

Business Results for FY2012 and Future Management Direction

- Into the Next Decade: Resona's Challenge to Make a Leap Forward -



RESONA

May 17, 2013



Resona Holdings, Inc.

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Outline of Business Results for FY2012 and Updates on Major Businesses

Efforts to Build Solid Foundation for Sustainable Growth

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 FY2012 and Updates on Major Businesses

Efforts to Build Solid Foundation for Sustainable Growth

Direction of Future Capital Policies

[Reference Material]

Financial Highlights for FY2012

Posted Y275.1 bn of consolidated net income

- An increase of Y21.4 bn (+8.5%) YoY, topping the forecast by Y45.1 bn (+19.6%)
 - Income tax and other: decrease of Y10.4 bn YoY
 - Effect of the change in applicable clause relating to recoverability of DTA: Y90.1 bn
 - Income before income taxes and minority interests rose by Y11.0 bn (+4.0%) YoY
 - Net credit-related expenses improved by Y26.8 bn YoY, offsetting a decrease in net gains on stocks
 - Actual net operating profit: decrease of Y13.7 bn (-5.3%) YoY, or increase of Y12.0 bn (+5.1%) from the forecast
 - Kept the same level as the previous year excluding one-time gain in FY2011

Resona's core business base steadily expanded

- Consolidated loan balance increased by Y700.0 bn YoY, the first YoY increase in the past four fiscal years
- Loan-to-deposit spread (domestic operation): 1.55%, almost in line with the forecast
- Financial product sale: Investment trust sale increased by 30% YoY
- Trust and real estate business: Number of transactions increased, supported by "Retail x Trust" strategy

Maintained soundness in asset quality

- NPL ratio as of Mar. 31, 2013 at 2.06% (Total of group banks), Resona Bank's NPL ratio declined to the 1% level
- Classified claims (NPL) as of Mar. 31, 2013 declined steadily by Y56.6 bn YoY (Total of group banks)
- Unrealized gain on available-for-sale securities as of Mar. 31, 2013: Y257.5 bn (Total of group banks)

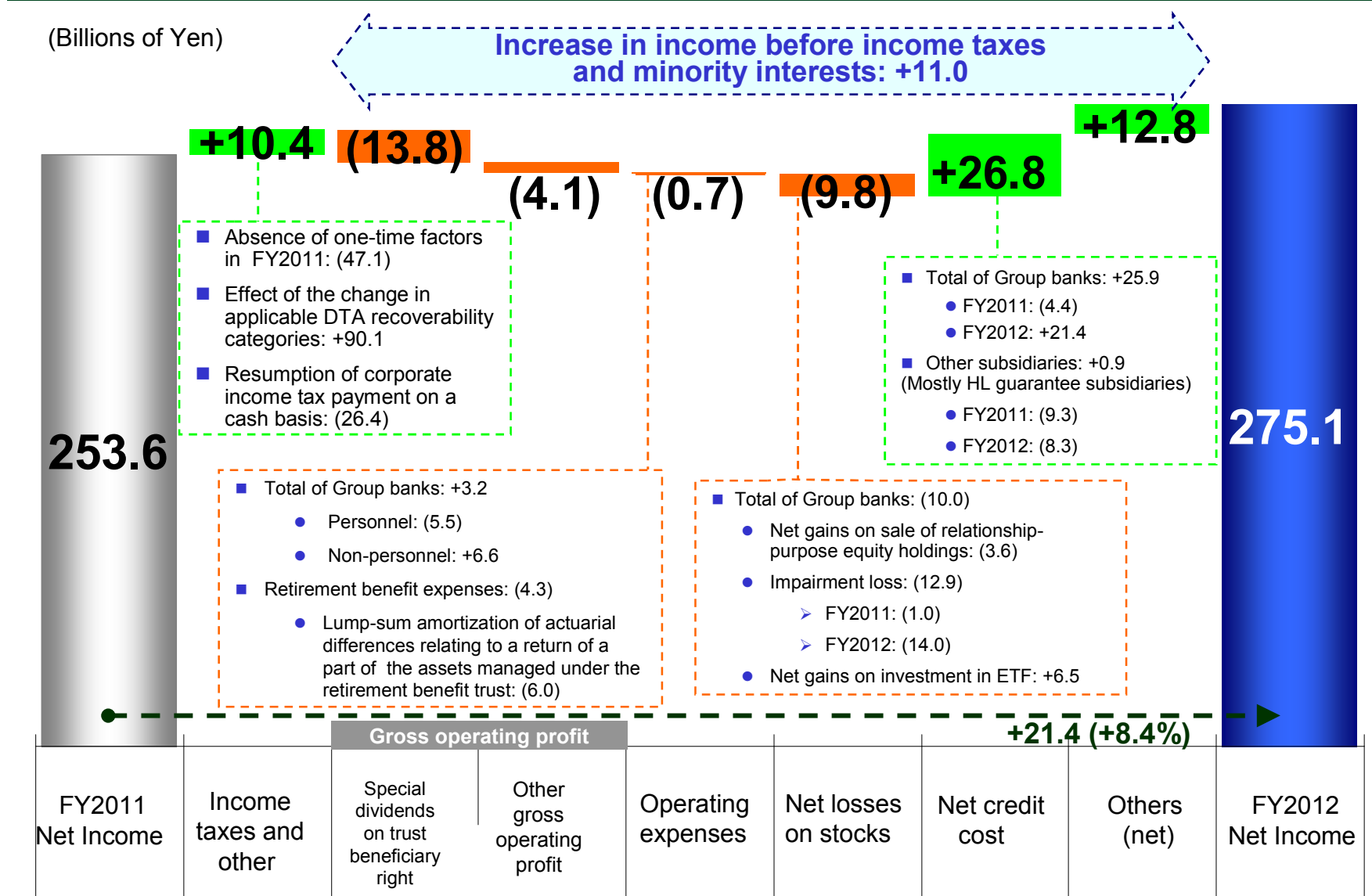
Maintained capital adequacy ratio at an appropriate level

- Consolidated CAR: 14.67%, Tier 1 ratio: 10.74% (preliminary ratios)

Consolidated Net Income for FY2012 Compared with FY2011

Y21.4 bn increase in consolidated net income compared with FY2011

(Billions of Yen)



Outline of Financial Results for FY2012

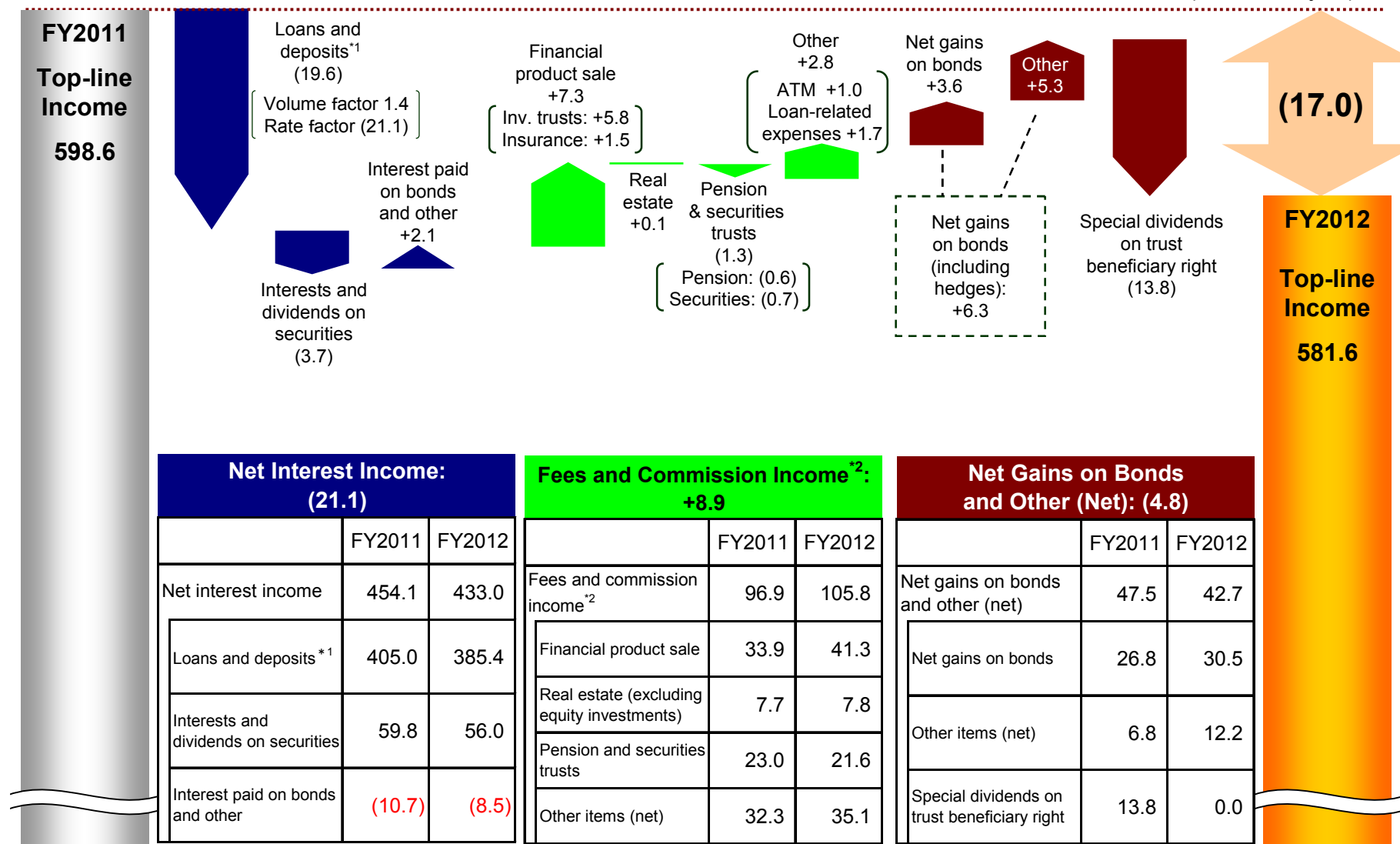
(Billions of Yen)

	Resona Holdings (Consolidated)		Difference (A) — (B)	Total of 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	Saitama Resona	Kinki Osaka	
Gross operating profit	637.1	(18.0)	+55.5	581.6	(17.0)	387.9	141.8	51.9	
Net interest income	443.0	(20.9)	+10.0	433.0	(21.1)	267.8	123.0	42.1	RC 3.4 bn and other
Income from loans and deposits				385.4	(19.6)	241.2	105.8	38.3	Domestic operations: Banking account, Deposits include NCDs
Trust fees	21.6	(1.8)	(0.0)	21.6	(1.8)	21.6	-	-	
Fees and commission income	128.9	+9.3	+44.7	84.2	+10.7	60.6	16.1	7.4	RG 29.0 bn, RC 14.6 bn and other
Other operating income	43.4	(4.5)	+0.7	42.7	(4.8)	37.7	2.6	2.3	
Actual net operating profit				246.0	(13.7)	167.6	66.3	12.0	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)	(361.6)	(0.7)	(17.9)	(343.6)	(1.0)	(225.5)	(76.9)	(41.1)	RC (11.8) bn, RG (3.3) bn and other
Net gains/(losses) on stocks	(7.5)	(9.8)	+0.2	(7.7)	(10.0)	(7.4)	0.2	(0.5)	
Credit related expenses, net	13.0	+26.8	(8.3)	21.4	+25.9	29.5	(2.1)	(5.9)	RG (5.7) bn, RC (1.1) bn and other
Other gains/(losses), net	3.2	+12.8	+1.1	2.1	+13.3	2.8	(0.4)	(0.2)	
Income before income taxes	284.3	+11.0	+30.5	253.7	+11.0	187.3	62.4	4.0	
Income taxes and other	(9.2)	+10.4	(7.4)	(1.8)	+1.4	18.2	(19.7)	(0.2)	Minority interests in net income (5.3) bn, Income tax of RHD and other (2.0) bn
Net income	275.1	+21.4	+23.1	251.9	+12.4	205.5	42.6	3.7	

Gross Operating Profit for FY2012 Compared with FY2011 (Total of Group Banks)

Gross operating profit declined by Y3.1 bn YoY excluding one-time gain in FY2011

(Billions of yen)



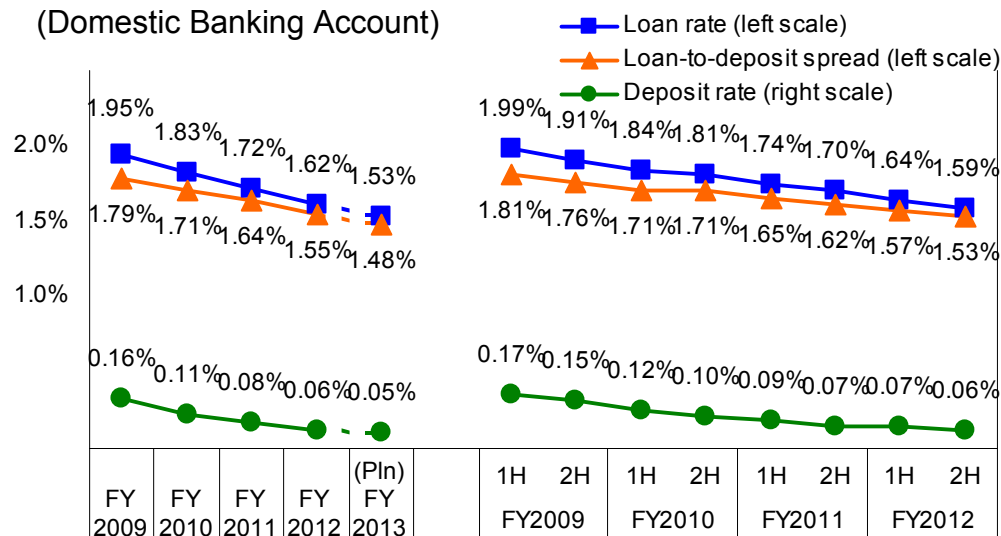
*1. Domestic operations (Deposits include NCDs)

*2. Fees and commission income plus trust fees

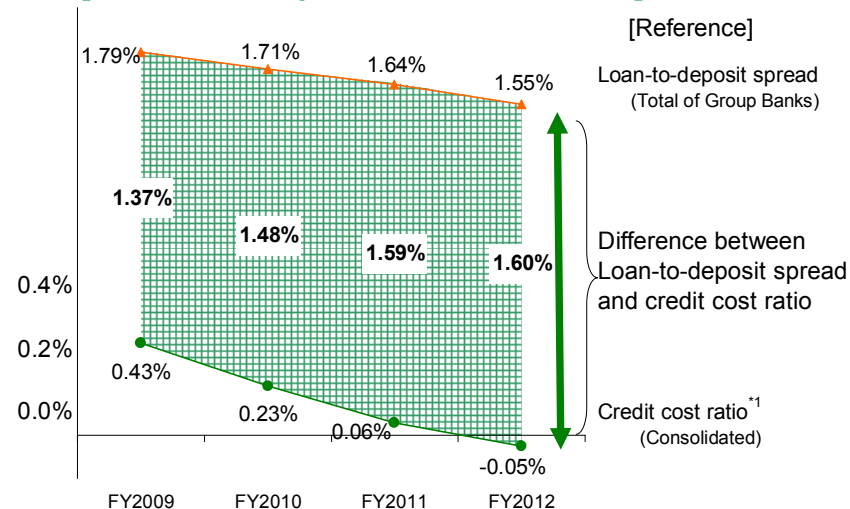
Trend of Loan and Deposit (Total of Group Banks)

Trend of loan and deposit rates and spread

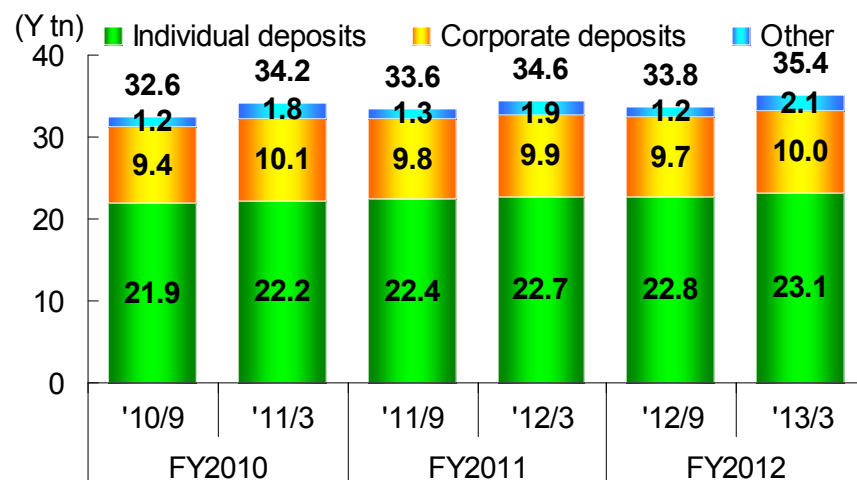
(Domestic Banking Account)



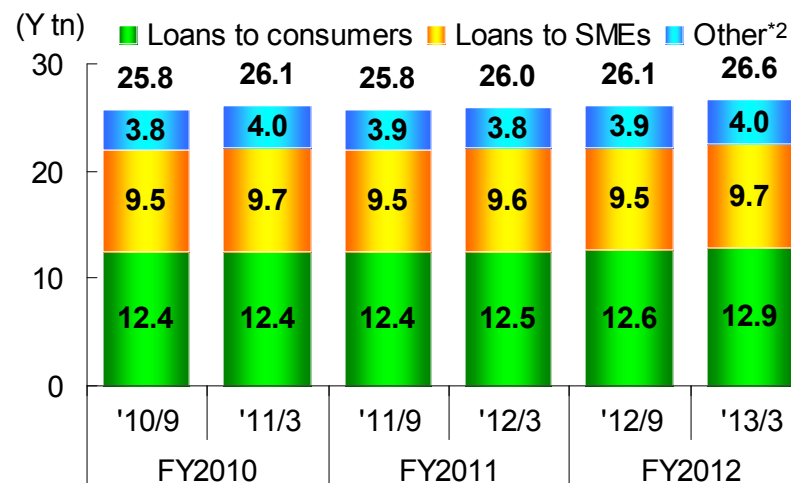
[Trend of LD spread after credit cost]



Trend of term-end deposit balance



Trend of term-end loan balance

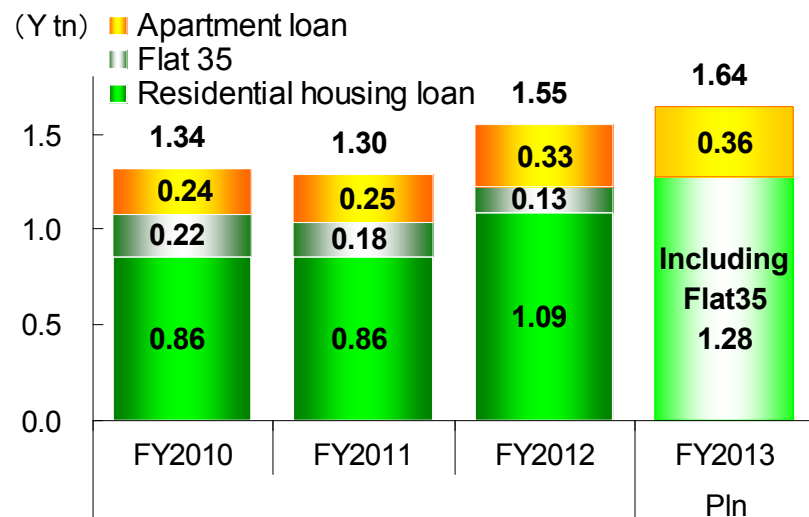


*1. Credit cost / (loans + acceptances and guarantees), Simple average of the balance at the beginning and end of the year

*2. Include the loan extended to Resona Holdings (Y0.27 tn as of 2011/3 and 2011/9, Y0.24 tn as of 2012/3 and 2012/9, and Y0.19tn as of 2013/3)

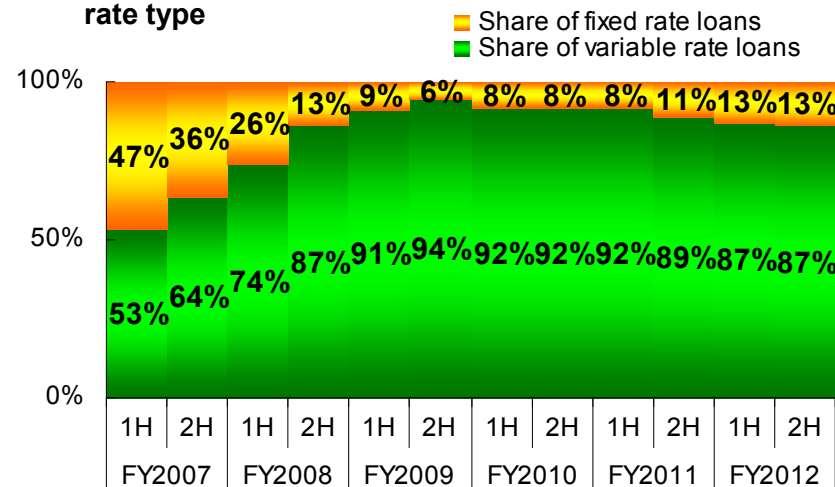
Trend of Housing Loans (Total of Group Banks)

Housing loan origination

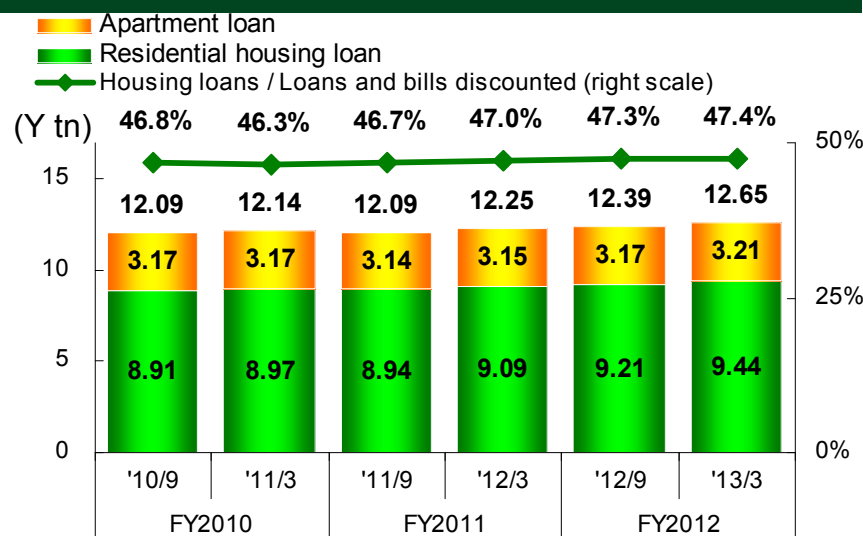


Composition of newly originated loans by interest rate type

- **Approx. 90% of the loans newly originated are variable rate type**

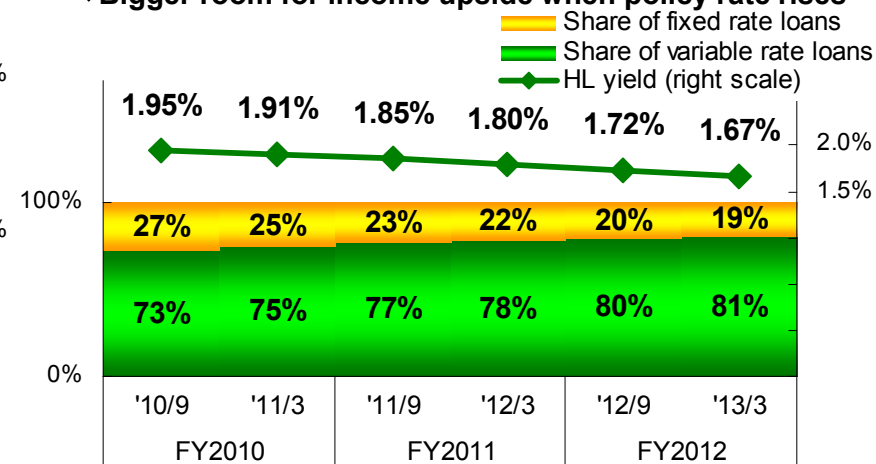


Term-end balance of housing loans



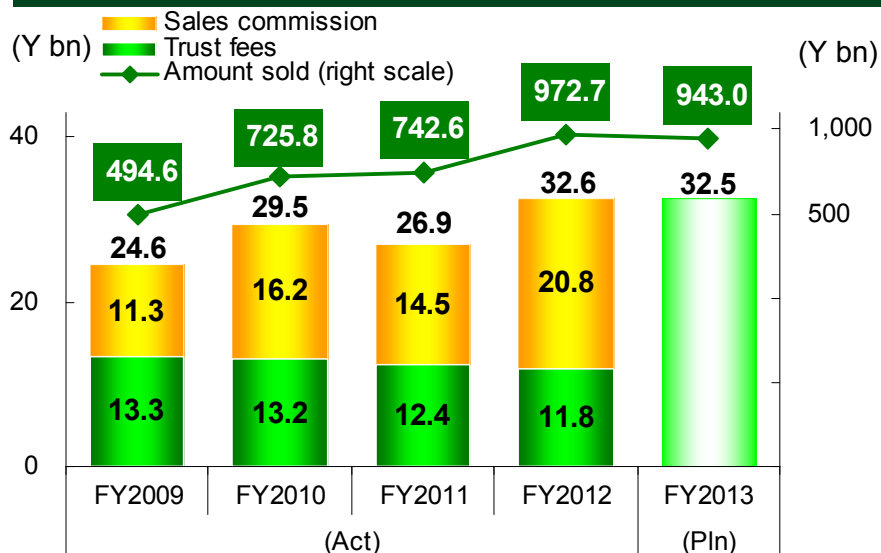
Trend of HL yield on a stock basis and composition by interest rate type

- **Increase in variable rate loans**
⇒ **Bigger room for income upside when policy rate rises**

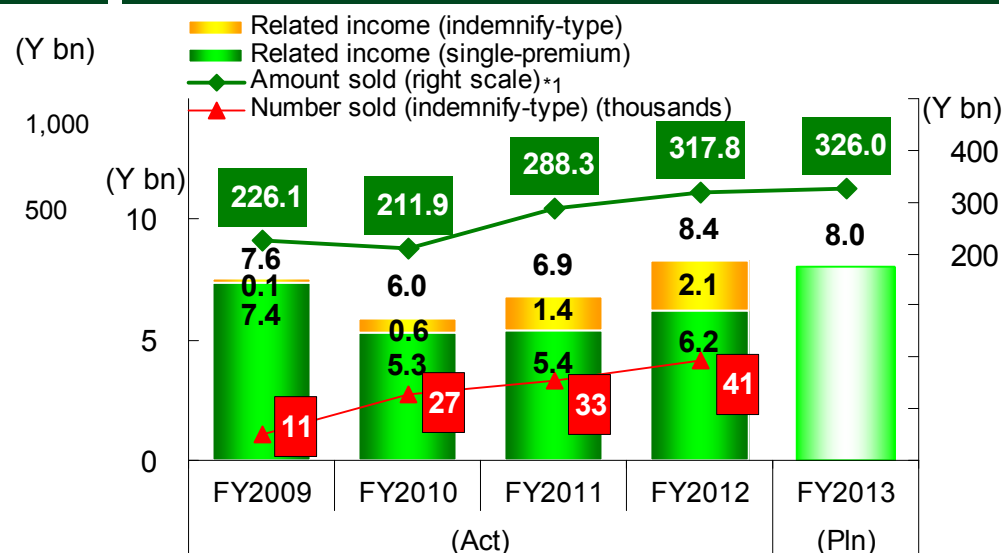


Trend of Fee Businesses

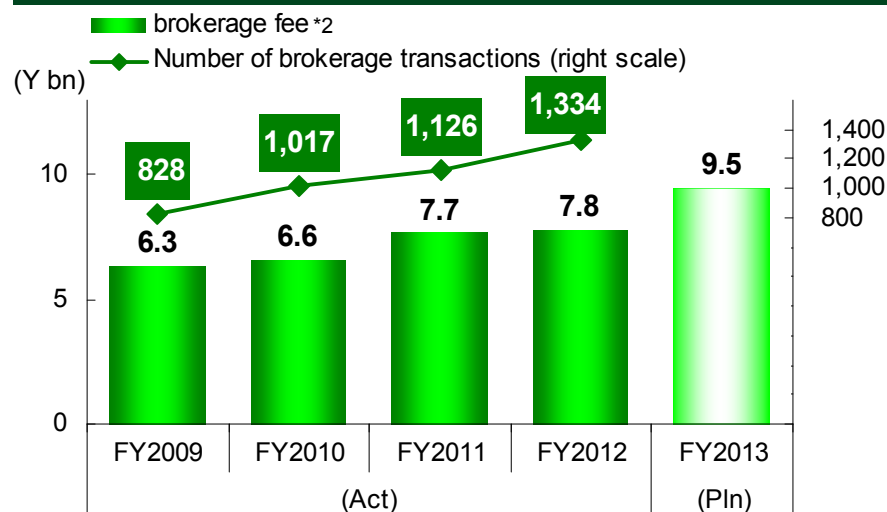
Investment Trust (Total of Group Banks)



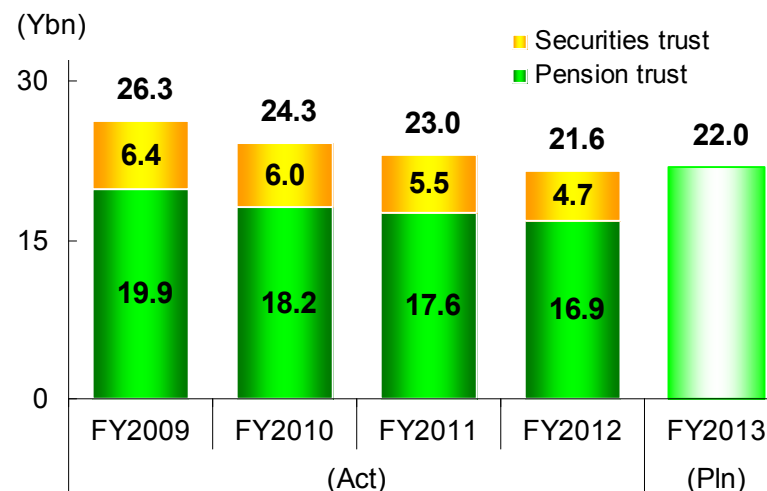
Insurance (Total of Group Banks)



Real Estate Business (RB)



Pension and Securities Trust Business (RB)



*1. Excluding amount of indemnify-type insurance sold by Kinki Osaka Bank

*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	2H
Total of group banks (A)								
General reserve	(9.5)	18.8	11.5	(5.8)	22.0	27.3	20.4	8.9
Specific reserve and other items	(41.7)	(49.5)	(29.6)	(12.8)	(21.5)	(32.2)	(9.1)	1.1
New bankruptcy, downward migration	(56.3)	(59.2)	(39.1)	(27.9)	(27.4)	(28.3)	(28.2)	(16.9)
Other	14.6	9.7	9.4	15.0	5.8	(3.9)	19.1	18.1
Net credit cost	(51.3)	(30.7)	(18.1)	(18.6)	0.4	(4.8)	11.2	10.1

RHD consolidated (B)								
Net credit cost	(68.7)	(45.8)	(32.2)	(29.2)	(6.7)	(7.0)	5.3	7.7

Difference (B) - (A)	(17.4)	(15.1)	(14.1)	(10.6)	(7.1)	(2.1)	(5.9)	(2.4)
of which,								
HL guarantee subsidiaries	(10.7)	(13.2)	(11.8)	(8.3)	(5.0)	(0.9)	(2.6)	(3.0)
Resona Card	(3.7)	(3.7)	(3.2)	(2.5)	(2.2)	(1.1)	(1.7)	0.5

<Credit cost ratio>

(bps)								
Total of group banks *1	37.5	22.6	13.5	13.9	(0.3)	3.6	(8.3)	(7.4)
RHD consolidated *2	50.5	33.9	24.1	22.0	5.1	5.3	(4.0)	(5.8)

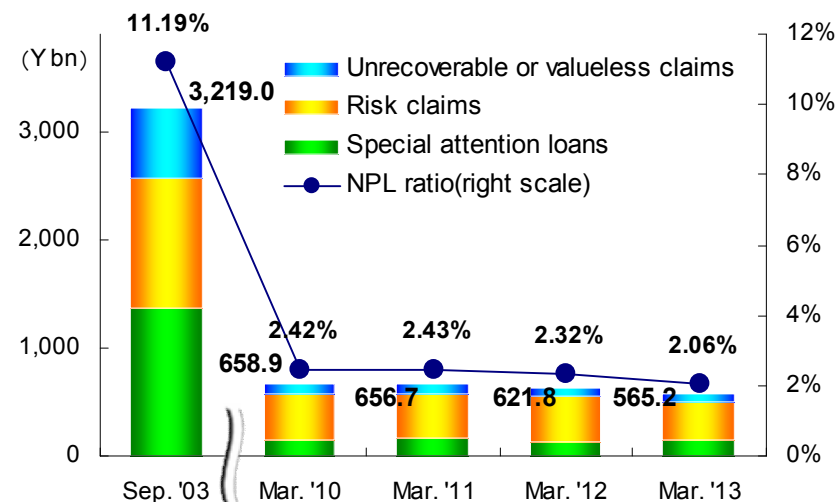
*1. Credit cost/total credits defined under the Financial Reconstruction Act

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

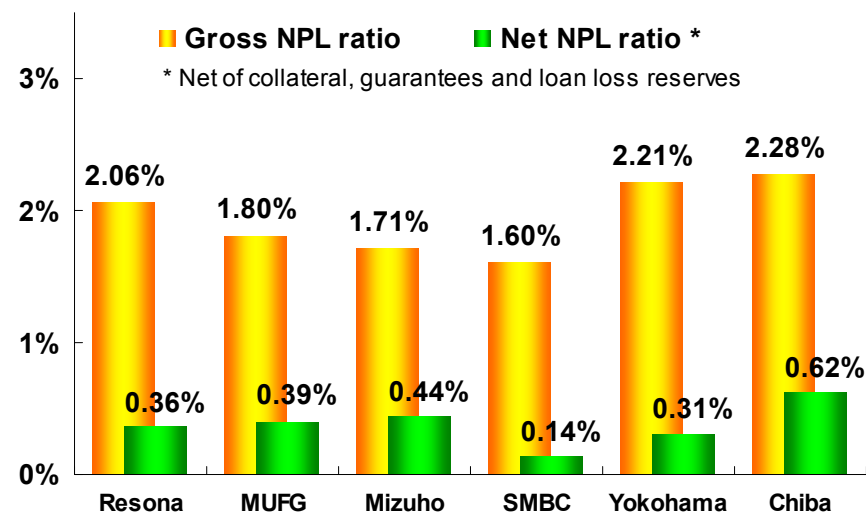
*2. Credit cost/(Loans and bills discounted + acceptances and guarantees)

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

NPL balance and NPL ratio



Comparison: Gross and net NPL ratio



Measures to Enhance Financial Soundness

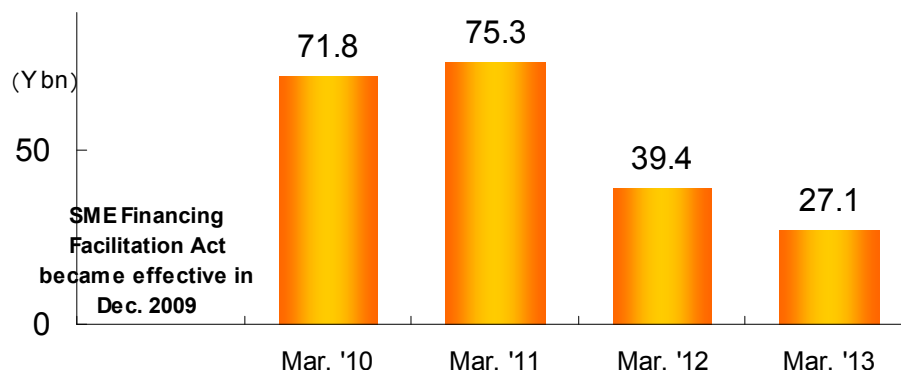
Responses to obligors who already formulated or are preparing a “feasible” and “drastic” turnaround plan

- 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 who already formulated a turnaround plan	Other watch	In reference to: 1) actual loan loss ratio observed 2) time period of turnaround plan	Approx. 50%
Obligor who are preparing a turnaround plan		Special attention	Approx. 70%

- More rigorous reserve policy adopted in Q3 FY2012
- Under the SME Financing Facilitation Act (Dec. 2009), the exposures to such obligors are treated as “normal loans”
- However, the loan loss reserve is provided based on the same criteria as applied to “special attention” obligors.

<Trend of loans extended to obligors who are preparing a turnaround plan (Total of group banks)>

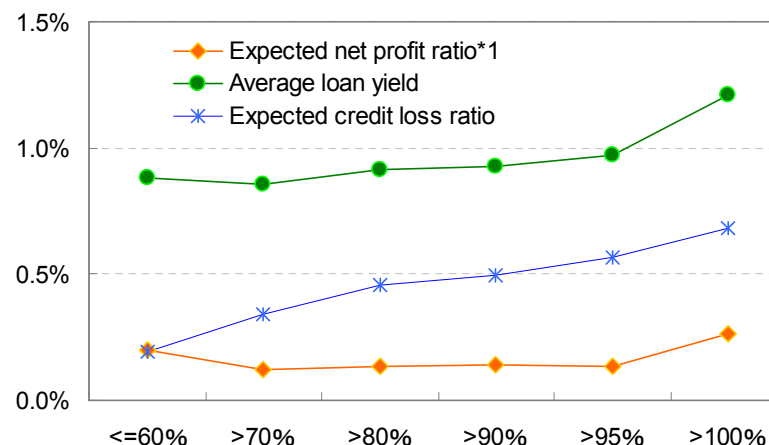


Risk management for housing loans

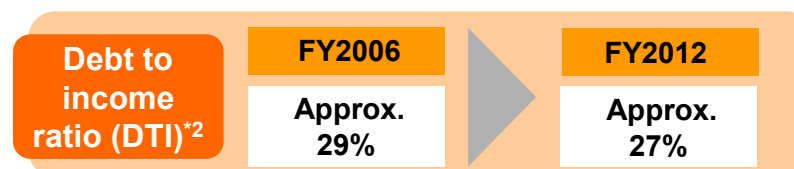
- Established a model to measure profitability of a loan over its entire life

=> Assess profitability based on obligors' credit profiles

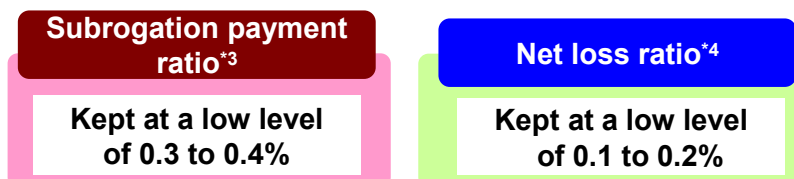
<Example of how we price housing loans based on LTV>



- Kept soundness by adopting stringent screening criteria



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



*3. Rate of subrogation repayment by loan guarantee subsidiaries

*4. Subrogation ratio x (1 – collection rate after subrogation)

*1. Expected net profit ratio: Average loan yield – Insurance cost – Operating expenses – Credit loss ratio – Funding cost (intra-company pricing)

Securities Portfolio (1) (RHD Consolidated)

Securities portfolio with reduced downside risks

■ Trend of Securities Portfolio

	Mar. 2003	Mar. 2007	Mar. 2011	Mar. 2012	Mar. 2013
Available-for-sale securities *1	6,005.1	6,396.5	8,153.4	9,158.7	7,697.0
Stocks	1,319.0	390.4	351.8	342.5	337.2
Bonds	4,433.0	4,951.7	7,530.0	8,451.0	6,962.2
JGBs	3,811.0	3,927.6	6,337.8	7,393.3	5,662.8
Average duration (years)		1.2	2.1	2.4	2.7
Local Government Bonds	159.8	311.5	150.4	183.5	214.7
Corporate Bonds	462.2	712.5	1,041.7	874.1	1,084.7
Other	253.0	1,054.4	271.5	365.1	397.4
Foreign securities	112.6	244.0	98.6	237.6	268.3
Unrealized gains/(losses)	(25.8)	432.9	92.8	131.9	258.0
Bonds held to maturity *2	2.5	148.4	1,667.9	2,060.6	2,224.7
Unrealized gains/(losses)	0.0	(0.3)	24.5	49.6	76.4

*1. Acquisition cost basis

*2. Balance sheet amount basis

Relationship-purpose equity holdings

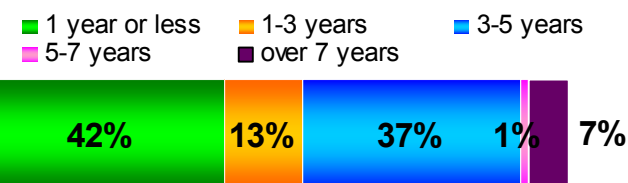
■ Stocks

- Impairment loss on stocks held for FY2012: Y14.0 bn
- Relationship-purpose stock holdings : Y(5.3) bn YoY
- Continue efforts to reduce the balance further

Net investment portfolio

■ JGB

- Average duration : 2.7 years*1, BPV: Y1.59 bn*1
 - Balance of floating-rate JGBs: Y162.5 bn
- [JGBs Portfolio*1]



■ Other (Total of group banks)

- Foreign securities include Y214.2 bn of U.S. treasuries*1
- No direct exposures to GIPS countries
Indirect exposure is also minimal
- Securitized products*1: Y143.2 bn
 - All securitized products held were organized in Japan and 99% of them are backed by housing loans originated in Japan

Policy for investment in JGBs

- Manage JGB portfolio within a VaR-defined risk limit
- Try to capture investment opportunities within a current risk limit, figuring out effects of BOJ's QE policy
- Maintain a current position limit for the held-to-maturity category

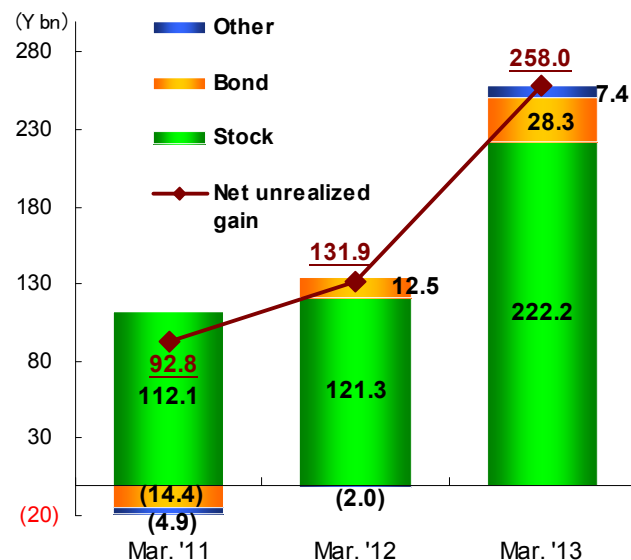
* Securities held as "available-for-sale securities" (Total of group banks)

Securities Portfolio (2)

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

- Net unrealized gain as of Mar. 31, 2013: Y258.0 bn
- Floating-rate JGB consistently marked to market prices
 - Net unrealized loss on floating-rate JGB : Y0.4 bn
 - [Reference] Net unrealized gain based on theoretical prices computed for an administrative purpose: Y1.2 bn

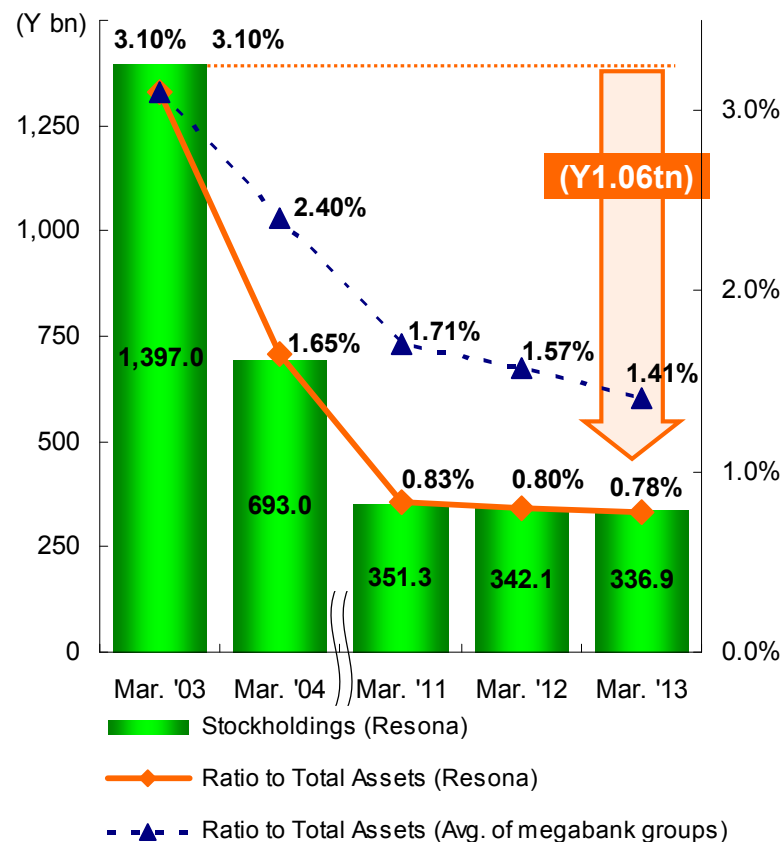
■ Net unrealized gain (loss)



Nikkei Average	9,852	9,962	12,244
1 month average	yen	yen	yen
10 year JGB rate at year-end	1.250%	0.985%	0.560%

Stockholdings (At cost, total of group banks)

- Break-even Nikkei average : Approx. 5,900 yen
- β vis-à-vis Nikkei average : Approx. 0.8
- Stockholdings (acquisition cost) to total assets: 0.78%
- Historical stockholdings to total assets



Capital Adequacy Ratio (RHD Consolidated)

■ RHD's consolidated CAR [Mar. 31, 2012] **13.19%** ⇒ [Mar. 31, 2013] **14.67% (+1.48%)**

Capital adequacy ratio [F-IRB]			
	(Billions of Yen)		
	Mar. 31, 2012	Mar. 31, 2013	Change
Capital adequacy ratio	13.19%	14.67%	1.48%
Tier 1 ratio	9.32%	10.74%	1.42%
Total qualifying capital	2,301.4	2,554.1	252.7
Tier 1	1,627.0	1,870.5	243.5
Capital stock, capital surplus and retained earnings	1,664.2	1,893.0	228.7
Capital stock	340.4	340.4	-
Capital surplus	237.0	237.0	-
Retained earnings	1,086.6	1,315.4	228.7
Minority interests in consolidated subsidiaries	109.8	125.9	16.1
Tier 2	680.4	688.5	8.0
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	55.2	(2.4)
Subordinated debts	593.6	604.1	10.5
Deductions	6.1	4.9	(1.1)
Risk-weighted assets	17,442.1	17,405.0	(37.1)
Credit risk assets	16,326.5	16,309.9	(16.6)
Operational risk assets	1,115.6	1,095.1	(20.5)

*Capital adequacy ratio as of Mar.31, 2013 is on a preliminary basis.

Factors for the change in FY2012

[Total qualifying capital] +252.7 bn (+1.45%)

■ Tier 1 +243.5 bn (+1.39%)

- Retained earnings +228.7 bn (+1.31%)

■ Tier 2 +8.0 bn (+ 0.04%)

- Subordinated debts +10.5 bn (+0.06%)
(FX adjustments due to weakening of the yen)

[RWA] - 37.1 bn (+0.03%)

■ Risk-weighted assets

- Almost the same level as the previous year while loan balance increased

*1. Percentage point in parenthesis indicates contribution to a change in CAR.

Reference information

■ Ratio of Net DTA to Tier 1: 9.42%

■ Outlier estimates^{*2}

Resona Bank	2.5%
Saitama Resona Bank	5.9%
Kinki Osaka Bank	4.5%

*2. 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 FY2013

	Resona Holdings (Consolidated)		
	Interim forecasts	Full year forecasts	Change from previous year
Consolidated ordinary profit	110.0	220.0	(65.1)
Net (interim) income	70.0	145.0	(130.1)

* For details of the status and forecast of dividend distribution, please refer to the announcement released on May 10, 2013 titled "Formulation of Public Funds Full Repayment Plan".

	Forecast for term-end per share dividend*
Common stock	15 yen
Preferred stock	As pre-determined

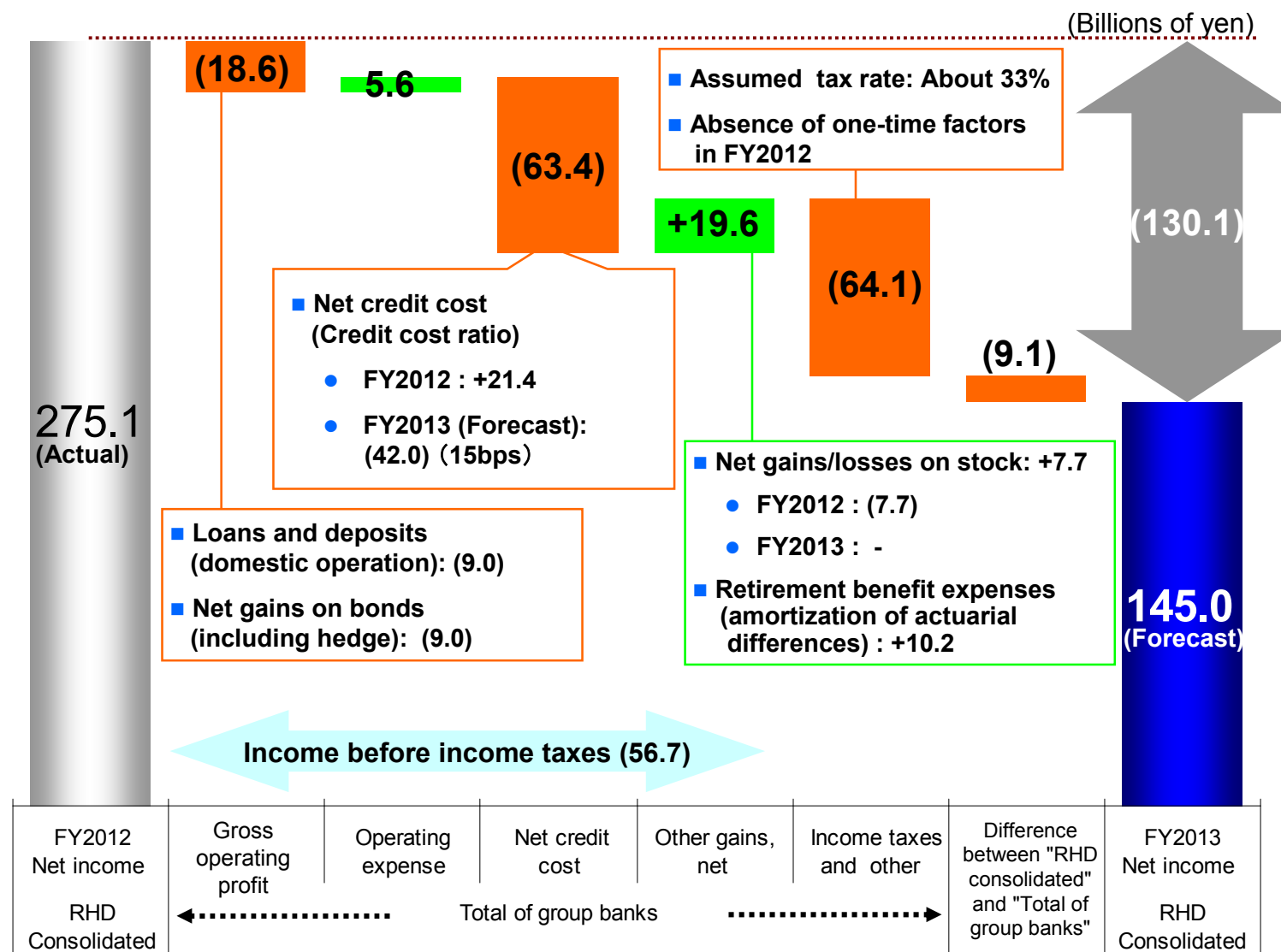
(Billions of Yen)

	Resona Holdings (Non-consolidated)		
	Interim forecasts	Full year forecasts	Change from previous year
Operating income	128.0	258.0	13.5
Operating profit	125.0	250.0	12.6
Ordinary profit	125.0	250.0	12.3
Net (interim) income	125.0	250.0	12.2

	Total of group banks (approx. figures)				Resona Bank			Saitama Resona Bank			Kinki Osaka Bank		
	Interim Forecasts	Full year forecasts	Change from previous year	Change from BRP	Interim Forecasts	Full year forecasts	Change from previous year	Interim Forecasts	Full year forecasts	Change from previous year	Interim Forecasts	Full year forecasts	Change from previous year
Gross operating profit	282.0	563.0	(18.6)	—	188.0	376.0	(11.9)	69.0	137.0	(4.8)	25.0	50.0	(1.9)
Operating expenses	(167.0)	(330.0)	+5.6	+6.0	(109.0)	(217.0)	+3.2	(38.0)	(74.5)	+0.9	(19.5)	(38.0)	+1.8
Actual net operating profit	115.0	233.0	(13.0)	+6.0	79.0	159.0	(8.6)	31.0	62.5	(3.8)	5.5	12.0	(0.0)
Ordinary profit	100.0	201.0	(53.5)	+9.0	72.0	145.0	(42.7)	27.5	53.5	(9.1)	1.0	2.0	(2.1)
Income before income taxes	97.0	197.0	(56.7)	+7.0	69.5	142.5	(44.8)	27.0	52.5	(9.9)	1.0	2.0	(2.0)
Net (interim) income	64.0	131.0	(120.9)	+11.0	47.5	97.0	(108.5)	16.5	32.5	(10.1)	0.5	1.5	(2.2)
Net gains on stocks	—	—	+7.7	(5.0)	—	—	+7.4	—	—	(0.2)	—	—	+0.5
Credit related expenses	(21.0)	(42.0)	(63.4)	+6.0	(14.0)	(27.0)	(56.5)	(3.0)	(7.5)	(5.4)	(4.0)	(8.0)	(2.1)

Forecasted Consolidated Net Income for FY2013 Compared with FY2012 (Act)

Forecasting a consolidated net income of ¥145 bn (¥130.1 bn decrease YoY) for FY2013



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

Efforts to Build Solid Foundation for Sustainable Growth

Direction of Future Capital Policies

[Reference Material]

Management Strategies / Capital Policies and ROE Target

Management Strategies		Capital Policies	
#1	Metro Area-based Super Regional Bank	#1	Presentation of Full Repayment Plan
<ul style="list-style-type: none"> Dual focuses ⇒ “retail” and “2 metro areas” Commercial bank with a trust capability Strong relationship with individual and SME clients 		<ul style="list-style-type: none"> Intend to fully repay the public funds still outstanding in 5 years down the road Measures to be taken to reduce dilution and overhang concerns 	
#2	Efforts to Strengthen Cross-selling	#2	Enhancing common shareholders' value
<ul style="list-style-type: none"> Cross-selling on top of the established customer base and variety of functions Diversification and sustainable growth of earnings 		<ul style="list-style-type: none"> Y100bn buy-back and cancellation of common shares held by the DIC in FY2013 DPS to be raised by 25% from 12 to 15 yen per annum 	
#3	Efficient Cost Structure	#3	Capital adequacy management
<ul style="list-style-type: none"> Consolidated group management Overcome high cost structure inherent in retail banking business 		<ul style="list-style-type: none"> Maintain adequate CAR as a domestic bank <ul style="list-style-type: none"> Maintain CET1 and Tier 1 ratios above 5.5% and 7.0%, respectively 	

Level of Targeted Sustainable ROE	Achieve a 10% return on CET1 on a sustainable basis
	<ul style="list-style-type: none"> Build earnings and capital structures that could yield a 10% return on Common Equity Tier 1 Capital on a sustainable basis

Build Good-quality Loan Assets (1) Housing Loan

Favourable business environment

Following wind for Resona having particular strength in housing loans

- ✓ Population inflow into urban areas
- ✓ Rising expectation for inflation
- ✓ Pick-up in housing starts
- ✓ Consumption tax hike
- ✓ Housing loan tax-break to be expanded

Rising interests in purchasing houses among city dwellers

Strengthened product line-up

- Responding to diversifying customer needs

Capture new business opportunities

Offensive marketing

Extra value for customer

Competitive insurance products provided by alliance partners

New products

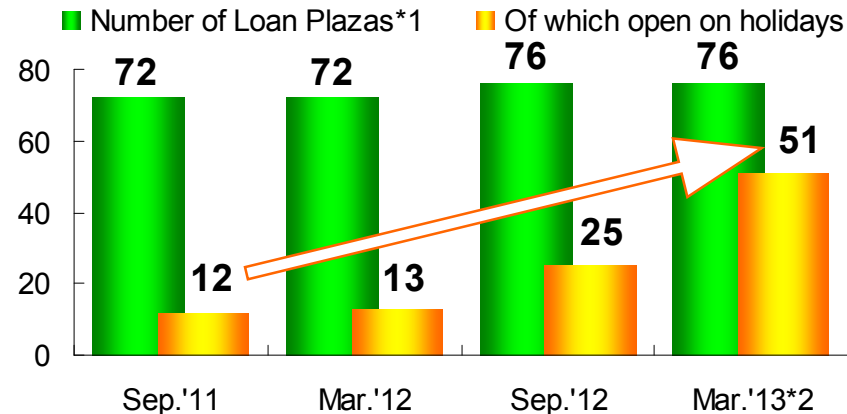
Renewed existing HL product for women
"Rin next"

Special loan to be provided on top of Flat 35
"Flat ON"

Variety in group life insurance products

Strengthened contacts with customers

- More Loan Plazas now open on holidays
=>To be renewed as sales-oriented "next-generation LPs"

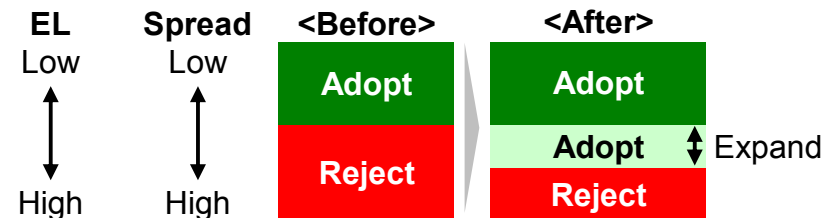


*1. Number of LPs include Kinki Osaka Bank's Housing Loan Centers.

*2. Number of LPs which are open on holidays is as of April 1, 2013.

Sophistication in risk pricing

- Revised screening criteria <Image of the revision>



- Sophistication in risk-pricing with a view to increasing "volume" and improving "quality"
 - More competitive pricing vis-à-vis high credit-profile customers
 - New frontier of middle-risk middle-return segment

Build Good-quality Loan Assets (2)Loans to SMEs

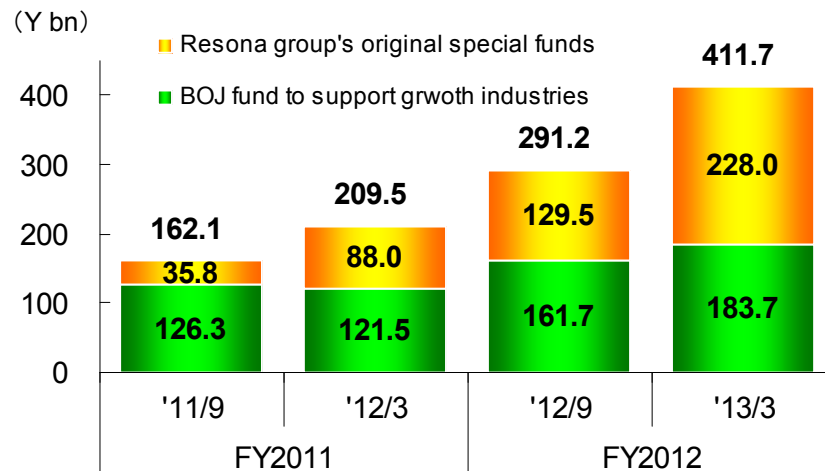
Improvements in business environment

Resona having strength in transactions with SMEs

- ✓ Rising expectation for inflation
- ✓ Public investments to expand
- ✓ Growth strategy under Abenomics
- ✓ Aging of SME owners

Demand for bank loans to be strengthened

Loans extended from special funds for growth industries (Term-end balance)



Rising need of solutions for business succession

- Responding to growing SME owners' concern

Capture new market

SME owners' concern

- Smooth business succession
- Effective utilization of idle properties
- Prepare cash for inheritance

Offer solutions

Loans to property management company

Apartment loan

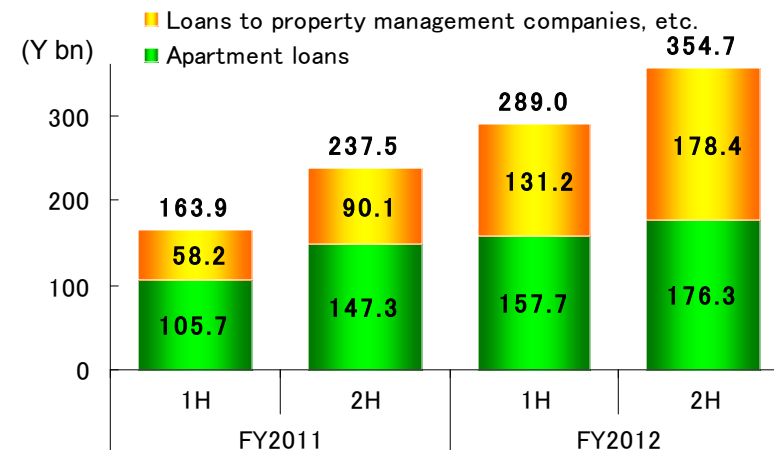
Trust for transfer of own company's stocks

Property management

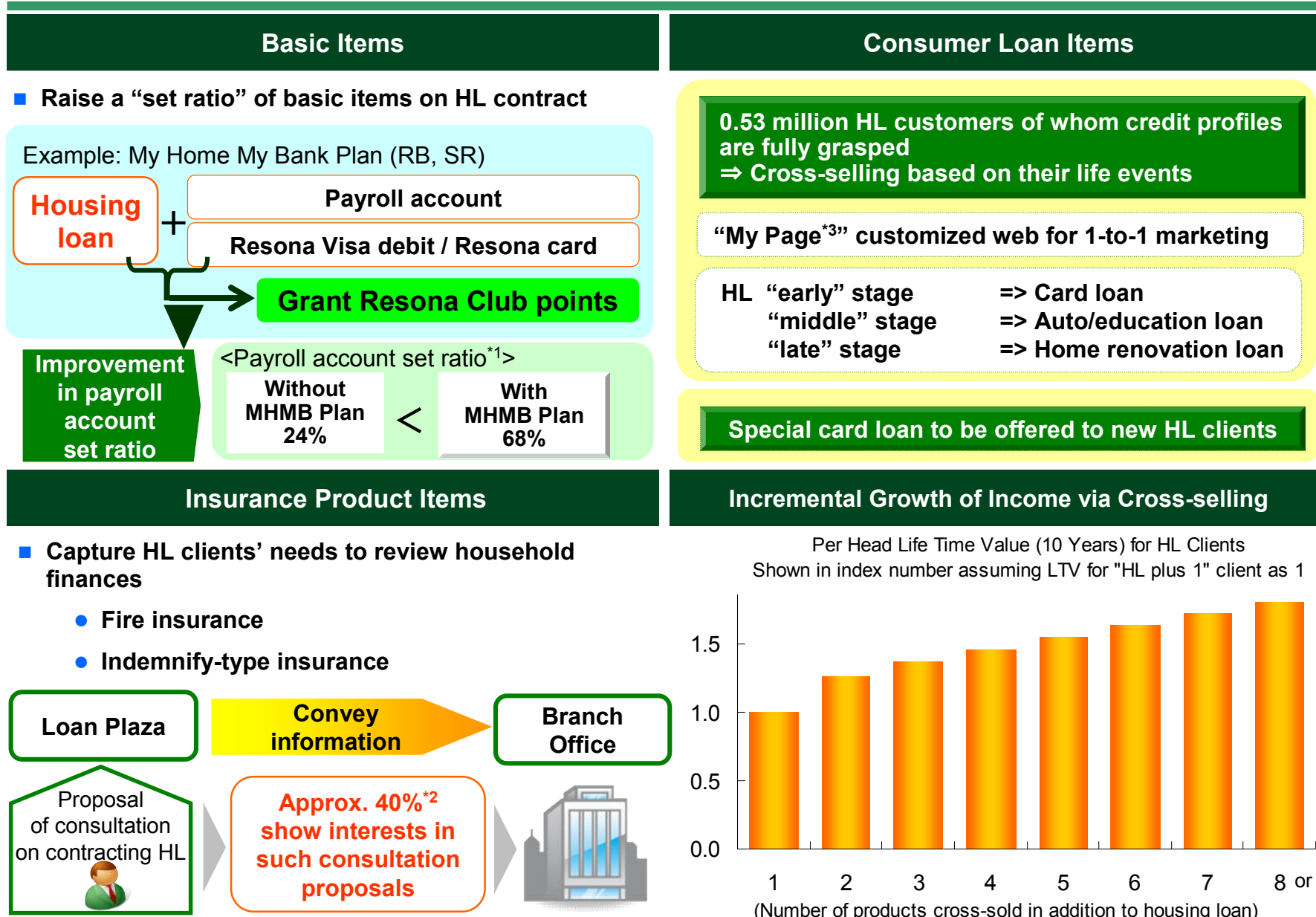
Real estate brokerage

Transformation of business

<Loans newly extended to Premier Customers>



Housing Loan As Gateway for Cross-selling



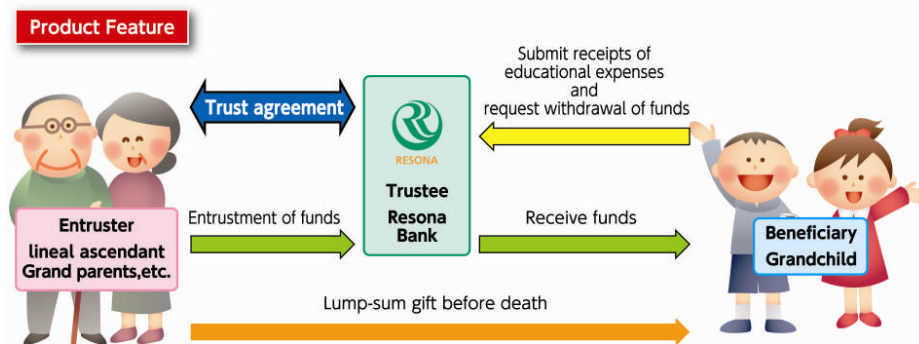
*1. Payroll account set ratio for those who contracted HLs in the month of September 2012. (Resona Bank alone)

*2. For those who contracted HLs in FY2012 (Resona Bank alone) *3. Tentative name for customized customer web page. (Service will start in FY2013)

Trust Solutions as Gateway for Cross-selling

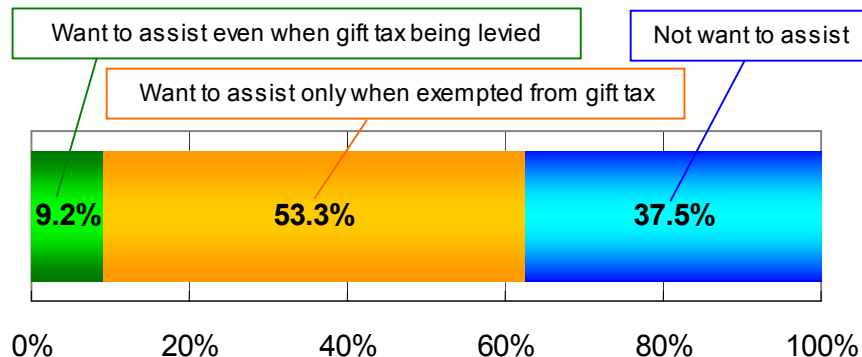
Trust for Funds for Education Expenses

- Make the best use of trust functions to increase “premier” customers
- RB’s all branches can handle the new product



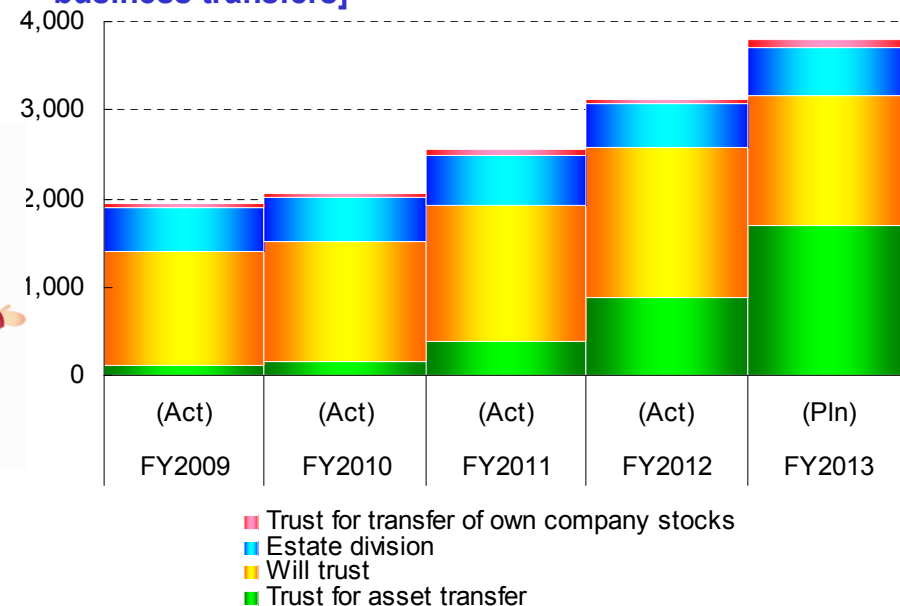
- Over 60% of grandparents want to extend financial support for their grandchildren’s education

[Willingness to support educational expenses for grandchildren*1]



Promotion of ATB as Gateway for Cross-selling

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



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....

*1. Trust Companies Association of Japan “Basic Survey on the Willingness to Accept New Trust Products” (August 2012)

Strategy to Promote Cross-selling vis-à-vis “Potential” Segment

Offer the interface which customers like the best

- “Open 365 days”^{*1} and “convenient location close to a terminal station”
 - Clients visited ^{*2} 80%: Not approached yet
90%: Working age of 20s to 50s

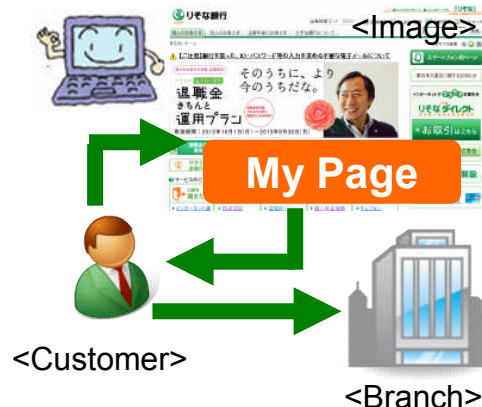
Resona BK's “7 Days Plaza” (Opened in April 2012)



Kinki Osaka BK's “nanoka” (Opened in July 2012)

- Strengthening of internet banking

- 1 to 1 marketing based on customized “My Page”^{*3}



Offering information
based on anticipated life
events

Arouse financial needs

Transaction on the Web

Branch visit =>
face-to-face transaction

Offer attractive products and services

VISA Debit Card



TIMO
(Account without
a passbook)

Package deal to “entry” clients

Incentives for active use

- ✓ Return of annual fee
- ✓ Favorable bank transfer fee, etc.

Resona Club



**Customer loyalty
program**

Loyalty program to induce more purchases

“Beyond-average”
services

Power of Trust

(Money trust with
performance-based
return)

Enlarge base of customers buying AM products

AM know-how
accumulated through
corporate pension
business

^{*1} RB's 7 Days Plaza is open 365 days. KO's nanoka is not open on year-end and New Year holidays and GW holidays.

^{*2} For RB's 7 Days Plaza ^{*3} Tentative name for customized customer web page. (Service will be commenced in FY2013)

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)		Mar 31, 2012	Mar 31, 2013	Change
Premier	AUM or condominium loan exceeding JPY50 million	43.0	45.2	+2.2
Housing Loan	With housing loan for own home	530.9	542.2	+11.2
Asset Management	AUM exceeding JPY10 million	629.2	643.3	+14.1
Potential I	AUM exceeding JPY5 million	786.1	785.7	(0.3)
Potential II	AUM below JPY 5 million/ with 3 or more products sold	4,579.5	4,657.8	+78.2
Resona Loyal Customers (RLCs)		6,568.9	6,674.3	+105.4
Potential III	AUM below JPY 5 million/ with 2 or less products sold	6,278.9	6,131.9	(146.9)
Total active customers (3 banks total)		12,847.8	12,806.3	(41.5)

Reference Indices

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

Lifetime Value (LTV)

Change in
Past 1 Year

+68.0bn

- 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

Mar 31, 2013

3.87 Products

- 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

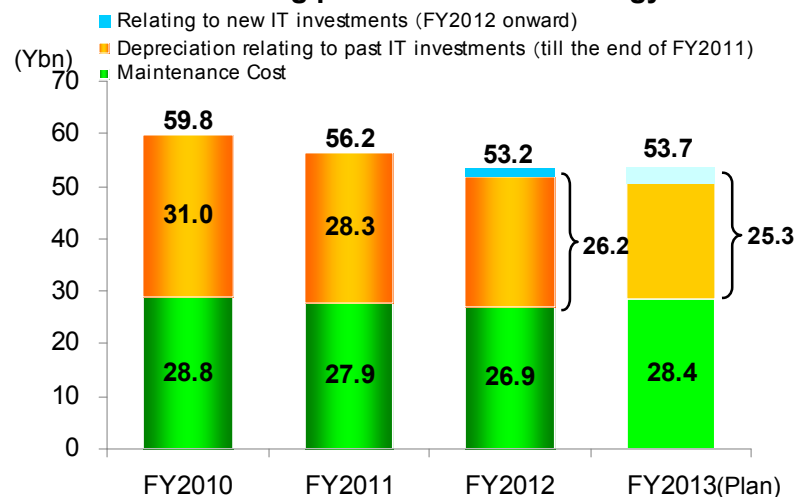
*1. (1) Account transfer (utilities, insurance premium, credit card and tax payment) and (2) outward and inward remittance

Sustain Low-cost Operation to Further Enhance Competitiveness

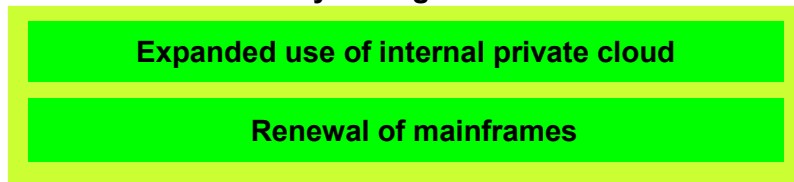
IT Strategy to enhance competitiveness and reduce cost at the same time

Trend of IT Cost

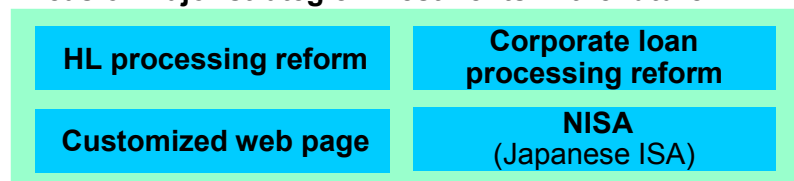
- Optimize IT investment with a view to securing capacity for new strategic investments
- Reduced maintenance cost through the use of latest IT including private cloud technology



Plan to raise efficiency through the use of latest IT

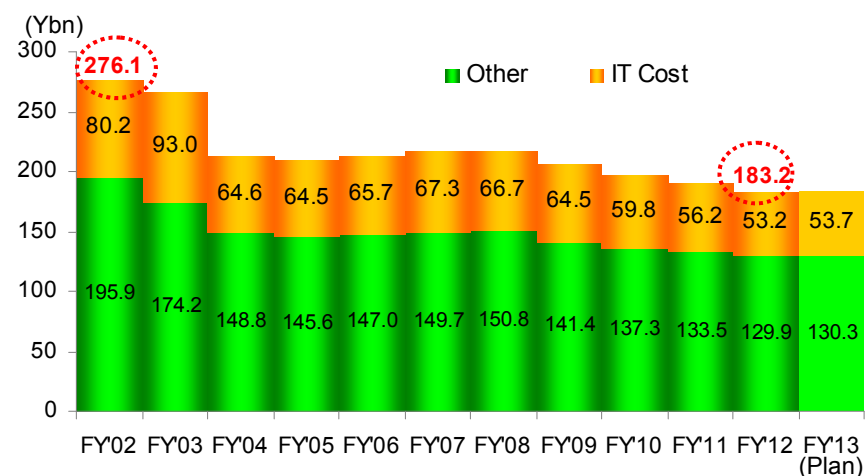


Areas of major strategic investments in the future

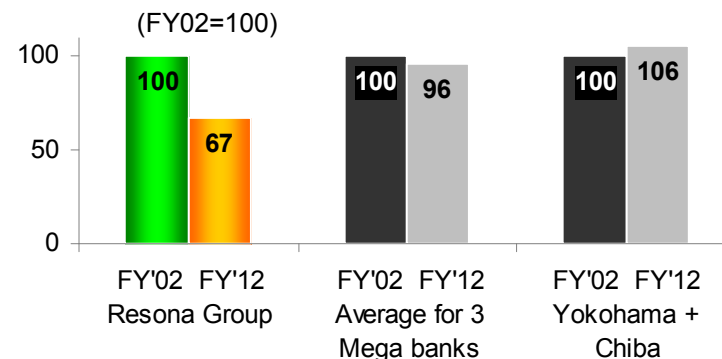


Trend of Non-personnel expenses (33% reduction vs FY02)

- Off-balancing of IT assets to bring down IT cost
- Review of sub-contracting along with restructuring of subsidiaries and affiliates
- Abolition of overlapping branches



<Ref> Change in Non-personnel Exp in the past 10 years



**Outline of Business Results for FY2012
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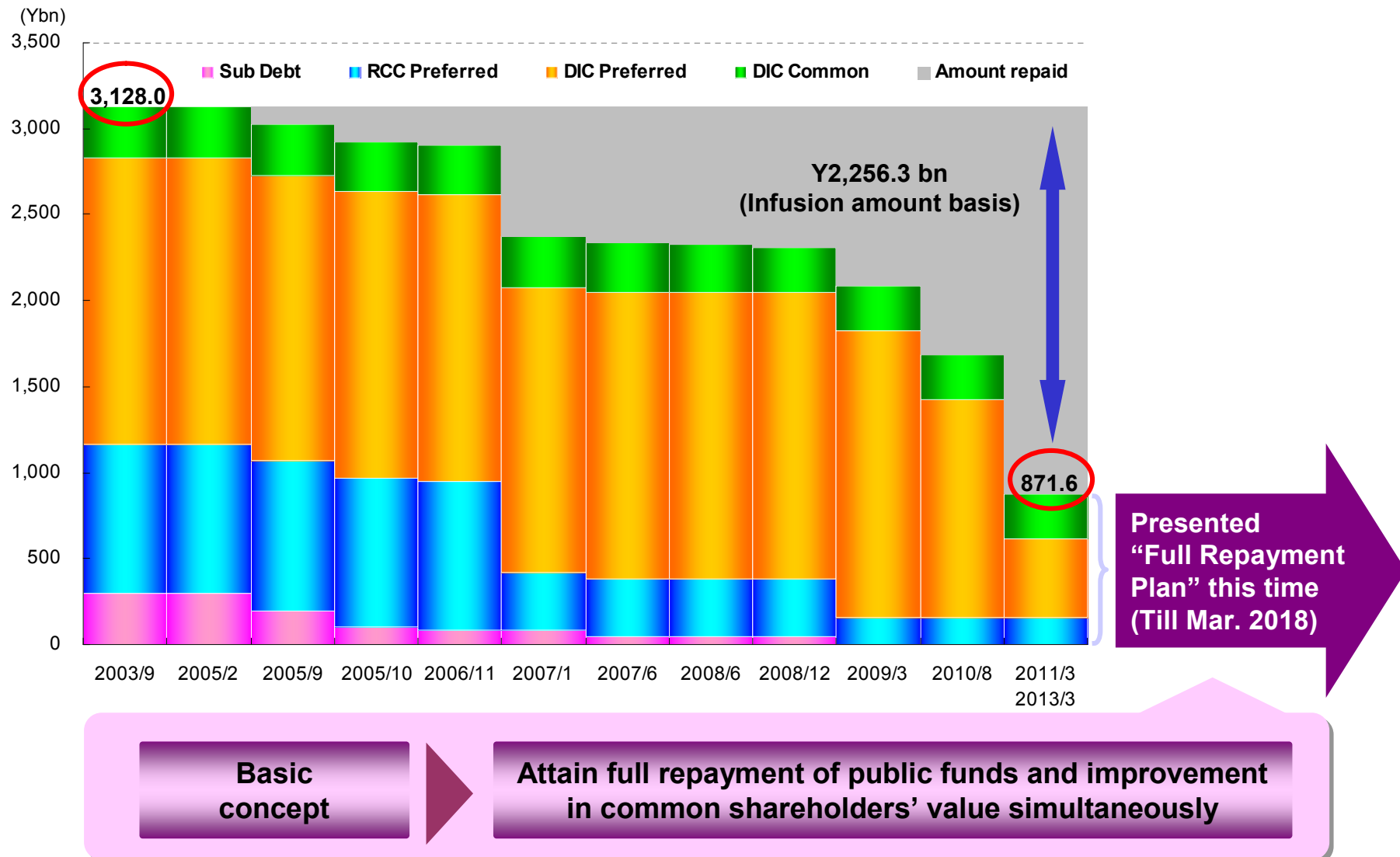
Efforts to Build Solid Foundation for Sustainable Growth

Direction of Future Capital Policies

[Reference Material]

Repayment Efforts Entering “Final Stage” to Achieve Full Repayment

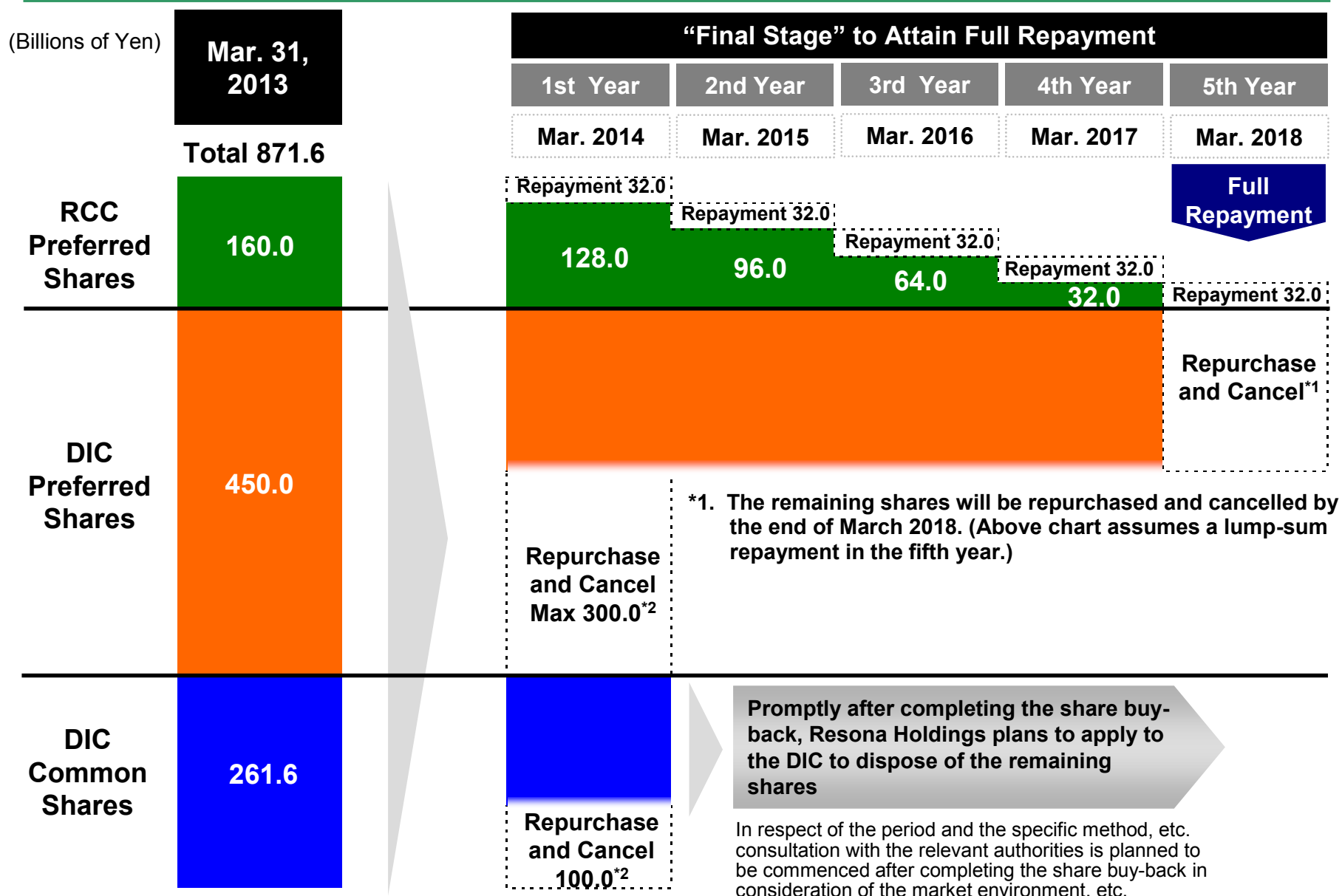
Start a final approach for attaining full repayment after steady progress in the past 10 years



Clarified Approaches to Attain Full Repayment of Public Funds

Mar. 2013	Fully repay the outstanding public funds in 5 years	
RCC Preferred Shares Y160bn	Fully repay without being affected by changes in ordinary share price <ul style="list-style-type: none">■ Extend mandatory conversion dates (Amendments to the original terms)■ Installment repayments over a 5 year period by way of “special preferred dividends” to be paid out from “other capital surplus”<ul style="list-style-type: none">● Repay Y32bn every year starting from FY2013● “Other capital surplus” to be secured through a reduction of capital	<div>Clarified approaches for repayments and timeframe</div> <div>Eliminate valuation discounts relating to uncertainties</div> <div>Dilution concern Authorized upper limit of common shares to be reduced from 7.3bn to 6.0bn</div> <div>Overhang concern</div> <div>EPS</div> <div>DPS</div>
DIC Preferred Shares Y450bn	Buy-back and cancellation as originally promised to avoid dilution <ul style="list-style-type: none">■ Repurchase and cancel a part of the DIC preferred shares in FY2013 (Upper limit: Y300bn based on a total repurchase amount)■ Remaining shares to be repurchased and canceled by the end of March 2018	
DIC Common Shares Y261.6bn	Eradicating uncertainty of supply and demand for shares by clarifying the course for disposal <ul style="list-style-type: none">■ Repurchase and cancel a part of the DIC common shares (Upper limit for total repurchase amount: Y100bn)<ul style="list-style-type: none">● Share buy-back to be implemented by the end of FY2013 (After related agendas to the regular AGM in June 2013 are all approved)■ Promptly after completing the share buy-back, Resona Holdings plans to apply to the DIC to dispose of the remaining shares	
Shareholder return	<ul style="list-style-type: none">■ On top of the above-mentioned repurchase and cancellation of the DIC common shares, annual DPS for common shares will be increased by 3 yen, or 25%, from current 12 yen to 15 yen.	
Maintain CET1 and Tier1 ratios above 5.5% and 7.0%, respectively, during the repayment period		

Balance of Public Funds to Decline Steadily and Full Repayment Achievable by March 2018



*2. At repurchase price

Capital Adequacy Ratios under the Basel 3 Criteria

Resona can maintain sufficient capital ratios after the repayments planned in FY2013 under the new Basel 3 capital requirements

- Intend to maintain at least 5.5% CET1 ratio and 7.0% Tier 1 ratio during the Full Repayment Plan period

		Mar. 31, 2013	Mar. 31, 2014	
		RHD Consolidated	RHD Consolidated	Minimum ratios required
Japanese domestic standard	Core capital ratio (At initial introduction*1)	Lower half of the 14% range	Middle of the 13% range	Above 4.0%
International standard	CET1 ratio	Approx. 8%	Approx 7%	Above 4.0%
	Tier 1 ratio*2	Approx. 10%	Approx 9%	Above 5.5%

Assume repayments totaling Y432bn in FY2013

*1. [At initial introduction] Ratios calculated based on the criteria applicable to the first year reflecting the various grandfathering, phase-in, phase-out rules.

*2. Not applicable to Resona Holdings

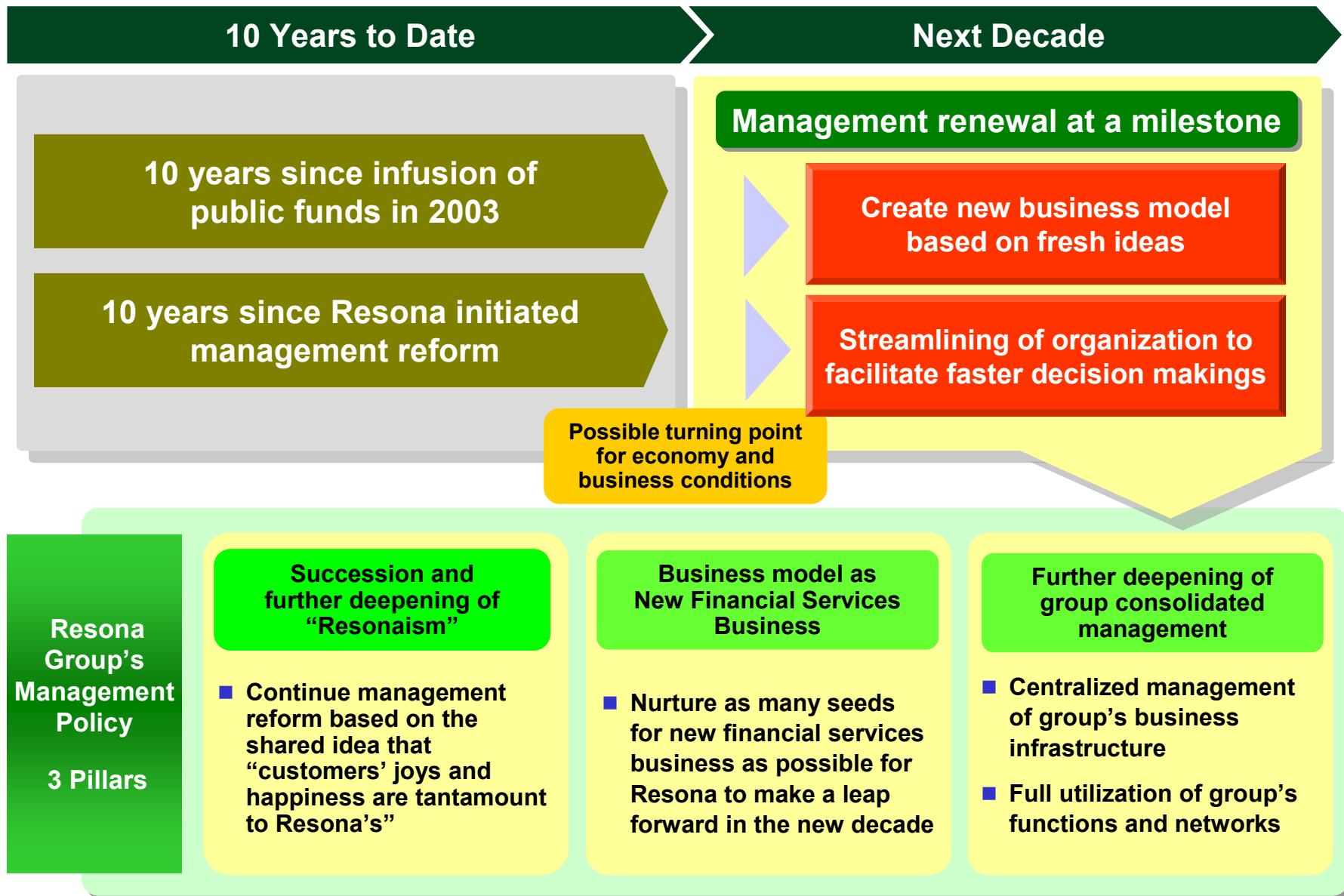
**Outline of Business Results for FY2012
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Efforts to Build Solid Foundation for Sustainable Growth

Direction of Future Capital Policies

[Reference Material]

Resona Group's Management Policy



Consolidated Subsidiaries and Affiliated Companies

Consolidated domestic subsidiaries (excluding subsidiary banks)

(Billions of Yen)

Name	Line of business	Capital contribution ratio	Net income		
			FY2012	YoY change	FY2011
Resona Guarantee Co., Ltd.	Credit guarantee (Mainly mortgage loan)	Resona Group 100%	19.7	+9.7	10.0
Daiwa Guarantee Co., Ltd.	Credit guarantee (Mainly mortgage loan)	Resona Group 100%	1.1	+0.3	0.8
Kinki Osaka Shinyo Hosho Co., Ltd.	Credit guarantee (Mainly mortgage loan)	Resona Group 100%	0.4	(0.2)	0.6
Resona Card Co., Ltd.	Credit card Credit guarantee	Resona Holdings 77.6% Credit Saison 22.4%	2.9	+0.5	2.3
Resona Kessai Service Co., Ltd.	Factoring	Resona Holdings 100%	0.7	(0.0)	0.7
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%	0.1	(0.0)	0.1
Resona Business Service Co., Ltd.	Back office work	Resona Holdings 100%	0.0	(0.0)	0.0
Total			25.0	+10.2	14.8

Major consolidated overseas subsidiaries

Name	Line of business	Capital contribution ratio	Net income		
			FY2012	YoY change	FY2011
P.T. Bank Resona Perdania	Banking business (Indonesia)	Resona Group 43.4% (Effective control approach)	2.4	+0.3	2.0
P.T. Resona Indonesia Finance	Leasing business (Indonesia)	Resona Group 100%	0.1	+0.0	0.0
Total			2.5	+0.3	2.1

Affiliated company accounted for by the equity method

Name	Line of business	Capital contribution ratio	Net income		
			FY2012	YoY change	FY2011
Japan Trustee Services Bank, Ltd.	Banking and Trust	Resona Group 33.3% Sumitomo Mitsui Trust HD 66.6%	0.5	(0.0)	0.5

Sound Balance Sheet

Sound assets backed by very stable deposit funding

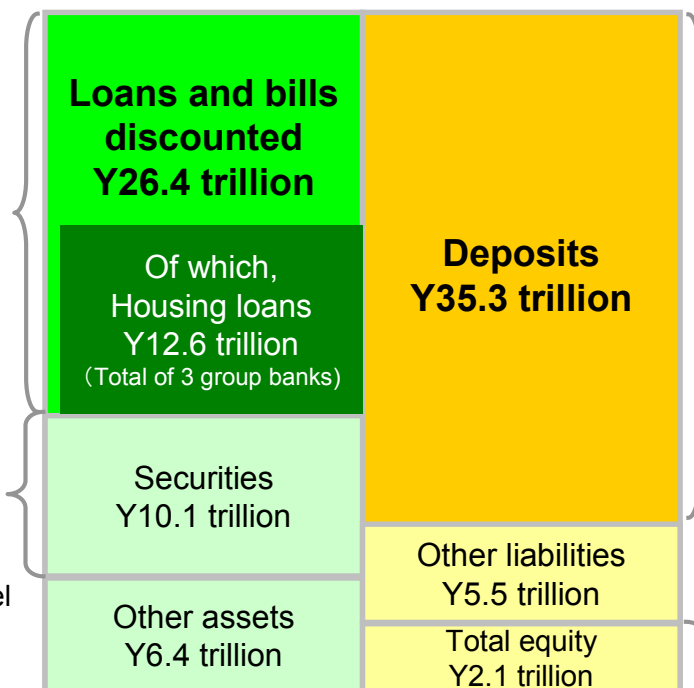
RHD's consolidated balance sheet
(As of Mar. 31, 2013)

[Sound loan portfolio]

- **Well-diversified loan portfolio**
 - Housing loan ratio at 47.4%
 - Well-diversified SME portfolio
- **Net NPL ratio standing at 0.36%**

[Conservative securities portfolio]

- **Mostly comprised of JGBs**
 - JGBs duration: 2.7 years
(JGBs in available-for-sale securities)
- **Limited downside risk relating to equity exposure**
 - Stockholdings /Total assets: approx. 0.8%
 - Breakeven Nikkei Avg: Y5,900 level
- **No exposure to the U.S. sub-prime-related assets**



[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: 0.06%
 - 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. 74%**

[Well capitalized on a regulatory basis]

- **Capital adequacy ratio: 14.67%**
- **Tier 1 ratio: 10.74%**
- **Ratio of Net DTA to Tier 1: 9.42%**

Total Accounting Assets:
(TAA)

Y43.1 trillion
(100%)

Risk-weighted Assets:
(RWA)

Y17.4 trillion
(F-IRB under Basel II)

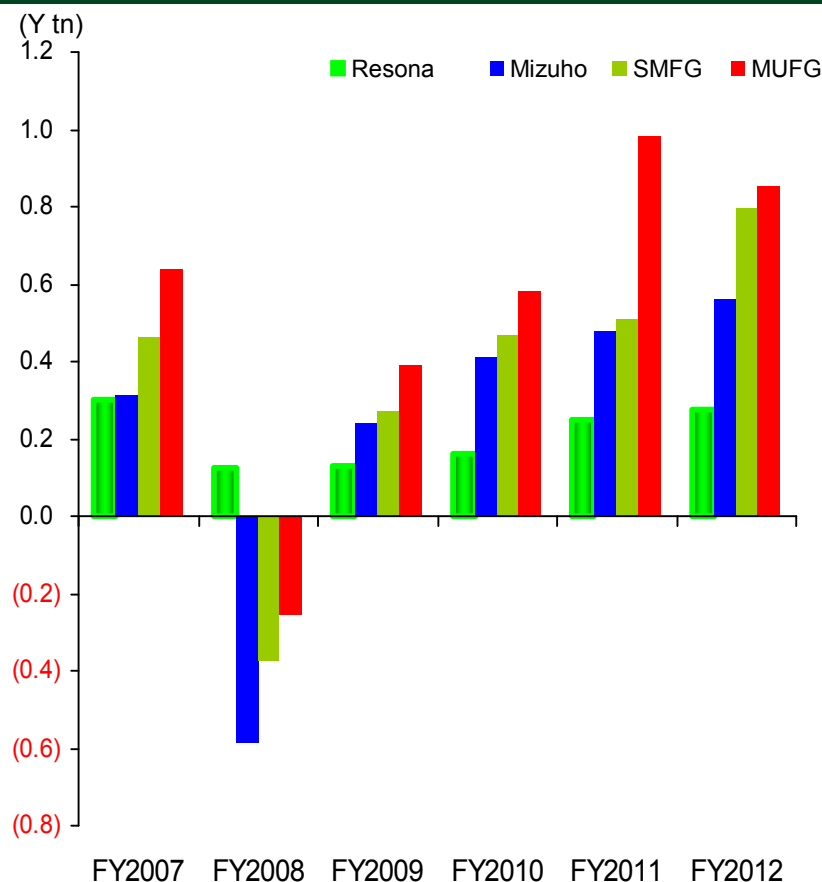
RWA/TAA Multiple:

x 0.40 times

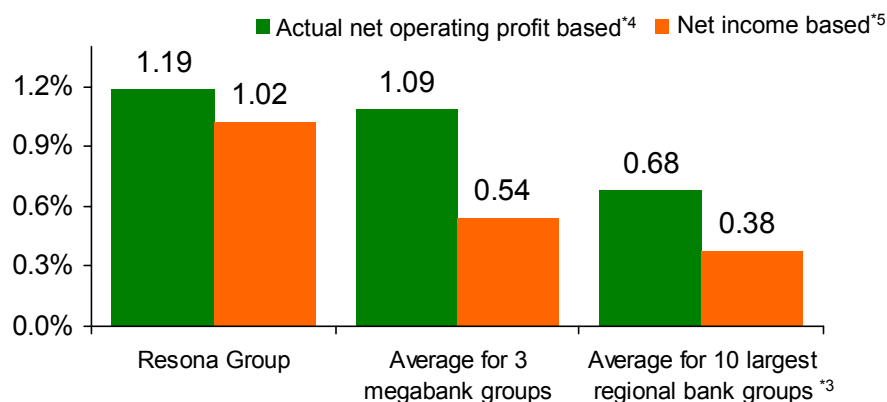
Stable Profitability

- 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

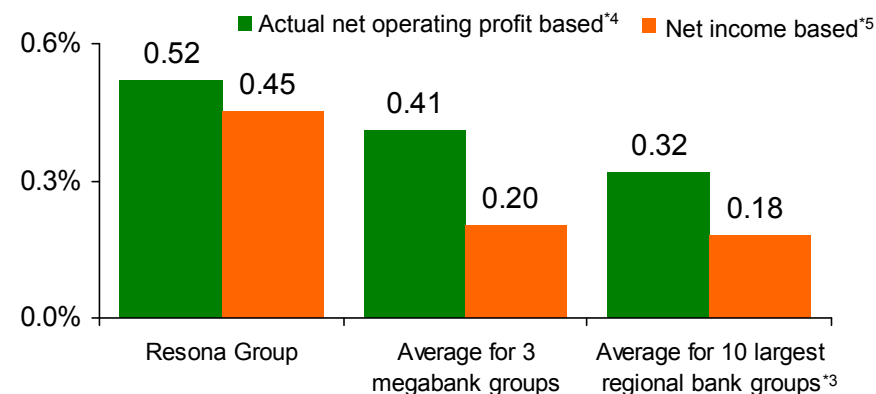
Historical Consolidated Net Income



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 (Yokohama, Fukuoka FG, Chiba, Hokuoku FG, Shizuoka, Yamaguchi FG, Joyo, 77Bank, Hokuyo, Nishinippon City)

*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 (FY2012)

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

(Billions of Yen, %)

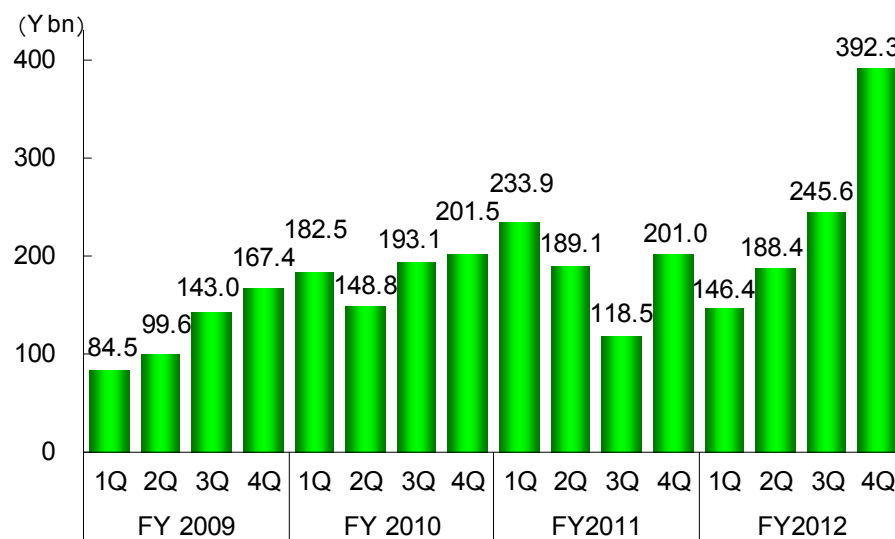
Resona Group Business Segments		Profitability				Soundness	Net operating profit after a deduction of credit cost									
		Net profit after a deduction of cost on capital		Risk-adjusted return on capital	Cost to income ratio	Internal CAR	Actual net operating profit								Credit cost	
							Gross operating profit		Operating expense							
		RVA* ¹ (Actual)	YoY Change	RAROC (Actual)	OHR		YoY Change	YoY Change	YoY Change	YoY Change	YoY Change	YoY Change				
Non-treasury	136.8	+22.5	14.7%	60.4%	10.1%	231.1	+16.0	216.1	(10.3)	545.0	(13.8)	(329.0)	+3.6	15.0	+26.3	
	Personal Banking	57.7	+4.5	22.0%	67.4%	10.3%	79.2	+2.8	84.4	+2.8	258.6	(0.6)	(174.2)	+3.4	(5.3)	(0.0)
	Corporate Banking	70.5	+19.2	11.8%	53.4%	10.1%	143.0	+14.4	122.7	(11.9)	263.5	(11.6)	(140.8)	(0.3)	20.3	+26.3
	Trust	8.7	(1.2)	200.8%	61.1%	10.3%	8.9	(1.2)	8.9	(1.2)	22.9	(1.6)	(14.0)	+0.4	-	-
	Treasury	57.0	+17.9	53.9%	13.4%	16.9%	64.1	+18.4	64.1	+18.4	74.0	+18.6	(9.9)	(0.2)	-	-
Total* ²		155.6	+21.2	12.9%	55.1%	13.1%	290.7	+22.8	275.7	(3.4)	614.6	(6.8)	(338.8)	+3.4	15.0	+26.3

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

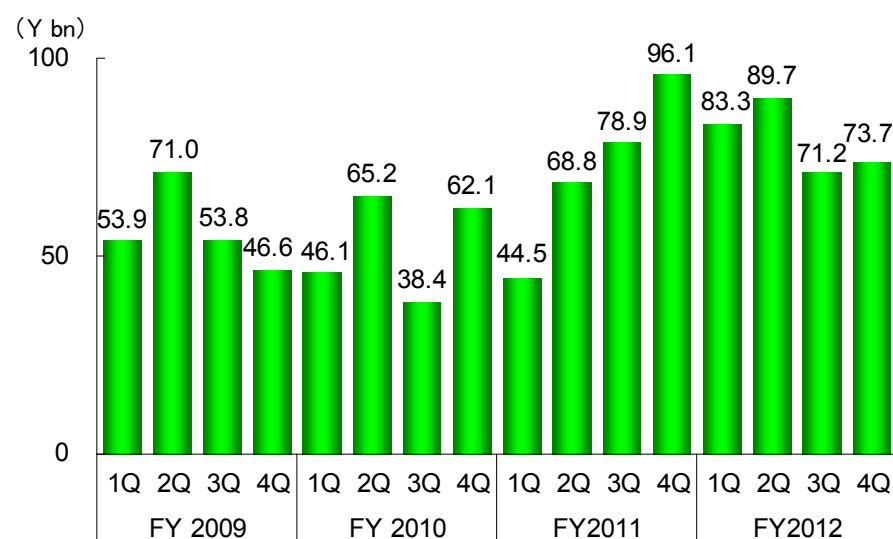
*2. Total of 3 banks on a non-consolidated basis plus profit and loss of loan guarantee subsidiaries

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

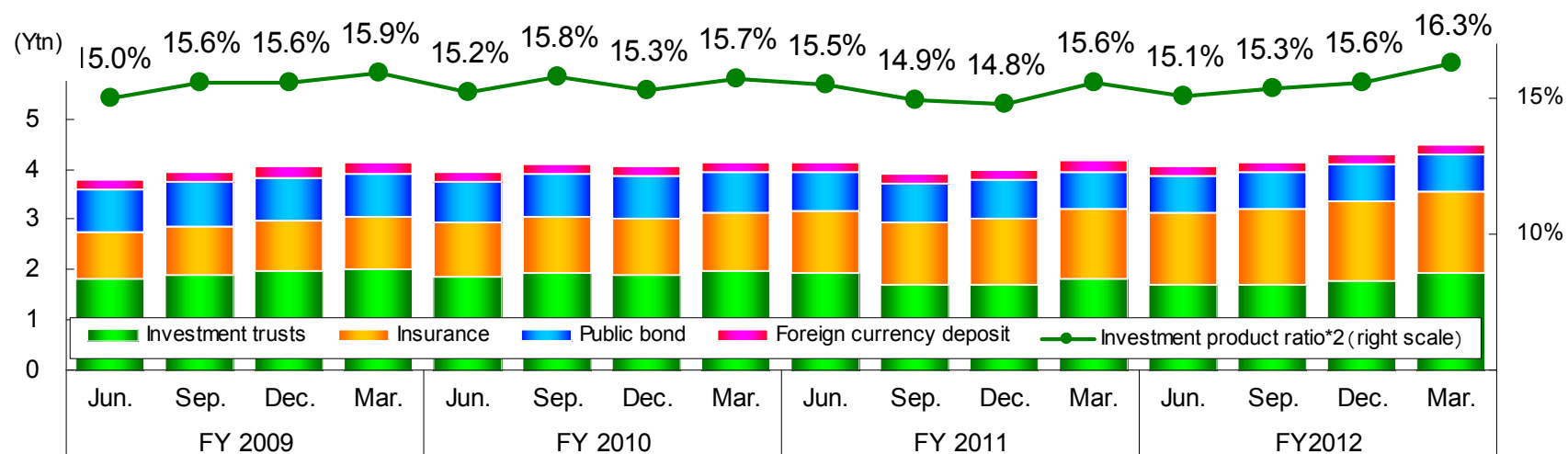
Investment Trust



Insurance



Balance of Investment Products sold to Individual*1

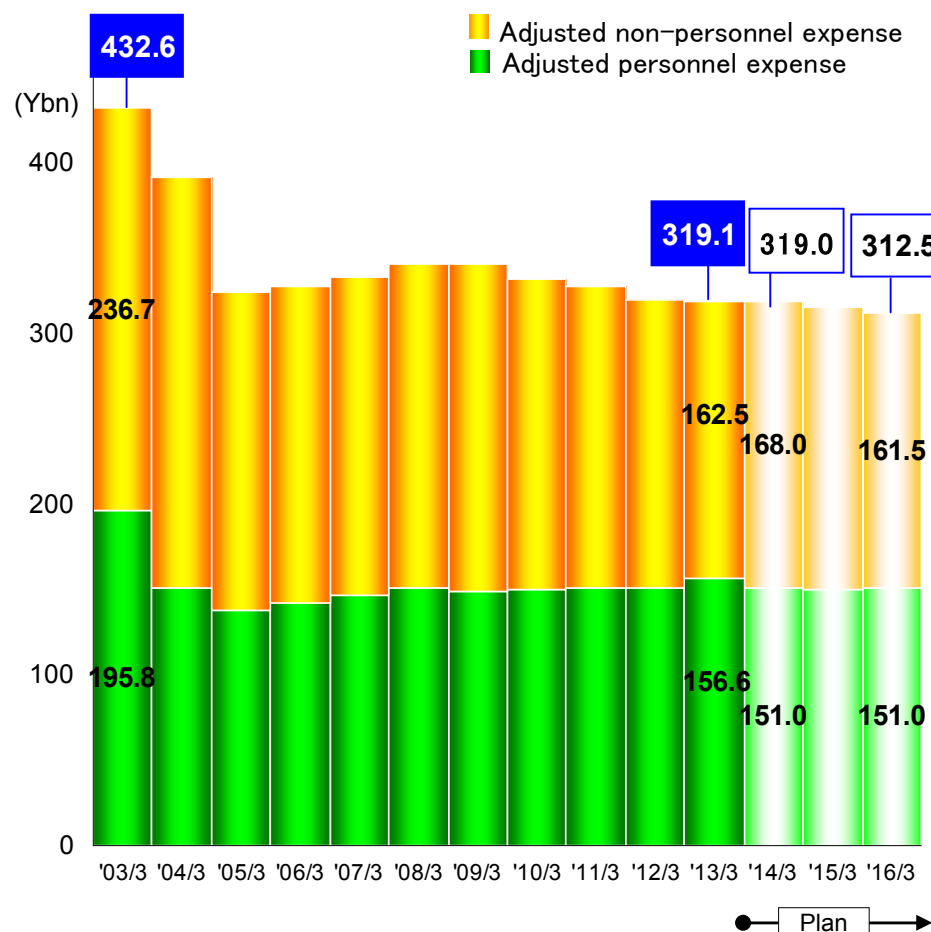


* Investment product ratio = balance of investment products sold / balance of investment products sold and deposits held by individuals

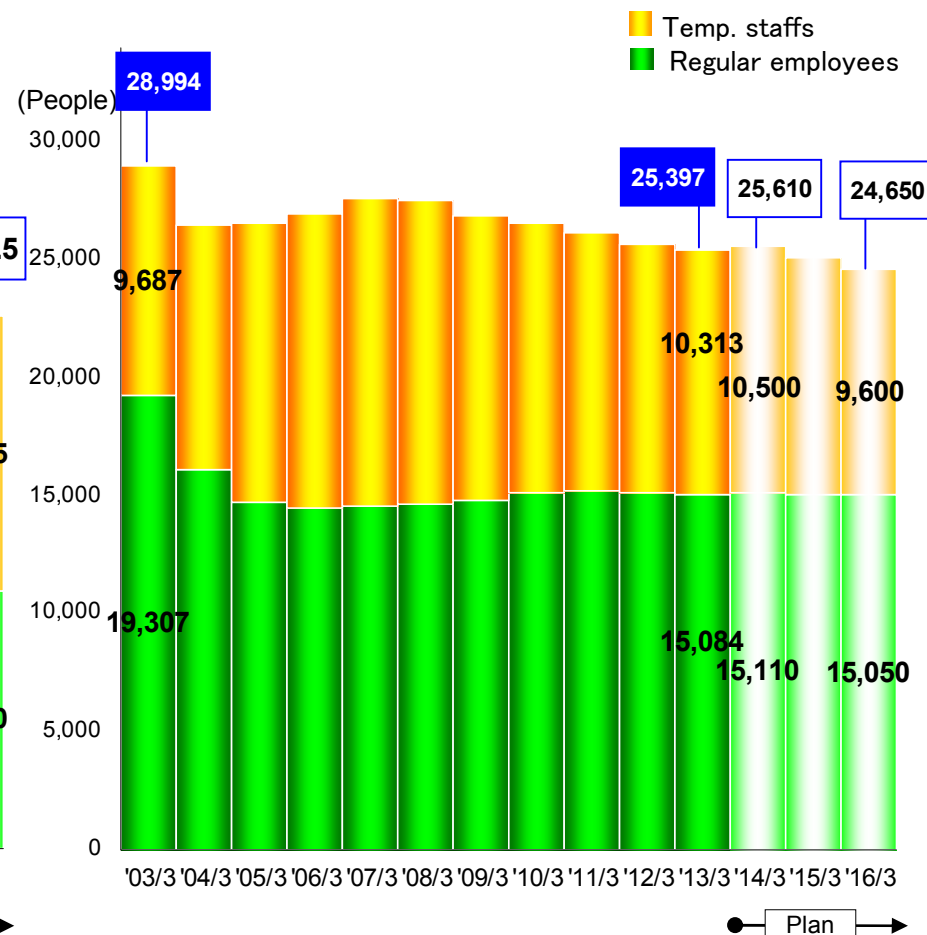
Efficient Cost Structure (1) Personnel and Non-Personnel Expense (Total of Group Banks)

- 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



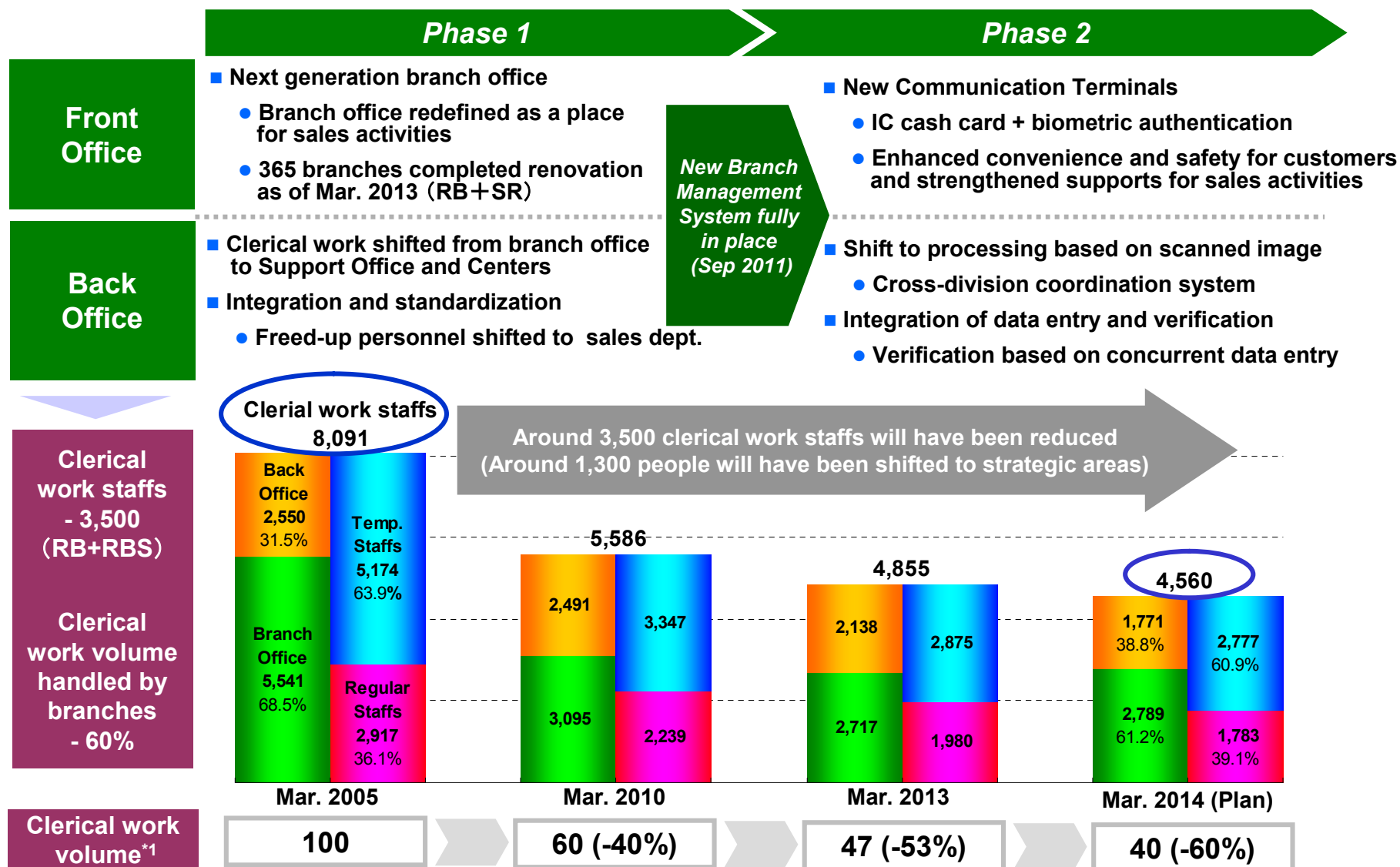
Number and composition of employees by hiring status



*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

Efficient Cost Structure (2)Operational Reform Initiatives

Operational reforms are close to perfection with the new branch management system in place



*1. Clerical work volume handled in branch office (Mar. 2005 = 100)

List of Preferred Shares Issued by RHD

[As of May 1, 2013]

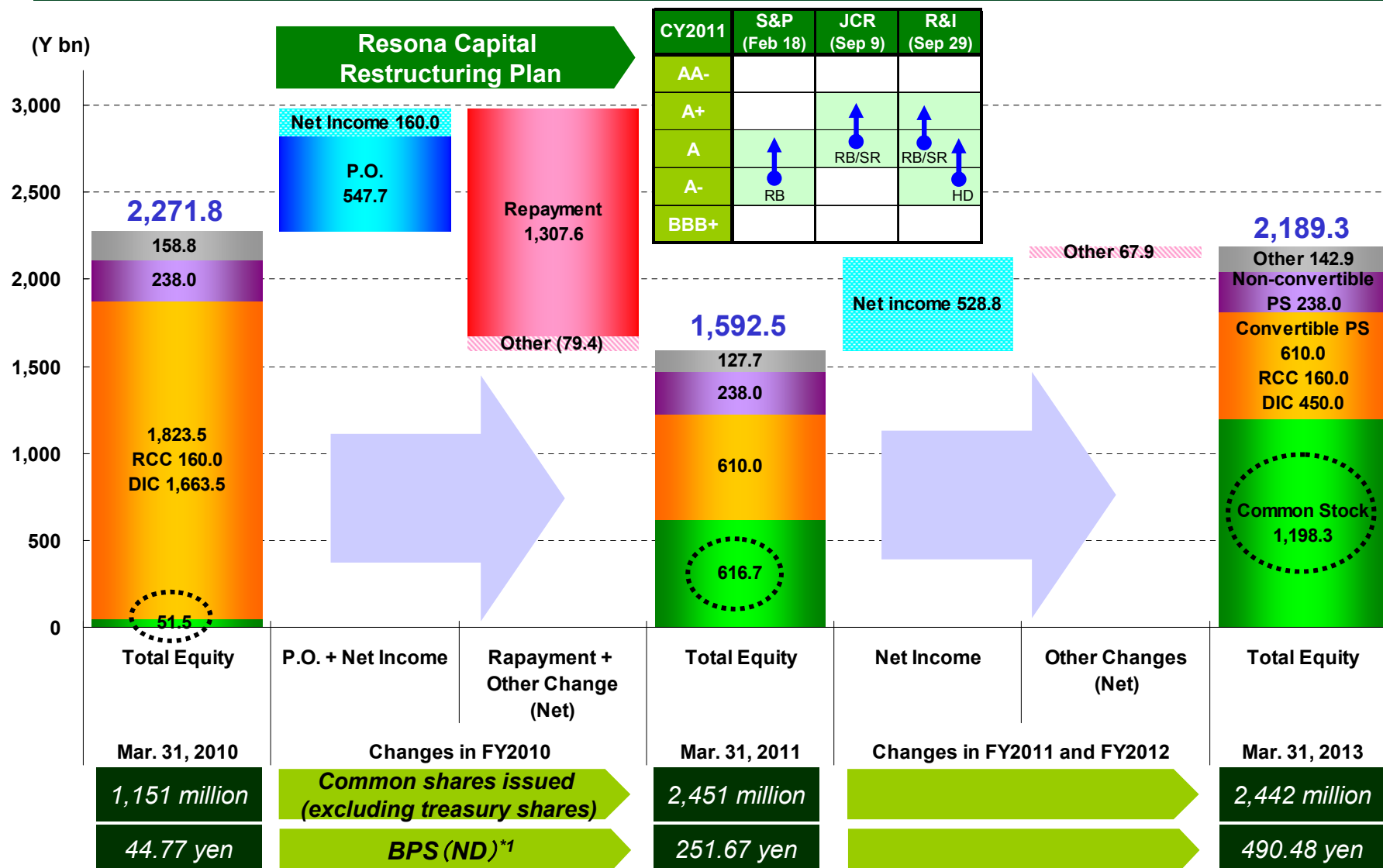
Public Fund

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. 2014)	JPY 68.00	JPY 185.00	JPY 19.02	JPY 992.50	JPY 918.75	JPY 1,237.50
	Total amount of dividend (Jun. 2014)	JPY 816 Million	JPY 1,480 Million	JPY 4,280 Million	JPY 2,501 Million	JPY 3,675 Million	JPY 3,712 Million
	Yield	1.36%	1.48%	Libor (1y) + 50bp 0.951%	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 484	---	---	---
	Current exchange rate	(3.331)	(3.858)	(4.132)	(---)	(---)	(---)
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 Acquisition clause exercisable under certain conditions at the issuer's option after seven years after issue date	Mandatory exchange not applicable Acquisition clause exercisable under certain conditions at the issuer's option after seven years after issue date	Mandatory exchange not applicable 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	---	---	---	---

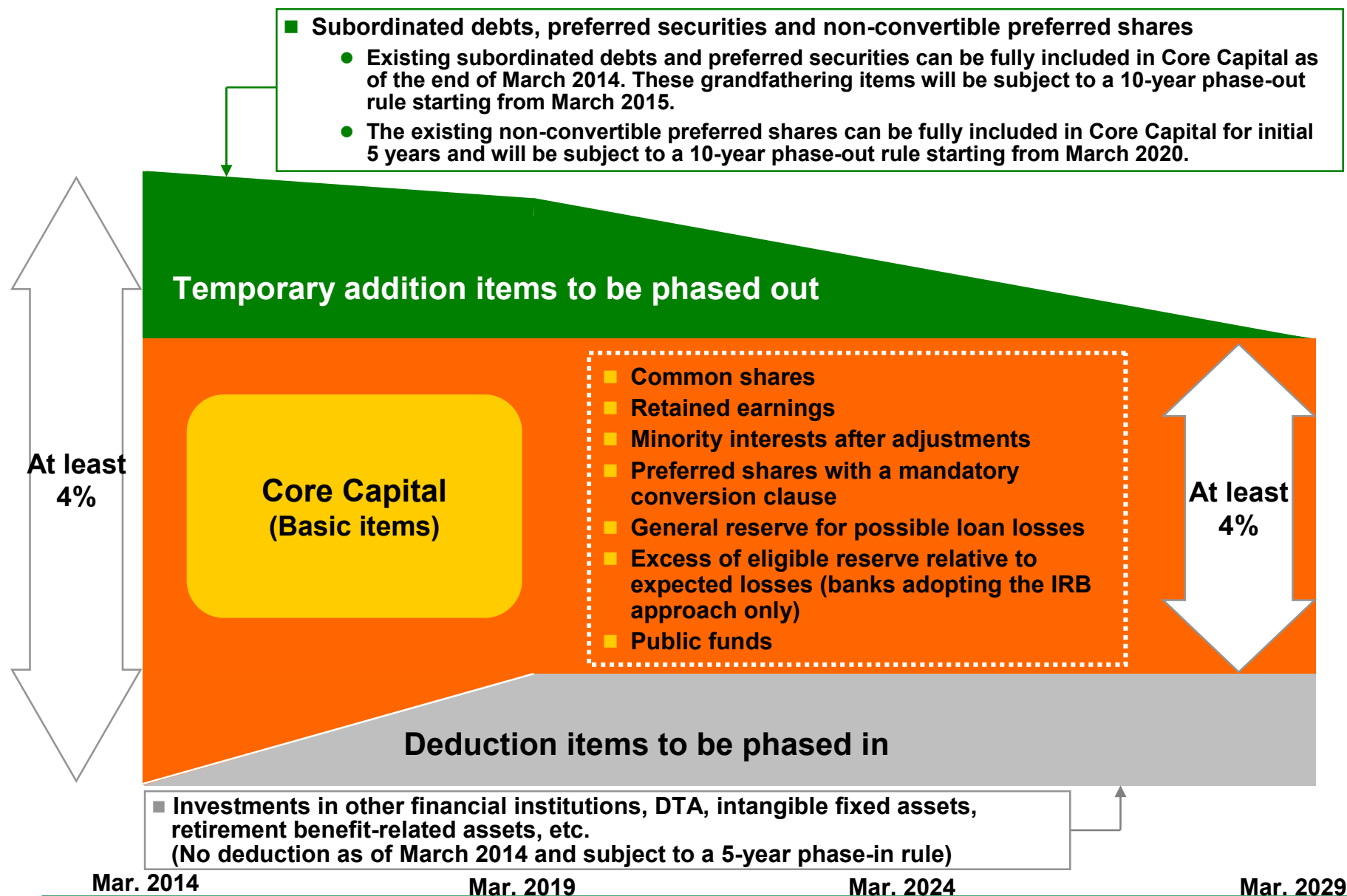
Change in Composition of RHD's Total Equity (From Mar. 31, 2010 to Mar. 31, 2013)

BPS (ND) is rapidly expanding => BPS(ND) 490 yen



*1. Net assets per share of common stock

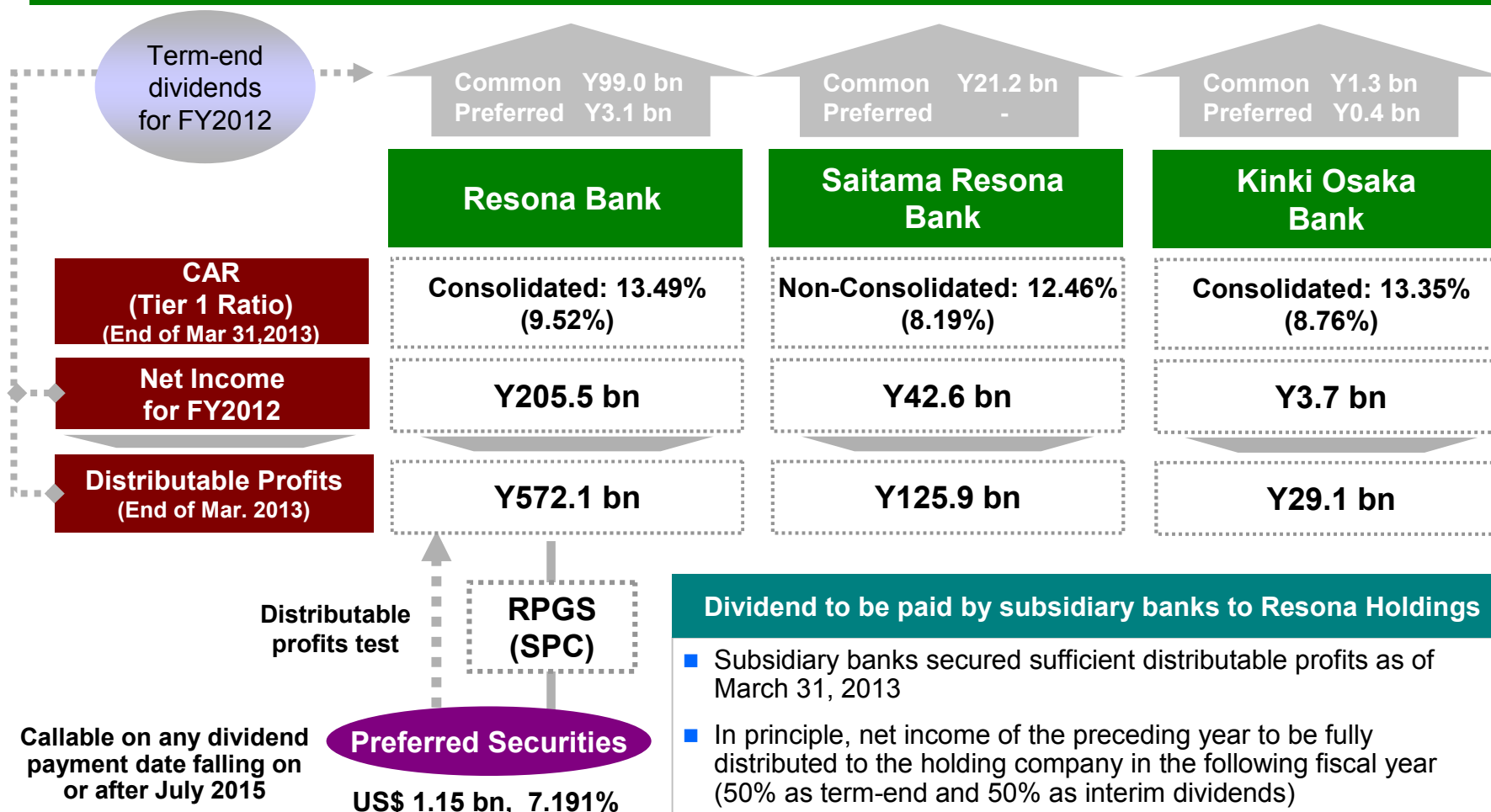
Outline of the New Domestic Capital Regulation



Distributable Profits and Dividend Policy

Distribute in total Y46.3 bn as term-end dividends for FY2012
(Common dividends: Y29.4 bn Preferred dividends: Y16.9 bn)

Resona Holdings (Distributable Profits as of End Mar. 2013: Y533.9 bn)



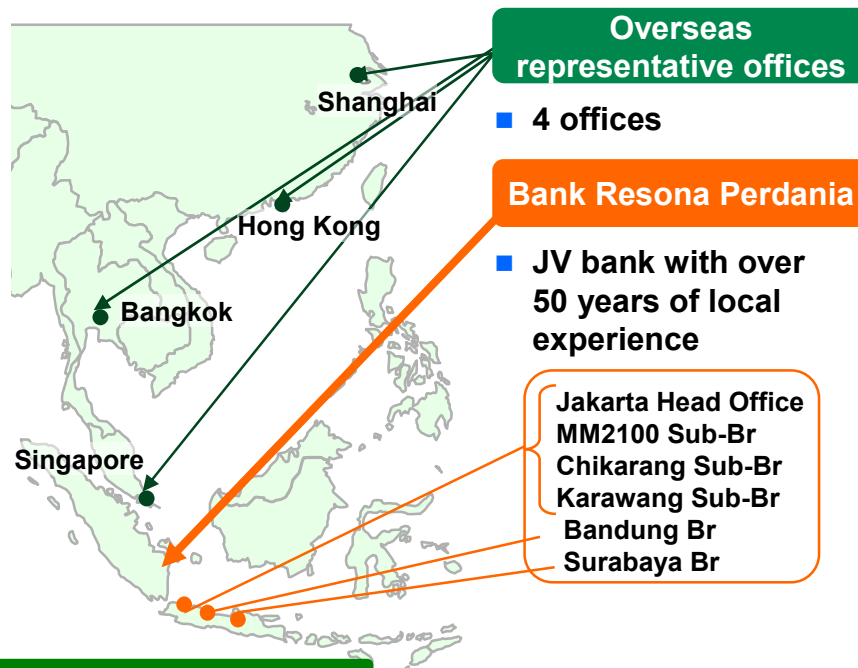
Capital Adequacy Ratio (Subsidiary Banks)

Japanese Domestic Standard (Billions of Yen)	RB(Consolidated) [F-IRB]			SR(Non-consolidated) [F-IRB]			KO(Consolidated) [F-IRB]		
	Mar.31, 2012	Mar.31, 2013	Change	Mar.31, 2012	Mar.31, 2013	Change	Mar.31, 2012	Mar.31, 2013	Change
Capital adequacy ratio	13.25%	13.49%	+0.24%	12.47%	12.46%	(0.01%)	13.43%	13.35%	(0.08%)
Tier 1 ratio	9.29%	9.52%	+0.23%	7.96%	8.19%	+0.23%	8.95%	8.76%	(0.19%)
Total qualifying capital	1,644.7	1,681.1	36.4	439.6	428.7	(10.8)	175.8	170.4	(5.4)
Tier 1 capital	1,152.7	1,186.2	33.5	280.5	282.0	1.5	117.2	111.8	(5.4)
Tier 2 capital	527.7	537.5	9.7	167.1	157.1	(10.0)	58.9	58.7	(0.2)
Deductions	35.8	42.6	6.8	8.1	10.4	2.3	0.3	0.1	(0.1)
Risk weighted assets	12,407.5	12,456.7	49.1	3,524.0	3,440.9	(83.1)	1,309.5	1,275.8	(33.6)
Credit risk assets	11,687.4	11,746.0	58.6	3,268.8	3,190.2	(78.5)	1,210.9	1,181.4	(29.4)
Operational risk assets	720.1	710.6	(9.4)	255.2	250.6	(4.5)	98.6	94.4	(4.1)

Supports for SMEs Doing Business in Asia

Footholds and Alliance Partners in Asia

Newly established “Global Business Division”
to better serve clients’ needs
to do business abroad



Regional coverage to offer local information

- Vietnam ⇒ Dispatched personnel to Ho Chi Minh branch of an alliance partner bank
- India (Chennai) ⇒ Dispatched a personnel to JETRO’s local office

Local Services Offered through Alliances

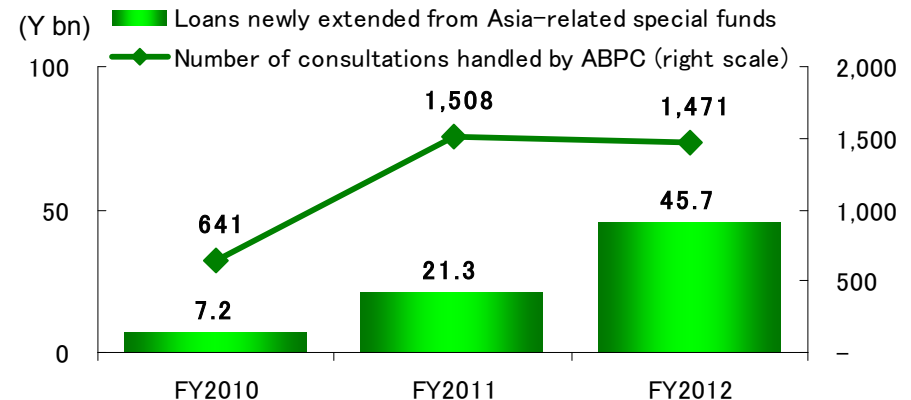
- Large number of branches and local expertise
- Ability to provide local service without being regulated as a foreign bank

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	Philippines	Rizal Commercial Banking Corp.
Singapore	Bank of East Asia	Malaysia	Public Bank
India	State Bank of India	Thailand, Vietnam	Bangkok Bank

Number of consultations and Fund extended

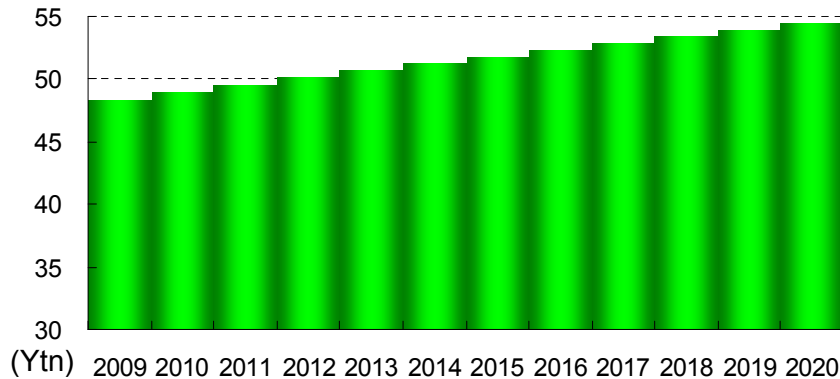
- Consultations handled by Asian Business Promotion Center on a high level
- Loans extended from Asia-related special funds are on the rise (Total of group banks)



Advent of Aged Society Poses Expanding Business Opportunities for Resona

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

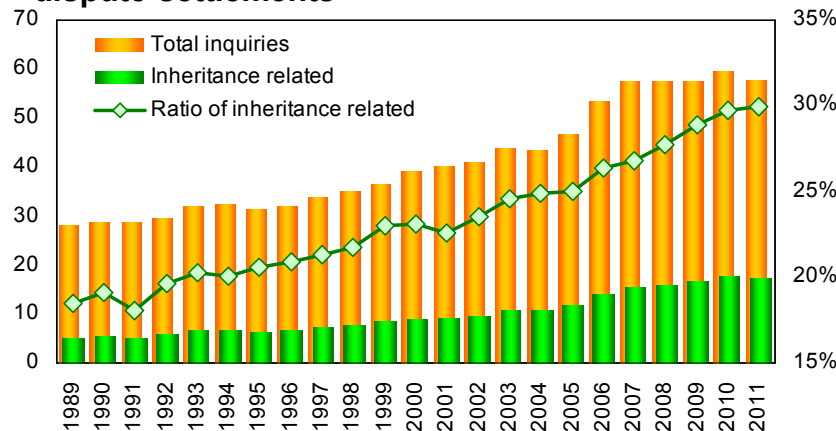
- 60 to 70% in Tokyo and Kansai metropolitan areas in terms of the inheritance tax paid
- Likelihood of more stringent inheritance tax levy



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

Inquiries to family courts regarding inheritance

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

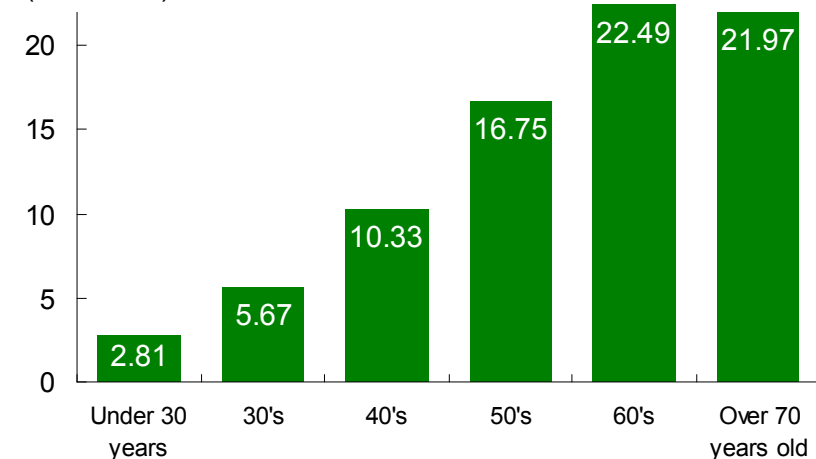


*3. Active customers as of Mar. 31, 2013 (Total of group banks)

Total population per age group from "Population Estimate" (Ministry of Internal Affairs and Communications)

Elderly people tend to have more financial assets^{*2}

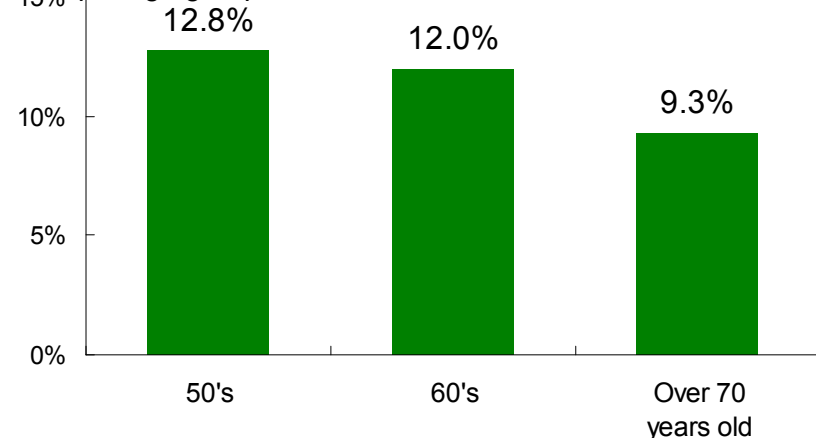
<Balance of saving amount per household >
(Million Yen)



*2. Source: Ministry of Internal Affairs and Communications

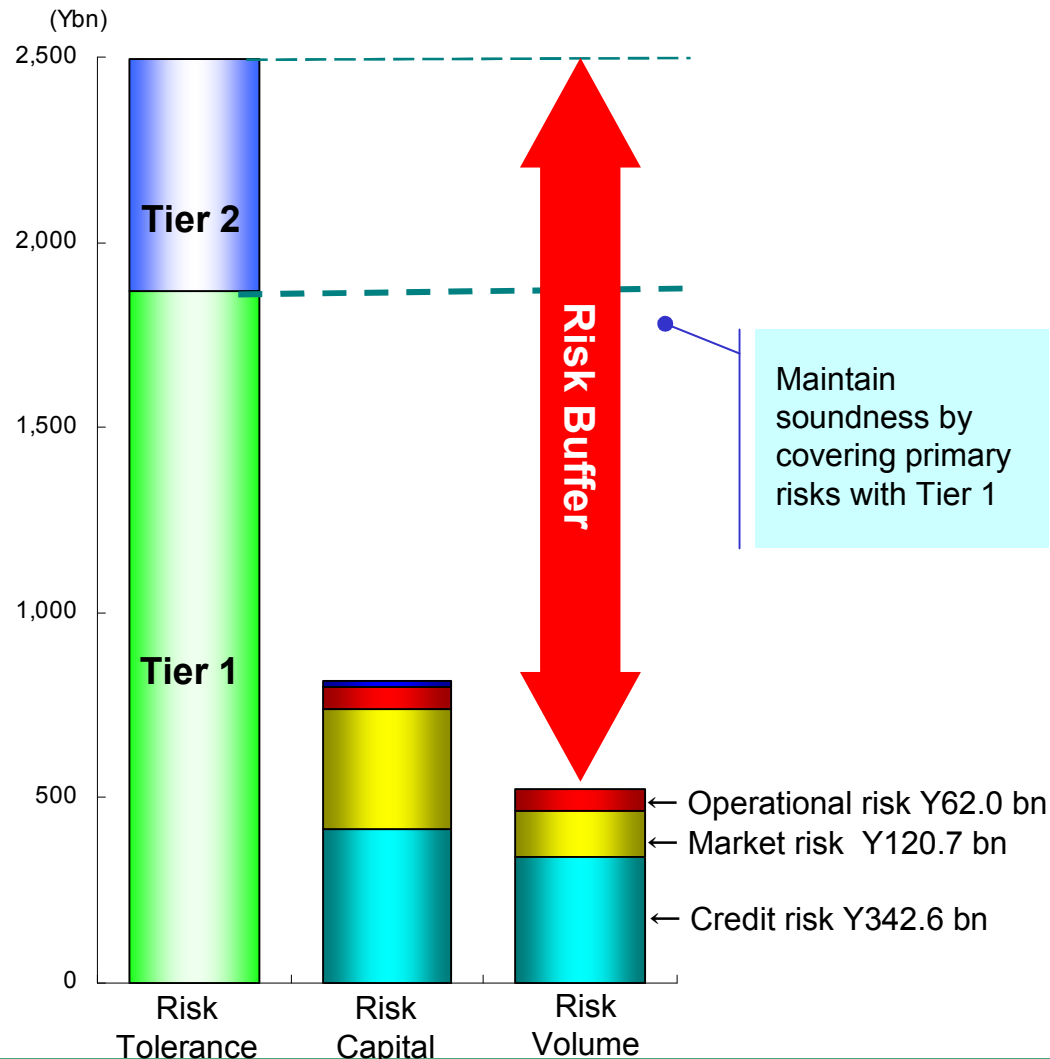
Resona has strong base of elderly customers^{*3}

<Resona's active customers per age group / Total population per age group>



Risk Volume Relative to Capital (End of March 2013)

- 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 Mar. 31, 2013)

Loans and bills discounted Y26.6 tn (62%)	Liquidity deposits Y20.8 tn (49%) Core liquidity deposits (x%)
Securities Y10.1tn (24%)	Time and other deposits Y11.9 tn (28%)
Cash Y3.3 tn (8%)	Other Y8.2 tn (19%)
Other Y2.6 tn (6%)	Net assets Y1.8 tn (4%)

Combined total assets: Y42.8 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 Mar. 2013							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	190.4	255.6	409.7	546.3	817.9	3.0	2,223.1	30.3	317.4	288.0	345.1	1,075.3	3.0	2,059.4
JGBs	165.0	177.0	323.3	486.3	667.9	3.0	1,822.5	-	260.0	200.0	284.3	945.2	3.0	1,692.5
Floating-rate JGBs	-	2.0	236.3	166.3	145.4	-	550.0	-	-	120.0	135.3	294.7	-	550.0
Japanese local government bonds	24.2	75.2	84.9	60.0	150.0	-	394.4	26.8	55.7	86.2	60.8	130.1	-	359.7
Japanese corporate bonds	1.1	3.4	1.5	0.0	-	-	6.2	3.5	1.7	1.8	0.0	-	-	7.1
Available-for-sale securities	2,417.5	1,161.3	2,727.5	418.3	454.3	128.0	7,307.3	3,004.8	1,866.9	2,868.8	424.6	487.8	141.6	8,794.8
Bonds	2,377.5	1,139.3	2,582.6	368.4	421.8	49.2	6,939.1	2,973.3	1,803.2	2,757.9	386.9	469.2	38.8	8,429.6
JGBs	2,187.8	750.2	2,121.0	200.4	349.0	34.0	5,642.4	2,796.6	1,406.0	2,430.9	335.0	387.1	20.0	7,375.6
Floating-rate JGBs	-	-	41.0	120.4	-	-	161.4	-	-	15.7	81.5	268.6	-	365.8
Japanese local government bonds	11.2	20.1	78.2	45.3	59.6	-	214.6	4.1	28.7	49.6	23.5	77.5	-	183.6
Japanese corporate bonds	178.4	368.9	383.4	122.7	13.1	15.2	1,082.0	172.6	368.5	277.3	28.4	4.5	18.8	870.3
Other	39.9	22.0	144.9	49.9	32.5	78.8	368.2	31.4	63.7	110.9	37.6	18.6	102.8	365.2

Unrealized gains/(losses)

(Y bn)	B/S Amount (Mar. '13)	Change from Mar. '12	Unrealized gains/(losses) (Mar. '13)	Change from Mar. '12
Bonds held to maturity	2,224.7	164.1	76.4	26.7
Available-for-sale securities	7,952.8	(1,335.9)	257.5	126.0
Stocks	558.7	95.5	221.7	100.7
Bonds	6,990.6	(1,472.8)	28.3	15.8
Other	403.4	41.3	7.4	9.4

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 bought."

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	2013/3
Duration (year)	2.1	2.1	2.4	2.7
BPV (Ybn)	(1.19)	(1.35)	(1.81)	(1.59)
10-year JGB yield	1.390%	1.250%	0.985%	0.560%

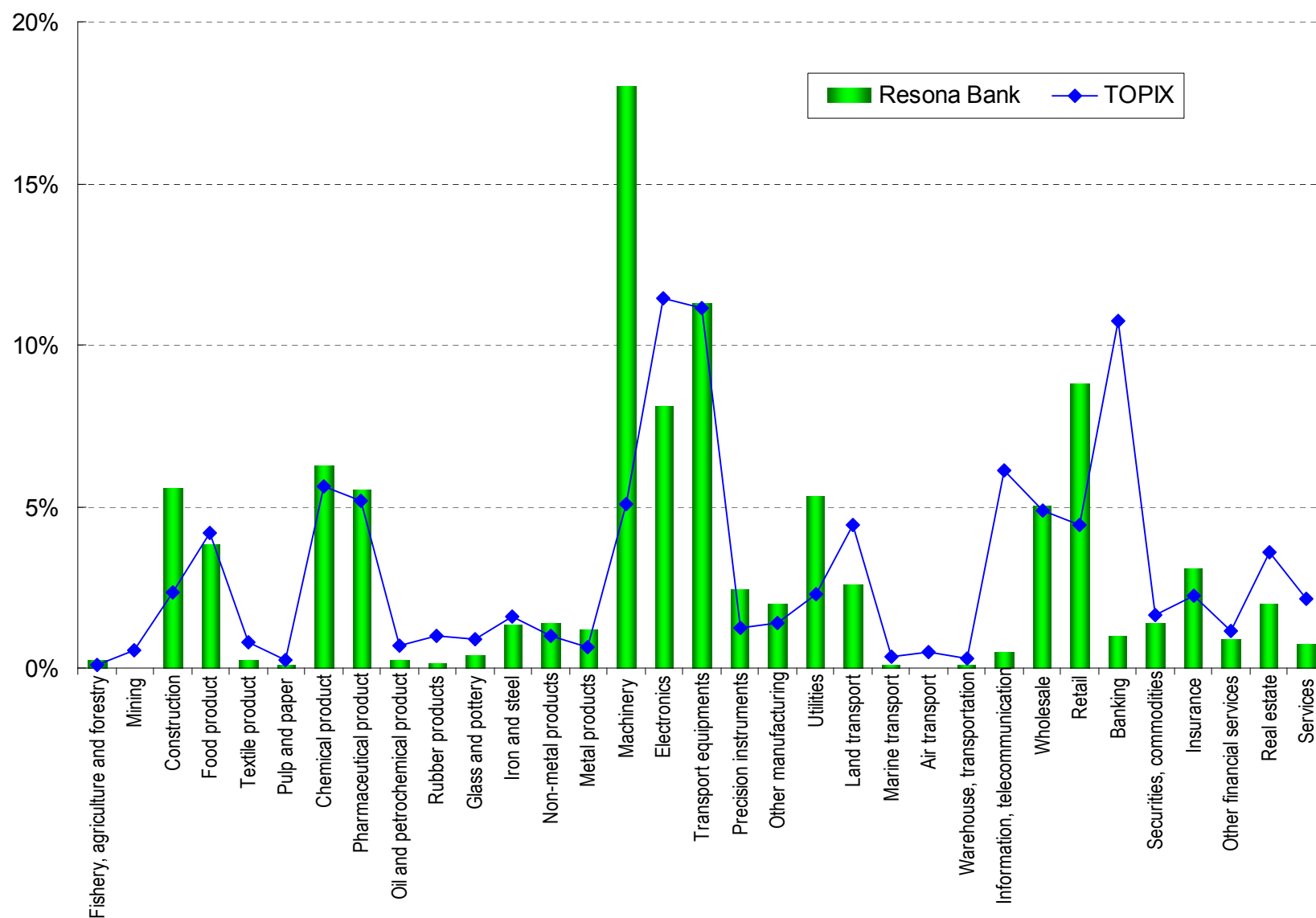
[Break-even Nikkei Average Points]

	2010/3	2011/3	2012/3	2013/3
Nikkei Average Points (Yen)	7,300	7,200	7,100	5,900
BV of stock sold outright (Ybn)	11.1	9.6	8.3	7.2

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

	FY2009	FY2010	FY2011	FY2012
Net gains/(losses) on bonds	19.7	30.5	26.8	30.5
Net gains/(losses) on stocks	4.3	(1.7)	2.2	(7.7)

Stocks Held by Industry (End of March 2013, RB)



Swap Positions by Remaining Periods (RB)

■ Notional amounts of interest rate swaps by remaining period

(Billions of Yen)

	Mar. 31, 2013				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	50.0	970.0	710.0	1,730.0	71.0	656.1	810.0	1,537.1
Receive floating rate/ Pay fixed rate	100.9	449.7	205.0	755.7	0.0	236.1	515.0	751.1
Net position to receive fixed rate	(50.9)	520.2	505.0	974.3	71.0	420.0	295.0	786.0

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 March 2013]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	1.1%	1.0%	3.1%	5.2%	10.3%
Prime rate-based	52.6%	0.3%	0.0%	0.0%	52.8%
Market rate-based	29.5%	1.7%	2.9%	2.8%	36.9%
Total	83.2%	2.9%	6.0%	7.9%	100.0%

Loans maturing within 1 year **86.1%**

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 March 2013]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	47.5%	1.0%	4.0%	13.9%	66.4%
Time deposits	17.6%	9.3%	5.2%	1.5%	33.6%
Total	65.1%	10.3%	9.3%	15.4%	100.0%

[Change in FY2012]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	-0.1%	-0.3%	-0.5%	-0.4%	-1.3%
Prime rate-based	0.2%	-0.1%	0.0%	0.0%	0.1%
Market rate-based	1.5%	-0.3%	-0.3%	0.3%	1.2%
Total	1.5%	-0.7%	-0.7%	-0.1%	0.0%

Loans maturing within 1 year **0.9%**

[Change in FY2012]

	Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	1.8%	0.0%	0.0%	0.2%	2.1%
Time deposits	-0.6%	-1.0%	-0.8%	0.3%	-2.1%
Total	1.2%	-1.0%	-0.7%	0.5%	0.0%

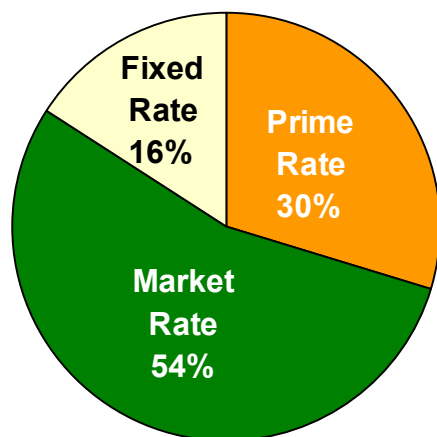
*1. Data compiled for a management and administration purpose

Composition of Loan Portfolio by Base Rates (RB)

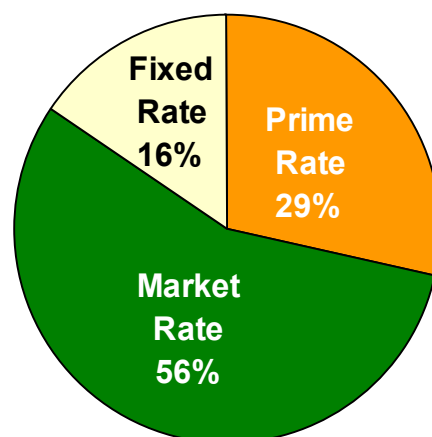
Loans to corporations

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

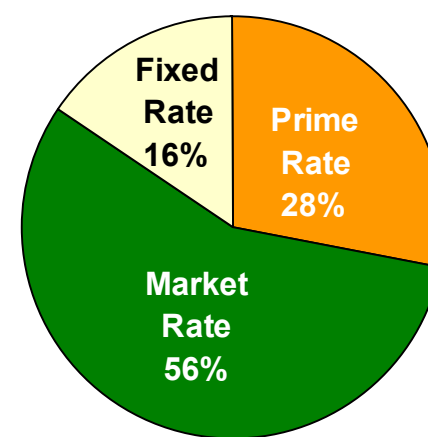
[End March 2012]



[End September 2012]

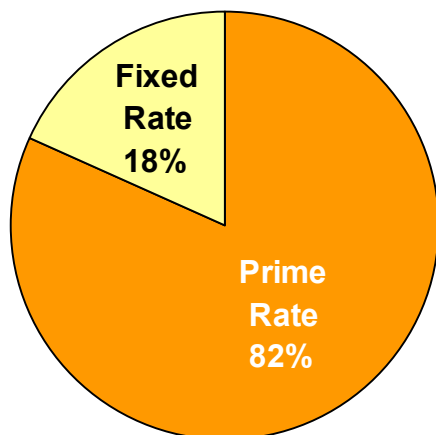


[End March 2013]

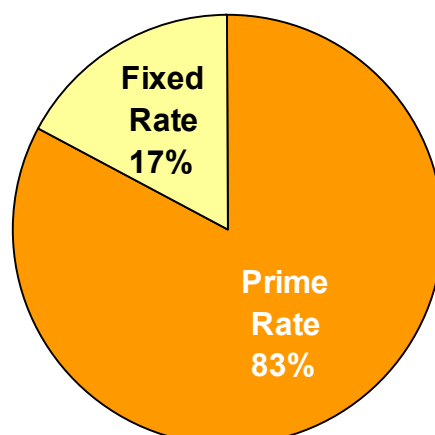


Loans to individuals

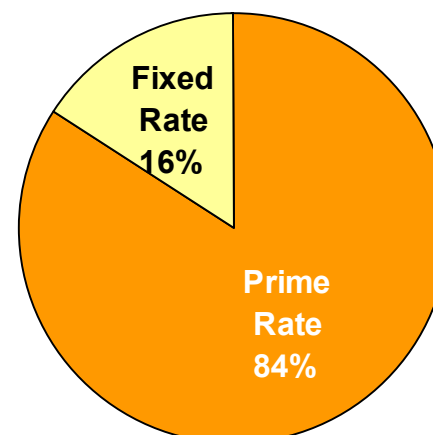
[End March 2012]



[End September 2012]



[End March 2013]

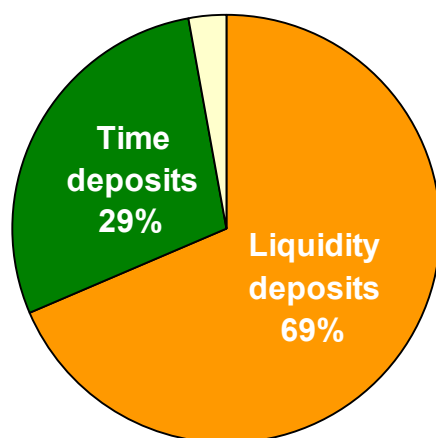


* Portfolio composition is computed based on the numbers compiled for administration purposes.

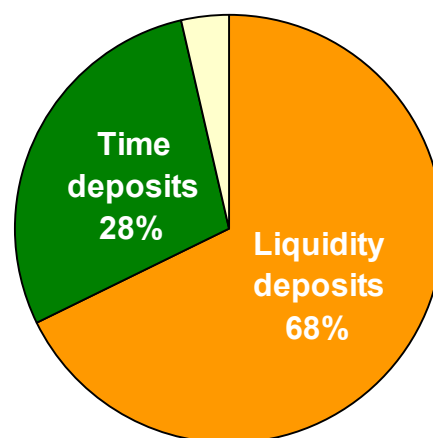
Composition of Deposits by Types (RB)

Corporate Deposits

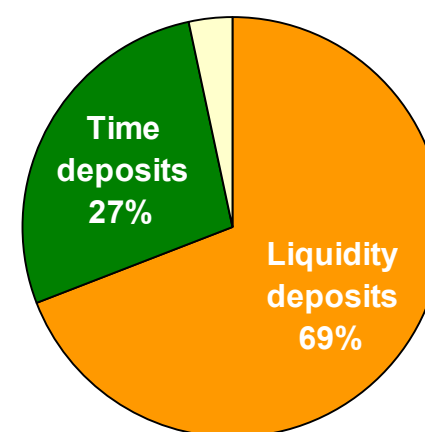
[End March 2012]



[End September 2012]

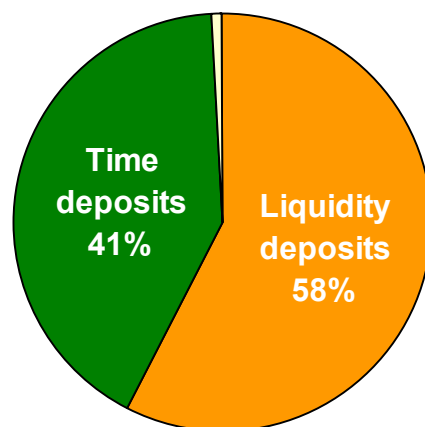


[End March 2013]

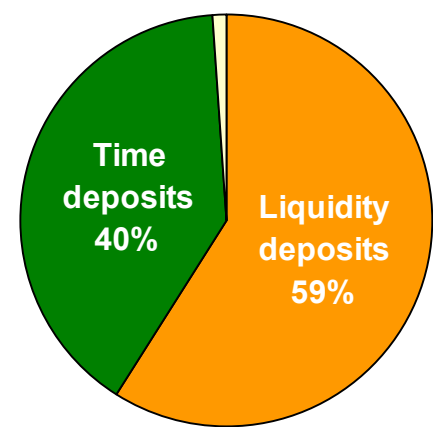


Individual Deposits

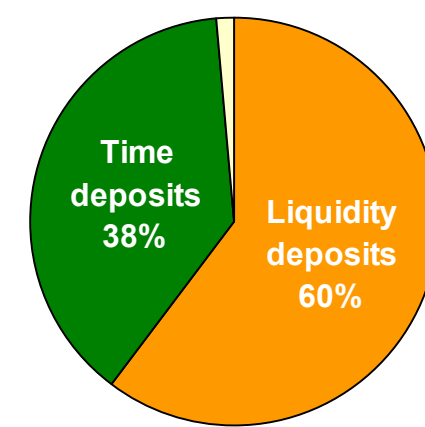
[End March 2012]



[End September 2012]



[End March 2013]



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.

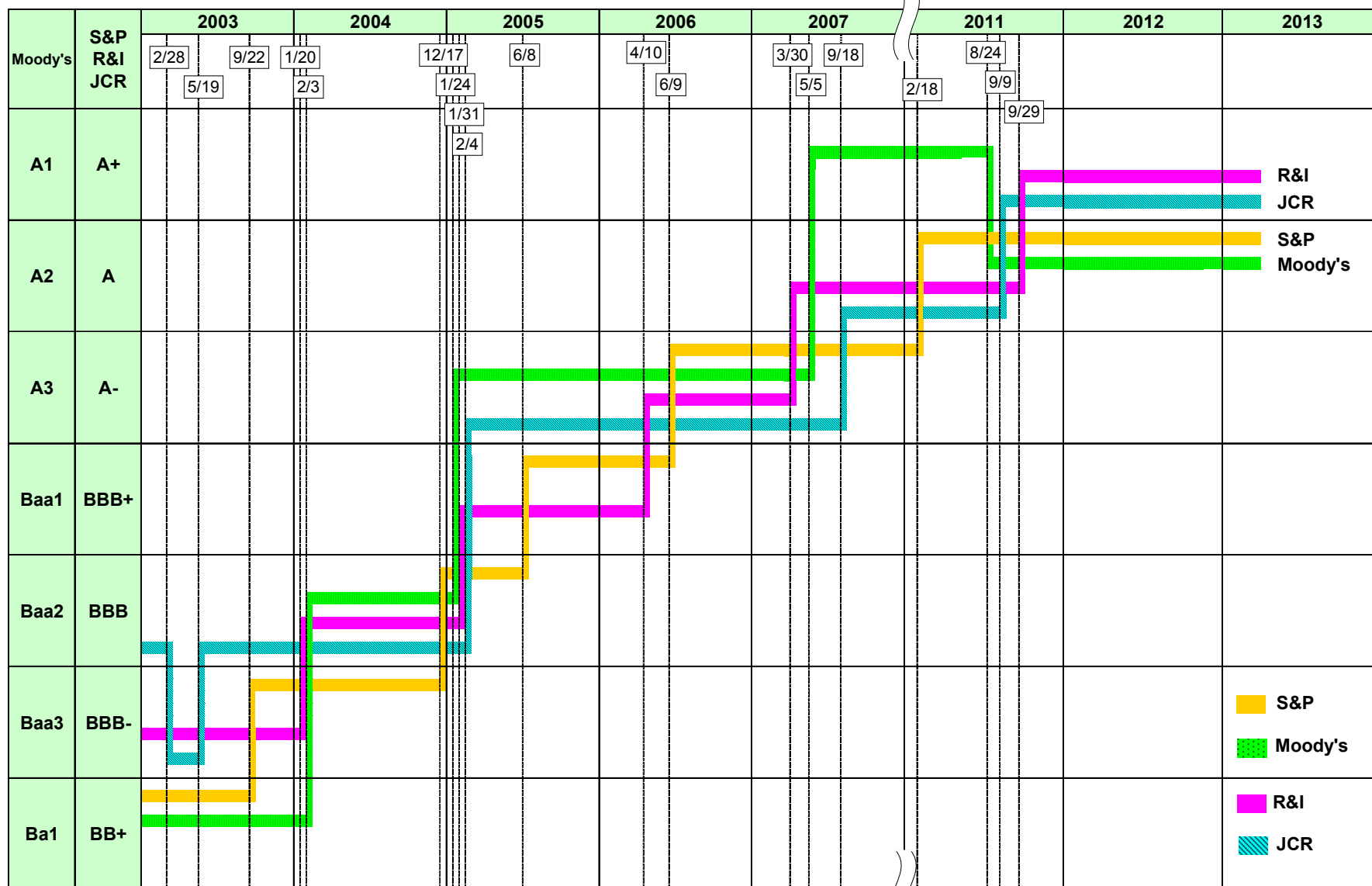
Migrations of Borrowers (RB, 2H FY2012)

■ Exposure amount basis (Migration during 2H of FY2012)

		End of March 2013									Upward Migration	Downward Migration
		Normal	Other Watch	Special Attention	Doubtful	Quasi-Bankrupt	Bankrupt	Other	Collection, Repayments	Assignments, Sale		
End of September 2012	Normal	98.9%	0.6%	0.0%	0.1%	0.0%	0.0%	0.4%	0.4%	0.0%	-	0.7%
	Other Watch	6.0%	86.8%	1.3%	1.6%	0.3%	0.1%	3.8%	3.8%	0.0%	6.0%	3.4%
	Special Attention	0.8%	6.4%	87.4%	2.9%	0.4%	0.1%	2.0%	2.0%	0.0%	7.2%	3.4%
	Doubtful	1.2%	16.3%	1.3%	67.8%	8.1%	0.9%	4.3%	4.1%	0.2%	18.9%	9.0%
	Quasi-Bankrupt	0.2%	0.3%	0.0%	0.1%	87.4%	4.5%	7.5%	2.2%	5.3%	0.6%	4.5%
	Bankrupt	0.0%	0.0%	0.0%	0.6%	0.0%	70.0%	29.4%	0.3%	29.1%	0.6%	-

1. Above table shows how a borrower belonging to a particular borrower category as of the end of September 2012 migrated to a new category as of the end of March 2013.
2. Percentage points are calculated based on exposure amounts as of the end of September 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 March 2013 refers to those exposures removed from the balance sheet due to collection, repayments, assignments or sale of claims.

Trend of Long-term Senior Debt Rating of Resona Bank



Business Revitalization Plan

(Total of Group Banks)

	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015
(Billions of Yen)	(Actual)	(Actual)	(Plan)	(Plan)	(Plan)
Gross operating profit	598.6	581.6	563.0	568.0	588.0
Trust fees	23.4	21.6	22.4	22.9	23.8
Jointly Operated Designated Money Trust	3.1	2.4	3.0	3.1	3.8
NPL disposal in the trust account	0.0	0.0	-	-	-
Interest income	513.2	484.9	481.0	485.0	533.0
Interest expense	59.1	51.8	51.0	51.0	86.0
Net fees & commissions	73.4	84.2	79.0	82.5	86.0
Net trading income	12.1	1.5	8.5	8.5	9.9
Other operating income	35.3	41.1	23.1	20.1	21.3
Gains/(losses) on bonds	26.8	30.5	0.8	(0.1)	(1.6)
Net operating profit (Before provision to general reserve and NPL disposal in the trust account)	259.7	246.0	227.0	232.0	253.0
Net operating profit	267.4	248.1	227.0	232.0	253.0
Provision to general reserve	7.6	2.1	-	-	-
Expenses	(338.8)	(335.6)	(336.0)	(336.0)	(335.0)
Personnel expense	(130.4)	(135.9)	(129.0)	(128.0)	(128.5)
Non-personnel expenses	(189.8)	(183.2)	(190.0)	(187.0)	(184.0)
Disposal of NPL	(57.8)	(38.7)	(48.0)	(48.0)	(48.0)
Net gain/(loss) on stocks	2.2	(7.7)	5.0	6.0	8.0
Loss on devaluation	(1.1)	(14.0)	(1.0)	-	-
Ordinary profit	244.1	254.5	192.0	193.0	216.0
Extraordinary gains	2.0	1.1	-	-	-
Extraordinary losses	(3.4)	(1.8)	(2.0)	(1.0)	(1.0)
Income taxes - current	(1.8)	(44.7)	(44.0)	(52.0)	(68.0)
Income taxes - deferred	(1.3)	42.9	(26.0)	(19.0)	(7.0)
Net income	239.4	251.9	120.0	121.0	140.0
Credit related expenses	(4.4)	21.4	(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
(Billions of Yen)	(Actual)	(Actual)	(Plan)	(Plan)	(Plan)
Total assets *1	41,000.1	41,235.4	41,280.0	42,010.0	42,690.0
Loans and bills discounted	25,297.8	25,541.5	26,130.0	26,780.0	27,390.0
Securities	10,623.5	10,550.6	11,100.0	11,230.0	11,360.0
Trading assets	473.1	498.6	500.0	500.0	500.0
DTA (term-end bal.)	142.2	148.4	169.1	144.0	135.9
Total liabilities *1	39,578.1	39,663.3	39,720.0	40,450.0	41,120.0
Deposits and NCDs	34,878.9	35,267.2	34,760.0	35,160.0	35,630.0
Trading liabilities	23.5	17.7	50.0	50.0	50.0
DTL for land revaluation (term-end bal.)	23.7	23.6	23.7	23.7	23.7
Net assets *1	1,701.9	1,819.2	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	613.5	483.7	485.8	505.9
Land revaluation excess	41.2	41.2	39.0	38.0	36.9
Net unrealized gains on other securities	92.0	186.3	82.4	99.0	101.0
Net deferred gains on hedges	27.5	36.5	27.3	27.3	27.3

(Management Indicators)

Yield on interest earning assets (A)	1.36	1.26	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	1.00	1.01	0.99	1.06
Interest paid on deposits and NCDs (D)	0.08	0.06	0.06	0.05	0.13
Overall interest spread (A) - (B)	0.31	0.25	0.26	0.26	0.29
Cost-to-income ratio (OHR)	56.60	57.70	59.68	59.15	56.97

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.