# Business Results for FY2014 and Future Management Direction





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### Resona Group at a Glance

Outline of Business Results for FY2014 and Updates on Major Businesses

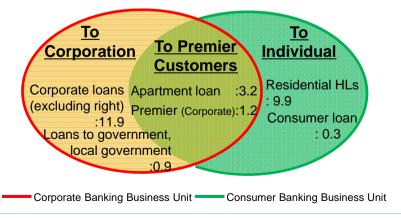
Efforts to Build Solid Foundation for Sustainable Growth

Full Repayment of Public Funds and Outline of New Capital Policy

### **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
- 2. Negative figures represent items that would reduce net income
- 3. Categorization of loans outstanding defined for a business administration purpose is shown in the right diagram

Total loans outstanding (Term-end balance): JPY27.5 tn\*1





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<sup>\*1.</sup>Domestic account, Data compiled for a business administration purpose

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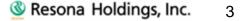
### **Resona Group at a Glance**

Outline of Business Results for FY2014 and Updates on Major Businesses

Efforts to Build Solid Foundation for Sustainable Growth

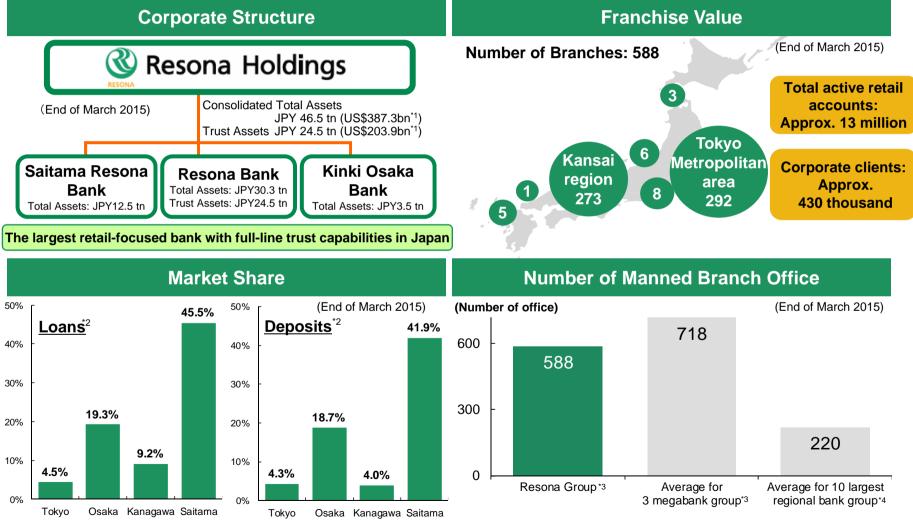
Full Repayment of Public Funds and Outline of New Capital Policy

**Reference Material** 



### **Resona Group at a Glance**

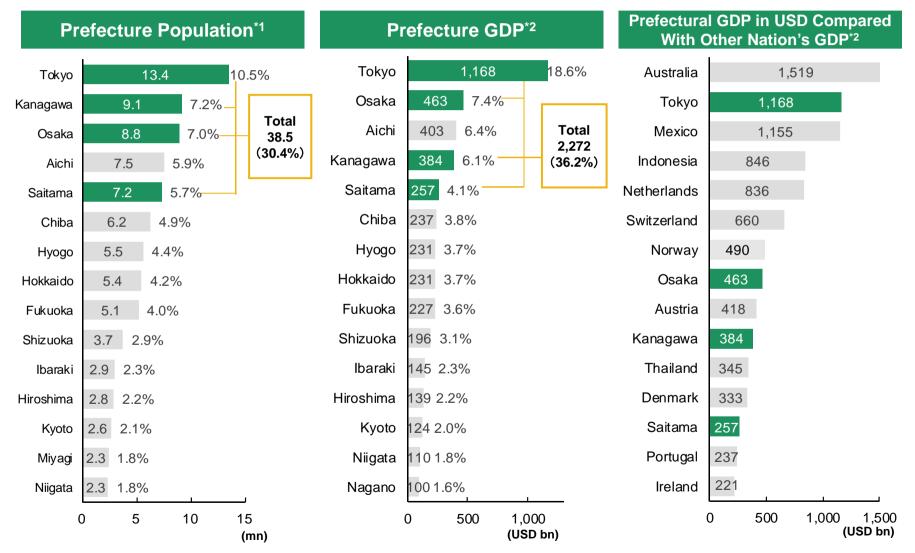
- Resona focuses management resources on Tokyo and Kansai metropolitan areas and retail banking business
- Resona Group is the largest retail-focused bank with full-line trust capabilities in Japan with a well-established customer base comprising approx. 13 million retail accounts and approx. 430 thousand corporate clients



\*1. 1USD=JPY120.28 \*2. Total of group banks, market share based on deposits, and loans and bills discounted by prefecture (domestically licensed banks from BOJ)
 \*3. FY2014 Financial Statements, Resona Group: total of group banks, Megabank groups: BTMU+ MUTB, Mizuho BK+ Mizuho Trust, SMBC (as of Sep. 2014)
 \*4. 10 largest regional bank groups by consolidated assets (Fukuoka FG, Yokohama, Chiba, Hokuhoku FG, Shizuoka, Yamaguchi FG, Joyo, Nishinippon City, 77 Bank, Kyoto: FY2014 Financial Statements)

### Population and Economic Scale of Resona's Primary Operating Base

- Prefectures where Resona's franchise is concentrated account for more than 30% of Japan's population and GDP
- Such prefectures are comparable to some countries in terms of GDP

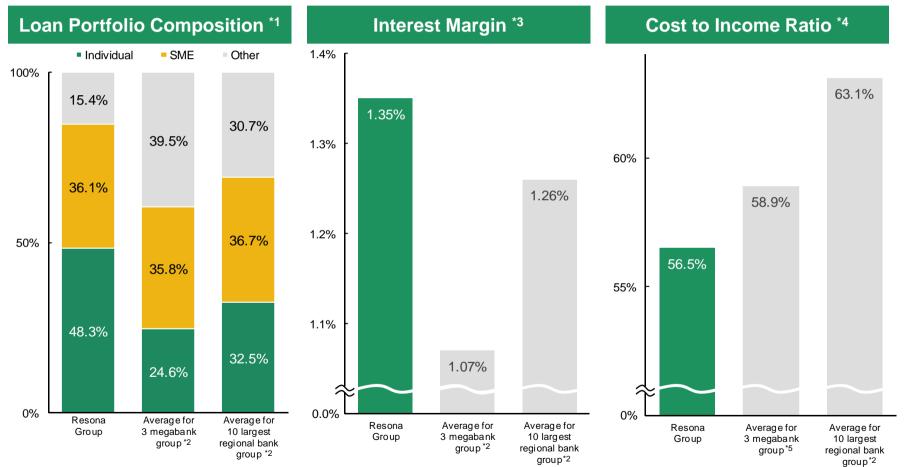


\*1. Source: Ministry of Internal Affairs and Communications, Population estimates (As of October 1st, 2014)

\*2. Source: Cabinet Office, Government of Japan, Gross Prefecture Product FY2010 "Global comparison of gross prefecture product in dollar"

### Loan Portfolio, Interest Margin and Cost to Income Ratio

- Loans provided to SMEs and individuals account for over 80% of total loans. Interest margins are higher relative to peers
- Through operational reforms and efficient management, Resona mitigated the high-cost structure inherent in retail banking



\*1. As of March 2015, total of group banks

\*2. Megabank groups: BTMU+ MUTB, Mizuho BK+ Mizuho Trust, SMBC

10 largest regional bank groups: . 10 largest regional bank groups by consolidated assets (Fukuoka FG, Yokohama, Chiba, Hokuhoku FG, Shizuoka, Yamaguchi FG, Joyo, Nishinippon City, 77 Bank, Kyoto: FY2014 Financial Statements)

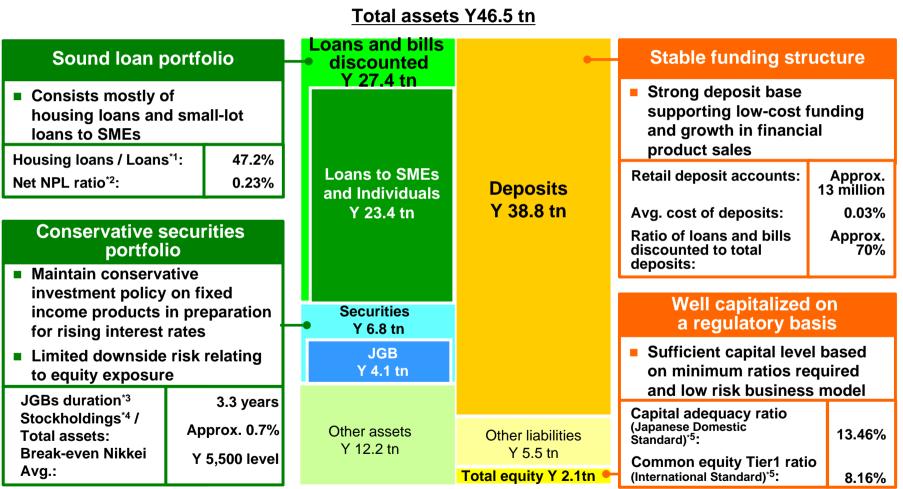
\*3. Difference between (a) average loan yield and (b) average cost of deposits for FY2014, total of group banks

\*4. Consolidated cost to income ratio = operating expenses / gross operating profit (for FY2014)

\*5. MUFG, SMFG, Mizuho FG

### **Sound Balance Sheet**

Sound assets backed by very stable deposit funding



Resona's consolidated balance sheet (as of March 31, 2015)

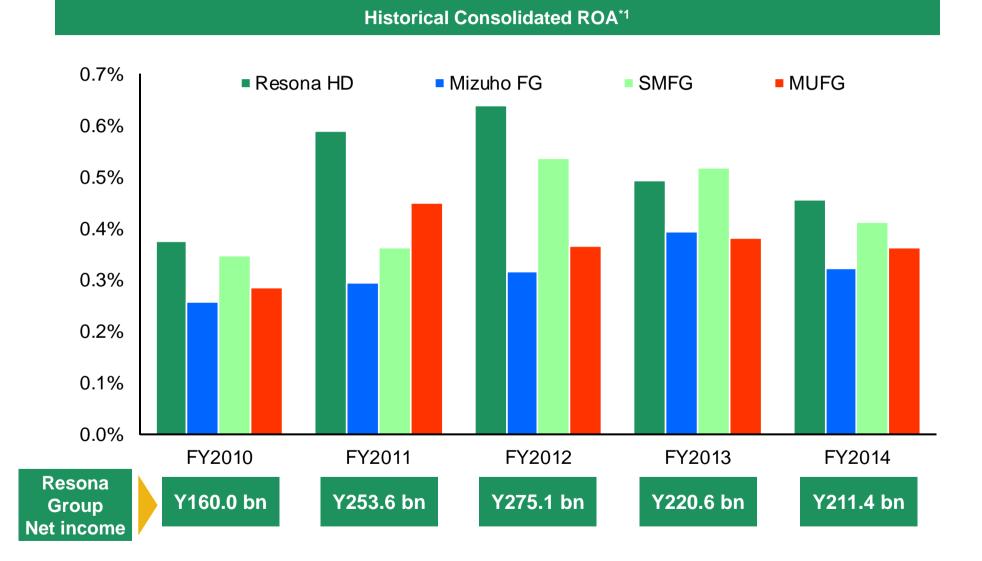
\*1. Total of group banks (including trust account)
\*2. NPL ratio net of collateral / guarantees and loan loss reserves (Total of group banks)
\*3. JGBs in available-for-sale securities (Total of group banks)

\*4. At cost

\*5. Basel 3, Common equity Tier1 ratio is for a reference purpose only

### **Stable Earnings Trend and High Profitability**





\*1. Source: Company disclosure

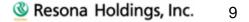
**Resona Group at a Glance** 

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### Summary of FY2014 Results and FY2015 Forecasts

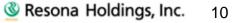
Point 1	Posted Y211.4 bn of consolidated net income Exceeded a Y200 bn mark consecutively for four years	EPS *1 <sup>(Yen)</sup> 96.56 <sup>105.71</sup> 89.71 91.07 73.14 72.31
Point 2	Top-line income turned to increase after 7 years of decline	FY'10 FY'11 FY'12 FY'13 FY'14 FY'15
Point 3	<ul> <li>CET1 ratio (phase-in/phase-out rule basis): 8.16%</li> <li>CET1 ratio (phase-in/phase-out rule basis, excluding unrealized gain on available-for-sale securities): 7.07%</li> <li>ROE 18.89%</li> </ul>	BPS *1 (Yen) 251.67 354.35 490.48 552.89 690.66
Point 4	<ul> <li>Reduced the balance of public funds still outstanding to Y128 bn, fully repaying the rest after obtaining a shareholder approval at AGM</li> <li>Increase common DPS by 2 yen (17 yen per annum) starting from the term-end dividend for FY2014</li> </ul>	FY'10 FY'11 FY'12 FY'13 FY'14 DPS <sup>*1</sup> (Yen) 15 17 17 12 12 12 15 8.5 (2H)
Point 5	Aiming at achieving the net income guidance for FY2015 which is set at a higher level than planned in MMP	6.3 (21) 8.5 <sup>(1H)</sup> (Forecast) FY'10 FY'11 FY'12 FY'13 FY'14 FY'15

#### Progress of the Mid-term Management Plan (MMP)

RHD consolidated		FY2014		FY2015			
(Ybn)	Actual	YoY	Change	Forecast	YoY	Change	
(101)	Actual	Change	from MMP	TUIECast	Change	from MMP	
Net income	211.4	(9.1)	+21.4	175.0	(36.4)	+15.0	
ROE <sup>*2</sup>	18.89%	(2.79)%					
CET1 ratio <sup>*3</sup>	7.07%	(0.36)%					

Targets in the MMP								
FY2014 FY2015 FY2016 FY201								
190.0	160.0	160.0	175.0					
Above 10%								
8.0% and higher stably								

\* 1. Common share \*2. (Net income – Preferred dividends) / (Total shareholders equity – balance of outstanding preferred shares) (Simple average of the balances at the beginning and end of the term) \*3. Exclude unrealized gain on available-for-sale securities, net of tax effect (phase-in / phase-out rule basis) Assume approx. Y17 trillion RWA throughout the new plan period



# **Major Business Trends**

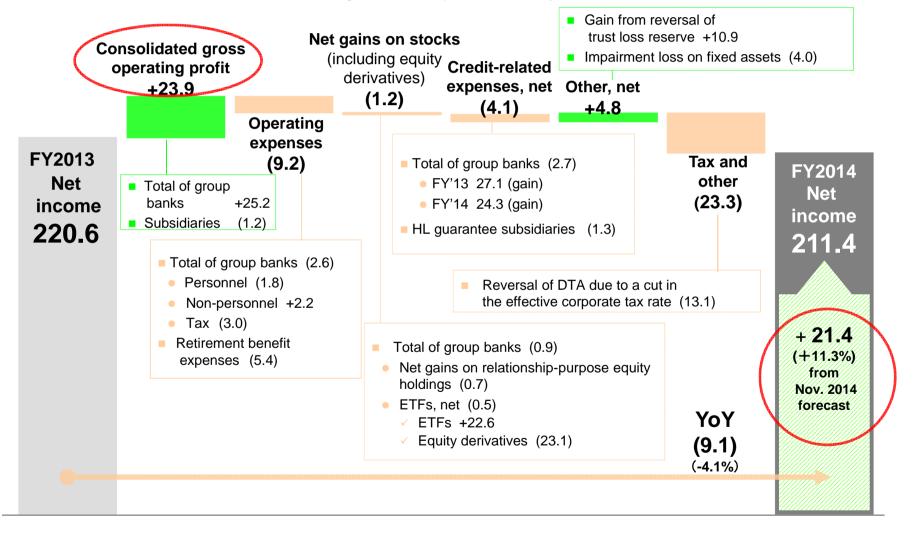
Loan	Term-end Ioan balance	<ul> <li>Loan balance (total of group banks) has increased for three consecutive fiscal years (+2.8% in FY2014)</li> <li>Corporate loan (total of group banks) has grown by 4.5% in FY2014 (+6.1% increase for RB alone)</li> </ul>	(Ytn) 25	26.98 Mar. '14	27.75 Mar. '15
Business	New residential housing loan origination	(Ytn) 0	1.16 FY'13	FY'14	
	Financial product sale	<ul> <li>Earned Y53.4 bn (+17.4% ,YoY), renewing the highest record in the past Exceeded a Y50 bn mark for the first time since FY2006</li> </ul>	(Ybn) 0	45.4 FY'13	53.4 FY'14
Fee	Real estate business	<ul> <li>Earned Y11.2bn (+34.3%, YoY)</li> <li>Exceeded a Y10 bn mark for the first time since</li> <li>FY2007</li> </ul>	(Ybn) 5	8.3 FY'13	11.2 FY'14
Business	Corporate solution	<ul> <li>Earned Y11.6bn (+6.6%, YoY)</li> <li>Earned more than Y10 bn consecutively for the past three years</li> </ul>	(Ybn) 5	10.9 FY'13	FY'14
	Trust solutions relating to assets and business succession	<ul> <li>Earned Y3.2bn (+14.2%, YoY) Over Y3 bn income realized through the group-wide unified sales approach</li> </ul>	(Ybn) 0	2.8 FY'13	3.2 FY'14

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### **Consolidated Net Income for FY2014 Compared with FY2013**

#### Posted Y211.4 bn of consolidated net income (Down Y9.1 bn YoY, Up Y21.4 bn vs. Forecast)

Without a DTA writedown relating to a reduction in corporate income tax rate, net income for FY 2014 would have been higher than the previous fiscal year.
(Billions of Yen)



### PL Summary / Consolidated and Non-Consolidated Difference

#### FY2014 PL summary

#### Consolidated / Non-consolidated difference (in approximate figures)

Consolidated and non-consolidated difference in terms of net income was reduced by Y8.7 bn primarily due to the following one-time factors

- DTA adjustment at a guarantee sub: Y3.8 bn
- Extraordinary gain booked by Resona Perdania Bank in FY2013 relating to sale of its head office: Y2.3 bn

		(YDN)
(2)Gross operating profit	FY2014	
		YoY change
Guarantee subsidiaries	27.5	(1.1)
Resona Card	15.8	(0.9)
Resona Kessai Service	2.5	+0.0
P.T. Bank Resona Perdania	5.7	+0.9

(5)Credit related expenses, net	FY2014	
(5) Credit related expenses, her	F12014	YoY change
Guarantee subsidiaries	1.1	(0.3)
Resona Card	(1.6)	(0.1)
P.T. Bank Resona Perdania	(0.9)	(0.1)

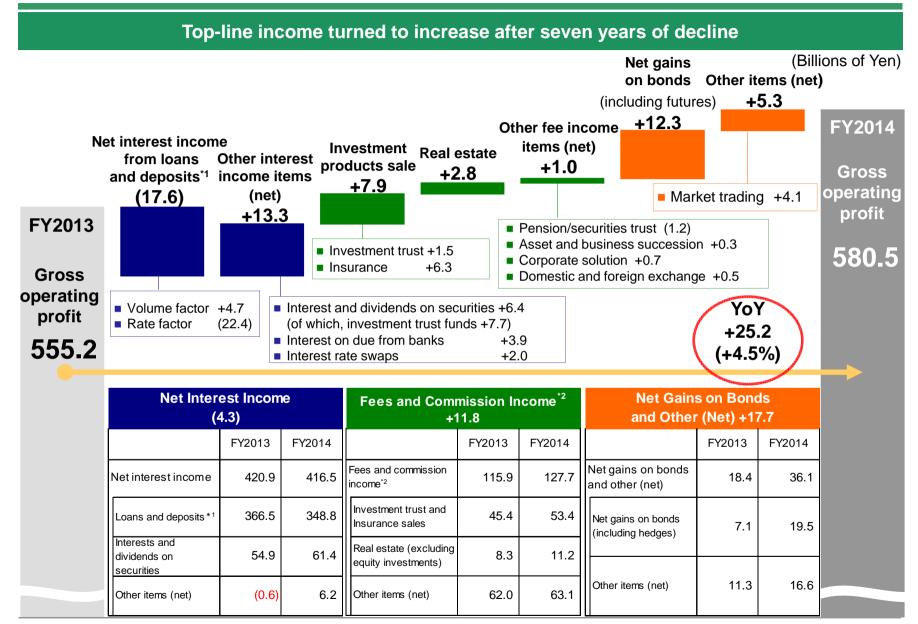
(8)Not incomo	FY2014		
(8)Net income	F12014	YoY change	
Guarantee subsidiaries	15.4	(6.2)	
Resona Card <sup>*1</sup>	1.4	(0.4)	
Resona Kessai Service	0.5	(0.0)	
P.T. Bank Resona Perdania <sup>*1</sup>	0.8	(1.0)	
Consolidation adjustment and other	(3.4)	(0.8)	

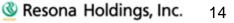
				(1.411)
Resona Holdings (Consolidated)		FY2014	YoY change	vs. Forecast (Nov. 2014)
Gross operating profit	(1)	632.4	+23.9	-
Difference (1)-(9)	(2)	51.9	(1.2)	_
Operating expenses (including non-recurring items)	(3)	(357.7)	(9.2)	-
Credit related expenses, net	(4)	22.3	(4.1)	-
Difference (4)-(13)	(5)	(1.9)	(1.3)	-
Income before income taxes	(6)	326.2	+14.1	-
Net income	(7)	211.4	(9.1)	+21.4
Difference (7)-(17)	(8)	15.0	(8.7)	-

Total of group banks				
		FY2014	YoY	vs. Forecast
(NON-CONSONDALEC	(Non-consolidated)		change	(Nov. 2014)
Gross operating profit	(9)	580.5	+25.2	+23.5
Operating expenses	(10)	(335.3)	(2.6)	(0.3)
Actual net operating profit	(11)	245.1	+22.4	+23.1
Net gain on stocks	(12)	44.5	+22.2	+21.0
Credit related expenses, net	(13)	24.3	(2.7)	+14.3
Other gains/(losses), net	(14)	(20.7)	(22.6)	-
Income before income taxes	(15)	293.2	+19.2	+41.2
Income taxes and other	(16)	(96.8)	(19.6)	-
Net income	(17)	196.4	(0.3)	+24.4

#### (Ybn)

# Gross Operating Profit for FY2014 Compared with FY2013 (Total of Group Banks)





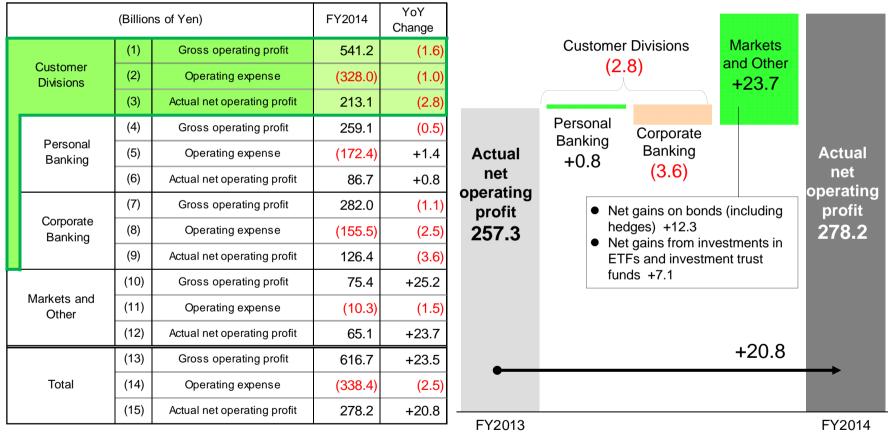
### **Outline of Results by Business Segments (1)**

**Definition of management** 

accounting

Actual net operating profit increased by Y20.8bn supported by Market Divisions

- Actual net operating profit of "Customer Divisions" decreased by Y2.8bn YoY



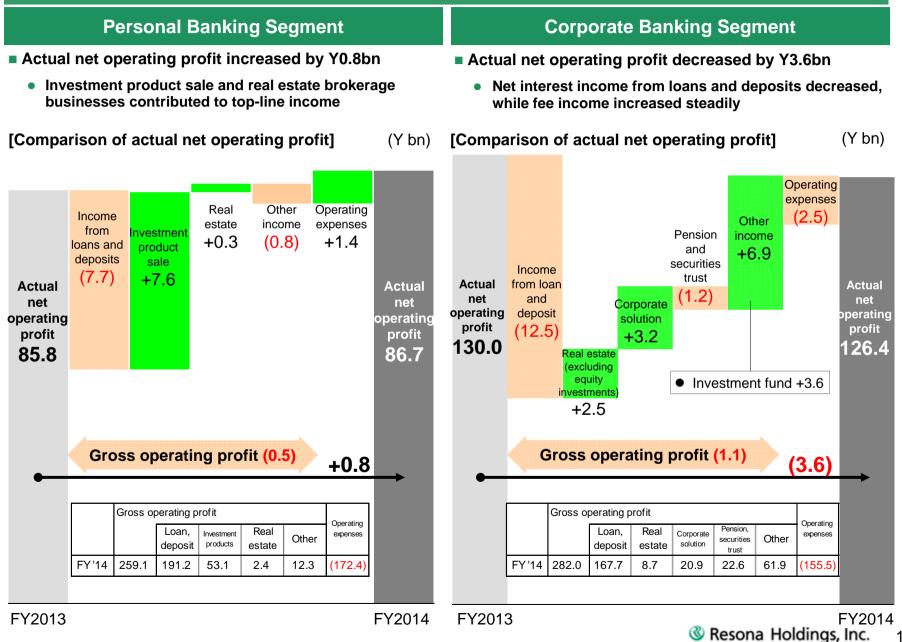
1. Numbers reported above refer to 3 Resona Group banks and 3 loan guarantee subsidiaries.

2. Gross operating profit of "Markets" segment includes a part of net gains on stocks.

3. "Other" segment refers to the divisions in charge of management and business administration.

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### **Outline of Results by Business Segments (2)**

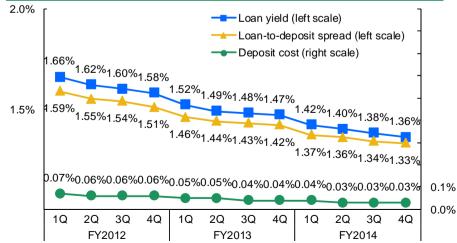


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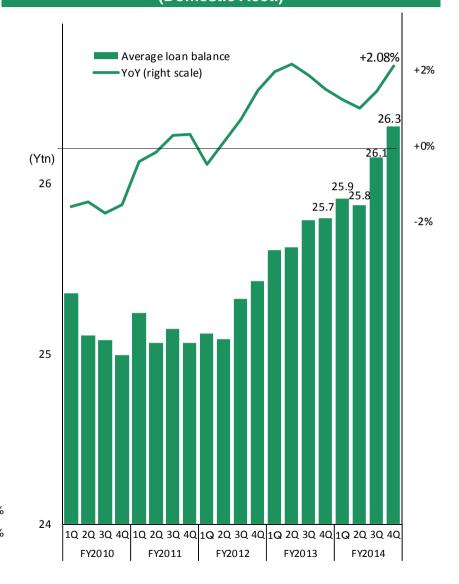
### Trend of Loan and Deposit (Total of Group Banks)

Average loan balance and spread FY2014 FY2015 (Trillion Yen) YoY YoY (Act) (Plan) change change Average loan balance 26.52 +1.63% (1) (Banking account) Average (2) 26.06 +1.41% 26.66 +2.29% Loans balance Yield (3)1.39% (0.10)% 1.31% (0.07)% Average (4) 15.09 +1.43% 15.53 +2.90% Corporate Banking balance Business Unit\*2 1.27% (0.11)% 1.18% Yield (5) (0.08)% Domestic Average (6) 10.05 +2.48% 10.26 +2.11% Personal Banking acct.\*1 balance Business Unit\*2 (0.08)% 1.54% (0.05)% (7) 1.60% Yield Average (8) 37.17 +3.24% 37.81 +1.73% Deposits balance (Including NCDs) 0.03% (0.00)% Cost (9) 0.03% (0.01)% Loan-to-deposit spread (10) 1.35% (0.09)% 1.28% (0.07)%

#### Loan and deposit rates and spread (Domestic Acct.)



#### Average loan balance and YoY change (Domestic Acct.)

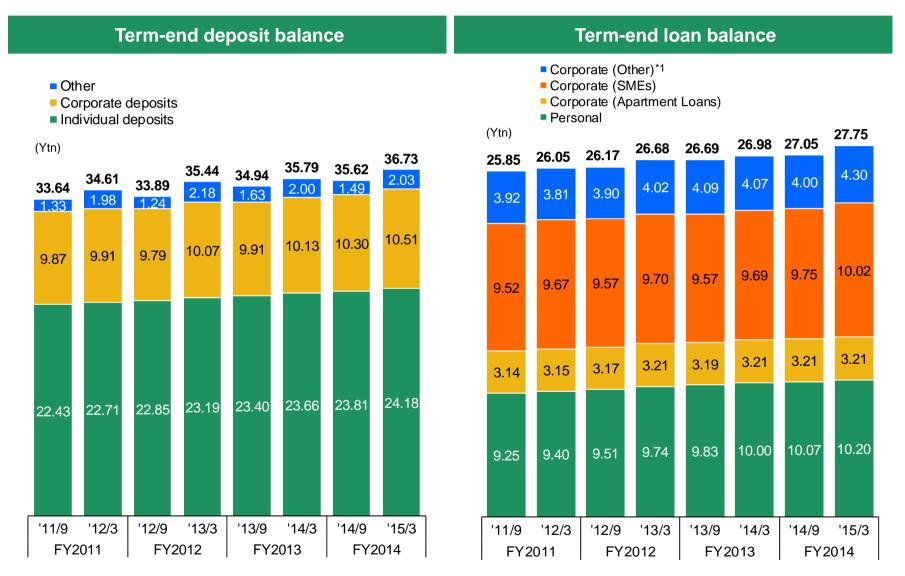


\*1. Data compiled for a management and administration purpose

\*2. Corporate Banking Business Unit : corporate loans(excluding loans to governments) + apartment loans Personal Banking Business Unit: residential housing loans + consumer loans

### **Term-end Balance of Loans and Deposits (Total of Group Banks)**

Total loan balance has grown by 2.8% (Corporate loans +3.3% / Personal loans +2.0%)

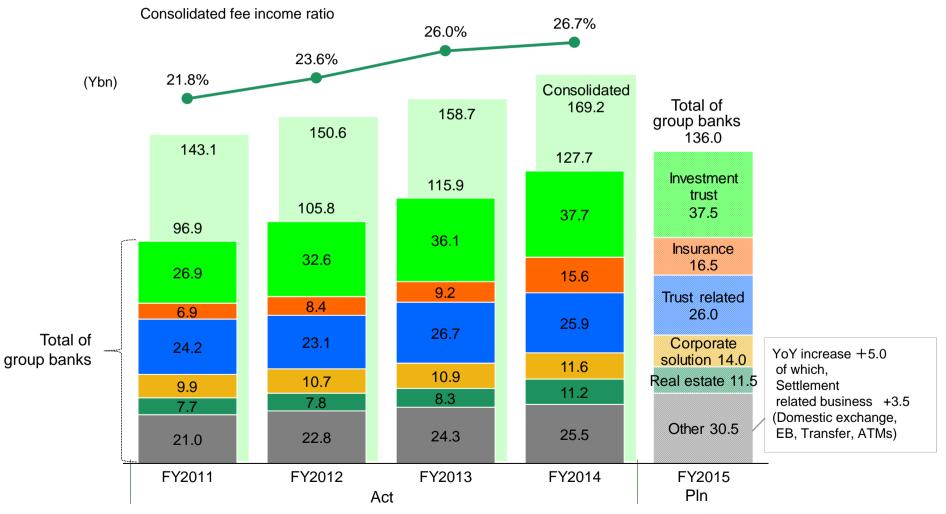


\*1. Include the loan extended to Resona Holdings (Y0.27 tn as of '11/9, Y0.24 tn as of '12/3 and '12/9, Y0.19tn as of '13/3, and Y0.30tn after '13/9)

### **Trend of Fee Income**

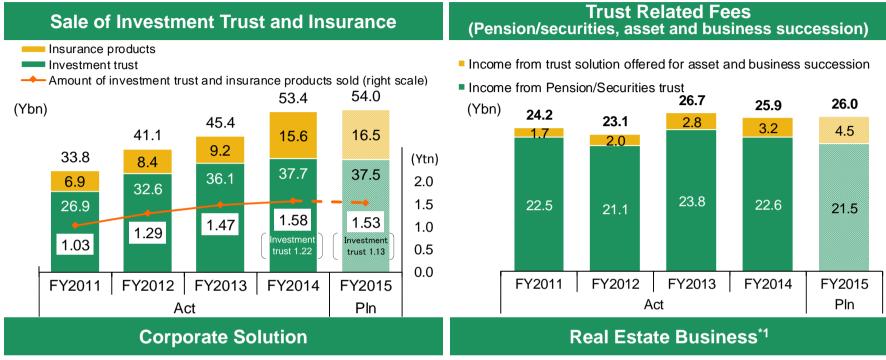
Fee income increased stably, fee income ratio increased to 26.7%

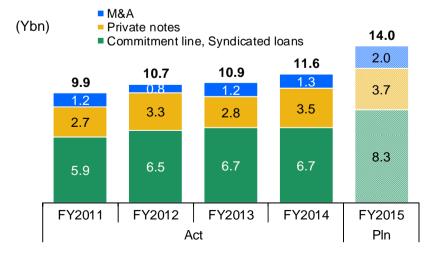
The difference between "consolidated" and "total of 3 banks" is mostly attributable to loan guarantee premiums directly paid to the group's loan guarantee subsidiaries.



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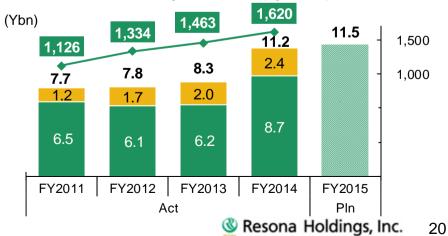
### **Major Fee Businesses (Total of Group Banks)**





\*1. Excluding gains from investments in real estate fund

- Brokerage fee (Retail)
- Brokerage fee (Corporate)



---- Number of brokerage transactions (right scale)

### **Credit Costs and NPL**

#### **Trend of credit costs**

(Note) Positive figures represent reversal gains

(Ybn)	FY2012	FY2013 Act	FY2014	FY 2015 Plan	
Net credit cost (Total of group banks (A))	(1)	21.4	27.1	24.3	(18.0)
General reserve	(2)	29.4	28.4	23.5	
Specific reserve and other items	(3)	(7.9)	(1.3)	0.7	
New bankruptcy, downward migration	(4)	(45.2)	(36.8)	(29.5)	
Collection/ upward migration	(5)	37.2	35.4	30.3	

Difference	ce (B) - (A)	(6)	(8.3)	(0.6)	(1.9)	(4.0)
of which, HI guarantees	subsidiaries	(7)	(5.7)	1.4	1.1	
of which, Resona Ca	rd	(8)	(1.1)	(1.4)	(1.6)	

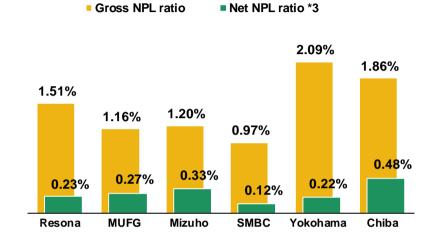
Net credit cost (RHD consolidated (B))		13.0	26.4	22.3	(22.
<credit cost="" ratio=""></credit>				(bps)	
Total of group banks <sup>*1</sup>	(10)	(7.9)	(9.8)	(8.6)	ſ
RHD consolidated <sup>*2</sup>	(11)	(4.8)	(9.7)	(8.1)	

\*1. Credit cost / total credits defined under the Financial Reconstruction Act (Simple average of the balances at the beginning and end of the term)

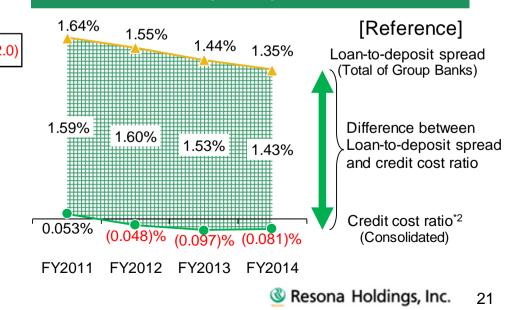
\*2. Credit cost / (Loans and bills discounted + acceptances and guarantees) (Simple average of the balances at the beginning and end of the term)

\*3. Net of collateral, guarantees and loan loss reserves

#### **Comparison: Gross and net NPL ratio**



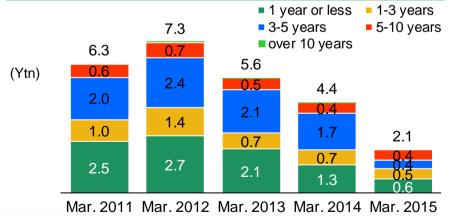
#### Trend of Loan-to-deposit spread after credit cost



### **Securities Portfolio**

Securities Portfolio (Consolidated)								
(Ybn)		Mar. 2014	Mar.	2015 Unrealized				
				gain				
Available-for-sale securities <sup>*1</sup>	(1)	6,201.1	3,830.6	573.6				
Stocks	(2)	331.9	330.9	539.9				
Bonds		5,553.5	3,187.0	12.9				
JGBs	(4)	4,453.5	2,151.1	3.6				
Local government and corporate bonds	(5)	1,099.9	1,035.8	9.2				
Other	(6)	315.6	312.6	20.7				
Foreign securities	(7)	153.4	145.7	5.0				
Net unrealized gain (8		333.2	573.6					
Bonds held to maturity <sup>*2</sup>	(9)	2,150.7	2,435.7	72.6				
JGBs	(10)	1,708.3	1,962.0	57.0				
Net unrealized gain	(11)	67.8	72.6					

#### Maturity ladder of JGBs held<sup>\*3</sup> (Consolidated)

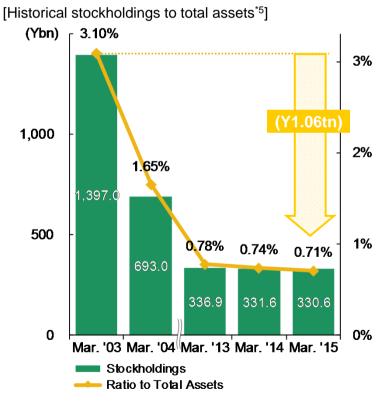


BPV (Ybn)	(1.35)	(1.81)	(1.59)	(1.41)	(0.72)
Duration (Year)*4	2.1	2.4	2.7	3.1	3.3

\*1. Acquisition cost basis. The presented figures include marketable securities only.
\*2. Balance sheet amount basis. The presented figures include marketable securities only.
\*3. JGBs held as "available-for-sale securities" (nominal par value basis)
\*4. Assuming the duration of floating-rate JGBs as zero

#### **Stocks**

- Breakeven Nikkei average: Approx. 5,500 yen
- 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



\*5. total of group banks, available-for-sale securities

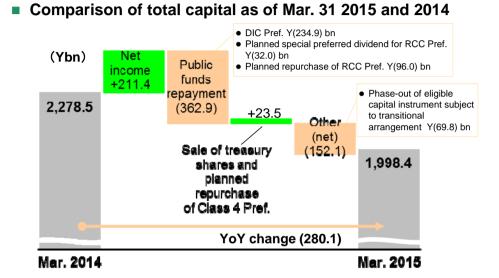
### Capital Adequacy Ratio (Consolidated, Japanese Domestic Std.)

#### Capital adequacy ratio

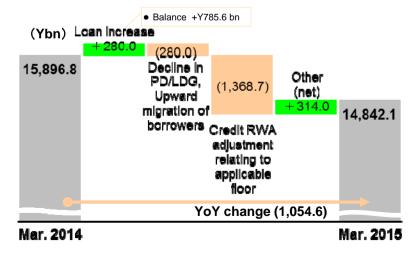
- Adopted the Basel 3 from Mar. 31, 2014
- For the methodology to calculate the credit risk weighted assets, RHD/RB/SR started adopting the A-IRB approach from Mar. 31, 2014

		(Ybn)		Mar. 31, 2014	Mar. 31, 2015	Change
С	a	pital adequacy ratio	(1)	14.33%	13.46%	(0.87%)
Т	ota	al Capital	(2)	2,278.5	1,998.4	(280.1)
	0	Core Capital: instruments and reserves	(3)	2,285.7	2,025.9	(259.8)
		Directly issued qualifying common stock or preferred stock mandatorily convertible into common stock capital plus related capital surplus and retained earnings	(4)	1,030.7	1,112.4	+81.7
		Capital and capital surplus, retained earnings	(5)	1,195.5	1,357.1	+161.6
		Treasury stock	(6)	(85.8)	(2.4)	+83.3
		Planned distribution of income	(7)	(78.9)	(242.2)	(163.2)
		DIC Preferred stock	(8)	196.0	-	(196.0)
		Eligible non-cumulative perpetual preferred stock	(9)	238.0	175.0	(63.0)
		Eligible capital instrument subject to transitional arrangement	(10)	698.2	628.3	(69.8)
		Other	(11)	122.8	110.1	(12.7)
	С	ore Capital: regulatory adjustments	(12)	7.2	27.5	+20.3
R	isl	k weighted assets	(13)	15,896.8	14,842.1	(1,054.6)
	С	redit risk weighted assets	(14)	13,268.8	13,636.7	+367.9
	A	mount equivalent to market risk / 8%	(15)	178.4	129.9	(48.4)
	A	mount equivalent to operational risk /8%	(16)	1,080.8	1,075.3	(5.4)
	С	redit risk weighted assets adjustments	(17)	1,368.7	-	(1,368.7)

#### Factors for the change in FY2014



Comparison of RWAs as of Mar. 31 2015 and 2014



### **Capital Adequacy Ratio (Consolidated, International Std.)**

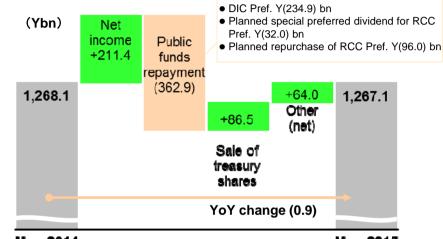
#### **Capital adequacy ratio**

Common equity Tier 1 ratio (excluding unrealized) gain on available-for-sale securities): 7.07%

	(Ybn)	Mar. 31, 2014	Mar. 31, 2015	Change	
	ommon equity Tier 1 ratio	7.73%	8.16%	+0.43%	
	excluding net unrealized gain on available-for-sale securities)	(2)	7.43%	7.07%	(0.36%)
	Tier 1 ratio	(3)	9.38%	9.71%	+0.33%
	Fotal capital adequacy ratio	(4)	13.68%	14.03%	+0.35%
	Common equity Tier 1 capital	(5)	1,268.1	1,267.1	(0.9)
	Instruments and reserves	(6)	1,291.4	1,302.5	+11.1
	Capital and capital surplus, retained earnings	(7)	1,035.5	1,357.1	+321.6
	Treasury stock	(8)	(85.8)	(2.4)	+83.3
	Planned distribution of income	(9)	(78.9)	(242.2)	(163.2)
	Accumulated other comprehensive income	(10)	54.6	179.6	+124.9
	Unrealized gain on available-for-sale securities, net of tax effect	(11)	48.8	169.2	+120.3
	Public funds	(12)	356.0	-	(356.0)
	Regulatory adjustments	(13)	23.2	35.3	+12.0
	Other Tier 1 capital	(14)	270.5	240.6	(29.8)
	Tier1 capital	(15)	1,538.7	1,507.8	(30.8)
	Tier2 capital	(16)	705.6	670.1	(35.5)
	Total capital (Tier1+Tier2)	(17)	2,244.4	2,177.9	(66.4)
F	Risk weighted assets	(18)	16,398.3	15,521.6	(876.6)
	Credit risk weighted assets	(19)	13,706.1	14,316.3	+610.1
	Amount equivalent to market risk / 8%	(20)	178.4	129.9	(48.4)
	Amount equivalent to operational risk / 8%	(21)	1,080.8	1,075.3	(5.4)
	Credit risk weighted assets adjustments	(22)	1,432.8	-	(1,432.8)

#### Factors for the change in FY2014

#### Comparison of CET1 ratio as of Mar. 31, 2015 and 2014

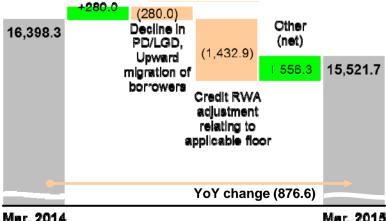


#### Mar. 2014

Mar. 2015

Comparison of RWAs as of Mar. 31, 2015 and 2014

(Ybn) Loan Increase • Balance +Y785.6 bn







\*1. Capital ratios under the Basel 3 International Standard are disclosed for a reference purpose only.

\*2. Minimum regulatory requirement of common equity Tier 1 ratio is 4.0% on and after Mar. 31, 2014, 4.5% on and after Mar. 31, 2015.

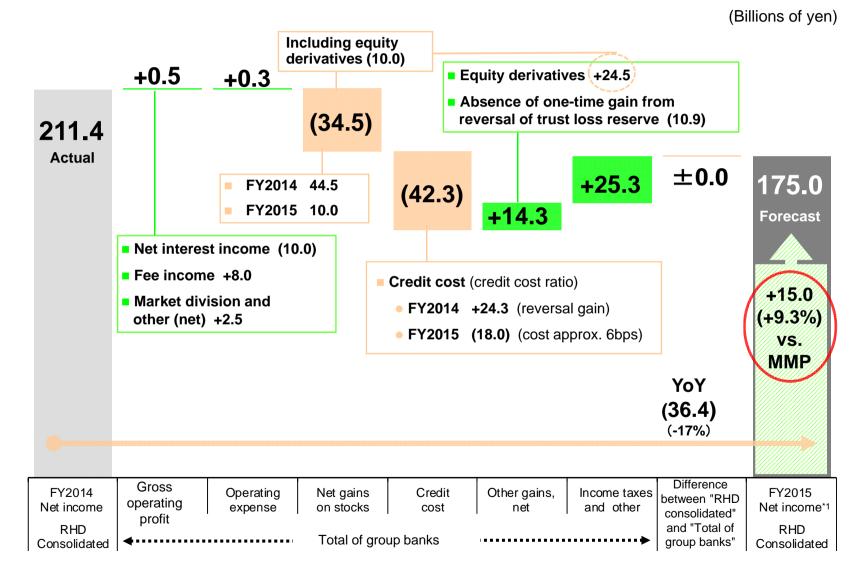
# **Earnings Forecasts for FY2015**

Resona Holdings (Consolidated)										Div	idend	Forec	ast		
( Ybn )	Ybn ) 1st Half Full year YoY Change forecasts forecasts change from MMP							Forecast for per share dividend							
Consolidated (1 ordinary profit	)	131.0	254	.0 (	79.3)	-		Comm	on stock		(12)			17 ye	en
Net (interim) income attributable to shares (2 of the parent	)	91.0	175	5.0 (	36.4)	+15.0			which, erim divic	dend	(13)			8.5 ye	en
Difference (3 (2)-(11)	)	8.5	15	5.0	±0.0	±0.0		Preferi	Preferred stock (14)		(14)	As pre-determined			
Total of Group Banks															
		Т	otal of 3 g	roup bank	s		Resona Bank Saitama Resona Bank Kinki Osak					ki Osaka E	Bank		
(Ybn)		Interim	Full year	YoY	Chan	ge Interim	F	ull year	YoY	Interim	Full year	YoY	Interim	Full year	YoY
		forecast	forecast	change	from M	IMP forecas	t fo	orecast	change	forecast	forecast	change	forecast	forecast	change
Gross operating profit	(4)	289.5	581.0	+0.5	+1	7.0 192.5	5	392.0	+1.0	71.0	137.0	+0.7	26.0	52.0	(1.0)
Operating expenses	(5)	(167.5)	(335.0)	+0.3	+	1.0 (109.5	5)	(219.5)	+0.3	(38.0)	(76.0)	+0.8	(20.0)	(39.5)	(0.9)
Actual net operating profit	(6)	122.0	246.0	+0.9	+1	8.0 83.0	)	172.5	+1.4	33.0	61.0	+1.5	6.0	12.5	(1.9)
Net gains on stocks	(7)	4.5	10.0	(34.5)	+	1.0 4.5	5	9.5	(33.4)	-	-	(0.6)	-	0.5	(0.4)
Credit related expenses	(8)	(7.0)	(18.0)	(42.3)	+	0.5 (3.0	))	(9.0)	(33.8)	(2.5)	(6.0)	(3.8)	(1.5)	(3.0)	(4.7)
Ordinary profit	(9)	119.0	233.0	(67.3)	+1	4.5 85.5	5	172.0	(57.1)	30.0	53.5	(3.1)	3.5	7.5	(7.0)
Income before income taxes	(10)	118.5	231.5	(61.7)	+1	4.5 85.0	)	171.0	(53.3)	30.0	53.0	(3.2)	3.5	7.5	(5.1)
Net income	(11)	82.5	160.0	(36.4)	+1	5.0 60.0	)	119.5	(30.4)	20.0	35.5	+0.3	2.5	5.0	(6.2)

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### Forecasted Consolidated Net Income<sup>\* 1</sup> for FY2015 Compared with FY2014 (Act)

Forecasting Y175 bn of consolidated net income<sup>\* 1</sup> for FY2015 ((36.4) bn YoY, +Y15.0 bn vs. MMP)



\*1. Net income attributable to shares of the parent

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**Reference Material** 



### **Corporate Banking Dept. (1) : Increase Sound Loan Assets (1)**

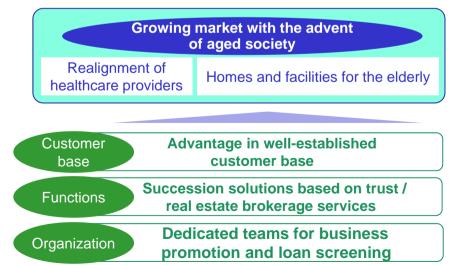
Capture demand for loans from corporate sector amid improving business environment

More than 60% of Resona Group's corporate customers having intentions to increase Capex<sup>\*1</sup>

[Does your company have a plan for Capex?<sup>\*1</sup>]



- Strengthen relationships with major companies representing each industry
  - Sophistication in group's credit ceiling system
  - Business matching between large corps and SMEs
- Become No.1 bank for healthcare industry



[Corporate loans] (Term end balance) (excluding loans to premier customer)



[Resona Bank's Capex-related loans] (Term end balance) (excluding loans to real estate industry)



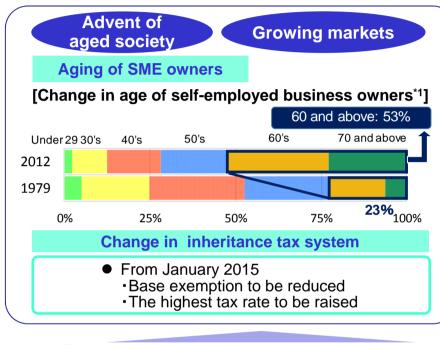
[Loans to healthcare industry] (Term end balance) (medical care & welfare)

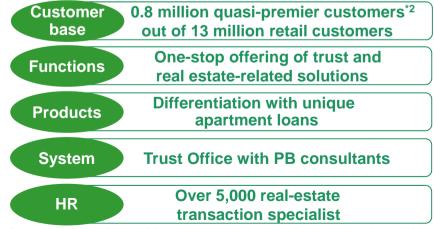


\*1. Results of the questionnaire survey which RB, SR and KO conducted to its corporate customers from Feb 2015 to April 2015. (Approximately 24 thousands customers responded.) RB's survey is not complete yet. (Approximately 80% of expected respondents have actually responded.)

# **Corporate Banking Dept. (2) : Increase Sound Loan Assets (2)**

Loans to Premier customers are on the rise driven by rising needs for asset and business succession solutions





Mostly long-term and high quality loans
 Relatively high loan yield and high coverage ratio
 [Loans to Premier customers] (Term-end balance)





 \*1. "Employment Status Survey" (Ministry of Internal Affairs and Communications) and "White Paper on Small and Medium Enterprise in Japan" (The Small and Medium Enterprise Agency)
 \*2. Estimate by Resona Group's Institute for Financial Marketing

Resona Holdings, Inc. 29

### **Corporate Banking Dept. (3) : Expand Customer Base and Profit Opportunities**

Expanding business opportunities arising from 24/365 services

- Expand business by offering settlement solutions
  - Commenced 24 hour RTGS<sup>\*1</sup> service in Apr. 2015

Expand business with companies engaging in B to C business

> Industries frequently contacting customers on holidays and at night

Industries for which fund settlement is an important factor

Industries whose customers needs arise out of the blue

#### Supports for SMEs doing business in Asia

Income from international business exceeded Y10 bn

#### Almost fully covered ASEAN countries

Overseas representative offices	<ul> <li>5 offices</li> <li>Opened new rep. office in Ho Chi Minh City, Vietnam in Mar. 2015</li> </ul>
Bank Resona Perdania	<ul> <li>JV bank in Indonesia with over 50 years of local experience</li> <li>8 offices</li> </ul>
Local alliance partners	<ul> <li>Alliance network comprising 13 partner banks covering 13 countries and region</li> <li>Unparalleled branch network and local expertise</li> <li>Japanese language service via Resona Desk</li> </ul>

#### Capture diverse profit opportunities

#### Group consolidated management

- Strengthened collaborations and information sharing among Resona group companies
  - Business matching, M&A matching
  - Matching of real estate information
- Strategic posting of group's personnel
  - Trust function as a standard equipment for all group companies

#### **Diverse solutions**

- Diverse approaches for business turnaround
  - Established a group's special fund (Y2bn) to assist customers' growth and business turnaround
- Application of trust scheme
  - PPP-based "scrap, sale-and-build" trust scheme

#### Collaborations with regional banks leveraging Resona's trust and real estate functions



#### **Regional Banks**

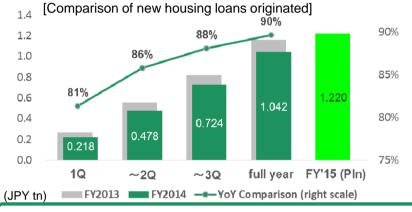
- Expand trust business agents
- Added new agents handling "trust for transfer of own company's stocks" Shoko Chukin Bank (June 2014) Iyo Bank (January 2015)
- Extend supports to train personnel
- Accept trainees, dispatch personnel to support sales activities
- Respond to real estate needs

### **Consumer Banking Dept. (1) : Housing Loan Business**

#### Sustain high origination level while maintaining and improving profitability

#### Business environment

- Negative impact of sales tax increase subsiding
- Improving employment / wage increase, HLrelated tax incentives, and low interest rate environment will support HL demand



#### **Explore potential markets**

- Promoting HLs to purchase existing homes
  - Existing home loans ratio: 20.5% (Number of loans originated in FY2014)
  - The same ratio for FY2010: 12.2%
- Promoting HLs for women with a dedicated product
  - HLs originated with "*Rin* next" : JPY 106.6 bn (+ 19.7%, YoY)

More Loan Plazas (LPs) now open on holidays

- Out of 82 LPs, 71 are open on holidays (Mar. 2015)
  - Collaborations for cross-selling with closest branch offices are also strengthened
  - Screening of loan application and execution (planned) can be handled on bank holidays, too

Differentiation with high value-added product

- *"Danshin Kakumei*" (From Oct. 2013)
- Became popular with its wider insurance coverage
- +0.3% additional rate improves loan profitability

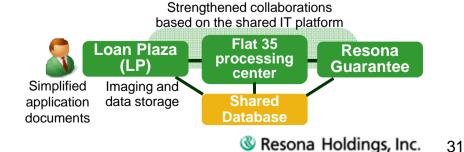
Housing loan as a gateway for cross-selling

More products cross-sold to new HL customers

	FY2014	
	Set ratio	Change from FY2011
Resona card	9.2%	+3.2%
Consumer loan	4.1%	+2.5%
Insurance	4.3%	+2.6%

#### Housing loan administration reform

- LPs now adopting the new system (by end of June 2015)
- Strengthen sales and reduce administration cost at once
  - Speedier screening realized through strengthened collaboration among 3 organizations
  - LPs are transformed to sales-oriented front office



### **Trend of Residential Housing Loans (Total of Group Banks)**

#### Composition of newly originated residential **New loan origination** housing loans by interest rate type Flat 35 Residential housing loan Share of fixed rate residential housing loans Share of variable rate residential housing loans Including 100% (Y tn) 2% 4% 7% 1% 3% Flat35 17% 1.22 1.16 1.22 1.04 1.04 42% 0.13 0.10 0.07 0.18 97% 99% 98% 96% 1.09 93% 1.05 0.96 83% 0.86 58% FY2013 FY2012 FY2014 FY2011 FY2015 0% Act Pln Loan yield on a stock basis and **Term-end loan balance** composition by interest rate type Increase in variable rate residential housing loans $\Rightarrow$ Bigger room for income upside when policy rate rises Residential housing loan (Y tn) Share of fixed rate residential housing loans 9.90 9.77 9.70 9.53 Share of variable rate residential housing loans 9.44 9.21 9.09 8.94 Residential housing loans yield (right scale)

'12/3 '12/9 '13/3 '13/9 '14/3 '14/9 '11/9 '15/3

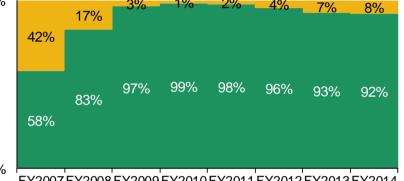
FY2013

FY2014

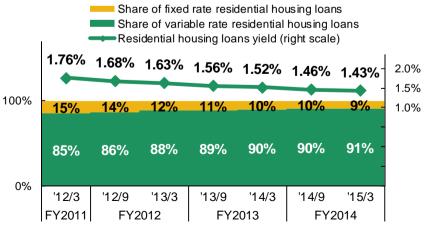
FY2011

FY2012

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



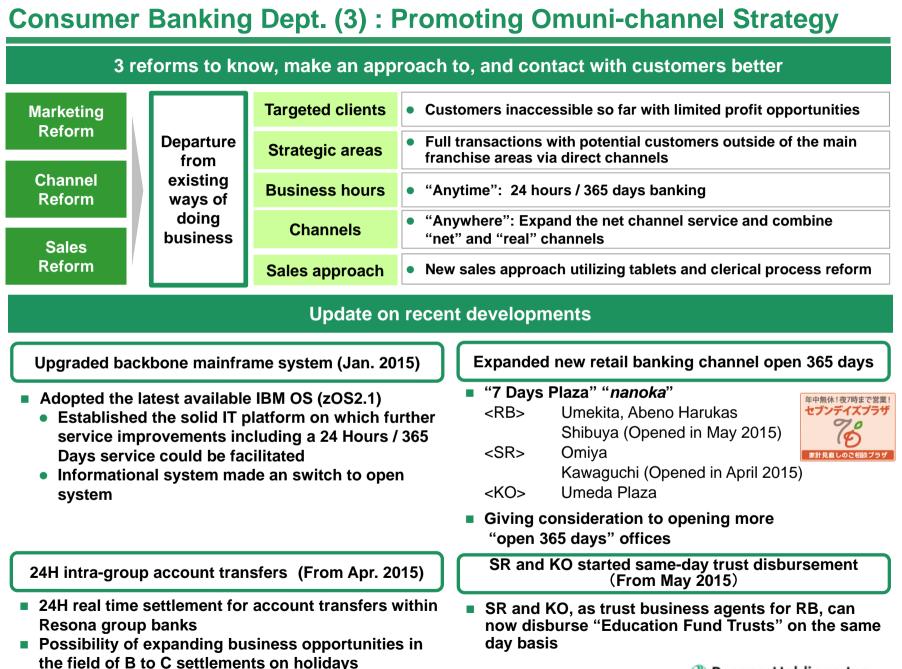
FY2007 FY2008 FY2009 FY2010 FY2011 FY2012 FY2013 FY2014



 Resona Holdings, Inc.
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# **Consumer Banking Dept. (2) : Consumer Loan Business**

Aim at achieving the mid-term plan target earlier										
Ideal direction of consumer loan business		Convenience	Anytime, anywhere, convenient and easy		314.7 <mark>213.7</mark>	313.5 <mark>197.1</mark>	317.0 <mark>180.0</mark>	(JPY bn) <b>362.0</b>		
Provide customers with timely supports		Swiftness	Quick when in need		101.0	116.4	137.0			
to design an act life plan		Secrecy Via ATMs and Internet		et	(Act) Mar. 2013	(Act) Mar. 2014	(Act) Mar. 2015	(Pln) Mar. 2018		
					Strate	egic products	Othe	r		
Direction of	Direction of business reformNew customers• Primarily targeting potential customers in their 20's				Existing customers					
					<ul> <li>Primarily targeting existing customers in their 30's and 40's (HL customers, etc.)</li> </ul>					
Products	<ul> <li>Simp requi</li> </ul>	ired documents	an product itself and s cturing of products itial customers)	<ul> <li>Primarily purpose-specified loans (education, auto, home renovation, etc.)</li> <li>Attach a card loan function to purpose- specified loan products</li> <li>New products for good customers</li> </ul>						
Promotion	(esp Strei cust	ve use of mass ecially web-bas ngthen approac omers outside s via web and s	<ul> <li>Event-based marketing (DM, e-DM)</li> <li>Incentivize existing customers to utilize the loan / increase maximum credit amount</li> </ul>							
Channel	<ul> <li>Establish completely web-based application and screening process (From loan application, acceptance/refusal, to contracting)</li> </ul>									
Processing	• Pron	noting automat	ion for speedier screenir	ng (requi	ring no hu	ıman hanı	d)			



### **Strengthening of Asset Management Business**

### Creating new profit opportunity leveraging Resona's strengths

Establishing Resona Asset Management Co., Ltd.\*1

- Offer AM services to diverse customers
- Capture rapidly growing investment trust market
  - Publicly offered investment trusts have renewed the highest balance consecutively for the past 12 months and exceeded JPY100 trillion\*2
- Resona Group can 1) structure products 2) distribute them and 3) provide securities trust service for AMs.
- RAM will commence operations in 2H of FY2015 (PIn)

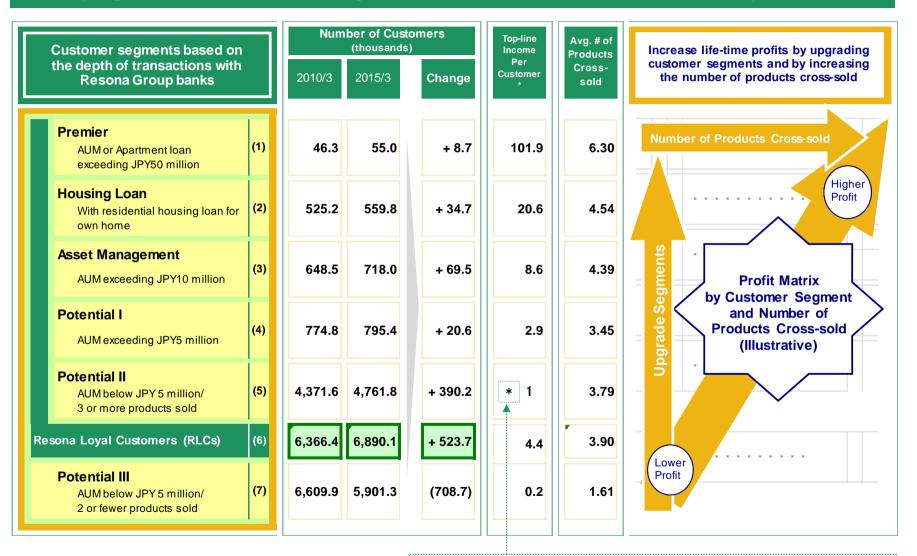
Making the best use of Resona's strengths

- First-class AM player in Japan
  - Well-established AM know-how as a trust bank
  - Approximately JPY17 trillion AUM
- Top-class capability to distribute investment products
  - Sold JPY 1.22 trillion of investment trusts in **FY2014**



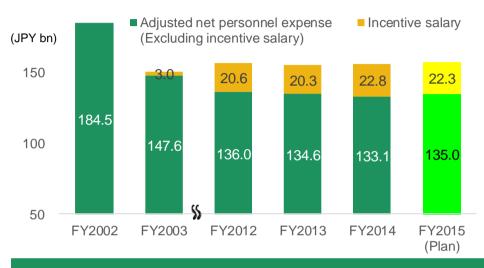
### **Cross-selling Culture**

Visible progress has been made through the increase in the number of "Resona Loyal Customers"



\* Indexed to average top-line income per client for Potential II segment = 1

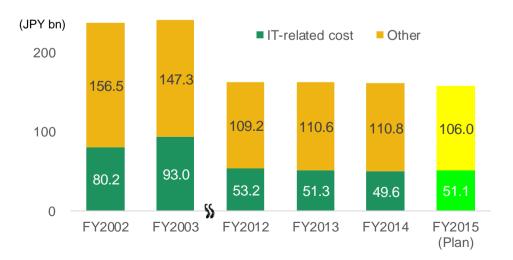
### **Unchanged Commitment to Low-cost Operation after Completing Repayment**



#### Trend of adjusted net personnel expenses

- Absorbing unavoidable increase relating to social insurance, adjusted net personnel expenses will remain almost flat through implementation of Personnel Expense Structural Reform
- Incentive salary which is linked to actual business performance has been expanding

#### Trend of adjusted net non-personnel expense



- Over 30% reduction from the level in FY2003
- IT-related cost
  - Reducing cost while adding new functions when renewing existing systems and equipment
  - Upgraded the backbone system to the latest mainframe-based system (Jan. 2015)
     IT cost saving of JPY3 bn per annum
- Other non-personnel expense
  - Implementing strategic investments without negatively affecting cost income ratio
  - Room for further reduction in the long run through CRE strategy

### **Advanced Corporate Governance**

### The First Japanese Bank with three committees (Nomination, Audit and Remuneration)

- Separation of management oversight and operation functions
- Advanced corporate governance
- ⇒ 59 companies among 3,787 listed companies are companies with three committees (1.6% of all listed companies)<sup>\*1</sup>



### Majority of Board Members Consist of Outside Directors

4 Inside Directors			
Director, President and Representative Executive Officer	Kazuhiro Higashi	Director and Representative Executive Officer	Tetsuya Kan
Director and Representative Executive Officer	Yuji Furukawa	Member, Audit Committee	Kaoru Isono
6 Outside Directors			
Member, Nominating Committee	Emi Osono	Professor of Hitotsubashi University International Corporate Strategy	Graduate School of
Chairperson, Nominating Committee Member, Compensation Committee	Toshio Arima	Chairman of the Board, Global Com	pact Japan Network
Chairperson, Audit Committee	Yoko Sanuki	Representative of NS Law Office	
Chairperson, Compensation Committee	Mitsudo Urano	Senior Advisor of Nichirei Corporation	on
Member, Nominating Committee Member, Compensation Committee	Tadamitsu Matsui	Representative Director and Preside	ent of MATSUI office corporation
Member, Audit Committee	Hidehiko Sato	Attorney-at-law (Hibiki Law Office)	

\*1. Source: Japan Association of Corporate Directors "Survey on Corporate Governance of Listed Corporations 2014" (Aug. 1, 2014) As of June 19, 2015

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Efforts to Build Solid Foundation for Sustainable Growth

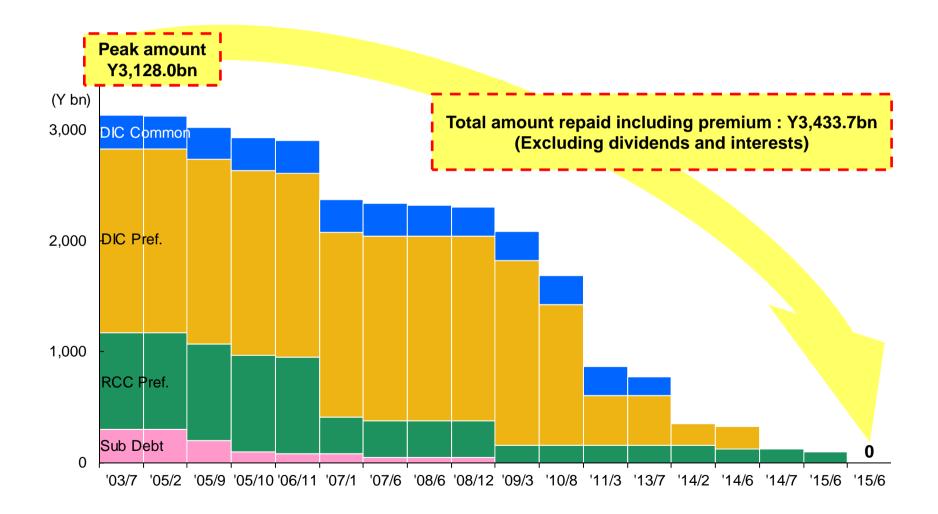
Full Repayment of Public Funds and Outline of New Capital Policy

**Reference Material** 



### **Full Repayment of the Public Funds**

Public funds which supported Resona's turnaround and growth were fully repaid in June 2015



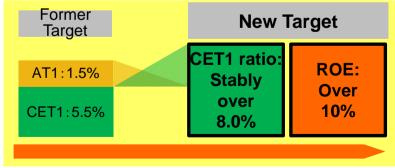
### New Capital Management Policy (1): Capital Adequacy Ratio Target

### Post public funds CAR target

- Secure sufficient capital adequacy under the Japanese Domestic Std.
- Aim to achieve 8.0% and higher CET1 ratio<sup>\*1</sup> stably under the International Std.
  - CET1 ratio as of Mar. 31, 2015<sup>\*1</sup>: 7.07%

[Rationale for the new CAR target]

- ➢ Up 2.5% from the former CET1 target of 5.5%
  - ✓ Qualitative buildup : +1.5%
    - Substitute Additional Tier 1 (AT1) with CET1
  - ✓ Quantitative buildup : +1.0%
    - Strategic investment opportunity
    - Possibility of further tightening of capital regulation
- Maintain ROE<sup>\*2</sup> above 10%, enhancing efficiency in capital utilization



# Effort for qualitative and quantitative capital buildup

- De Facto "Capital Exchange"
  - Sale of treasury shares and repurchase of Class 4 preferred shares

	Sale of treasury shares	Repurchase of Class 4 Preferred Shares
Time of execution	March 16	Late in June and after *4
Sale and repurchase amount	Y86.5 bn (@665.45yen*3)	Y63.0 bn
Allottee/ Shareholder	Dai-ichi Life (70M Shares) Nippon Life (60M Shares)	Shinkin Trust Bank
Other		Yield : 3.970%

- \*3. Average of the TSE closing prices on 10 business days between February 13<sup>th</sup> and 26<sup>th</sup>
- \*4. Subject to an approval of regulatory authority

#### [Objectives]

- > Achieving the new CAR target at an early date
  - ✓ Sale of treasury shares raised CET1 ratio by approximately 0.5%
- > Repurchasing and canceling high cost AT1 capital
  - ✓ Shifting Y2.5bn preferred dividends to be saved to common shareholders ahead of the actual transaction
- \*1. Exclude unrealized gain on available-for-sale securities, net of tax effect (phase-in / phase-out rule basis) Assume approx. Y17 trillion RWA throughout the new plan period
- \*2. (Net income Preferred dividends) / (Total shareholders equity balance of outstanding preferred shares) (Simple average of the balances at the beginning and end of the term)

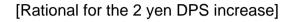
### **New Capital Management Policy(2) : Shareholder Return Policy**

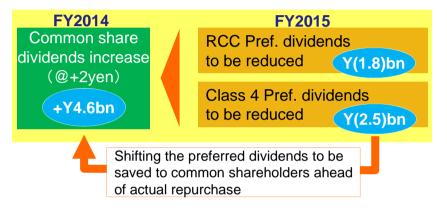
#### Shareholder return policy

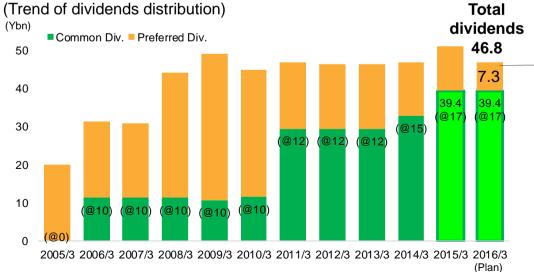
Increase common DPS by 2 yen (or 13%) from term-end dividend for FY2014

(Annual common DPS to be increased to 17 yen)

- Maintain a stable dividend policy while making efforts to strengthen capital base in order to attain a new CAR target at an early date
- Give consideration to raising common DPS when repurchasing the outstanding non-convertible preferred shares (totaling Y175 bn), shifting the preferred dividends to be saved to common shareholders
- Begin to pay interim dividends from FY2015
- Introduce a shareholder special benefit plan







l nds	Outline c		ertible prefe	erred shares Optional
		Total issue amount	dividend yield	call after
	Class 5	Class 5 Y100 bn		Aug. 2014
	Class 6	Y75 bn	4.950%	Dec. 2016

**Resona Group at a Glance** 

Outline of Business Results for FY2014 and Updates on Major Businesses

**Efforts to Build Solid Foundation for Sustainable Growth** 

Full Repayment of Public Funds and Outline of New Capital Policy

**Reference Material** 



### **Outline of Financial Results for FY2014**

						Tota	lof						
(Ybn)		Resona Holo (Consolidate	-	Difference	9	3 group (Non-cons	banks	Resona		Saitama Resona		Kinki Osaka	
		(A)	YoY change	(A)-(B)	YoY change	(B)	YoY change	Bank	YoY change	Bank	YoY change	Bank	YoY change
Gross operating profit	(1)	632.4	+23.9	51.9	(1.2)	580.5	+25.2	391.0	+23.0	136.3	+0.8	53.0	+1.3
Net interest income	(2)	425.9	(4.0)	9.4	+0.3	416.5	(4.3)	265.7	+1.5	112.1	(4.8)	38.7	(1.0)
Income from loans and deposits	(3)					348.8	(17.6)	219.2	(10.7)	95.5	(5.0)	34.0	(1.9)
Trust fees	(4)	22.7	(0.9)	(0.0)	(0.0)	22.7	(0.9)	22.7	(0.9)	-	-	-	-
Fees and commission income	(5)	146.4	+11.3	41.4	(1.4)	105.0	+12.8	75.3	+8.0	19.3	+2.1	10.3	+2.6
Other operating income	(6)	37.2	+17.5	1.1	(0.1)	36.1	+17.7	27.1	+14.4	4.9	+3.5	4.0	(0.2)
Net gains/(losses) on bonds (including futures)	(7)	19.5	+12.3	-	-	19.5	+12.3	11.5	+9.5	4.1	+3.0	3.7	(0.2)
Operating expenses (including non-recurring items)	(8)	(357.7)	(9.2)	(18.9)	(1.2)	(338.8)	(8.0)	(219.3)	(4.4)	(79.0)	(2.3)	(40.3)	(1.1)
Operating expenses	(9)					(335.3)	(2.6)	(219.8)	(0.7)	(76.8)	(1.3)	(38.6)	(0.5)
Actual net operating profit	(10)					245.1	+22.4	171.1	+22.1	59.5	(0.4)	14.4	+0.8
Net gains/(losses) on stocks	(11)	44.5	+21.9	0.0	(0.2)	44.5	+22.2	42.9	+22.4	0.6	(0.4)	0.9	+0.1
Credit related expenses, net	(12)	22.3	(4.1)	(1.9)	(1.3)	24.3	(2.7)	24.8	(6.6)	(2.2)	(1.1)	1.7	+5.0
Other gain/(loss), net	(13)	(15.4)	(18.3)	1.8	(0.9)	(17.2)	(17.3)	(15.0)	(16.3)	0.5	+1.1	(2.7)	(2.2)
Income before income taxes	(14)	326.2	+14.1	32.9	(5.0)	293.2	+19.2	224.3	+18.0	56.2	(1.8)	12.6	+3.1
Income taxes and other	(15)	(114.7)	(23.3)	(17.9)	(3.7)	(96.8)	(19.6)	(74.4)	(21.4)	(20.9)	(0.3)	(1.4)	+2.2
Net income	(16)	211.4	(9.1)	15.0	(8.7)	196.4	(0.3)	149.9	(3.4)	35.2	(2.1)	11.2	+5.3

### **Business Results by Major Group Business Segments**

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

### Management Accounting by Major Group Business Lines (FY2014)

(Billions of Yen, %)

				Profitability		Soundness	Net ope	rating p	orofit afte	er a de	duction of	f credit	cost	(		, ,.,
	Net profit after a deduction of cost on capitalRisk-adjusted return on capital		Cost to income ratio	Internal CAR	Actual net operating profit							Credit	cost			
			RVA <sup>*1</sup>	RAROC	OHR					_	Gross ope	rating	Operating			
			(Actual)	(Actual)	UHK			YoY Change		YoY Change	profit	YoY Change	expense	YoY Change		YoY Change
	Customer Divisions	(1)	154.1	22.9%	60.6%	8.1%	237.8	(5.9)	213.1	(2.8)	541.2	(1.6)	(328.0)	(1.0)	24.7	(3.1)
	Personal Banking	(2)	63.5	30.0%	66.5%	8.2%	86.8	(0.7)	86.7	+0.8	259.1	(0.5)	(172.4)	+1.4	0.1	(1.6)
	Corporate Banking	(3)	90.6	20.2%	55.1%	8.1%	150.9	(5.2)	126.4	(3.6)	282.0	(1.1)	(155.5)	(2.5)	24.5	(1.5)
	Markets	(4)	57.0	46.8%	13.0%	15.0%	68.9	+25.9	68.9	+25.9	79.3	+27.4	(10.3)	(1.5)	-	-
Т	ıtal <sup>*2</sup>	(5)	133.7	14.4%	54.8%	13.6%	303.0	+17.7	278.2	+20.8	616.7	+23.5	(338.4)	(2.5)	24.7	(3.1)

\*1. RVA: Resona Value Added (Net profit after a deduction of cost on internally allocated capital) \*2. Total of 3 group banks on a non-consolidated basis plus profit and loss of loan guarantee subsidiaries

### **Consolidated Subsidiaries and Affiliated Companies**

onsolidated domestic subsidia	ries (ex	cluding subsidiary bar	iks)			(Billions of Yen)
			Capital contribution		Net income	
Name	Name Line of business		ratio	FY2014	YoY change	FY2013
Resona Guarantee Co., Ltd.	(1)	Credit guarantee (Mainly mortgage loan)	Resona Group 100%	13.5	(5.6)	19.1
Daiwa Guarantee Co., Ltd.	(2)	Credit guarantee (Mainly mortgage loan)	Resona Group 100%	0.6	(0.0)	0.6
Kinki Osaka Shinyo Hosho Co., Ltd.	(3)	Credit guarantee (Mainly mortgage loan)	Resona Group 100%	1.2	(0.6)	1.8
Resona Card Co., Ltd.	(4)	Credit card Credit guarantee	Resona Holdings 77.6% Credit Saison 22.4%	1.9	(0.5)	2.4
Resona Kessai Service Co., Ltd.	(5)	Factoring	Resona Holdings 100%	0.5	(0.0)	0.5
Resona Research Institute Co., Ltd.	(6)	Business consulting service	Resona Holdings 100%	0.0	+0.0	0.0
Resona Capital Co., Ltd.	(7)	Venture capital	Resona Holdings 100%	0.1	(0.1)	0.3
Resona Business Service Co., Ltd.	(8)	Back office work Employment agency	Resona Holdings 100%	0.0	+0.0	0.0
		Total		18.0	(7.0)	25.1

#### Major consolidated overseas subsidiaries

		Line of business	Capital contribution	Net income			
Name	Name		ratio	FY2014	YoY change	FY2013	
P.T. Bank Resona Perdania	(9)	Banking business (Indonesia)	Resona Group 43.4% (Effective control approach)	1.9	(2.4)	4.3	
P.T. Resona Indonesia Finance	(10)	Leasing business (Indonesia)	Resona Group 100%	0.1	+0.0	0.1	
		2.0	(2.4)	4.4			

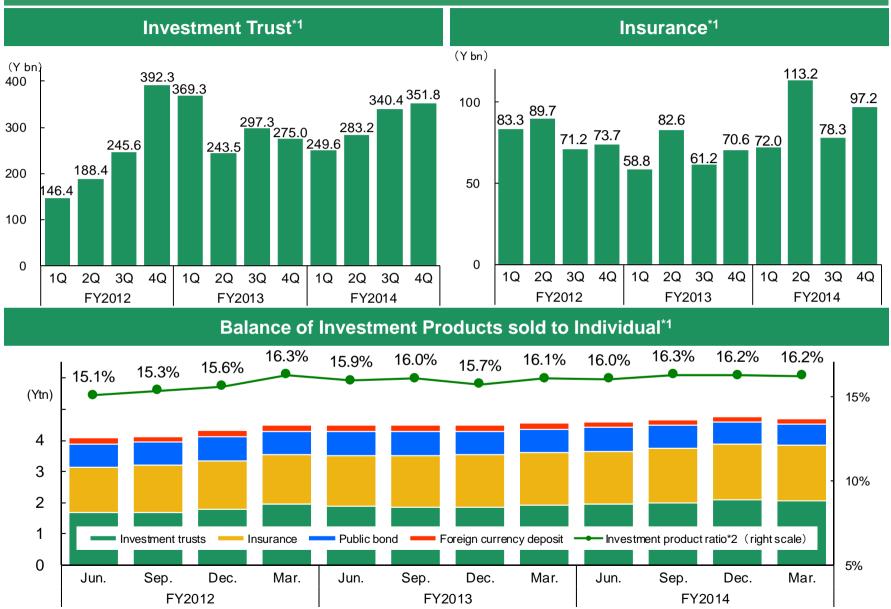
#### Affiliated company accounted for by the equity method

			Capital contribution	Net income			
Name	Name Line of business		ratio	FY2014	YoY change	FY2013	
Japan Trustee Services Bank, Ltd.	(11)	Banking and Trust	Resona Group 33.3% Sumitomo Mitsui Trust HD 66.6%	0.4	+0.0	0.4	

\*1. Fiscal year end of the two overseas subsidiaries is December 31. RHD's consolidated business results reflect the accounts 🔮 Resona Holdings, Inc. 46 of these subsidiaries settled on December 31.

## Capital Adequacy Ratio (Subsidiary Banks)

	Resona Bank (Consolidated)			Saitama Resona Bank (Non-consolidated)			Kinki Osaka Bank (Consolidated)			
Japanese Domestic Standard (Billions of Yen)	Mar.31, 2014 Basel 3 A-IRB	Mar.31, 2015 Basel 3 A-IRB	Change	Mar.31, 2014 Basel 3 A-IRB	Mar.31, 2015 Basel 3 A-IRB	Change	Mar.31, 2014 Basel 3 F-IRB	Mar.31, 2015 Basel 3 F-IRB	Change	
Capital adequacy ratio	13.37%	13.58%	+0.21%	13.40%	14.26%	+0.86%	13.20%	10.93%	(2.27)%	
Total qualifying capital	1,547.5	1,465.0	(82.5)	435.5	414.0	(21.4)	176.8	148.0	(28.7)	
Core Capital: instruments and reserves	1,555.3	1,485.5	(69.7)	449.3	427.6	(21.7)	176.8	148.2	(28.5)	
Core Capital: regulatory adjustments	7.7	20.5	+12.7	13.8	13.5	(0.2)	-	0.1	+0.1	
Risk weighted assets	11,572.4	10,786.1	(786.2)	3,248.4	2,902.4	(346.0)	1,338.5	1,354.1	+15.5	
Credit risk weighted assets	9,442.5	9,857.5	+414.9	2,541.9	2,572.0	+30.1	1,246.4	1,262.9	+16.4	
Amount equivalent to market risk / 8%	172.9	119.2	(53.6)	4.7	10.3	+5.5	0.5	0.2	(0.3)	
Amount equivalent to operational risk /8%	707.6	709.5	+1.8	244.8	240.1	(4.7)	91.5	90.9	(0.6)	
Credit risk weighted assets floor adjustments	1,249.2	99.7	(1,149.4)	456.8	79.8	(377.0)	-	-		



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

\*1. 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

### Achievements in Cross-selling Efforts Measured with KPIs (YTD)

	Primary Index	RLCs = Clients to whom the generative states and the second se	group have achiev	ved cross-selling to s	some extent
	(Num	ber of customers in thousands)	Mar. 31, 2014	Mar. 31, 2015	Change
(1)	Premier	AUM or condominium loan exceeding JPY50 million	53	55	+2.3
(2)	Housing Loan	With housing loan for own home	552	560	+8.0
(3)	Asset Management	AUM exceeding JPY10 million	707	718	+11.4
(4)	Potential I	AUM exceeding JPY5 million	793	795	+2.3
(5)	Potential II	AUM below JPY 5 million/ with 3 or more products sold	4,693	4,762	+69.0
(6)	Resona Loyal	Customers (RLCs)	6,797	6,890	+93.2
(7)	Potential III	AUM below JPY 5 million/ with 2 or less products sold	6,004	5,901	(102.9)
(8)		Total active customers	12,801	12,791	(9.7)

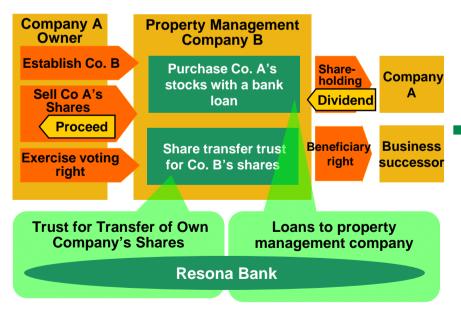
**Reference Indices** Covering the RLCs, measure the following reference indices on a regular basis

	Change in Past 1 Year +74.5 bn		Mar. 31, 2015 <b>3.90</b> Products				
Lifetime Value (LTV)	Value		Indicator to show the degree of RLCs utilizing Resona Group banks as a main bank.				
	<ul> <li>Top-line income to be generated over a next 10 year period</li> </ul>		<ul> <li>Base items such as account transfers, outward and inward remittances, loan and credit card items, savings and investment items are covered.</li> </ul>				

### **Examples: How We Try to Originate Loans to Premier Customers**

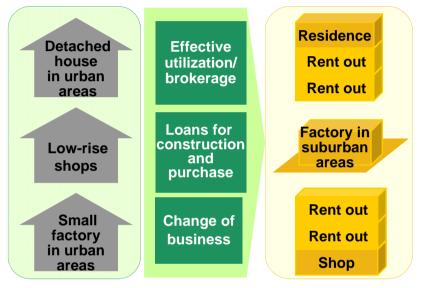
#### Solutions for SME owners to prepare cash for estate division in the future

- Establish a property management company and sell it the shares of his/her company to obtain cash Also establish a share transfer trust for the property management company
  - Gift the trust beneficiary right from which voting rights are detached to intended business successors
  - Obtain profits as a company founder and secure cash for future property division
  - Eliminate the risk of rising share value at a time of future inheritance

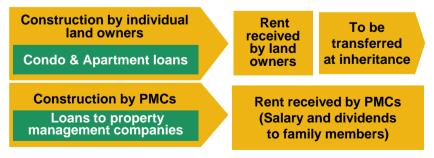


#### Solutions for Effective Utilization of Real Estate

 Reconstruction needs stemming from aging degradation, changes in family composition and location environment



Customers can flexibly decide who will borrow for construction based on their prioritized needs



#### Supports for SMEs Doing Business in Asia Footholds in Asia to Extend Supports to SMEs Local Services Offered through Alliances Entered a business alliance with Myanma Apex Bank in **Overseas** Nov. 2014 representative offices 5 offices Alliance network comprising 13 partner banks covering Shanghai 13 countries and region • Open new Rep. Services offered through large number of branches and office in Ho Chi local expertise Minh City, Vietnam, Hong Kong Major Alliance Partners in Asia in Mar. 2015 Bank of East Asia Public Bank Malaysia Bank of China Thailand Bangkok Bank Bank Resona Perdania Bangkok China Construction Bank Vietnam Bangkok Bank China Ho Chi Minh Singapore Industrial and Commercial JV bank in India State Bank of India Bank of China Jakarta Head Office Indonesia with over Bank of Communications Rizal Commercial Banking MM2100 Sub-Br Philippines 50 years of local Corp.(RCBC) Hong Kong Bank of East Asia Cikarang Sub-Br experience Cambodian Public Bank Korea Korea Exchange Bank Cambodia Karawang Sub-Br Mega International Public Bank Taiwan Laos Deltamas Sub-Br Commercial Bank Survacipta Sub-Br Bank of East Asia Singapore Myanmar Myanma Apex Bank **Regional coverage to Consultations handled by Asian Business** offer local information Surabaya Br Promotion Center on a high level Bandung Br Vietnam

Number of consultations handled by Asian Business Promotion Center 800 842 819 802 812 801 754 717 707 600 400 200 0 1H 1H 1H 1H 2H 2H 2H 2H FY2012 FY2011 FY2013 FY2014 Resona Holdings, Inc.

51

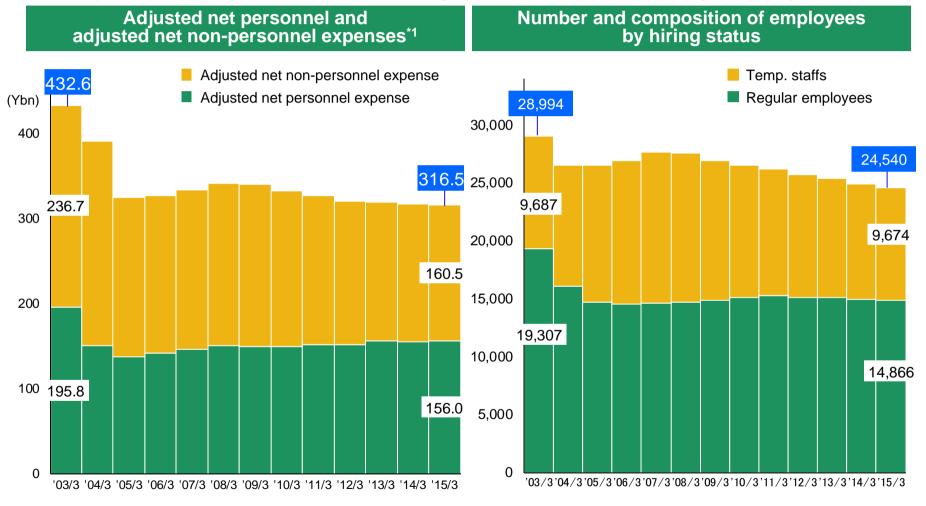
 Vietnam
 > Dispatched personnel to the Ho Chi Minh branch of Bangkok Bank (Japan desk)

- Thailand
  - => Dispatched personnel to the Head Office of Bangkok Bank (Japan desk)
- Philippines
  - => 3 party tie-up with PEZA<sup>\*1</sup> and RCBC paved the way for one-stop consultation service
  - => Dispatched personnel to RCBC (Japan desk)

\*1. PEZA: Philippine Economic Zone Authority

# 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



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

### Sophistication in ALM Interest Rate Risk Management: (Introduction of Internal Model to Measure Core Liquidity Deposits)

Reassess the value of liquidity deposits	Methods to measure core 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	<ul> <li>Before implementation of internal model         <ul> <li>Standardized method&gt;</li> <li>(FSA's bank supervision guideline)</li> </ul> </li> <li>Introduced the idea of core liquidity deposits in FY2007</li> </ul>
Combined total assets: Y45.5 tn (As of Mar. 31, 2015)	<ul> <li>Balance: the smallest of the following</li> <li>1. Lowest balance for the past 5 years</li> <li>2. Current balance less maximum annual</li> </ul>
Loans and bills discounted Y27.7 tn (59%) Core liquidity deposits (x%)	<ul> <li>2. Current balance less maximum annual outflow observed in the past 5 years</li> <li>3. Current balance x 50%</li> <li>Maturity allocated evenly over 5 years (2.5 years on average)</li> </ul>
Domestic time and other depositsY6.8 tn(14%)Y10.7 tn(23%)	Internal model <ul> <li>RB and SR adopted in Apr.2010, KO in Oct.2010</li> </ul>
Cash Y9.6 tn(20%) Other Y10.6 tn(22%)	<ul> <li>Rationally modeled depositors' behaviors to grasp how much can be regarded as core liquidity deposits</li> </ul>
Other Y2.2 tn(4%) Net assets Y1.8 tn(4%)	Maturity allocated evenly over <u>10 years</u> ( <u>5 years on average</u> )
More sophisticated ALM interest rate risk management	<ul> <li>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</li> </ul>

risk

<u>ALM interest rate risk management</u>

### **Securities Portfolio (Total of Group Banks)**

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

																(Y bn)
					En	d of Mar. 20	)15					En	d of Mar. 20	)14		
			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
Bon	Bonds held to maturity (1)			417.2	567.6	768.2	550.0	3.0	2,436.2	128.1	290.7	372.5	1,025.4	330.0	3.0	2,149.8
J	GBs	(2)	82.0	323.3	486.3	667.9	400.0	3.0	1,962.5	95.0	200.0	284.3	945.2	180.0	3.0	1,707.5
	Floating-rate JGBs	(3)	2	236.3	166.3	145.4	-	-	550.0	-	120.0	135.3	294.7	-	-	550.0
J	apanese local government bonds	(4)	43.8	87.4	77.6	100.0	150.0	-	458.9	31.5	86.8	86.2	80.1	150.0	-	434.8
J	apanese corporate bonds	(5)	4.2	6.4	3.7	0.3	-	-	14.8	1.5	3.9	1.9	0.0	-	-	7.5
Avail	lable-for-sale securities	(6)	940.7	863.4	777.2	284.2	433.4	84.5	3,383.6	1,595.1	1,228.5	2,101.6	189.5	530.7	131.2	5,776.7
Bor	nds	(7)	917.6	851.3	753.6	238.9	377.7	23.1	3,162.5	1,572.7	1,165.8	2,088.3	127.2	514.7	70.8	5,539.9
J	GBs	(8)	690.2	532.0	413.0	185.0	310.0	-	2,130.2	1,383.0	749.5	1,799.4	50.0	416.0	45.0	4,442.9
	Floating-rate JGBs	(9)	-	-	-	-	-	-	-	-	-	12.4	-	-	-	12.4
Ji	apanese local government bonds	(10)	7.9	29.3	79.7	17.3	18.7	-	153.1	12.6	25.8	79.2	47.7	33.5	-	199.1
J	apanese corporate bonds	(11)	219.4	289.9	260.9	36.6	48.9	23.1	879.1	177.1	390.5	209.7	29.4	65.2	25.8	897.8
Oth	ner	(12)	23.1	12.1	23.5	45.2	55.7	61.3	221.1	22.3	62.6	13.2	62.3	15.9	60.3	236.8

### Unrealized gains/(losses)\*1

#### Trend of market and other indicators

[Duration and Basis Point Value of IGBs (Available-for-sale securities)] (Y bn)

						(1 2.1.)		6
[Ma			B/S Amount	Change from Mar. '14	gaino,		Duration (year) BPV ( Ybn) 10-year JGB yield	<ul><li>(1)</li><li>(2)</li><li>(3)</li></ul>
Bon mati	ds held to urity	(1)	2,435.7	+285.0	72.6	+4.7	[Break-even Nikkei Average	Point
Available-for-sale securities		(2)	4,400.8	(2,130.6)	573.1	+240.3	Nikkei Average Points (Yen) BV of stock sold outright (Ybn)	(4) (5)
	Stocks	(3)	870.1	+221.7	539.4	+222.7	[Net gains/(losses) on bonds	and
	Bonds (4)		3,199.9	(2,365.4)	12.9	+1.0		
	Other	(5)	330.7	+12.9	20.7	+16.5	Net gains/(losses) on bonds	(6)
							Net gains/(losses) on stocks	(7)

[Duration and Dasis Foint Va													
		2012/3	2013/3	2014/3	2015/3								
Duration (year)	(1)	2.4	2.7	3.1	3.3								
BPV ( Ybn)	(2)	(1.81)	(1.59)	(1.41)	(0.72)								
10-year JGB yield	(3)	0.985%	0.560%	0.640%	0.395%								

#### nts]

		2012/3	2013/3	2014/3	2015/3					
Nikkei Average Points (Yen)	(4)	7,100	5,900	6,500	5,500					
BV of stock sold outright (Ybn)	(5)	8.3	7.2	5.4	3.2					
[Net gains/(losses) on bonds	and	stocks]			(Y bn)					
FY2011 FY2012 FY2013 FY2										
Net gains/(losses) on bonds	(6)	26.8	30.5	7.2	24.3					

2.2

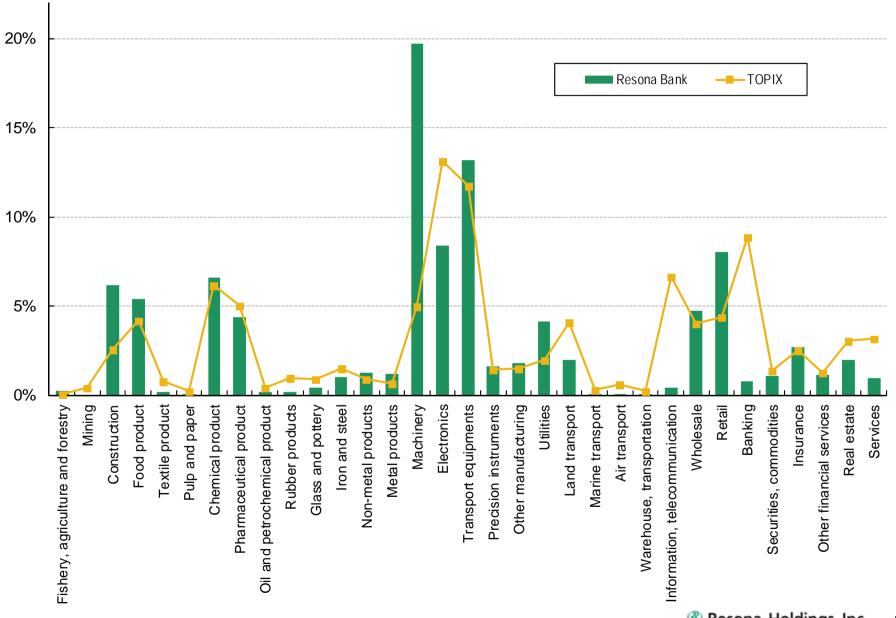
\*1. The figures reported above include securities, negotiable certificates of deposit(NCDs) included in "cash and due from banks" and a portion of "monetary claims bought." The presented figures only include marketable securities.

22.3

44.5

(7.7)

### Stocks Held by Industry (End of March 2015, RB)



### Maturity Ladder of Loan and Deposit (Total of Group Banks, Domestic Operation)

#### Loans and Bills Discounted

#### [End of March 2014]

		Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	(1)	2.0%	1.4%	4.3%	7.6%	15.3%
Prime rate-based	(2)	54.5%	0.2%	0.0%	0.1%	54.7%
Market rate-based	(3)	22.8%	1.4%	2.7%	3.0%	30.0%
Total	(4)	79.3%	3.0%	7.0%	10.7%	100.0%

Within 6M

41.7%

14.3%

56.0%

(4)

(5)

(6)

		Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	(1)	40.3%	1.4%	5.7%	19.8%	67.2%
Time deposits	(2)	15.5%	9.4%	5.7%	2.1%	32.8%
Total	(3)	55.8%	10.9%	11.4%	21.9%	100.0%

6 to 12M

1.5%

8.5%

10.0%

1 to 3Y

5.9%

6.0%

11.9%

Over 3Y

20.5%

1.6%

22.1%

Total

69.6%

30.4%

100.0%

**Deposits** 

Loans maturing within 1 year

[End of March 2015]

		Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total		
Fixed rate	(5)	1.5%	1.2%	4.4%	7.4%	14.5%		
Prime rate-based	(6)	53.4%	0.2%	0.0%	0.0%	53.6%		
Market rate-based	(7)	24.0%	1.4%	2.7%	3.9%	31.9%		
Total	(8)	78.9%	2.7%	7.2%	11.3%	100.0%		
Loans maturing within 04 cm/								

1 year

81.6%

82.3%

#### [Change in FY2014]

		Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	(9)	(0.5)%	(0.2)%	+0.1%	(0.3)%	(0.8)%
Prime rate-based	(10)	(1.1)%	(0.0)%	+0.0%	(0.0)%	(1.1)%
Market rate-based	(11)	+1.2%	(0.0)%	+0.0%	+0.8%	+2.0%
Total	(12)	(0.4)%	(0.3)%	+0.1%	+0.6%	-
Loans maturing within 1 year	(0.7)%					

#### [Change in FY2014]

[End of March 2014]

[End of March 2015]

Liquid deposits

Time deposits

Total

		Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	(7)	+1.4%	+0.1%	+0.2%	+0.7%	+2.4%
Time deposits	(8)	(1.3)%	(0.9)%	+0.3%	(0.5)%	(2.4)%
Total	(9)	+0.1%	(0.9)%	+0.5%	+0.2%	-

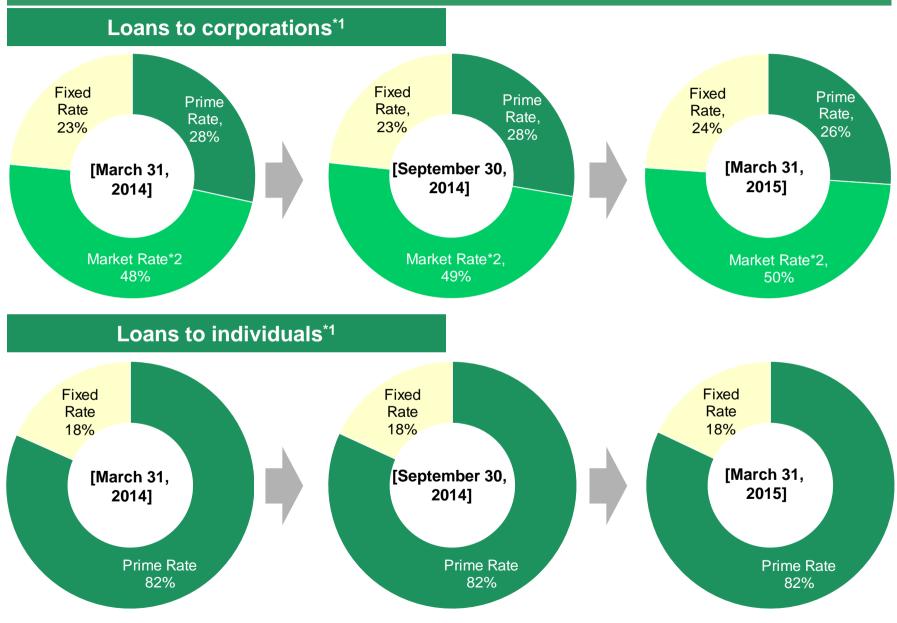
\*1. Data compiled for a management and administration purpose

### Swap Positions by Remaining Periods (RHD Consolidated)

 Notional amounts of interest rate swaps (deferred hedge accounting applicable) by remaining period

(Billions of Yen)

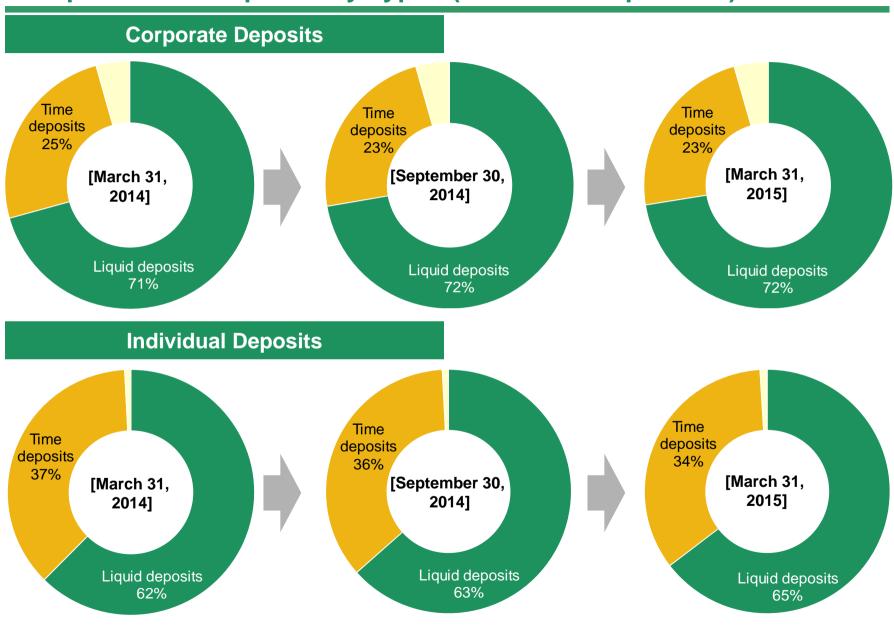
			Mar. 31	1, 2015		Mar. 31, 2014				
		Within 1 year	1 to 5 years	Over 5 years	Total	Within 1 year	1 to 5 years	Over 5 years	Total	
Receive fixed rate/ Pay floating rate	(1)	335.7	1,085.0	1,040.0	2,460.7	100.0	1,185.4	1,090.0	2,375.4	
Receive floating rate/ Pay fixed rate	(2)	15.2	634.9	1.2	651.4	60.0	645.1	6.0	711.2	
Net position to receive (3) fixed rate		320.4	450.0	1,038.7	1,809.2	40.0	540.2	1,083.9	1,664.1	



### **Composition of Loan Portfolio by Base Rates (Total of Group Banks)**

\*1. Portfolio composition is computed based on the numbers compiled for administration purposes \*2. Market rate-linked loans include the fixed-rate(spread) loans maturing in less than one year

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### **Composition of Deposits by Types (Total of Group Banks)**

## **Migrations of Borrowers (RB, 1H of FY2014)**

#### Exposure amount basis \*1

					End of	September 20	014					
		Normal	Other Watch	Special Attention	Doubtful	Effectively Bankrupt	Bankrupt	Other	Collection, Repayments	Assignments, Sale	Upward Migration	Downward Migration
	Normal	98.7%	0.7%	0.0%	0.0%	0.0%	0.0%	0.5%	0.5%	0.0%	-	0.8%
2014	Other Watch	15.4%	77.9%	0.5%	1.7%	0.2%	0.1%	4.2%	4.2%	0.0%	15.4%	2.5%
March 20	Special Attention	4.5%	5.5%	81.8%	7.0%	0.2%	0.0%	1.1%	1.1%	0.0%	10.0%	7.2%
of	Doubtful	1.5%	14.7%	0.7%	72.7%	2.4%	0.3%	7.8%	6.3%	1.5%	16.9%	2.7%
	Effectively Bankrupt	0.2%	0.2%	0.0%	0.1%	92.5%	2.8%	4.2%	3.8%	0.3%	0.6%	2.8%
	Bankrupt	0.1%	0.0%	0.0%	1.0%	0.0%	81.8%	17.0%	1.4%	15.7%	1.1%	-

\*1. Above table shows how a borrower belonging to a particular borrower category as of the end of March 2014 migrated to a new category as of the end of September 2014 Percentage points are calculated based on exposure amounts as of the end of March 2014 (New loans extended, loans partially collected or written-off during the period are not taken into account)

"Other" as of the end of September 2014 refers to those exposures removed from the balance sheet due to collection, repayments, assignments or sale of claims



## **Migrations of Borrowers (RB, 2H of FY2014)**

#### Exposure amount basis \*1

					End	of March 201	5					
		Normal	Other Watch	Special Attention	Doubtful	Effectively Bankrupt	Bankrupt	Other	Collection, Repayments	Assignments, Sale	Upward Migration	Downward Migration
	Normal	98.6%	0.5%	0.0%	0.0%	0.0%	0.0%	0.7%	0.7%	0.0%	-	0.6%
20	Other Watch	6.5%	84.3%	3.5%	1.3%	0.2%	0.1%	4.2%	4.2%	0.0%	6.5%	5.0%
September	Special Attention	5.5%	10.6%	76.3%	5.3%	0.2%	0.2%	1.9%	1.9%	0.0%	16.1%	5.7%
of Sept	Doubtful	1.6%	7.2%	0.8%	78.9%	5.8%	0.6%	5.1%	5.1%	0.0%	9.6%	6.3%
р	Effectively Bankrupt	0.1%	0.1%	0.0%	0.1%	89.2%	2.3%	8.3%	2.4%	5.9%	0.3%	2.3%
	Bankrupt	0.0%	0.0%	0.0%	1.3%	0.0%	79.7%	18.9%	1.3%	17.7%	1.4%	-

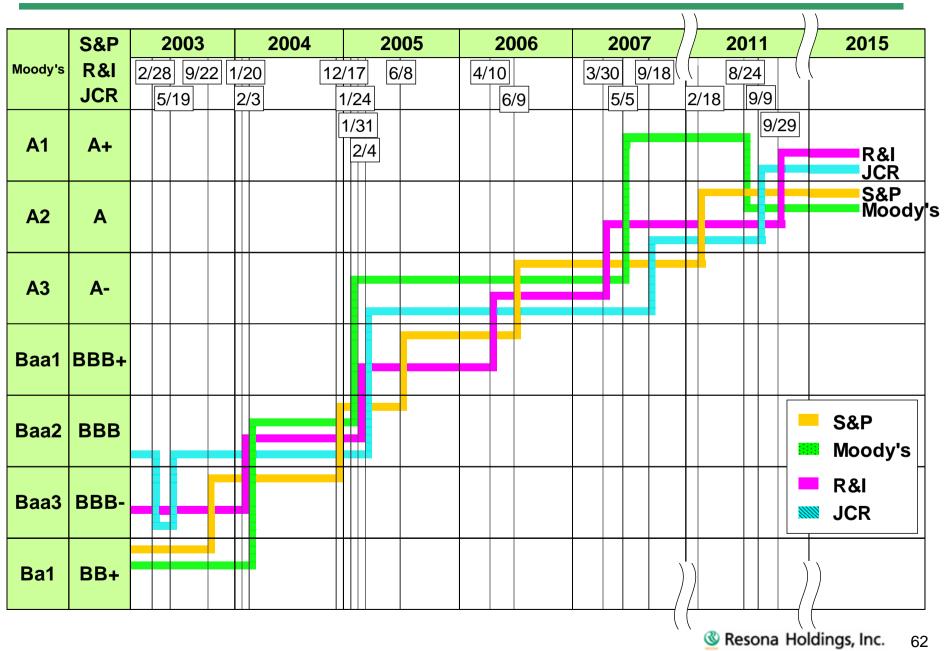
\*1. Above table shows how a borrower belonging to a particular borrower category as of the end of September 2014 migrated to a new

category as of the end of March 2015 Percentage points are calculated based on exposure amounts as of the end of September 2014 (New loans extended, loans partially collected or written-off during the period are not taken into account)

"Other" as of the end of March 2015 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



### List of Preferred Share Issued by RHD

[As of June 30, 2015]

			Class 4 Preferred Shares	Class 5 Preferred Shares	Class 6 Preferred Shares	
Original issue date		(1)	8/31/2006	8/28/2007	12/8/2009	
Current numbe	r of shares	(2)	2,520,000 shares 4,000,000 shares		3,000,000 shares	
Issue price per	share	(3)	JPY 25,000	JPY 25,000	JPY 25,000	
Total issue amo	ount remaining at present	(4)	JPY 63.0 Billion	JPY 63.0 Billion JPY 100.0 Billion		
Original total is	Original total issue amount		JPY 63.0 Billion JPY 100.0 Billion		JPY 75.0 Billion	
Shareholder		(6)	Shinkin Trust Bank	Dai-ichi Life	Nippon Life Meiji Yasuda Life Daido Life	
Preferred dividend	Dividend per share (Annual)	(7)	JPY 992.50	JPY 918.75	JPY 1,237.50	
	Total amount of dividend (Annual)	(8)	JPY 2,501 Million	JPY 3,675 Million	JPY 3,712 Million	
	Yield (Annual)		3.970%	3.675%	4.950%	
Acquisition clau	ISE	(10)	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	

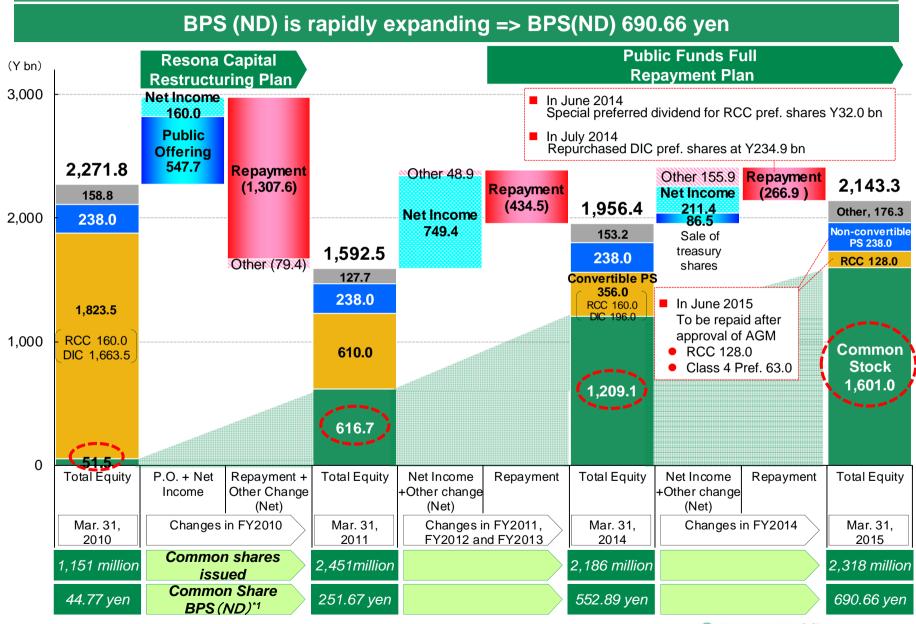
### List of Preferred Securities and Subordinated Bonds (As of March 31, 2015)

lssuer	Amount outstanding	Issue date	Maturity	First call date <sup>*1</sup>	Dividend rate <sup>*2</sup>
Resona Preferred Global Securities (Cayman) Limited	USD 1,150 mn (JPY138.3 bn)	25 July 2005	Perpetual	30 July 2015	7.191%
ubordinated Bonds					
lssuer	Amount outstanding	Issue date	Maturity	1st call date*	Coupon
Resona Bank	USD 1,300 mn (JPY 156.3 bn)	September 15, 2005	Perpetual	April 15, 2016	5.85%
Resona Bank	JPY20.0 bn	February 20, 2006	December 18, 2015		2.020%
Resona Bank	JPY50.0 bn	July 17, 2009	June 20, 2019		2.766%
Resona Bank	JPY50.0 bn	March 4, 2010	March 4, 2020		2.084%
Resona Bank	JPY40.0 bn	September 28, 2010	September 28, 2020		1.606%
Resona Bank	JPY25.0 bn	June 1, 2011	June 1, 2021		1.878%
Resona Bank	JPY20.0 bn	December 22, 2011	December 22, 2026		2.442%
Resona Bank	JPY66.0 bn	February 22, 2012	April 21, 2022	April 21, 2017	1.47%
Resona Bank	JPY35.0 bn	March 14, 2012	March 15, 2022		1.780%
Resona Bank	JPY16.0 bn	March 14, 2012	March 15, 2027		2.464%
Resona Bank	JPY20.0 bn	June 21, 2012	June 21, 2022	June 21, 2017	1.32%
Saitama Resona Bank	JPY10.0 bn	December 17, 2010	December 17, 2020	December 17, 2015	1.300%
Saitama Resona Bank	JPY50.0 bn	October 19, 2011	October 19, 2021	October 19, 2016	1.45%
Saitama Resona Bank	JPY25.0 bn	July 27, 2012	July 27, 2022	July 27, 2017	1.24%

\*1. Subject to an approval of regulatory authority

\*2. Floating rate is applicable after the 1st call date.

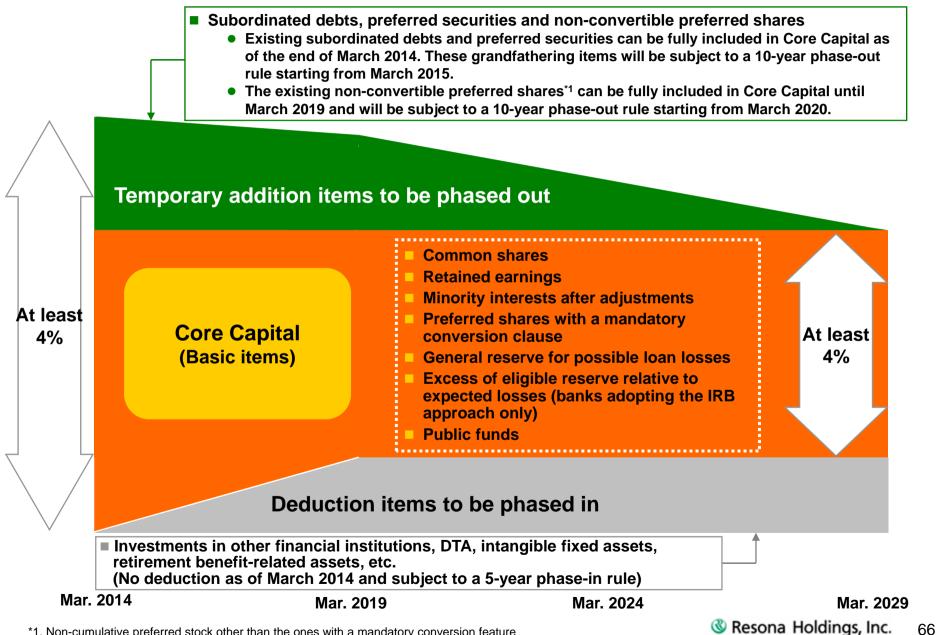
# Change in Composition of Resona HD's Total Equity (From Mar. 31, 2010 to Mar. 31, 2015)



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

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### **Outline of Domestic Capital Regulation**



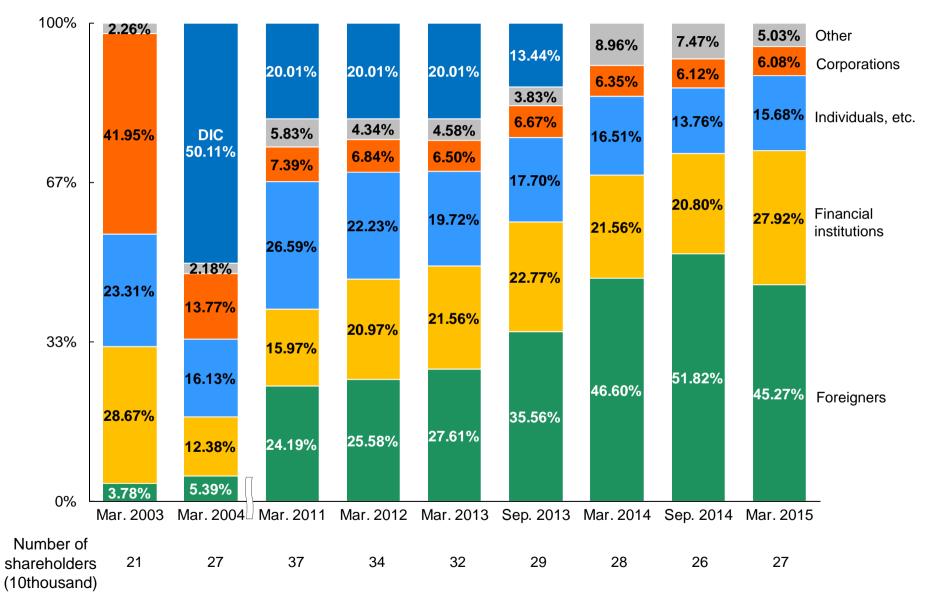
\*1. Non-cumulative preferred stock other than the ones with a mandatory conversion feature

### Long Term Business Results

			(Ybn)	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
		Gro	ess operating profit	901.8	775.0	763.1	768.6	805.2	769.3	739.5	678.3	667.0	655.2	637.1	608.5	632.4
		N	let interest income	599.1	561.2	542.3	549.8	563.7	555.3	547.0	499.4	484.0	463.9	443.0	430.0	425.9
	ited	Fe	ees and commission income	149.9	152.6	156.2	181.1	197.4	188.4	153.2	145.1	146.8	143.1	150.6	158.7	169.2
Ч	Consolidated	Оре	erating expenses	(597.6)	(510.0)	(382.0)	(384.0)	(384.6)	(385.9)	(384.4)	(387.5)	(369.4)	(360.9)	(361.6)	(348.4)	(357.7)
	Cont	Net	gains/(losses) on stocks	(300.6)	57.6	91.0	58.5	72.7	(43.8)	(42.2)	0.6	(0.8)	2.3	(7.5)	22.6	44.5
		Cre	dit related expenses	(552.1)	(1,418.3)	(41.5)	(6.9)	(69.7)	(58.4)	(181.4)	(114.6)	(61.5)	(13.8)	13.0	26.4	22.3
		Net	income	(837.6)	(1,663.9)	365.5	383.2	664.8	302.8	123.9	132.2	160.0	253.6	275.1	220.6	211.4
	6	Terr	m end loan balance	29,545.1	26,475.3	25,702.1	26,406.1	26,566.7	26,163.8	26,608.9	26,306.1	26,177.9	26,050.4	26,682.1	26,986.0	27,755.5
	3 banks	L	oans to SMEs	23,540.1	21,237.1	21,079.7	21,966.2	22,441.5	22,287.9	22,218.6	22,320.8	22,166.3	22,235.8	22,659.5	22,912.6	23,454.9
	of 3 I		Housing Loans*1	8,527.6	9,373.8	10,170.9	10,864.2	11,419.7	11,563.8	11,701.0	12,042.9	12,145.4	12,250.3	12,651.9	12,918.3	13,125.0
BS	Total		Residential Housing Loans	5,959.7	6,733.6	7,475.0	8,078.6	8,462.5	8,569.5	8,593.5	8,857.4	8,973.6	9,095.3	9,441.3	9,705.2	9,905.1
		NPI	L ratio	9.32%	6.74%	3.38%	2.55%	2.46%	2.19%	2.42%	2.42%	2.43%	2.32%	2.06%	1.74%	1.51%
	lated	Stoc	cks (Acquisition amount basis)	1,319.0	630.1	399.6	400.9	390.4	385.5	356.7	344.5	351.8	342.5	337.2	331.9	330.9
	Consoli		ealized gains/(losses) wailable-for-sale securities	(25.8)	241.3	260.2	445.4	432.9	171.6	(32.5)	120.6	92.8	131.9	258.0	333.2	573.6
		Inve	estment Products sold	365.3	663.6	795.0	1,183.3	1,525.6	1,054.9	509.0	720.7	937.7	1,030.8	1,290.5	1,477.0	1,585.9
33	anks	In	vestment Trust	365.3	607.9	676.8	979.1	1,297.2	858.0	314.9	494.6	725.8	742.6	972.7	1,185.2	1,225.1
ess*	3 Banks	In	nsurance	-	55.7	118.2	204.2	228.4	197.0	194.1	226.1	211.9	288.3	317.8	273.2	360.7
Business*3	Total of	Ηοι	using loan *1	-	1,758.8	1,852.9	1,853.4	1,662.0	1,394.3	1,222.4	1,435.4	1,341.1	1,301.8	1,559.5	1,478.6	1,352.9
	Tot	R	esidential Housing Loans	-	-	-	-	1,274.3	1,063.7	894.0	1,147.7	1,098.6	1,048.6	1,225.5	1,162.3	1,042.2
		Rea	al estate business*2	6.0	8.5	9.3	12.0	15.0	14.5	7.2	6.3	6.6	7.7	7.8	8.3	11.2
	Rema	ainin	g Public Fund Balance	1.168.0	3.128.0	3.125.2	2.925.2	2.372.5	2.337.5	2.085.2	2.085.2	871.6	871.6	871.6	356.0	128.0
	Cente	an in lý	g i unic i unu balance	1,100.0	5,120.0	5,125.2	2,323.2	2,012.0	2,007.0	2,005.2	2,005.2	071.0	071.0	071.0	550.0	120.0

\*1. Includes apartment loans (Origination Includes Flat35)
\*2. Excluding gains/(losses) from investments in real estate
\*3. Data compiled for management and administration purposes

### **Composition of Resona HD's Common Shareholders**



### **MMP Earnings Plan and Status of Progress**

								(Ybn)
Total of Group Banks		FY2014	FY2015			FY2016	FY2017	
(Non-consolidated)	Mid-term Plan	Actual	Difference	Mid-term Plan	Forecast	Difference	Mid-term Plan	Mid-term Plan
Gross operating profit	557.0	580.5	+23.5	564.0	581.0	+17.0	570.0	600.0
Net intrest income	408.0	416.5	+8.5	414.0	-	-	415.5	437.0
Loan to deposit spread <sup>*1</sup>	1.36%	1.35%	(0.01)%	1.30%	1.28%	(0.02)%	1.25%	1.27%
Fees and commission plus trust fees	116.1	127.7	+11.6	123.3	-	-	127.8	139.6
Other income (net)	32.9	36.1	+3.2	26.7	-	-	26.7	23.4
Operating expense	(335.0)	(335.3)	(0.3)	(336.0)	(335.0)	+1.0	(337.0)	(338.0)
Actual net operating profit <sup>*2</sup>	222.0	245.1	+23.1	228.0	246.0	+18.0	233.0	262.0
Net gain on stocks	23.5	44.5	+21.0	9.0	10.0	+1.0	10.5	9.0
Credit costs, net	10.0	24.3	+14.3	(18.5)	(18.0)	+0.5	(19.0)	(20.5)
(Credit cost ratio) <sup>*3</sup>	(0.04)%	(0.08)%	(0.04)%	0.06%	0.06%	±0.00%	0.06%	0.07%
Income before income taxes	252.0	293.2	+41.2	217.0	231.5	+14.5	212.0	238.0
Net income	172.0	196.4	+24.4	145.0	160.0	+15.0	145.0	163.0
Resona HD Consolidated Net Income	190.0	211.4	+21.4	160.0	175.0	+15.0	160.0	175.0

	FY2014	Mid-term Management Plan						
Management indicators	Actual	FY2014	FY2015	FY2016	FY2017			
ROE (HD Consolidated)	18.89%	Above 10%						
CET1 ratio <sup>*4</sup>	7.07%	8.0% and higher stably						
Cost income ratio (Total of group banks)*5	57.7%	60.1% 59.6% 59.1%						

	FY2014	Mid-term Management Plan						
Underlying assumptions	Actual <sup>*6</sup>	FY2014	FY2015	FY2016	FY2017			
Overnight call rate (policy rate) %	0.015%		0.100%					
10 year JGB %	0.395%	0.500%	0.700%	0.850%	1.500%			
Nikkei 225 ( yen)	19,206.99	17,500 19,		19,500	20,500			

\*1. Administrative accounting basis

\*2. Actual net operating profit: Net operating profit before provision to general reserve for possible loan losses and disposal of problem loans in the trust account

\*3. Credit costs, net / Total credits (simple average of the balance at the beginning and end of the term)

\*4. Excluding unrealized gain on available-for-sale securities (phase-in/phase-out rule basis)

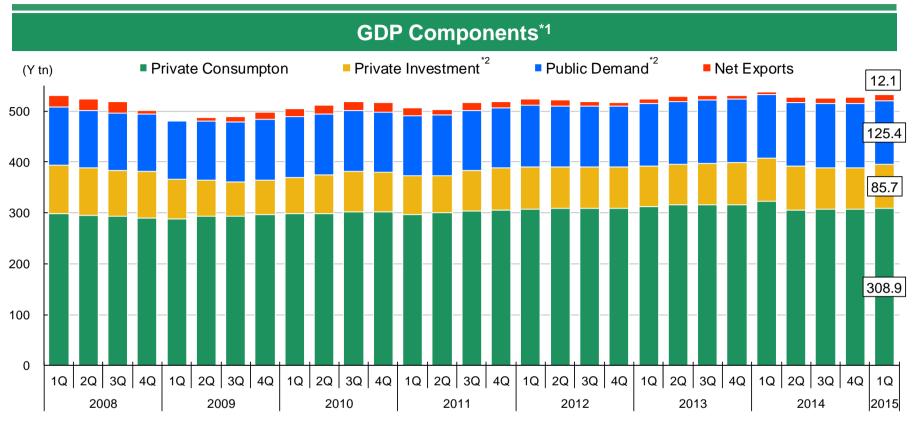
\*5. Operating expense / Gross operating profit (before NPL charge-off in the trust account)

\*6. As of the term-end.



Macro Economic Trend

### **Actual and Forecast of Real GDP Growth Rate**



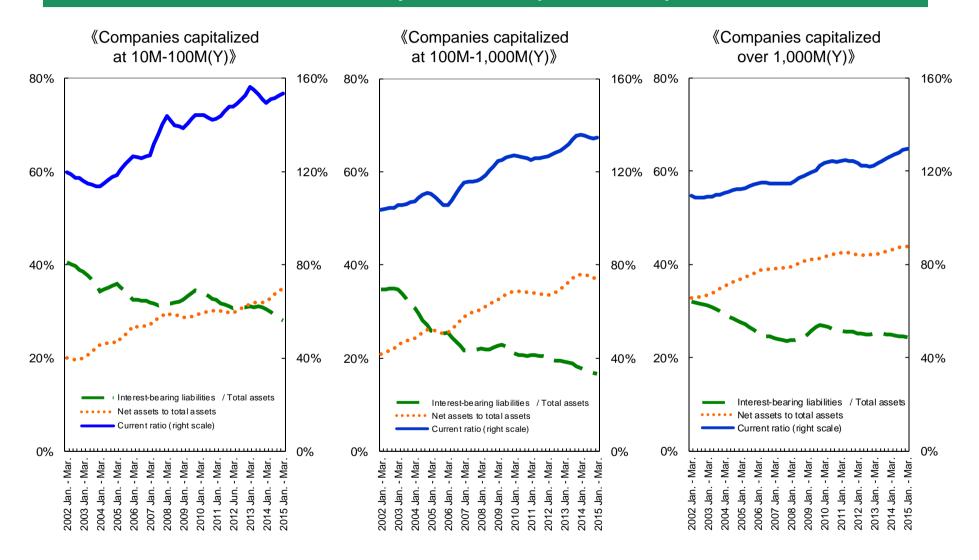
#### [Real GDP Growth Rate] (figures of FY2015 are the forecasts of Resona bank)

%	FY2009	FY2010	FY2011 Act	FY2012 tual	FY2013	FY2014	FY2015 Forecast
GDP	(2.0)	3.4	0.4	1.0	2.1	(0.9)	1.7
Consumption of Households	0.6	0.9	0.8	1.1	1.5	(1.9)	0.8
Private Non-Resi. Investment	(1.7)	0.5	0.6	0.2	0.5	0.1	0.6
Public Demand	1.0	0.1	0.1	0.3	0.8	0.2	(0.3)
Net Export	0.2	0.8	(1.0)	(0.8)	(0.5)	0.6	0.7

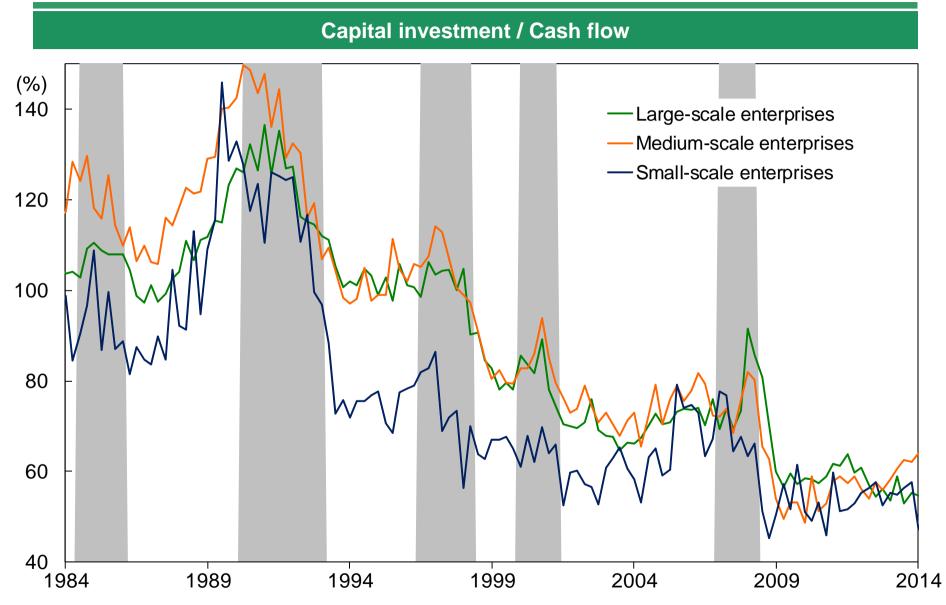
\*1. Source : Cabinet Office, Resona Bank. In real term : seasonally adjusted series
 \*2. Private Investment: Private Residential Investment, Private Non-resi. Investment, Private Inventory Public Demand: Government Consumption, Public Investment, Public Inventory

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

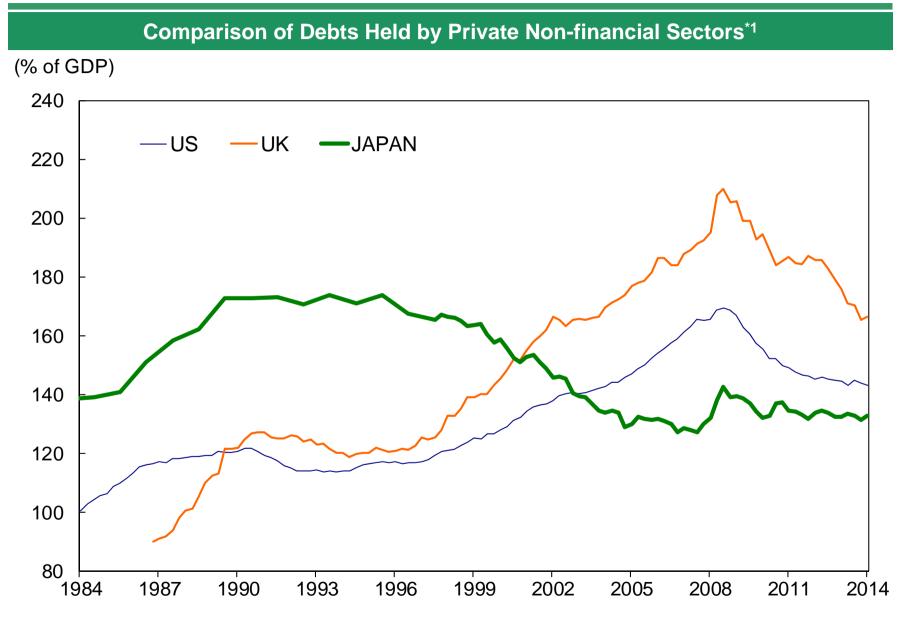
Trends in Stability Ratios of Japanese Companies<sup>\*1</sup>



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

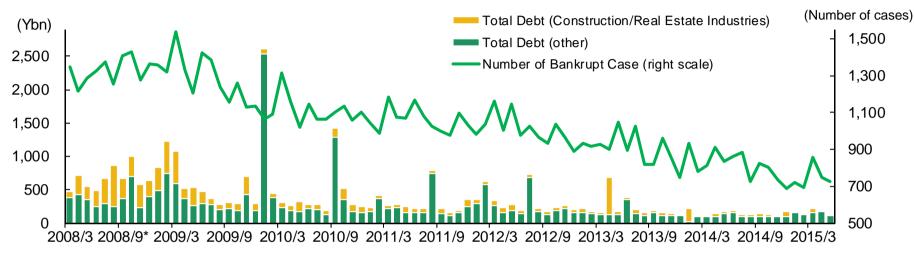


# **Overall Economy in Japan (3)**

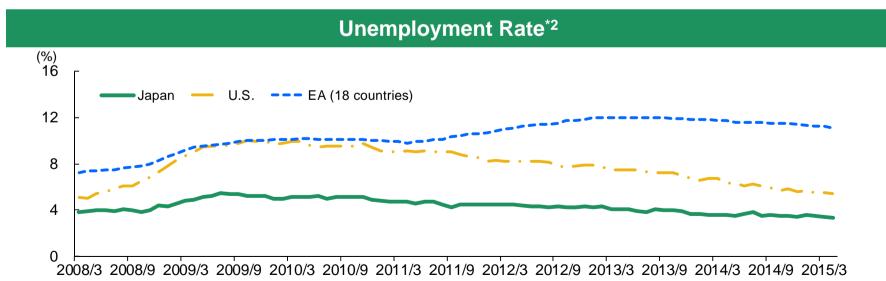


# **Overall Economy in Japan (4)**

Enterprise Bankruptcy<sup>\*1</sup>



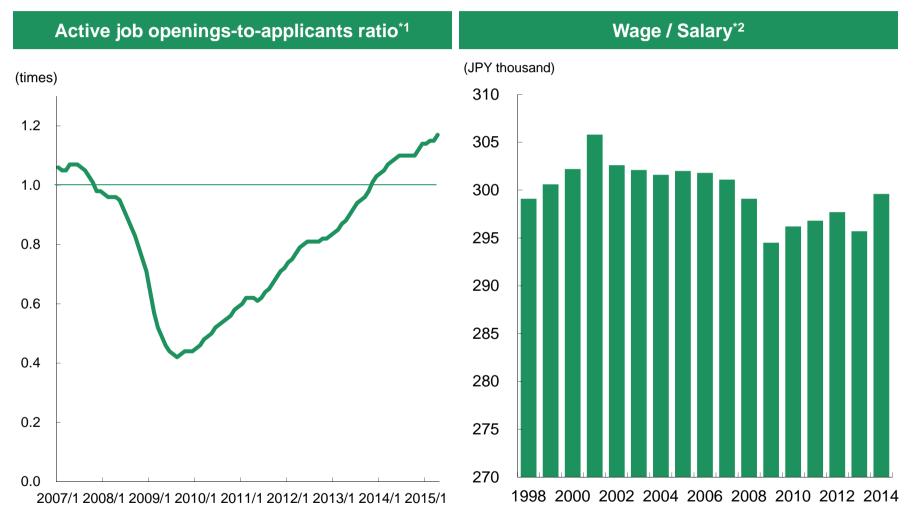
<sup>\*</sup> Excluding debts related to Lehman Brothers which failed in Sep. 2008 (Approx. Y4,700 bn)



\* Excluding three prefectures of Japan (Iwate, Miyagi and Fukushima) from the result of March, 2011 to June, 2011

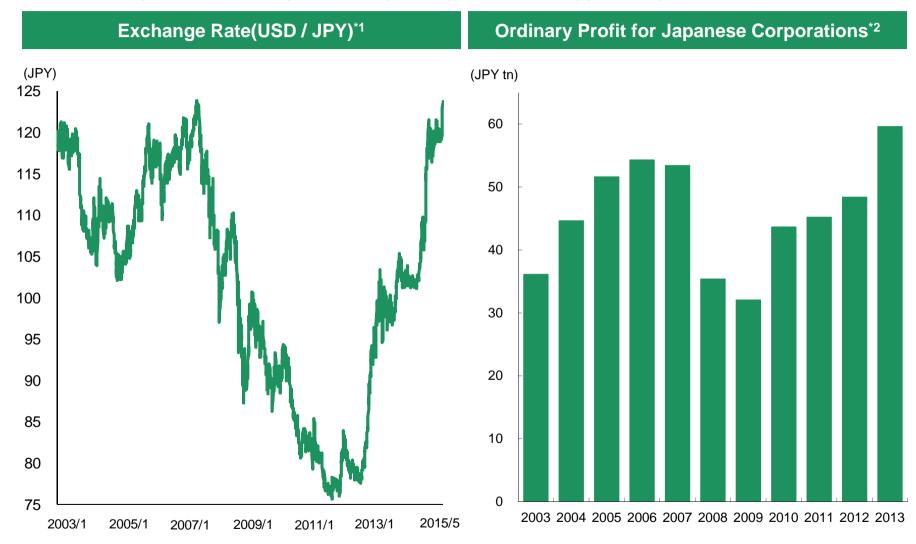
# **Employment**

- The active job openings-to-applicants ratio has exceeded 1.0 for the first time since 2007
- The wage / salary level has been rising since 2009



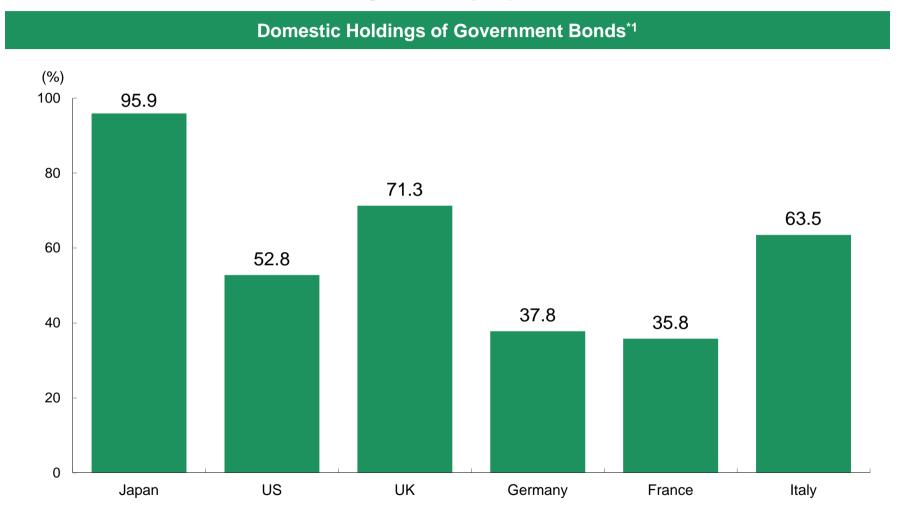
# **Exchange Rate / Corporate Earnings**





# **JGB Holdings by Foreign Investors**

More than 90% of the JGBs outstanding are held by Japanese investors



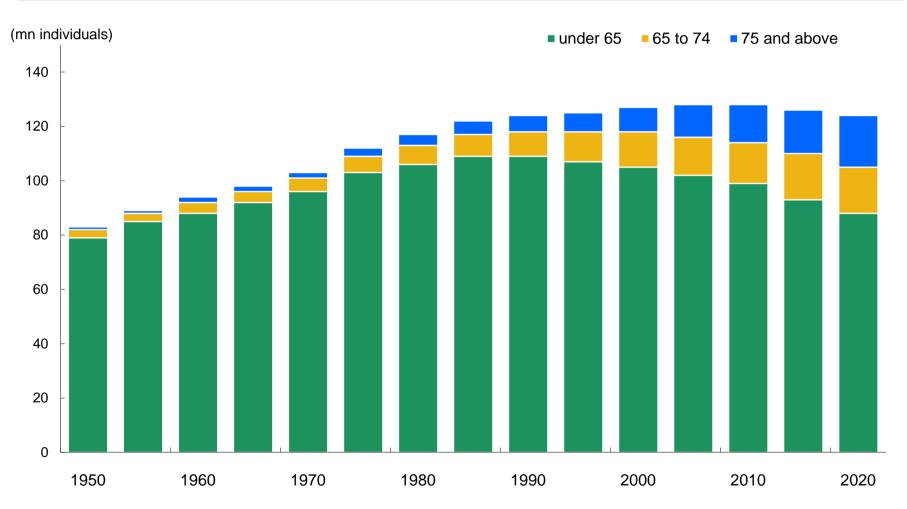
\*1. Source: BOJ, Board of Governors of the Federal Reserve System, UK Debt Management Office, Bundesbank, Agence France Tresor, Banca D'Italia, data as of Mar. 2014 for Germany, Jun. 2014 for Japan, US, UK, France and Italy

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### Aging of Japan's Population (Population Trends by Age / Actuals and Estimates)<sup>\*1</sup>

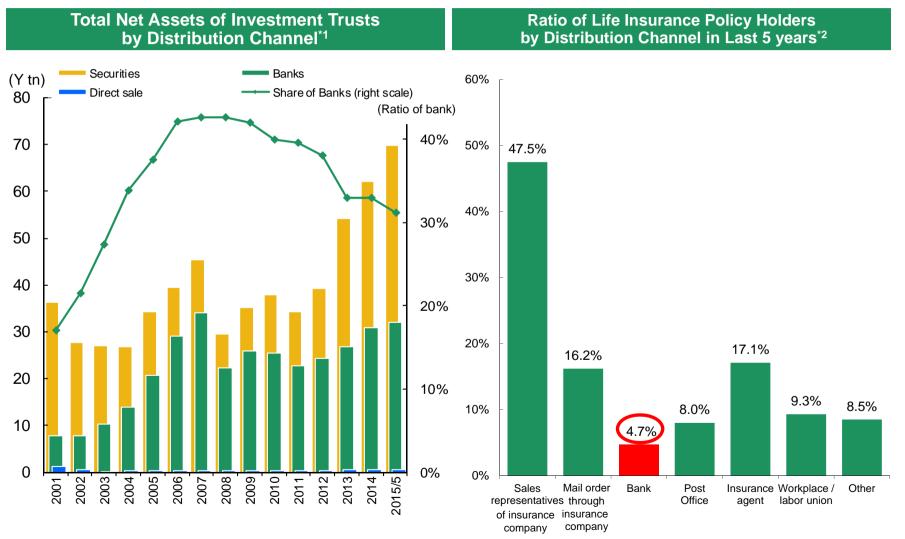
#### Population aging is expected to accelerate





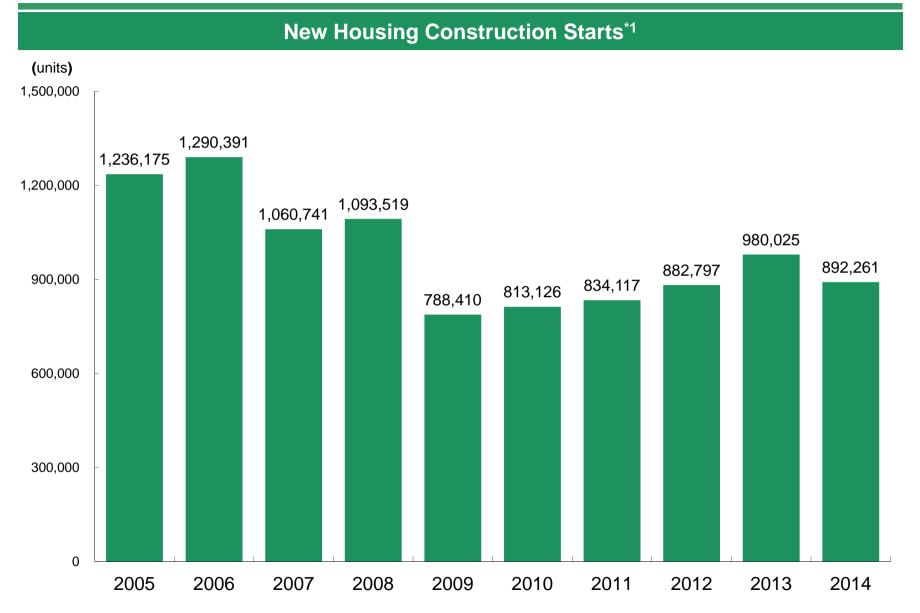
# Sales of Investment Trusts and Insurance

- Demand for investment products has been increasing, and the ratio sold by banks has surged due to deregulation
- As customers buying life insurance through banks are still limited, there is a sizeable room for future expansion



\*1. Source: The Investment Trusts Association, Japan \*2. Source: Japanese Bankers Association

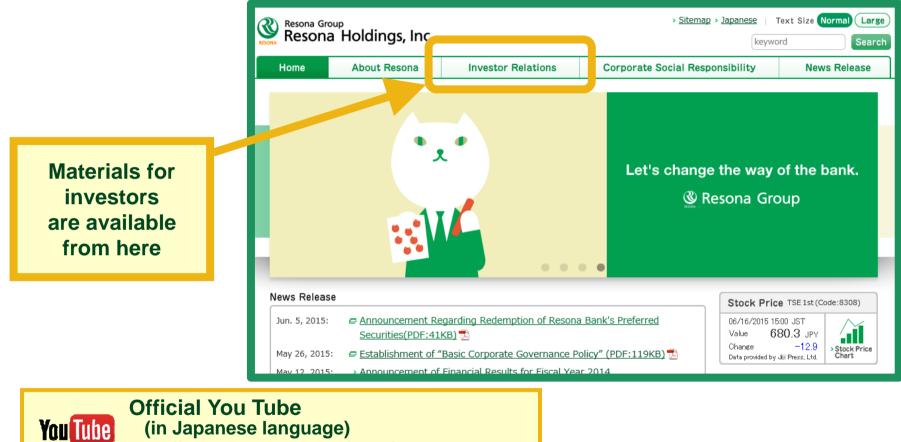
# **Housing Data**



\*1. Source: Ministry of Land, Infrastructure, Transport and Tourism

# **Our Website Information**

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



http://www.youtube.com/user/ResonaGroup

f

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



Official Twitter account (in Japanese language) http://twitter.com/resona\_pr 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.

