exposure amounts as of the end of March 2012. (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 2012 refers to those exposures removed from the balance sheet due to collection, repayments, assignments or sale of claims.

Our Website Information

 <http://www.resona-gr.co.jp/holdings/english/>



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Materials for investors are available from here

News Release

Nov. 9, 2012: > [Announcement of Financial Results for the First Half of the Fiscal Year Ending March 31, 2013](#)

Nov. 9, 2012: > [Outline of the "Business Revitalization Plan" -To Become a True Retail Bank-](#) (PDF:169KB)

About Resona

Investor Relations


Corporate Social Responsibility

 **Official facebook account**
(in Japanese language)
<http://www.facebook.com/resonagr/>

 **Official Twitter account**
(in Japanese language)
http://twitter.com/resona_pr

CSR Report

CSR Report has been created and distributed through our web site for the purpose of disclosing information related to the Resona Group's corporate social responsibility (CSR) to all stakeholders.



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.