# **Business Results for FY2021 and Future Management Direction**





May 19, 2022

Abbreviations and definitions of the figures presented in this material are as follows:

[HD] Resona Holdings, [RB] Resona Bank, [SR] Saitama Resona Bank,

[KMFG] Kansai Mirai Financial Group, [KMB] Kansai Mirai Bank\*, [MB] Minato Bank \* [KU] Kansai Urban Banking Corporation and [KO] Kinki Osaka Bank merged on April 1, 2019

Negative figures represent items that would reduce net income.

Figures include data for internal administration purpose.

The forward-looking statements contained in this material 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 change related to the government's and central bank'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.

### **Table of Contents**

## Outline of Business Results for FY2021 and Updates on Major Businesses

- p4 Outline of Financial Results for FY2021
   p5 Review of FY2021 and Outlook for the Final Year of the Medium-term Management Plan(FY2022) (1)
- p6 Review of FY2021 and Outlook for the Final Year of the Medium-term Management Plan(FY2022) (2)
- p7 Breakdown of Financial Results
- p8 Factors for the Changes in Net Income Attributable to Owners of Parent
- p9 Trend of Loans and Deposits
- p10 Term-end Balance of Loans and Deposits
- p11 Housing Loan Business
- p12 Fee Income
- p13 Major Fee Businesses(1)
  (Asset Formation Support Business)
- p14 Major Fee Businesses(2) (Trust, Corporate Solution, Real Estate Business)
- p15 Credit Costs and NPL
- p16 Securities Portfolio
- p17 Initiatives to Reduction of Policy-Oriented Stock Holdings
- p18 Capital Adequacy Ratio
- p19 Earnings Targets for FY2022
- p20 (Reference) Gap Analysis: FY2022 Target vs FY2021 Results
- p21 (Reference) Outline of Financial Results of Each Segment
- p22 (Reference) Outline of Financial Results of Customer Divisions
- p23 (Reference) Outline of Balance Sheet (Mar. 31, 2022)
- p24 KPIs under the MMP

#### **Efforts for Sustainable Growth**

- p26 Message from the Top Management / For Becoming the "Retail No. 1"
- p27 Message from the Top Management / Adapt to Changes
- p28 New Earnings Integrate Face-to-Face and Digital Channel
- p29 New Earnings Promote Digitization to Support the Creation of New Customer Value
- p30 New Earnings Further Evolution of KMFG
- p31 New Earnings Widespread Use of Cashless Payment
- p32 New Earnings Futher Development Asset Formation in the 100-Year Life
- p33 Development Supporting Smooth Succession to the Next Generation
- p34 New Seedsfor Financial Digital Platform(1)
- p35 New Seedsfor Financial Digital Platform(2)
- p36 New Seedsfor New Businesses That Break Away from
  - the Bank Model
- p37 New Seeds for Retail Transition Finance
- p38 New Seedsfor Carbon Neutrality
- p39 Rebuilding our Diversity & Inclusion
- p40 Rebuildingour Investment in Human Resources Capable of
  - Supporting Sustainable Growth
- p41 Rebuilding our Foundations Human Resources Management
- p42 Rebuilding our Foundations Reform of Sales Styles, Business Processes, and
  - Channel Networks
- p43 Rebuilding our System Structure Reform
- p44 Rebuilding our Foundations Cost Structure Reform

### **Capital Management**

p46 Capital Management

### Reference Material (p48~)



## Outline of Business Results for FY2021 and Updates on Major Businesses

**Efforts for Sustainable Growth** 

**Capital Management** 

**Reference Material** 

### Outline of Financial Results for FY2021

- Net income attributable to owners of parent: JPY109.9 bn
  - Down JPY14.5 bn, or 11.6%. YoY Progress rate against the full year target\*1: 75.8%
- Actual net operating profit : JPY186.0 bn Down JPY37.9 bn. or 16.9%. YoY

Core income [Net interest income from loans and deposits + Fee income + Operating expenses]: Up JPY13.6 bn, YoY

- Gross operating profit: JPY601.9 bn. Down JPY37.1 bn. or 5.8%, YoY
  - Net interest income from domestic loans and deposits : Down JPY2.3 bn, YoY

Average loan balance: +2.42%, YoY, Loans rate: down by 3bps, YoY [Excluding loans to the Japanese government and others] Average loan balance: +1.95%, YoY, Loans rate: down by 2bps, YoY Both loan balance and loan rate were in line with the plan.

- Fee income: Up JPY16.8 bn, YoY, Fee income ratio: 34.6% Fee income increased 8.7%, YoY, which is a record high level Increased driven by growth in asset formation support business and corporate solution
- Net gains on bonds (including futures): Down JPY67.9 bn, YoY Implemented to restore soundness of securities portfolio mainly of foreign bonds
- Operating expenses: JPY416.3 bn, increased by JPY0.8 bn, YoY Operating expenses improved compared to the plan due to KMFG cost reduction and other factors.
- Credit related expenses : JPY58.7 bn (cost), increased by JPY1.2 bn, YoY

Credit related expenses increased by JPY14.7 bn compared to the plan due to revising down the obligor categories of certain corporate borrowers.

- Announced the new plan for reduction in policy-oriented stocks (May '22)
  - Plan to reduce JPY80.0 bn in 4 years (Apr. '22 Mar. '26) (Double the pace of reduction)

	HD consolidated (JPY bn)		FY2021	YoY ch		Target for FY2022
	(JF I bil)		(a)	(b)	% (c)	(d)
	t income attributable to ners of parent	(1)	109.9	(14.5)	(11.6)%	150.0
EF	PS (yen)	(2)	45.41	(8.78)	(16.2)%	
BF	PS (yen)	(3)	1,025.01	+16.19	+1.6%	
R	DE(stockholders' equity)*2	(4)	5.63%	(1.24)%		
	Gross operating profit	(5)	601.9	(37.1)	(5.8)%	
	Net interest income	(6)	429.1	+11.7		
	NII from loans and deposits*3	(7)	337.9	(2.3)		
	Fee income	(8)	208.3	+16.8		
	Fee income ratio	(9)	34.6%	+4.6%		
	Trust fees	(10)	20.8	+1.6		
	Fees and commission income	(11)	187.4	+15.2		
	Other operating income	(12)	(35.5)	(65.7)		
	Net gains on bonds (including futures)	(13)	(53.8)	(67.9)		
	Operating expenses (excluding group anks' non-recurring items)	(14)	(416.3)	(0.8)	(0.2)%	
	Cost income ratio (OHR)	(15)	69.1%	+4.1%		
A	Actual net operating profit	(16)	186.0	(37.9)	(16.9)%	
	Net gains on stocks including equity derivatives)	(17)	47.1	+9.8		
C	Credit related expenses, net	(18)	(58.7)	(1.2)		
C	Other gains, net	(19)	(18.8)	+0.7		
	let income before income taxes and non-controlling interests	(20)	155.6	(28.6)	(15.5)%	
lı	ncome taxes and other	(21)	(45.5)	+9.0		
	Net income attributable to non-controlling interests	(22)	(0.1)	+5.0		

<sup>\*1.</sup> Full year target of FY2021: JPY145.0 bn , released in May '21

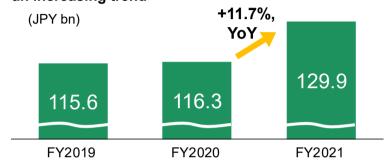
<sup>\*2.</sup> Net income attributable to owners of parent / Total shareholders equity (simple sum of the balance at the beginning and the end of the term/2) **© Resona Holdings, Inc.** 

<sup>\*3.</sup> Total of non-consolidated domestic banking accounts of group banks, deposits include NCDs

## Review of FY2021 and Outlook for the Final Year of the Medium-term Management Plan(FY2022) (1)

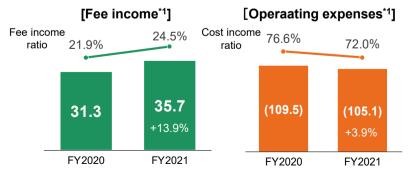
### Progress in income and cost structure reforms

 Core income [Net interest income from loans and deposits + Fee income + Operating expenses] remained on an increasing trend



■ Evolution of Kansai Mirai Financial Group





\*1. KMFG consolidated \*2. Including corporation and external group

- Expansion consulting business based on F2F
  - Asset formation support business income: 42.4 bn (+16.3%, YoY)
  - Succession-related income: 23.4 bn (+26.8%, YoY)
    - > Real estate business income: 13.5 bn (+27.9%, YoY)
    - ➤ M&A income : 3.9 bn (+38.9%, YoY)
- Focused business has grown to "earnings pillar"
  - # of App DL : 5.02 mil (+36.6%, YoY), and external group 0.69 mil
  - Fund wrap income: JPY8.2 bn (+47.0%, YoY)
     Balance of fund wrap \*2: JPY756.8 bn (+40.9%, YoY).
     Of which, external group JPY40.8 bn
    - > Roll out the fund wrap across regional financial institutions
      - Bank of Yokohama (Apr. '21 -), Keiyo bank (Jun. '22 -, plan)
  - Debit card income: JPY4.3 bn (+27.9%, YoY)# of debit card issued: 2.96 million (+19.2%, YoY)
- Breaking free of the bank model / Initiatives for next growth
  - Progress of financial digital platform
    - "Verification testing" and "established a consortium" related to facial recognition-based individual authorization (Dec. '21)
    - Capital and business alliance with BrainPad Inc. for the purpose of strengthen data utilization (Feb. '22)
    - > Develop an organizational structure to accelerate business

FinBASE (Established in Apr. '22)

- Supporting SME customers' promotion of DX
   Resona Digital Hub (Established in Apr. '22)
- Solving regional issues

Regional Design Laboratory of Saitama (Established in Oct. '21)

Mirai Reenal Partners (Established in Mar. '22)



## Review of FY2021 and Outlook for the Final Year of the Medium-term Management Plan(FY2022) (2)

### Strengthen sustainability initiatives

■ Formulation of long-term sustainability targets (Jun. '21)

1. Retail Transition Finance

Cumulative total of JPY10 trillion (FY2021 to FY2030)

2. Carbon Neutrality

Net zero CO2 emissions

(By the end of FY2030, Scope 1 & 2) 3. Empowerment and Promotion of Women

10% or greater growth from the current levels (By the end of FY2030)

Formulation of Resona group basic policy on sustainability (Apr. '22)

### Appropriate response to changes in the business environment

- Measure to restore soundness of securities portfolio (4Q of FY'21)
  - Aim for ensuring flexibility and soundness for the future
     ⇒ Correspondence of soundness in 4Q of FY'21 :
     Approx. JPY(55.0) bn
- Response to credit risk
  - Reserve for revising down the obligor categories of certain corporate borrowers
    - ⇒ Credit cost in 4Q of FY'21 : JPY(38.1) bn
  - Exposures to Russia, Ukraine, Belarus : Zero
    - Strengthen monitoring that screening for indirectly affected industries, etc.
  - COVID-19 related preemptive provisioning : As of Mar. '22 JPY8.8 bn

- Retail Transition Finance
  - Cumulative total in FY2021 : JPY845.8 bn
  - Promotion of dialogue with customers
    - ➤ SDGs / SX questionnaire : Approx. 31 thousand\*1

(Oct. '21 - Mar. '22)

- New loan products with conditions linked to ESG target accomplishments across the Group
  - "Resona SX Framework Loan" "TryNow", etc (Oct. '21 )
- Expansion of human capital investment
  - Apr. '21 new personnel system ⇒ Multi-path(19 courses), options for retirement age
  - Expansion of comprehensive career support system

Achieved the plan on reduction in policyoriented stocks one year ahead of schedule

Act. JPY(30.9) bn (2 years : Apr. '20 - Mar. '22)

The new target that doubles the pace of reduction announced in May '22 ⇒ page 17

Previous plan
JPY(30.0) bn (3 years)

JPY(10.0) bn/year

New plan JPY(80.0) bn (4 years)

JPY(20.0) bn/year

Resona Holdings, Inc.

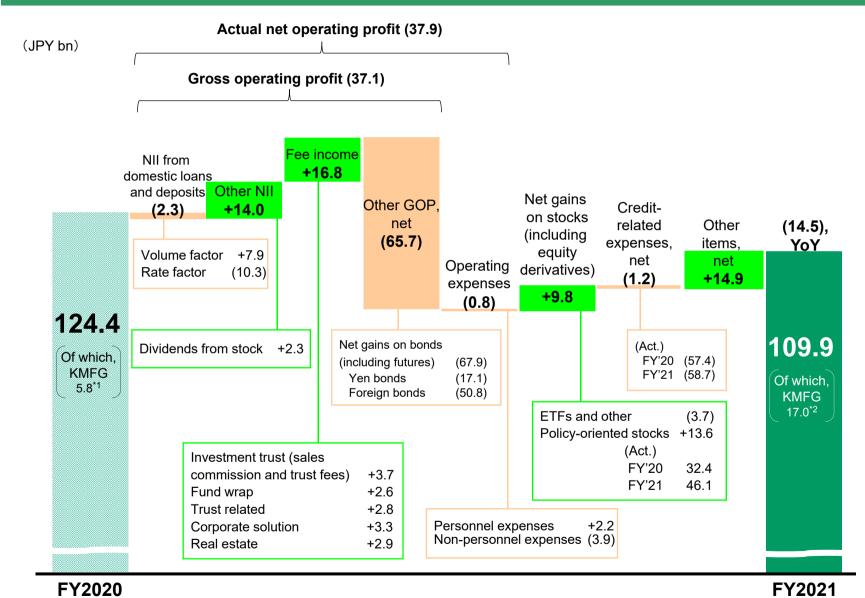
### **Breakdown of Financial Results**

(JPY bn)		Resona l (Conso	_	Total of gr	oup banks	Resona	Resona Saitama		I group		Difference	
(01 1 511)			YoY		YoY	Bank	YoY	Resona Bank	YoY	banks under KMFG	YoY	
		(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(a)-(c)
Gross operating profit	(1)	601.9	(37.1)	544.8	(38.1)	306.7	(32.6)	101.4	(9.1)	136.7	+3.7	57.0
Net interest income	(2)	429.1	+11.7	422.2	+11.8	230.3	+8.8	84.1	+0.9	107.6	+2.1	6.9
NII from domestic loans and deposits	(3)			337.9	(2.3)	174.6	+0.7	68.3	(1.8)	94.9	(1.3)	
Net gains on cancellation of investment trusts	(4)	0.8	(0.8)	0.7	(0.2)	*1 _	+1.6	*1 –	+0.0	0.7	(1.9)	0.0
Fee income	(5)	208.3	+16.8	159.6	+15.7	103.8	+9.3	27.5	+1.7	28.3	+4.6	48.6
Fee income ratio	(6)	34.6%	+4.6%	29.3%	+4.6%	33.8%	+6.0%	27.1%	+3.8%	20.7%	+2.9%	
Trust fees	(7)	20.8	+1.6	20.9	+1.6	20.8	+1.6	0.0	+0.0	0.0	+0.0	(0.1)
Fees and commission income	(8)	187.4	+15.2	138.7	+14.0	82.9	+7.7	27.4	+1.7	28.3	+4.6	48.7
Other operating income	(9)	(35.5)	(65.7)	(37.0)	(65.7)	(27.4)	(50.8)	(10.2)	(11.8)	0.7	(3.0)	1.4
Net gains on bonds (including futures)	(10)	(53.8)	(67.9)	(54.0)	(67.9)	*1 (40.4)	(53.3)	*1 (11.8)	(11.7)	(1.7)	(2.8)	0.1
Operating expenses (excluding group banks' non-recurring items)	(11)	(416.3)	(0.8)	(389.7)	+1.2	(212.4)	(2.6)	(75.8)	(0.7)	*2 (101.3)	+4.5	(26.6)
Cost income ratio (OHR)	(12)	69.1%	+4.1%	71.5%	+4.4%	69.2%	+7.4%	74.8%	+6.8%	74.1%	(5.4)%	
Actual net operating profit	(13)	186.0	(37.9)	155.1	(36.9)	94.2	(35.2)	25.5	(9.8)	35.3	+8.2	30.8
Core net operating profit (excluding gains on cancellation of investment trusts)	(14)			214.2	+31.1	141.2	+18.7	36.6	(0.4)	36.2	+12.8	
Net gains on stocks (including equity derivatives)	(15)	47.1	+9.8	47.0	+6.1	42.7	+19.8	3.0	(11.8)	1.3	(1.8)	0.0
Credit related expenses, net	(16)	(58.7)	(1.2)	(61.2)	(8.9)	(47.2)	(14.8)	(5.5)	+3.4	(8.3)	+2.5	2.4
Other gains, net	(17)	(18.8)	+0.7	(17.9)	(0.6)	(5.9)	+2.5	(3.1)	+0.6	(8.8)	(3.7)	(0.9)
Net income before income taxes	(18)	155.6	(28.6)	123.0	(40.3)	83.8	(27.6)	19.8	(17.7)	19.4	+5.0	32.5
Income taxes and other	(19)	(45.5)	+9.0	(36.0)	+12.0	(23.6)	+8.6	(5.5)	+5.6	(6.7)	(2.2)	
Net income attributable to non-controlling interests	(20)	(0.1)	+5.0									
Net income (attributable to owners of parent)	(21)	109.9	(14.5)	87.0	(28.2)	60.1	(19.0)	14.2	(12.0)	12.6	+2.8	

<sup>\*1.</sup> Net gains on cancellation of investment trusts are posted in the net gains on bonds since net of the gains and dividends from investment trusts become negative (Net gains on cancellation of investment trusts: JPY(15.5) bn, dividends from investment trusts: +JPY4.8 bn → net amount: JPY(10.7) bn)

<sup>\*2.</sup> Exclude goodwill amortization by KMB, JPY(0.7) bn, related to acquisition of former Biwako Bank

<sup>\*3.</sup> Actual net operating profit - Net gains on cancellation of investment trusts - Net gains on bonds



### **Trend of Loans and Deposits (Domestic Account)**

### Average loan / deposit balance, rates and spread

#### FY'21 (YoY)

Average loan balance : +2.42%, Loan rate : (3) bps

[Excluding loans to the Japanese government and others]

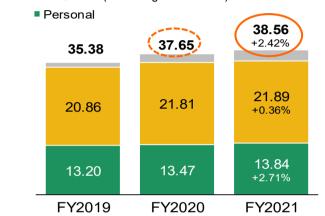
Average loan balance: +1.95%, Loan rate: (2) bps => FY'22 (plan) +1.46% (2) bps

<i>(</i>		,	FY2	021	FY2	022
Avg. bal : Trillion Income/Cost : Billi			Act.	YoY <sup>*3</sup>	Plan	YoY <sup>*3</sup>
			(a)	(b)	(c)	(d)
	Avg. Bal.	(1)	38.56	+2.42%	39.14	+1.48%
Loans	Rate	(2)	0.88%	(0.03)%	0.86%	(0.02)%
	Income	(3)	342.5	(3.2)	337.5	(4.9)
Corporate banking	Avg. Bal.	(4)	21.89	+0.36%	22.04	+0.68%
business unit <sup>*1</sup>	Rate	(5)	0.83%	+0.00%	0.81%	(0.01)%
Corporate	Avg. Bal.	(6)	18.49	+1.26%	18.73	+1.28%
Loan	Rate	(7)	0.78%	+0.01%	0.77%	(0.00)%
Personal banking	Avg. Bal.	(8)	13.84	+2.71%	14.13	+2.08%
business unit <sup>*2</sup>	Rate	(9)	1.11%	(0.06)%	1.07%	(0.04)%
	Avg. Bal.	(10)	59.24	+5.71%	59.75	+0.87%
Deposits (Including NCDs)	Rate	(11)	0.00%	(0.00)%	0.00%	(0.00)%
	Cost	(12)	(4.5)	+0.8	(4.0)	+0.5
l a so to domanit	Spread	(13)	0.88%	(0.02)%	0.85%	(0.02)%
Loan-to-deposit	Net interest income	(14)	337.9	(2.3)	333.5	(4.4)

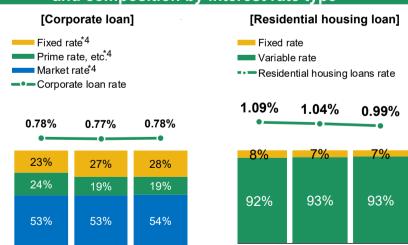
### Trend of average loan balance

[Average loan balance (JPY tn)] % represents YoY change





### Loan rate on a stock basis and composition by interest rate type



<sup>\*1.</sup> Corporate Banking Business Unit: Corporate loans (excluding loans to HD) + apartment loans, Figures are for internal administration purpose

2020/3

2021/3

2022/3

2021/3

2022/3

2020/3

<sup>\*2.</sup> Personal Banking Business Unit: Residential housing loans + other consumer loans, Figures are for internal administration purpose

<sup>\*3.</sup> Average balance: rate of change \*4. Corporate banking business unit (excluding apartment loans) + public corporation, etc.

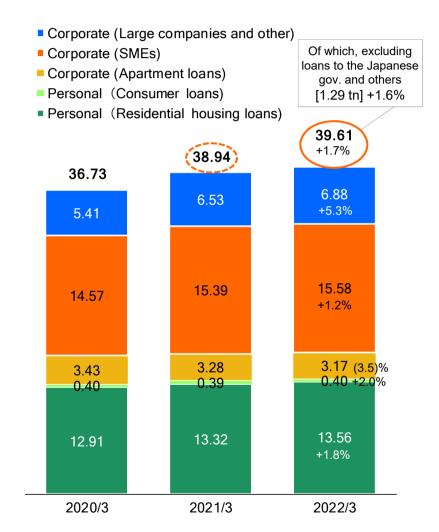
### **Term-end Balance of Loans and Deposits**

#### Term-end loan balance

### Term-end deposit balance

JPY tn, % represents YoY change

JPY tn, % represents YoY change



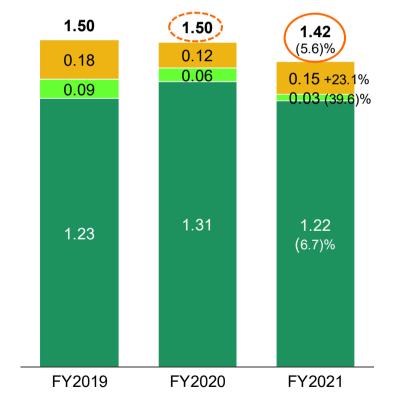


### **Housing Loan Business**

### **New housing loan origination**

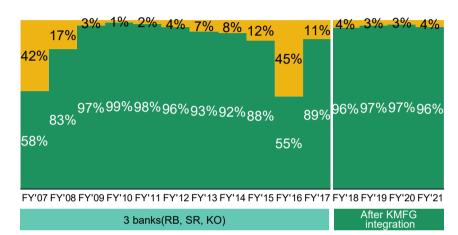
JPY tn, % represents YoY change

- Apartment loan
- Flat 35
- Residential housing loan

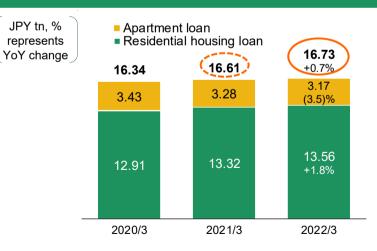


### Composition of newly originated residential housing loans by interest rate type

- Share of fixed rate residential housing loans
- Share of variable rate residential housing loans

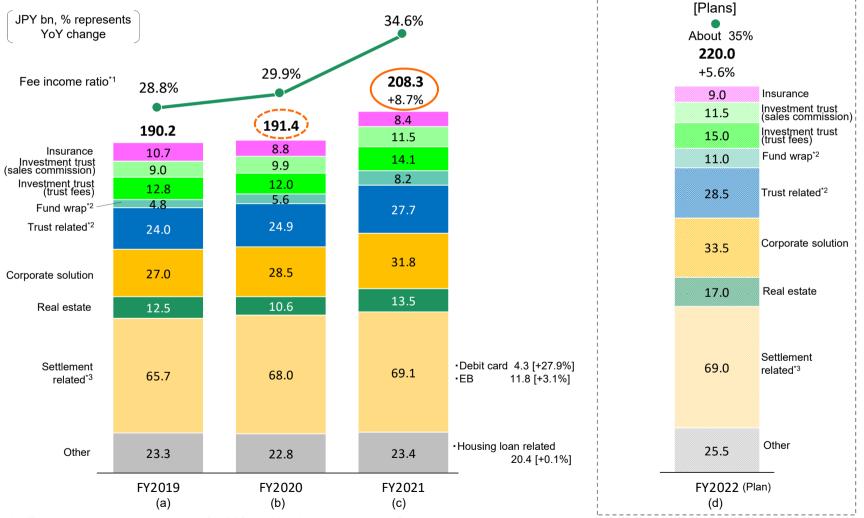


### Term-end housing loan balance



### **Fee Income**

- Consolidated fee income ratio\*1: 34.6%
- Increased driven by growth in investment trust (+3.7 bn, +16.9%, YoY), corporate solution (+3.3 bn, +11.8%, YoY), fund wrap (+2.6 bn, +47.0%, YoY), etc.
- Succession-related income (asset and business succession related trust / real estate / M&A): JPY23.4 bn (+4.9 bn, +26.8%, YoY)



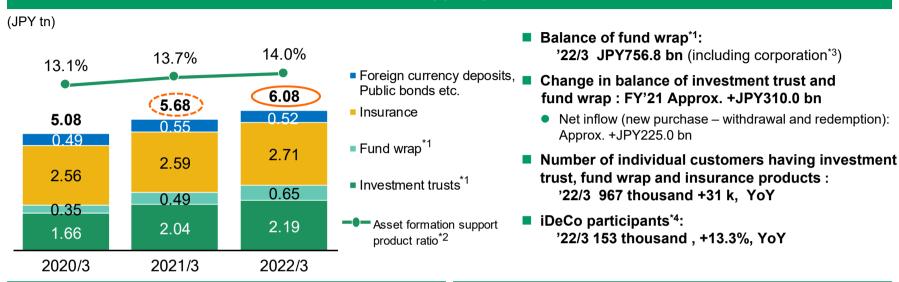
<sup>\*1. (</sup>Fees and commission income + trust fees) / Consolidated gross operating profit

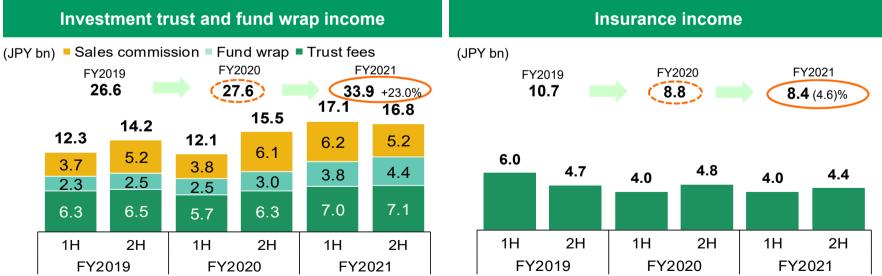
<sup>\*2.</sup> Including fee income earned by Resona Asset Management \*3. Fees and commission from domestic exchange, account transfer, EB, debit card, etc. and fee income earned by Resona Kessai Service and Resona Card



### Major Fee Businesses(1) (Asset Formation Support Business)

### Balance of asset formation support products sold to individuals





\*4. iDeCo participants + members giving investment instructions

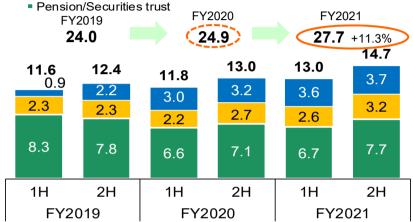


### Major Fee Businesses(2) (Trust, Corporate Solution, Real Estate Business)

#### Trust-related business income

(JPY bn)

- Resona Asset Management
- Trust solution offered for asset and business succession



- Asset and business succession

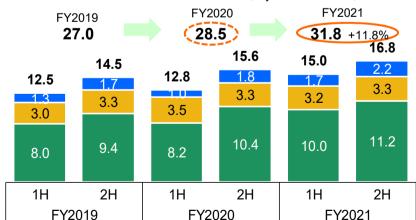
  Number of new asset succession-related contracts

  8,469 in FY2020 ⇒ 8,469 in FY2021
- Securities trust Total assets in custody (Average balance) JPY37.72 tn in FY2020 ⇒ JPY40.35 tn in FY2021, +6.9%
- Pension trust Total assets entrusted (Average balance) JPY5.32 tn in FY2020 ⇒ JPY5.72 tn, in FY2021, +7.5%

### Corporate solutions business income

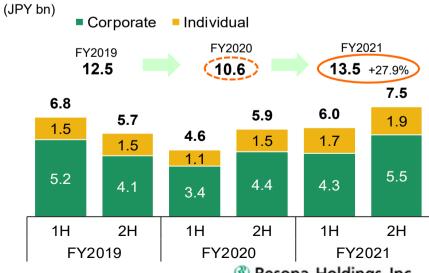


■ M&A ■ Private notes ■ Commitment line, Syndicated loans, Covenants



#### \*1. Excluding gains from investments in real estate funds

### Real estate business income\*1



### **Credit Costs and NPL**

#### **Credit costs**

	FY2019	FY2020	FY2021	FY2022
(JPY bn)				Plan
	(a)	(b)	(c)	(d)
Net credit cost (HD consolidated) (1)	(22.9)	(57.4)	(58.7)	(38.0)

Net credit cost (Total of group banks)	(2)	(18.8)	(52.3)	(61.2)	(31.0)
General reserve	(3)	(4.7)	(15.9)	(7.2)	
Specific reserve and other items	(4)	(14.0)	(36.3)	(53.9)	
New bankruptcy, downward migration	(5)	(27.1)	(45.0)	(66.0)	
Collection/ upward migration	(6)	13.1	8.7	12.0	

Difference (1) - (2)	(7)	(4.1)	(5.1)	2.4	(7.0)
HL guarantee subsidiaries	(8)	(2.3)	(0.5)	6.5	
Resona Card	(9)	(2.1)	(1.5)	(1.4)	

<credit cost="" ratio=""></credit>			(bps)

					· · · ·
HD consolidated*1	(10)	(6.2)	(15.0)	(14.8)	(9.4)
Total of group banks <sup>*2</sup>	(11)	(5.0)	(13.4)	(15.1)	(7.5)

<sup>\*(</sup>Note) Positive figures represent reversal gains

### NPL balance and ratio (Total of group banks)

(Financial Reconstruction Act criteria)

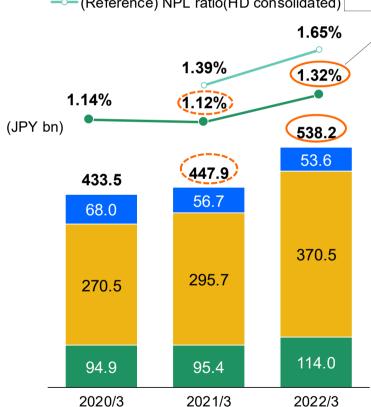
Unrecoverable or valueless claims

Risk claims

Special attention loans



Net NPL ratio\*3 0.30%



<sup>\*1.</sup> Credit cost / (Loans and bills discounted + acceptances and guarantees) (Simple average of the balances at the beginning and end of the term)

<sup>\*2.</sup> Credit cost / total credits defined under the Financial Reconstruction Act (Simple average of the balances at the beginning and end of the term)

<sup>\*3.</sup> Net of collateral, guarantees and loan loss reserves

### **Securities Portfolio**

### Securities portfolio\*1

			2020/3	2021/3	2022/3	
	(JPY bn)					Unrealized gains/(losses)
			(a)	(b)	(c)	(d)
Availabl securitie	le-for-sale es	(1)	3,055.7	4,480.7	4,159.5	521.2
Stocks	5	(2)	336.9	325.2	305.9	586.3
Bonds		(3)	1,722.8	2,586.4	2,940.1	(33.0)
JGBs	3	(4)	459.6	925.7	1,137.3	(24.4)
Avera (years	ge duration )	(5)	14.8	13.1	9.3	-
Basis (BPV)	point value	(6)	(0.68)	(1.21)	(1.15)	_
	government and ate bonds	(7)	1,263.1	1,660.6	1,802.8	(8.5)
Other		(8)	995.9	1,569.0	913.3	(32.0)
Forei	gn bonds	(9)	554.1	904.8	562.5	(33.0)
Avera (years	ge duration )	(10)	2.4	6.3	6.2	-
Basis (BPV)	point value	(11)	(0.00)	(0.51)	(0.26)	-
Invest (Dom	ment trusts estic)	(12)	435.0	658.4	346.8	(3.7)
Net unr	ealized gain	(13)	420.7	615.3	521.2	
Bonds I		(14)	1,968.4	1,942.2	2,934.7	(30.3)
JGBs		(15)	1,144.2	1,035.6	1,856.1	(26.3)
Net unr	ealized gain	(16)	28.1	11.5	(30.3)	

- Unrealized gains/(losses) in 3 assets (4)+(9)+(12)
  '20/3 +JPY(6.9) bn ⇒ '21/3 JPY(45.1) bn ⇒ '22/3 JPY(61.3) bn
- CLO: Zero

### Status of securities management

### 4Q of FY2021 Initiatives to restore securities portfolio soundness

### <Background>

- Unrealized losses have grown in step with a rapid rise in long-term U.S. interest rates
- Procurement costs are higher due to the upward revision of the U.S. fed funds rate

#### <Objectives>

 Gain flexibility in securities portfolio management for FY2022 and beyond while securing soundness in anticipation of a further rise in interest rates

#### <Specific Measure>

- Foreign bonds and other securities without substantial rationales for continued holding have been divested ahead of schedule
  - ⇒ Recorded an approx. JPY55.0 bn loss on sale of securities in 4Q of FY2021

#### ■ Policies for FY2022

- Decrease weighting toward foreign bonds and maintain a prudent approach for the time being with robust risk control and stronger focus on securing soundness
- In-house plans call for divesting an additional portion of foreign bonds, with the aim of further increasing the portfolio's resilience against rises in interest rates

### **Initiatives to Reduction of Policy-Oriented Stock Holdings**

### Policy for holding policy-oriented stocks\*1

- Since the capital enhancement with public funds, Resona Group has reduced the balance of the policy-oriented stocks to lessen the risk of price volatility. Our basic policy is to continue to reduce the balance of policy-oriented stocks.
- The Group determines whether to hold policy-oriented stocks by evaluating the risks and returns, including feasibility of the development of a trading relationship in a medium- to long-term.

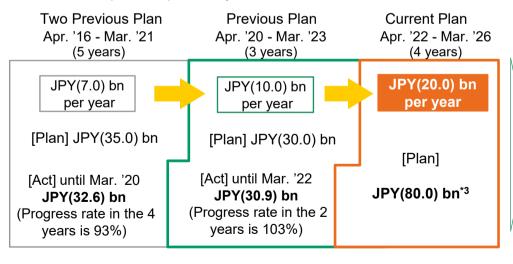
  The Group may also sell stocks in consideration of the market situations, management and financial strategies, even though the Group.
  - The Group may also sell stocks in consideration of the market situations, management and financial strategies, even though the Group considers appropriate for holding from the risk-return perspective.
- Balance of listed stocks disposed in FY2021 (acquisition cost basis): JPY19.3 bn.

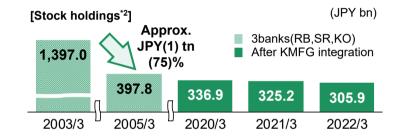
Net gain on sale: JPY45.6 bn (HD consolidated: JPY45.8 bn)

Breakeven Nikkei average: Approx. 8,300 yen

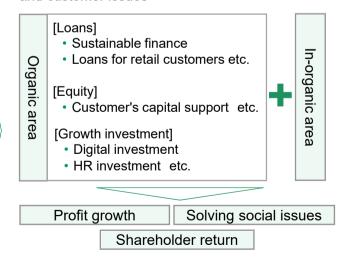
Released the new plan that doubled the pace of reduction (May '22)

• Achieved the previous plan one year ahead of schedule





 Utilized in fields that contribute to solving social and customer issues



<sup>\*1.</sup> Policy-oriented stocks are classified into (1) policy investment stocks and (2) strategic investment stocks, according to the purpose of holding.

Of these, (1) policy investment stocks are targeted for reduction of the balance. All listed shares held by group banks are (1) policy investment stocks

<sup>\*2.</sup> Total of group banks, acquisition cost basis, marketable securities and policy investment stocks only

<sup>\*3.</sup> Reference: Market value of about JPY250 bn (Estimated based on the market value of the policy-oriented stock as of Mar. '22)

### **Capital Adequacy Ratio**

■ CAR (Domestic std.) and CET1 ratio (International std.) as of Mar. 31, 2022 were 11.82% and 13.43%, respectively, maintaining sound capital adequacy level

### **Domestic standard**

( JPY bn )	2021/3	2022/3	Change	
Capital adequacy ratio	(1)	11.54%	11.82%	+0.28%
Total capital	(2)	2,003.4	2,027.7	+24.3
Core Capital: instruments and reserves	(3)	2,076.3	2,103.1	+26.8
Stockholders' equity	(4)	1,836.1	2,018.9	+182.7
Adjusted non-controlling interests	(5)	170.9	7.8	(163.0)
Reserves included in Core Capital	(6)	54.1	60.7	+6.5
Subordinated loans and bonds subject to transitional arrangement	(7)	43.5	34.7	(8.7)
Core Capital: regulatory adjustments	(8)	72.8	75.3	+2.4
Risk weighted assets	(9)	17,351.9	17,150.2	(201.7)

#### Change in total capital

Stockholders' equity

+182.7 bn

· Net income attributable to owners of parent

+109.9 bn +184.5 bn

 Increase in capital surplus due to change in ownership interest of KMFG

104.5 01

Share buyback\*

(58.5) bn

Dividends distributed

(50.6) bn

\*(40.9) bn (released in May '21),

(10.0) bn (released in Nov. '21),

(7.6) bn (establishment of the Employee Stock Ownership Plan)

#### Group banks, Bank holding company

	Resona	Saitama	KMFG
Domestic standard	(Consolidated)	Resona (Consolidated)	(Consolidated)
Capital adequacy ratio	11.14%	15.28%	8.74%

### (Reference) International standard

( JPY bn )		2021/3	2022/3	Change
Common Equity Tier1 capital ratio	(10)	13.31%	13.43%	+0.12%
Excluding net unrealized gains on available-for-sale securities	(11)	10.81%	11.26%	+0.45%
Tier1 capital ratio	(12)	13.50%	13.45%	(0.05)%
Total capital ratio	(13)	14.14%	13.81%	(0.33)%
Common Equity Tier1 capital	(14)	2,355.9	2,343.8	(12.0)
Instruments and reserves	(15)	2,436.5	2,420.8	(15.7)
Stockholders' equity	(16)	1,836.1	2,018.9	+182.7
Net unrealized gains on available-for-sale securities	(17)	442.9	378.5	(64.3)
Adjusted non-controlling interests	(18)	143.4	3.6	(139.8)
Regulatory adjustments	(19)	80.5	76.9	(3.6)
Other Tier1 capital	(20)	32.8	2.6	(30.2)
Tier1 capital	(21)	2,388.8	2,346.5	(42.3)
Tier2 capital	(22)	114.2	62.3	(51.9)
Total capital (Tier1+Tier2)	(23)	2,503.1	2,408.8	(94.2)
Risk weighted assets	(24)	17,691.0	17,442.3	(248.7)

#### (Reference)

■ Trial calculation based on the finalization of Basel 3
CET1 ratio: Approx. 9.3%\*

(Excluding net unrealized gains on available-for-sale securities)

\*Trial calculation which took into consideration the estimated increase in RWAs owing to the finalization of Basel 3 (SA and capital floor revisions) based on the actual CET1 ratio excluding net unrealized gains on available-for-sales securities as of Mar. 31, 2022 reported as (11) in the above table

### **Earnings Targets for FY2022**

### **HD** consolidated

(JPY bn)		Full-year	YoY change
et income attributable to owners of arent	(1)	150.0	+40.1
KMFG consolidated	(2)	20.0	+3.0
Difference	(3)	14.5	(3.9)

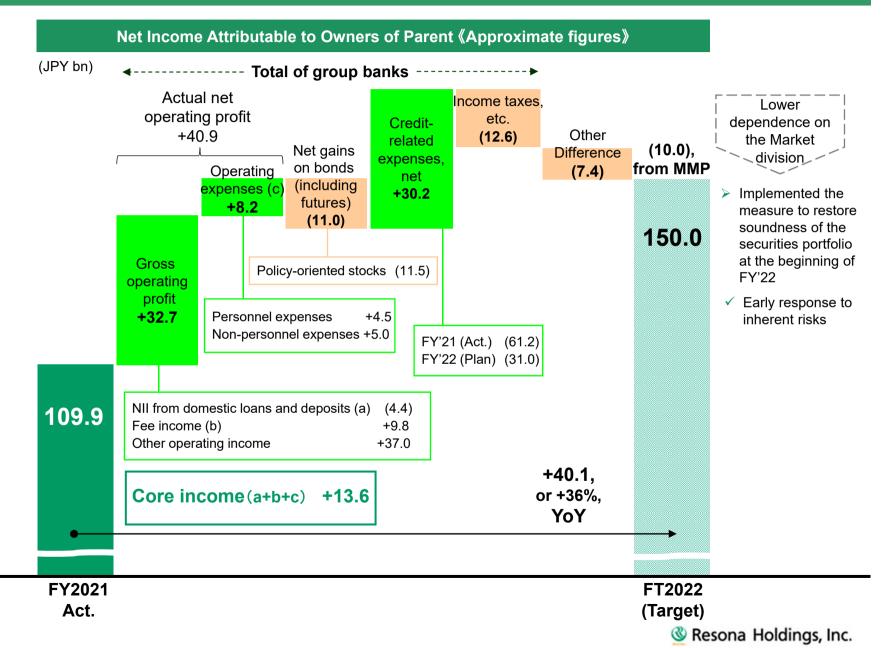
### **Common DPS**

		DPS	YoY change
Common stock (annual)	(4)	21.0 yen	-
Interim dividend	(5)	10.5 yen	-

### **Total of group banks**

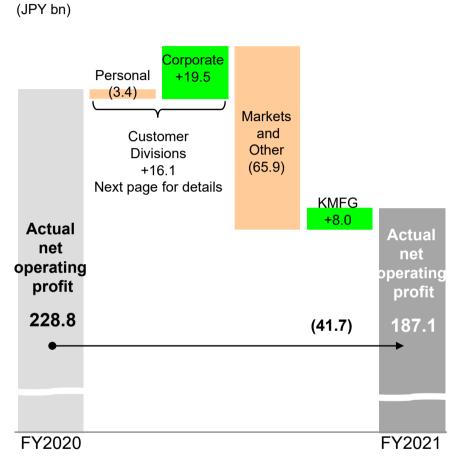
(JPY bn)		Total of group banks		Resona Bank		Saitama Resona Bank		KMFG (total of group banks)	
		Full-year	YoY change	Full-year	YoY change	Full-year	YoY change	Full-year	YoY change
Gross operating profit	(6)	577.5	+32.7	325.5	+18.8	111.5	+10.1	140.5	+3.8
Operating expenses	(7)	(381.5)	+8.2	(205.5)	+6.9	(74.0)	+1.8	(102.0)	(0.7)
Actual net operating profit	(8)	196.0	+40.9	120.0	+25.8	37.5	+12.0	38.5	+3.2
Net gains on stocks (including equity derivatives)	(9)	36.0	(11.0)	30.0	(12.7)	3.5	+0.5	2.5	+1.2
Credit related expenses, net	(10)	(31.0)	+30.2	(17.0)	+30.2	(6.0)	(0.5)	(8.0)	+0.3
Income before income taxes	(11)	190.0	+67.0	131.0	+47.2	32.0	+12.2	27.0	+7.6
Net income	(12)	134.5	+47.5	93.0	+32.9	22.5	+8.3	19.0	+6.4
Core income <sup>*1</sup>	(13)	121.5	+13.6						

<sup>\*1.</sup> Net interest income from domestic loans and deposits + Fee income + Operating expenses



### (Reference) Outline of Financial Results of Each Segment

	(JPY bn)			FY2021	YoY Change	
		Gross operating profit	(1)	462.6	+20.7	
	Customer Divisions	Operating expense	(2)	(304.1)	(4.5)	
	DIVISIONS	Actual net operating profit	(3)	158.5	+16.1	
		Gross operating profit	(4)	179.6	(2.4)	
	Personal Banking	Operating expense	(5) (154.6)		(0.9)	
	Danking	Actual net operating profit	(6)	25.0	(3.4)	
	_	Gross operating profit	(7)	282.9	+23.1	
	Corporate Banking	Operating expense	(8)	(149.5)	(3.6)	
		Actual net operating profit	(9)	133.5	+19.5	
		Gross operating profit	(10)	(6.3)	(65.3)	
	Markets and Other	Operating expense	(11)	(7.0)	(0.5)	
	Othor	Actual net operating profit	(12)	(12.9)	(65.9)	
		Gross operating profit	(13)	146.6	+3.6	
	KMFG	Operating expense	(14)	(105.1)	+4.3	
		Actual net operating profit	(15)	41.5	+8.0	
		Gross operating profit	(16)	602.9	(40.9)	
	Total	Operating expense	(17)	(416.3)	(8.0)	
		Actual net operating profit	(18)	187.1	(41.7)	



Definition of management accounting

- 1. "Customer Divisions" and "Markets and Other" segment refer to the HD Consolidated subsidiaries, except KMFG consolidated subsidiaries.
- 2. Gross operating profit of "Markets" segment includes a part of net gains/losses on stocks. "Other" segment refers to the divisions in charge of management and business administration.

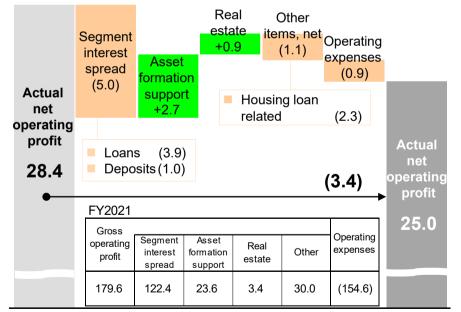
### (Reference) Outline of Financial Results of Customer Divisions

### **Personal Banking Segment**

Actual net operating profit : Down JPY3.4 bn, YoY

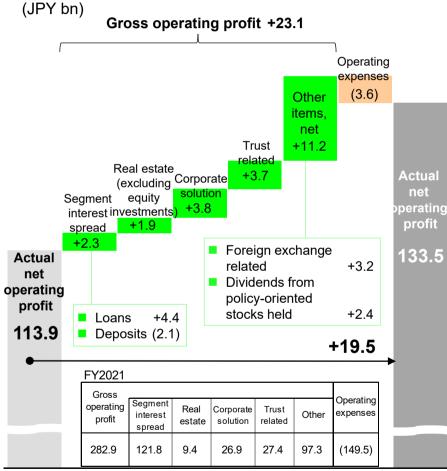
(JPY bn)

Gross operating profit (2.4)



### **Corporate Banking Segment**

Actual net operating profit : Up JPY19.5 bn, YoY



FY2020 FY2021 FY2020 FY2021

### (Reference) Outline of Balance Sheet (Mar. 31, 2022)

#### Total assets JPY78.1 tn

#### Large companies Sound loan portfolio Deposits Stable funding structure Loans and other\*1 18.4% **JPY JPY** Consists mostly of housing Strong deposit base 60.9 tn 39.5 tn supporting low-cost funding loans and small-lot loans to SMEs\*1 Personal SMEs 39.3% Ratio of personal deposits to deposits\*1 total deposits: 60% Sound housing loans portfolio 60.8% based on the strict screening Avg. cost of deposits: 0.007% model Housing Ratio of loans and bills loans\*1 discounted to total deposits: 42.2% Approx. 65% Composition of loan portfolio Composition of deposits\*4 **Securities JPY7.7 tn** Corporate JGB JPY2.9 tn\*1 deposits\*1 22% 31.5% Other Assets JPY30.8 tn 8.5 tn Liquid **Fixed Rate** Other 7.7% deposits 27% Deposits at NCDs\*1 JPY0.9 tn Corporation (JPY19.2 tn) PY14.3 tn) Corporation\*2 Prime BOJ\*1 Liauid Other liabilities 34% Rate deposits (JPY25.0 tn JPY27.3 tn JPY13.7 tn 34% 49% Individual JPY37.0 tn) deposits BOJ loans JPY9.0 tn Market 66% Rate\*3 **Total equity JPY2.4 tn** 30% Other 1% Prime Time deposits Rate Other 0.4% 48% 18.9 tn 11.8 tn

### **KPIs under the MMP**

	FY'20	FY'21	FY'22 (Target)	
Net income attributable to owners of parent	JPY124.4 bn	JPY109.9 bn	JPY150 bn	
KMFG	JPY11.2 bn	JPY17.0 bn	JPY20 bn	
[Of which contribution to HD consolidated income]	[JPY5.8 bn]	[JPY17.0 bn]	[JPY20 bn]	
Consolidated fee income ratio	29.9%	34.6%	35% level	
Consolidated cost income ratio	65.0%	69.1%	Lower half of the 60%	
ROE*1	6.88%	5.63%	Middle 7%	
CET1 ratio*2	Approx. 9.0%	Approx. 9.3%	Higher half of the 9%	
ESG index selected by GPIF (domestic stock)*3	Aim to be adopted for all indices			

FY'22 (MMP)
JPY160 bn
JPY20 bn
[JPY20 bn]
Over 35%
60% level
8% level
10% level
Aim to be adopted for all indices



<sup>\*1.</sup> Net income / Total shareholders equity (simple sum of the balance at the beginning and the end of the term/2)

<sup>\*2.</sup> Based on the finalization of Basel 3. Exclude unrealized gains on available-for-sale securities
\*3. FTSE Blossom Japan Index, FTSE Blossom Japan Sector Relative Index, MSCI Japan ESG Select Leaders Index, MSCI Japan Empowering Women Index and S&P/JPX Carbon Efficient Index series

## Outline of Business Results for FY2021 and Updates on Major Businesses

### **Efforts for Sustainable Growth**

**Capital Management** 

**Reference Material** 

### Message from the Top Management / For Becoming the "Retail No. 1"

### **Practice Thorough Sustainability Management**

< Our vision >

Issues customers and society are confronting

Creating new customer value
by making use of the Resona's strengths
Business X Innovation

"Retail No. 1"
"A Good Company"

#### Realize income and cost structure reforms

- ◆ Fee income > Cost
- Adapt to changes by leveraging new ideas and approaches

### Financial services group that contributes most to SX of retail customers

- Translate each customer initiative into value of social impact
- Accelerate our own initiatives with Long-Term Sustainability Targets as a driver
  - Retail Transition Finance
  - Carbon Neutrality
  - Diversity & Inclusion (Empowerment and Promotion of Women)





Our history as a retail bank spanning more than a century 16 million individual customers and 500,000 corporate customers
 Largest commercial banking group in Japan with full-line trust banking capabilities
 Diversity in human resources Cutting-edge system / digital infrastructure
 Sound financial position

DNA of reform

### **Message from the Top Management / Adapt to Changes**

Resona takes a pioneering approach Requiring specialist skills Constantly evolving issues confronting More Increasingly complex diverse to adapt to changes our customers and society as a whole ◆ Ceaselessly implement a cycle of "sowing seeds," "ensuring buds sprout" and "securing profitability" Financial Digital Platform A new subsidiary breaking away from the bank model **New Seeds for** Growth Businesses in the SX field ◆ Omni-channel strategy /Integrate face-to-face and digital channel KMFG **New Earnings Pillars**  Expansion of cashless and debit card Rolling out asset formation support / FW Asset formation support ◆ Retail × Trust banking / Rolling out succession business **Further Development** SME loans Housing loan **New Seeds for** Growth Three maneuvers **New Earnings** for enhancing profit **Pillars** Further **Development** Past Recent Present **Future** "Time frame for yielding the profit effect" Decisive reforms on various fronts Declutter ♦ Human resources reforms
♦ Sales approach reforms **Rebuilding Our Foundations**  Business processes reforms Channel network reforms System reforms Strategic areas Cost reductions Maintenance / in two areas management areas Time frame for cost reductions

<sup>\*1.</sup> The above graphs represent no specific date or numerical targets

New Earnings Pillars

### **Integrate Face-to-face and Digital Channel**

### Provide customers with a variety of options and new value

#### Achieve omni-channel

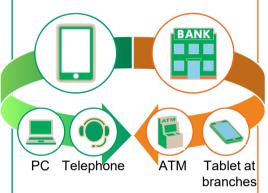
### **Digital channel**

### Optimal solutions anytime, anywhere

Group App represents the largest transactional channel

#### Over 5 million DL

- Expansion of customer base by providing Group APP expanding inside and outside the group
- ✓ Frequent users of the App engage in highly profitable transactions
- Thorough application of the user perspective has yielded highly favorable customer reviews



Continuous and consistent proposals in all channels

#### Face-to-face channel

"Enhancement of customer convenience"

"Low-cost operations"

Largest scale in Japan

Manned branches 815

- Provide values through face-to-face services
- ✓ Integrate consulting services and banking procedures by utilizing tablets
- ✓ Group channel optimization

**Data analytics** 



**Product development** 

#### **External evaluation**

### Our initiatives to proactively facilitating DX

"Only in the banking industry" for the two consecutive years





### **Group App**







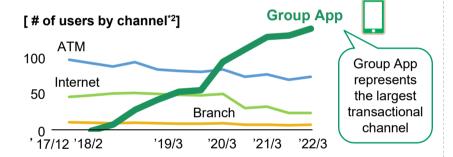
## Promote Digitization to Support the Creation of New Customer Value

### Expansion of App users X High profitability ⇒ Maximize profits

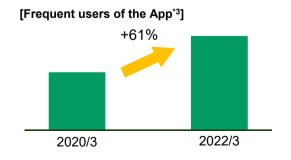
Expanding contact points with customers

### 5.02 million DLs\*1 (+1.34 million, YoY)

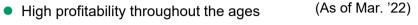
- Roll out the App across the group (MB) as well as outside the group (Mebuki FG, etc.)
- Achieve the plan ahead of schedule (MMP plan 5 mil. DL ⇒ Achieved in Mar. '22)

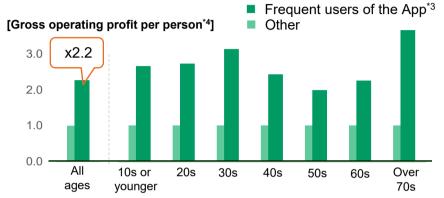


Steady increase of the App frequent users



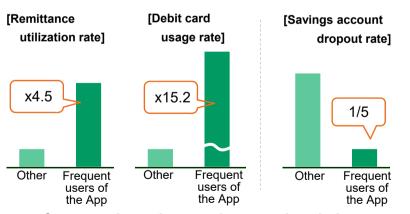
#### ■ Features of the App frequent users





High utilization rate in each transaction





Types of transactions that can be completed via the App also help reduce costs

<sup>\*1.</sup> As of Mar. '22 (Resona Group App + Minato de Group App) \*2. Number of ATM users as of Dec. '17 as 100 (per day, RB)

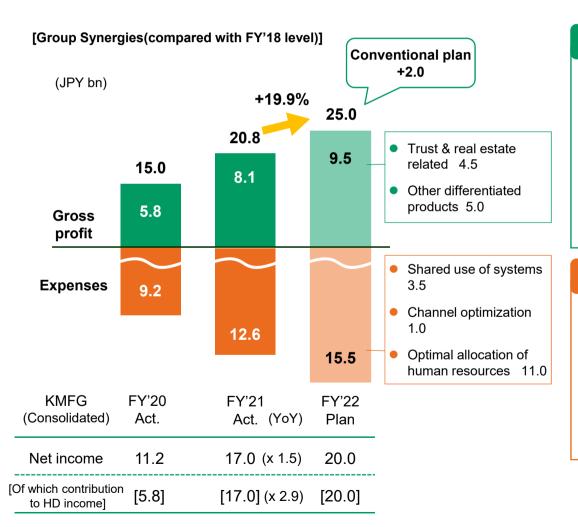
<sup>\*3.</sup> Customers who use the services 3 times or more per month (RB, SR, KMB)

<sup>\*4.</sup> Gross operating profit per person (converted to annual amount). Indexing with "Other" as 1

### **Further Evolution of KMFG**

### Early realization of group synergies through accelerated PMI based on making KMFG as a wholly-owned subsidiary

- Aim to realize synergies of JPY25.0 bn (vs FY'18, up 2.0 bn from the MMP) in FY2022
- MB began offering the Group App, debit cards (Feb. '22~) and the Resona Cashless Platform (Mar. '22~) to its customers



### Develop Resona Group unique products and services

#### <KMFG of FY'21 results>

- Number of Group App setup +53.6%, YoY
- Number of debit card issued +41.0%, YoY
- Number of individual customers having investment trust and FW 211 thousands +4.8%. YoY
- Balance of fund wrap (including corporation)
   112.6 bn,
   +69.2%, YoY

### Control expenses via the optimization of management resources

#### <KMFG of FY'21 results>

- Consolidated cost income ratio(OHR) 72.0%, (4.5)%, YoY
- Volume of clerical work handled by branches 42% reduction, YoY
  - ⇒Introducing a new branch system in FY'22 (KMB)
- BinB location (total) 88 locations (+44, YoY)

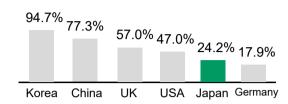
New Earnings Pillars

### **Widespread Use of Cashless Payment**

#### [Cashless market-size\*1]



#### [Cashless rates of other countries (2018)\*3]



#### [Debit card income of Resona (JPY bn)]



(Million)

### Improve convenience for individual customers / Support for corporate customers' digitalization

#### **Debit card**

#### # of debit card issued

2.96 million (+0.47 million, +19..2% from Mar. '21)

Equipped as standard in the deposit account

Instantly issued at all branches

Expansion to KMFG

### Frequency of use

Widespread use of cashless payment

High affinity with Group App

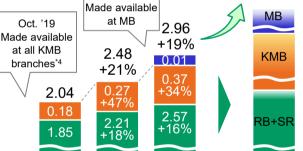
Touch settlement support

Link with Club Point

### Amount of transactions using debit cards +29.5%, YoY



## [# of debit card issued] Feb. '22 Made available



'20/3 '21/3 '22/3 Future

### Resona Cashless Platform (RCP)

#### Acquiring service (B2C)

⇒ Introduction (planned):

Mar. '22 Approx. 2,800 corporate customers (Approx. +17% from Sep. '21), 13,000 stores (Approx. +18% from Sep. '21)

Mar. '23 (target) 4,000 customers

Mar. '22 Made available at MB

With an all-in-1 terminal responding to diverse payment needs

### (plans call for initiating the acceptance of applications in Jul. '22)

Help make bill-paying more efficient

- (1) Upload bills
- (2) Prepare data for bank transfer
- (3) Execute transfer
- (4) Store electronic data

A one-stop system encompassing the above services

Resona One-Stop Payment





**New Earnings Pillars** 

**Further Development** 

### **Asset Formation in the 100-Year Life**

[Average life\*1] [Proportion of financial assets (2021)\*2] [Fund wrap income of Resona (JPY bn)] 4% 27% <sup>1%</sup>10% Japan 54% [2015-2020] [2050-2055] +47.0% Euro 9% 1%18% Men: 81.28 y/o Men: 85.45 v/o area 5.6 4.8 USA 29% 4% 37% 13% Women: 87.47 y/o Women: 91.64 y/o ■ Inv. trusts ■ Insurance Shares Others Currency Bonds FY'19 FY'20 and pension and

deposits

Asset management know-how has been nurtured through corporate pension asset management ⇒ Provide such know-how to a broad range of retail customers outside the Group's customer base

reserves

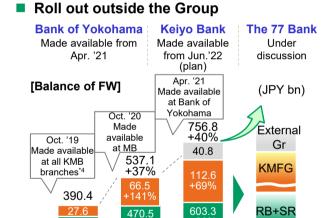
### **Fund wrap**

- '22/3 Balance: JPY756.8 bn (+40.9%, YoY)\*3
- Designing products that are highly compatible with bank customers
  - ✓ Stable asset management approach with a discretionary contract
  - ✓ Convenient asset administration functions
  - ✓ Low cost

[Anticipated source of



- Strive to secure longer contract periods by strengthening our follow-up service structure
  - Periodic receipt service (May '19~)
  - Proxy agent function (Jan. '22~)



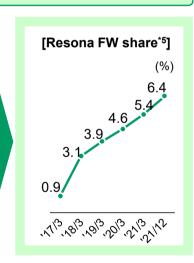
+29%

'21/3

+28%

'22/3

equities



8.2

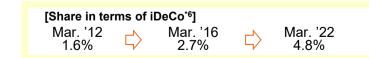
FY'21

#### iDeCo

'20/3

362.8

- '22/3 Participants\*6 153 thousands(+18 thousands, YoY)
  - Resona's share<sup>\*7</sup> in terms of "iDeCo+" subscribers: 27.3%
    - ⇒ Contributing to the enhancement of employee benefit programs in place at our SME customers



Future

- \*1. National Institute of Population and Social Security Research and Statistics Dpt.
- \*3. Including corporation and including balance of fund wrap in banks other than group banks \*4. Began handling former KU in addition to the former KO
- \*5. Market share of Resona's FW in terms of the balance of similar FW products sold by seven major banks in Japan
- \*6. Including firms engaged in the direction of iDeCo operations \*7. Ratio of individuals who have subscribed through Resona to the nationwide total of subscribers Resona Holdings, Inc.

Further Development

### **Supporting Smooth Succession to the Next Generation**

#### [Aging of business owners]

[Average age\*1] 62.49 y/o [Ratio of business owners without successors by age group\*2]

60s: 48.2%, 70s: 38.6%, over 80s: 31.8%



FY'20

[Real estate income of Resona (JPY bn)]



### One-stop solutions backed by our strength as Japan's largest commercial banking group equipped with full-line trust banking capabilities

FY'19

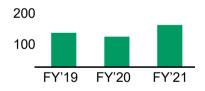
### Wide customer base of a commercial banking group

of oup

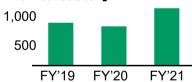
### Trust banking and real estate-related functions

 Offering meticulous services on an ongoing basis with an eye to supporting medium- to long-term business development





[# of contracts concluded for real estate\*3]



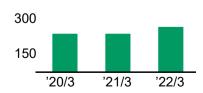
### Diverse solutions supporting business succession

Facilitate dialogue

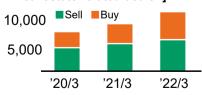
FY'21

- ⇒ meet new opportunities to provide our solutions / lending
- Resona Corporate Investment (Established in Jan. '21)
  - Acquire majority stakes in SMEs
  - Number of consultations (~ Mar. '22): Approx. 400

#### [M&A / # of advisory deals signed]

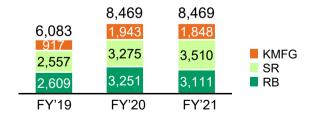


[# of leads for real estate-related deals\*3]



### Rolling out succession trust product packages

[# of new asset succession-related contracts]

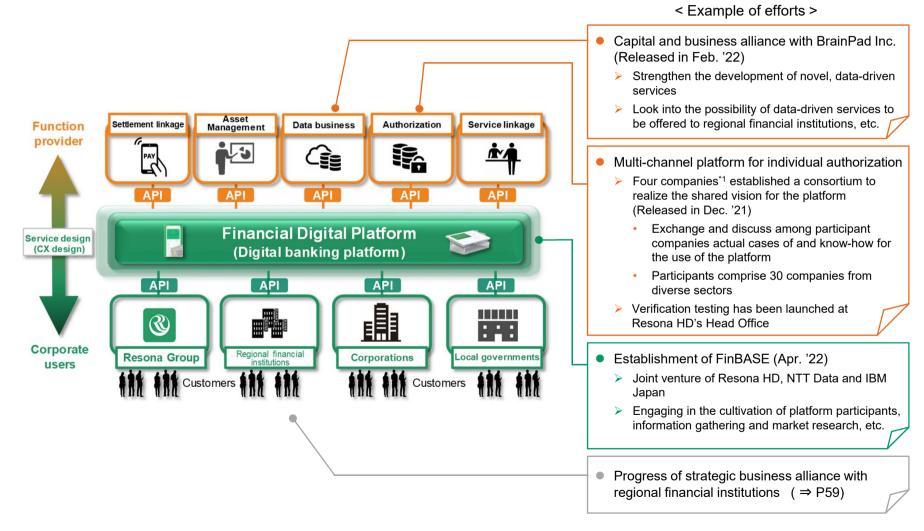


Specialists (M&A, PB, real estate): Mar. '20 467 staffs ⇒ Apr. '22 538 staffs FP 1st grade: approx. 1,780 staffs, FP 2nd grade: approx. 14,160 staffs, Real estate notary: approx. 5,740 staffs

### **Financial Digital Platform(1)**

### Co-creation through wide-ranging external collaboration that transcends the conventional framework

Financial digital platform connecting regional financial institutions, partner companies from different sectors and local governments



### **Financial Digital Platform(2)**

### Develop and expand an ecosystem that ensures win-win relationships for all platform (PF) participants

### <Participants and users of the platform>

### <Expected benefits>



Customers (End-user)

✓ Use a variety of financial and non-financial services at banks, businesses, municipal offices and other facilities that they often visit



Corporate users

- ✓ Smoothly utilize a diverse range of innovative services while delivering such services to end-users
- Choose necessary functions and services from various options offered via a cafeteria system
- Avoid burdens arising from individual negotiations with function providers and cut back on development costs



Function provider

- Be better positioned to provide a broad range of functions and services and secure a profitable track
- ✓ Avoid burdens arising from individual negotiations with corporate users and cut back on development costs



Resona

In addition to providing corporate users and function providers with the above benefits, Resona itself can enjoy the following benefits as the PF operator

- ✓ Receive fees and other income arising from services provided via the PF
- ✓ Enabled to utilize data that, in turn, may help launch new businesses

New Seeds for Growth

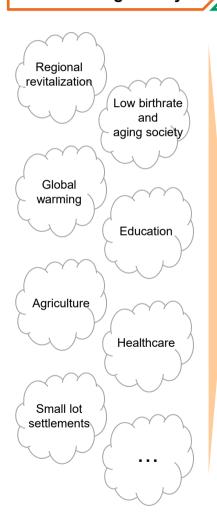
## **New Businesses that Break Away from the Bank Model**

New value creation supported by three drivers: "Digital & Data," "Design-based thinking" and "Open"

Address issues confronting society

Leverage new ideas and approaches

Accelerate to create new businesses



Utilize the CFT\*1

Agile concept



**New work style** 



Employ a broad range of external relationships to pursue co-creation

## Financial Digital Platform

**FinBASE** 

(Established in Apr. '22) ⇒ P34

#### **Data utilization**

BrainPad

(Concluded an agreement for capital and business alliance in Feb. '22) ⇒ P34

## Assist in the promotion of DX

Resona Digital Hub (Established in Apr. '22)

- Provide SME customers with one-stop assistance in their DX efforts
- Act in collaboration with more than 20 external partners, including system companies and IT vendors
- Utilize "advanced banking service company" under the Banking Act

#### Help resolve regionspecific issues

Regional Design Laboratory of Saitama

(Established in Oct '21)

#### Help resolve regionspecific issues

Mirai Reenal Partners

(Established in Mar. '22)

■ Transaction volume: FY2021 845.8 bn (cumulative)
(Target for FY2021 to FY2030: Cumulative total of JPY10 trillion)

 SMEs play an essential role in the nationwide realization of SDGs / SX

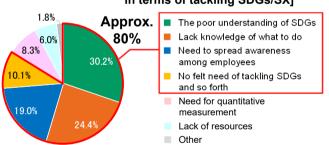
Number of companies	Approx. 99.7%*1
Number of employees	Approx. 70%*1
Added value created	Approx. 53%*1

<Resona's mission>

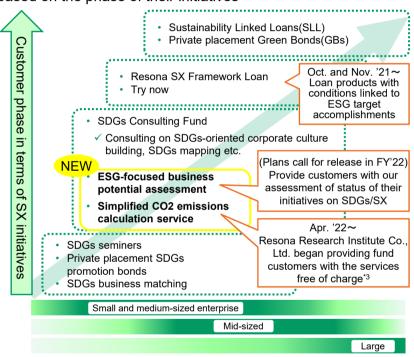
Translate each customer initiative into value of social impact

- Questionnaires regarding SDGs / SX : Approx. 31 thousands companies\*2
  - It was revealed that a considerable number of customers need to shift their awareness

## [Foremost issues that must be addressed in terms of tackling SDGs/SX]



 SX solutions designed to meet differing needs among customers based on the phase of their initiatives



Personal field

Corporate

field

- Provide support for customers who use loans to purchase eco-friendly housing
  - > Privileged status in interest rates, granting points, etc.
    - Facilitate the installation of ZEH,\*4 long-life quality housing, solar panels, etc.
- Strengthen our relations with construction and real-estate businesses
  - Offer information on legal regulations, subsidy programs and other industry trends

## **Carbon Neutrality**

#### The Resona Group is acting as a pioneer in terms of reducing environmental burden

#### ■ Measures to achieve our target (reducing the volume of CO2 emissions\*1 from the Resona Group to net zero by FY2030)

• Place the utmost priority on reducing emissions associated with "energy," which constitutes 90% of emission sources, to this end introducing renewable energy and other solutions

## [Breakdown of FY2020 emissions]

Scope1	5,428 t-CO2
Scope2	51,390 t-CO2
Emissions from energy sources	50,181 t-CO2

## [Progress in the introduction of renewable energy at key Resona Group facilities]

Facilities introducing	Osaka HO of Resona Group	HO of SR	Biwako bldg. of KMB	HO of MB
Estimated reduction in CO2 emissions	(2,325) t-CO2	(1,300) t-CO2	(146) t-CO2	(560) t-CO2
Timing of introduction	Aug. '21	Jun. '21	Jun. '21	Aug. '21

#### [Future initiatives (planned)]

- Introduce renewable energy at an even broader range of facilities
- Implement other initiatives to facilitate carbon neutrality (e.g., switchover to EVs)

#### Future direction

- Formulate a net-zero target encompassing Scope 3 emissions
  - Improve the quality of data regarding the volume of CO2 emissions from our retail customers
  - ➤ Advance the carbon analysis of portfolio ⇒ Participated in a project subsidized by the Ministry of the Environment (Sep. '21~Mar. '22); calculated Scope 3 emissions associated with our customer portfolio

#### [Flow of calculation]

#### (1) Portfolio subject to calculation

Seven carbon-related sectors defined by the TCFD:

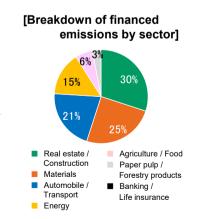
"Real estate / Construction," "Materials," "Automobile / Transport," "Energy," "Agriculture / Food," "Paper pulp / Forestry products," and "Banking /Life insurance"

#### (2) Calculation method

PCAF\*2 standard:

A representative method in terms of the calculation of financed emissions\*3

#### [Calculation results]



#### [Assessment]

- "Energy," "Transport," "Materials" and "Real estate" together constitute a large proportion of the Resona Group's portfolio.
  - The above sectors, excluding "Materials," coincide with "priority sectors" defined by the Group.
- The "Materials" sector comprises a mix of various businesses with a broad range of risk characteristics. Further analysis is necessary.

<sup>\*1.</sup> Scope1, Scope2

<sup>\*2.</sup> Partnership for Carbon Accounting Financials (an organization aimed at formulating standards for calculating carbon footprint associated with investment and financing)

<sup>\*3.</sup> The volume of CO2 emissions attributable to the investment and financing portfolios of financial institutions; financed emissions are calculated based on the value

of investment and financing extended by these institutions to their corporate customers \*4. "Real estate / Construction," "Automotive / Transportation," and "Energy"

### **Diversity & Inclusion**

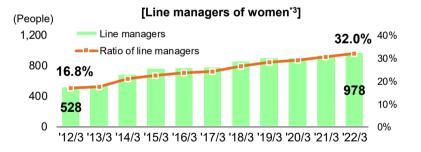
#### Creating corporate value by drawing on diversity

Step up the empowerment of women, to date a source of strength for the Group, ensuring that they serve as a driving force of value creation

Ratio of women	FY2021
Directors and executive officers (HD)	20.0%
Senior managers (six Group companies*1)	12.1%
Line managers (six Group companies*1)	30.5%

	FY2030 Target
	30% or more
)	20% or more
	40% or more

(Reference) The ratio of female managers nationwide\*2: General manager or equivalent positions 8.4% Manager or equivalent positions 10.8%



#### 2020

Ratio of female line managers reaches 30%

#### 2015

Repayment of public funds completed

Introduced a "smart staff" system

First female officer appointed

#### FY2013

Ratio of female line managers reaches 20%

2013 RB commended as one of the "Winners of the Diversity Management Selection 100"

2011 The Diversity Promotion Office established

Prime Ministerial award

2022

2020

HD "Nadeshiko Brand"

SR named one of the Leading Companies

Where Women Shine and chosen to receive

HD ranked #2 in 100 Best Companies Where Women Play Active Part 2022\*4

RB named one of the Leading Companies

Where Women Shine and chosen to receive Minister of State for Gender Equality Award

2008 Revised the personnel system to ensure the same wage for the same work

2005 "Resona Women's Council" launched

2003 Injection of public funds under the Deposit Insurance Act

2002 Renamed Resona Holdings

#### **External evaluation**

2022 "Nadeshiko Brand"(HD)



Leading companies where women shine 2020 Winning the Minister of State for Gender Equality Award (RB)

> 女性が<sup>輝く</sup>2020 先進企業

Ranked #2 in 100 Best Companies Where Women Play Active Part 2022\*4 (HD) Awarded the excellent health and productivity management corporation 2022 (HD)



Obtained
Platinum Kurumin
(all group banks)



Awarded the highest gold rating in the PRIDE Index (for 5 consecutive years) (HD)



<sup>\*3.</sup> RB+SR \*4. Based on a Survey 2022 of Workplace Opportunities for Female Workers undertaken by Nikkei Woman

Rebuilding Our Foundations

## Investment in Human Resources Capable of Supporting Sustainable Growth

#### Developing a personnel system designed to empower diverse human resources to achieve success

2008 : Incorporated the concept of **equal pay for equal work**, taking a pioneering approach to empower diverse individuals to achieve success

2019 : Instituted a post-retirement reemployment system in every job category for those aged 70 or younger

2021: Introduced a new personnel system

⇒ Began to offer an option of delayed retirement (up to age 65), Multi-path personnel system (19 distinct job categories)

#### Accelerating companywide human resource development efforts

- Upon the introduction of the new personnel system, the pace of efforts to develop human resources sped up further in line with the shared slogan "people grow at Resona."
- Developing a structure to provide comprehensive career development assistance to every employee in their pursuit of personal career goals

Want to lear	rn about available ca	reer options	Want to see	ek consultation	Want to realize my career goals			
Career Guidebook	Videos showcasing possible career paths	Career College	Support extended by business unit	Career advisors	Training sessions, seminars, etc.	Assistance for self- motivated learning	Training systems by course	Trainee system
			managers			R		

#### Results of training and education programs

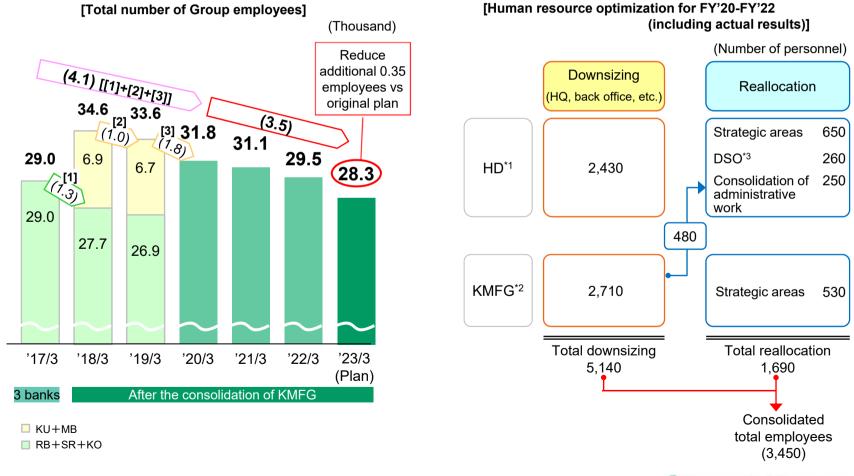
- In FY2021, training programs for leadership and career development were prioritized and enhanced
- Strove to help employees gain specialist skills by developing an environment supportive of individual learning while offering hybrid training programs (a combination of face-to-face and online sessions)

	*Sum of HD, RB and SR	FY2020	)	FY2021		
Item	Example of subjects	Cumulative number of individuals who completed programs	Overall hours of training provided	Cumulative number of individuals who completed programs	Overall hours of training provided	
Overall	All training sessions except for in-house e-learning programs	15,405	157 thousand hours	22,353	208 thousand hours	
Leadership development	Training for individuals newly appointed as departmental or branch managers, etc.	2,492	25 thousand hours	2,856	27 thousand hours	
Career development	Career design seminars, etc.	1,626	9 thousand hours	2,929	20 thousand hours	
Specialist skills	Extending credit, handling of financial instruments, etc.	9,744	110 thousand hours	14,847	151 thousand hours	

## **Human Resources Management**

#### Downsizing and reallocating human resources to focus areas

- Group total personnel headcount will decrease to below the level prior to KMFG integration due to natural attrition
  - Accelerate downsizing and reallocation of human resources on a group-wide basis by making KMFG a wholly-owned subsidiary
  - Improve productivity through channel reforms and branch DX



### Reform of Sales Styles, Business Processes, and Channel Networks

#### Simultaneous enhancement of customer convenience and operational efficiency

- Shifting branch mission from clerical work to the provision of solutions
  - Aiming to realize "integrate consulting services and banking procedures" and "no clerical work" by utilizing DX

Location free X Easy operation

Speedy procedure with the same UI and UX as the Resona Group App



Consultation services and banking procedures via the use of tablets



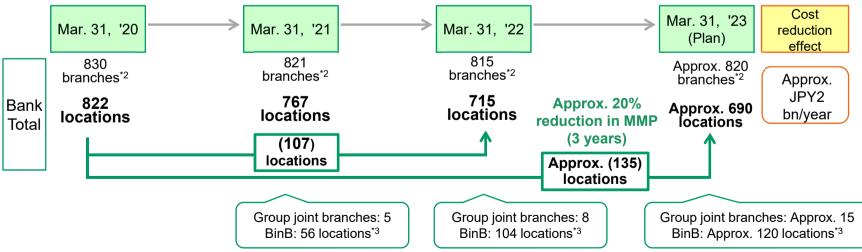
No back office space (Consolidate clerical work)

Headquarters specialist staff accommodate customer requests via teleconferencing (DSO\*1)



Maintain customer contact points and low-cost operations through channel optimization

[Number of manned branches and locations]



<sup>\*1.</sup> Digital service office \*2. Some seven days plazas and other of RB are not included

<sup>\*3.</sup> KMFG's BinBs include integration of KMB's plazas(representative offices)

## **System Structure Reform**

#### System structure reform with an eye on technological evolution

#### ■ System structure reform ~ Resona NEXT ~

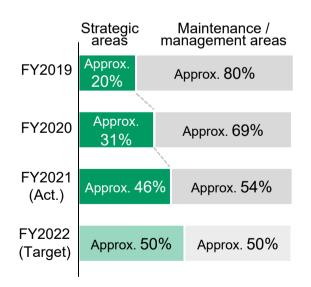
- Secure capacity to respond to increased investment on strategic area by simplifying systems and expanding the agile development system
- Early provision of Resona products and services to regional financial institutions without system integration by using API infrastructure
- Collaboration with fintech and other industries through open APIs and digital platforms

Accelerate system development speed

Accelerate open platform systems

#### [System-related investment ratio]

Shift to DX investment through system structure reform



#### [Status of efforts]

Break away from dependence on dedicated terminals for banks

✓ Introduce a group tablet\*¹ etc.

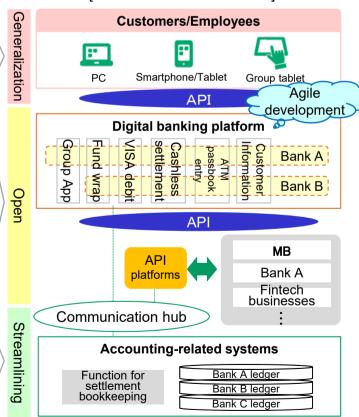
## Accelerate open platform systems

- Build a agile development system
- Develop products and services to MB (APP, debit card etc.)
- Expand APP and FW to regional banks etc.

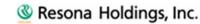
Structural reforms to open systems from legacy systems

- ✓ Streamlining existing system
- ✓ Introduce new branch system\*2 etc.

#### [Vision of the Resona NEXT]



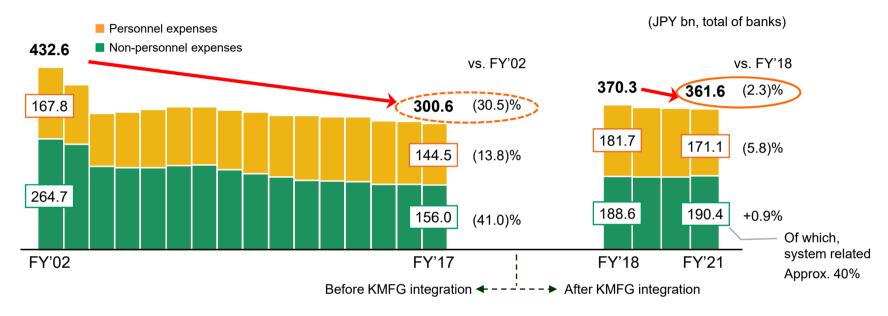
<sup>\*1.</sup> Full-scale rollout to all branches in RB and SR (Jan. '22 - ) \*2. Completed the introduction to all RB and SR branches (- Dec. '21); introduction to KMB branches is planned for FY'22, sooner than initially scheduled



### **Cost Structure Reform**

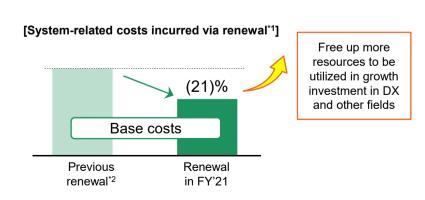
#### Pursue cost structure reforms to overcome a cost-intensive nature inherent to retail operations

■ Establish a low-cost business structure via operational reforms while securing a further momentum for cost structure reforms via DX



#### Curb "base costs" related to systems

- Cut back on base costs to be incurred at the time of system renewal (targeting approx. 30% reduction)
- Aim to robustly control total system costs by reducing base costs while expanding investment in DX and other strategic fields



<sup>\*1.</sup> Five-year total including one-time expenses and recurring expenses (e.g., personnel expenses and outsourcing costs)

<sup>\*2.</sup> Previous system renewal projects similar to those undertaken in FY'21

# Outline of Business Results for FY2021 and Updates on Major Businesses

**Efforts for Sustainable Growth** 

**Capital Management** 

**Reference Material** 

## **Capital Management**

- Our basic policy is to strike an optimal balance between financial soundness, profitability and shareholder return
- Aim for a total shareholder return ratio of middle 40% range in the medium term remain unchanged

#### Financial soundness

- Secure sufficient equity capital under the current Japanese standard
- Aim for CET1 ratio\*¹of 10% as of Mar. '23 under the international standard
  - > CET1 ratio as of Mar. '22 (Act.): Approx. 9.3%

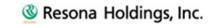
#### **Profitability**

- Continuously engage in financial management conscious of capital efficiency, risk, cost and return, and aim to secure ROE\*2 exceeding 8%
  - > FY'21 (Act.): 5.63%

Improve Corporate Value

#### Shareholder return

- Making efforts to further expand shareholder returns while considering such factors as the balance between financial soundness and profitability, and opportunities for growth investments
- Aim for a total shareholder return ratio of middle 40% range in the medium term while continue stable dividend stream
  - > FY'21 (Act.)\*3: 55.1%



<sup>\*1.</sup> Based on the finalization of Basel 3. Exclude unrealized gains on available-for-sale securities

<sup>\*2.</sup> Net income / Total shareholders equity (simple sum of the balance at the beginning and the end of the term/2)

<sup>\*3.</sup> Exclude share buyback to neutralize dilutive effect on EPS from Making KMFG a wholly-owned subsidiary of HD

# Outline of Business Results for FY2021 and Updates on Major Businesses

**Efforts for Sustainable Growth** 

**Capital Management** 

**Reference Material** 

## E (Environment): Our Response to Global Warming & Climate Change

Board of Directors proactively pursue Resona Sustainability Challenge 2030 and step up climate change countermeasures

**Board of Directors** Supervise Report Representative executive officers **Executive Committee** 

#### **Group Sustainability Promotion Committee**

Integrated management of response to climate change-related risks and opportunities

Identify risks and opportunities for the Resona Group

Qualitatively evaluate risks and opportunities Measures and Responses targets to reduce and risk and increase outcomes opportunities

Oct. '18 Declared the support of **TCFD** 

Task Force on Climate-related Financial Disclosures

[CDP scores\*2]

В В

В

Α-C

Resona HD

Mizuho FG

**SMFG** MUFG

SMTH

Reflect outcomes of discussions on risks and opportunities from climate change in the Group strategies and risk management

Impact on our largest asset class, loans

the environment <

through

our products

and services

Expand the

opportunities

Help corporate and individual customers mitigate and adapt to

climate change through financial services

Minimize the risks		Proactively engage with corporate customers who have yet to fully commit to environmental issues, encouraging them to step up their initiatives Clarify our stance on lending to businesses that may exert a seriously negative impact on the environment, such as enforcing general rule of abstaining from extending new loans to coal-fired thermal-generation projects and extending new loans to coal mining projects (MTR method*1), etc.
	Investment • initiatives •	Incorporate an ESG-oriented viewpoint into investment decision-making process Maintain constructive dialogue and engagement with investees
	Conserving	[Individual customers] [Corporate clients]

Nihon-no-Mirai (investment trust) SDGs Consulting Fund

- ✓ Private placement Green Bonds
- Sustainability Linked Loans

The ratio of lending for the energy and utility sector\*3 to the entire portfolio

1.2%

(As of Mar. 31, '22, provisional)

Offer benefits to loan customers

who purchase eco-friendly housing

(housing loans)

<sup>\*1.</sup> A method used for the surface mining of coal seams in mountain areas. The use of the MTR method entails deforestation, and soil from the mountain top is usually dumped in valleys, rivers and other nearby locations.

## S (Society):

### Realize "Retail No. 1" through Business & Social Contribution Activities

Leveraging our strengths and management resources to contribute to the sustainable growth of local communities

[Relationship between business strategy and social contribution activities]

#### **Priority social issues**

**Local Communities** 

Low Birthrate and Aging Society

**Environment** 

**Human Rights** 

#### **SDGs strategy**

**Financial services** 

Social contribution activities

#### Realize "Retail No. 1"

Sustainable society

Resonance

Resona Group's sustainable growth

## Contribution for community (Volunteer activities)

["Re: Heart Club"\*1 members]



2013

Cumulative total
Approx. 50
thousand

2021

## Initiatives for children who will lead a future society (Financial and economic education)

[Resona/Mirai Kids' Money Academy participants]



total Approx. 40 thousand

Cumulative

2006 2021



#### [Cleanup activities on Awajishima Island]

Branch staff based on Awajishima took part in a cleanup campaign covering coastal areas along three channels



## [Resona Foundation for Future]

Offer support for children and working single parents in need of financial assistance



#### [Food Drive]

Donated food and other goods contributed by employees to a local NPO engaging in the assistance of children

## G (Corporate Governance): Sophisticated Corporate Governance System

The first Japanese banking group which adopted a committee-based corporate governance structure in 2003 for management transparency and objectivity

Board of Directors Majority of the Board members are independent outside directors

Independent 7

Internal

- Ratio of female directors: 30%
- Chairperson of the Board of Directors Independent outside director appointed for chairperson from Jun. 2022

Nominating Committee

- Outside directors only
- Introduced succession plan in 2007 and ensure objectivity by drawing on the advice of outside consultants

Compensation
Committee

- Outside directors only
- Introduced share benefit trust as performance based stock compensation program for officers in 2020

Audit Committee

- Majority of outside directors
- Introduced double report line system in 2016

#### Outside directors\*1



Hidehiko Sato
Chairperson,
Nominating Committee
Member,
Audit Committee

Attorney-at-law (Hibiki Law Office) (Former National Police Agency Commissioner)



Chiharu Baba

Chairperson, Audit Committee Member, Compensation Committee

(Former Deputy President of Mizuho Trust & Banking)



Kimie Iwata

Chairperson,
Compensation Committee
Member,

Nominating Committee
(Former Deputy Director-General Human

Resource Development Bureau Ministry of Labor, Former Director & Executive Vice President of Shiseido)



Setsuko Egami

Member, Nominating Committee Member, Compensation Committee

(Former Professor, Faculty of Sociology, Musashi University)



Fumihiko Ike
Chairperson of
the Board of Directors

Member,
Nominating Committee

(Former Chairperson of Honda Motor)



Sawako Nohara

Member, Compensation Committee

President of IPSe Marketing



Masaki Yamauchi

Member, Audit Committee

Chairperson of Yamato Holdings

#### Internal directors\*1



Masahiro Minami
President and
Representative Executive
Officer



Mikio Noguchi Executive Officer



Hisahiko Oikawa Member, Audit Committee



## G (Corporate Governance): Roles, Skills, and Expertise Required to Directors

## Strengthening supervisory and decision-making functions through active discussions at Board of Directors meetings, which are rich in diversity

■ The skills (experience / knowledge) especially expected of nominees for directors are defined as follows. Candidates were discussed and decided by the nominating committee.

\*Nominees for directors at the 21th Ordinary General Meeting of Shareholders to be held in June 2022

			Legal /	Finance /	Priority	y field for the "R	etail No. 1" Financ	cial Services Gro	oup
		Organizational management	Compliance / Risk management	Accounting	Breaking free of the bank model	IT / Digital	Sustainability	Diversity & Inclusion	Global
Masahiro Minami		•	•	•	•	•	•	•	•
Mikio Noguchi					•	•			
Hisahiko Oikawa			•						
Hidehiko Sato	Outside directors	•	•		•			•	
Chiharu Baba	Outside directors	•	•	•	•				•
Kimie Iwata	Outside directors	•			•		•	•	
Setsuko Egami	Outside directors		•		•		•	•	
Fumihiko Ike	Outside directors	•	•		•	•			•
Sawako Nohara	Outside directors		•		•	•		•	
Masaki Yamauchi	Outside directors	•			•		•		

# G (Corporate Governance): Initiatives for Corporate Governance Evolution

## Our initiatives to improve the effectiveness of the Board of Directors' operations

#### **Outside directors' meetings**

- Outside directors conducted meetings on evaluation of the Board of Directors.
   Actively discussed to further improve the effectiveness of the Board of Directors.
- ✓ Interacted and held meetings with outside directors of RB, SR, and KMFG

#### Free discussion sessions

- Utilize input from outside directors into such key activities as strategies in a timely manner
- Free discussions were held on themes based on changes in the internal and external environment, such as the DX Strategy, the International Strategy, and the Climate Change Risk

#### Study sessions and onsite tours

✓ Facilitate understanding of the Resona Group's business operations Opinion Exchange Meeting: Held meetings with officers and employees in each division to promote understanding of operating divisions (FY'21 5 meetings) Tours: Visited "Resona Bank Azabu Branch" and "OBP Office" (FY'21)

#### Succession Plan (introduced in Jun. '07)

- Our mechanism for ensuring the succession of roles and responsibilities to be borne by executive officers
- The scope of the plan covers various candidates for HD, KMFG and group banks, ranging from those who are presidents to those who are new candidates for executive officers
- Candidates are classified by job rank and systematically undergo selection and training programs

#### **Selection process**

- Advice from external consultants
- Nominating Committee members attend each program
- →Secure a structure for transparent and fair selection

#### **Training process**

Nurture individuals who embody Resona's distinctive strength

#### Ideal traits of executive officer candidates

#### Remuneration for directors and executive officers

Compensation system for executive officers

Position-based
Compensation
(Fixed cash compensation)

Annual incentive
(Variable cash compensation)

Medium- to long-term incentives (Variable share-based compensation)

#### **Annual incentive**

Annually examine the status of specific key indices in terms of consistency with MMP targets

#### Corporate performance

Net income attributable to owners of parent

Fee income ratio

Cost income ratio

CET1 ratio

#### Individual achievements

- Evaluate the status of initiatives aimed at helping realize SDGs
- Evaluate the status of medium- to long-term initiatives and the degree of accomplishment of annual targets

#### **Medium-to long-term incentives**

- Enhance linkage with shareholder value
- Encourage efforts employing medium- to long-term perspectives to improve corporate value

"Matrix-based Evaluation" based on two indices

Relative TSR
(Relative to peers in the banking industry)
ROE (Based on shareholders' equity)

#### "Board Benefit Trust"

- Utilize a trust scheme
- Grant shares
- Enhance linkage with performance

## **ESG-Based Recognitions and Initiatives**

#### Status of inclusion into ESG-based stock indices

#### [ESG indexes selected by GPIF (domestic stock)]

Aim to be included in all indices below during the current MMP period







FTSE Blossom **Japan Sector** Relative Index

**2021** CONSTITUENT MSCI JAPAN ESG SELECT LEADERS INDEX

**2021** CONSTITUENT MSCI JAPAN **EMPOWERING WOMEN INDEX (WIN)** 









#### **ESG-related external evaluations**

#### **MSCI**

(Seven-grade system from AAA to CCC)

AA

#### **FTSE**

(Full score is set at 5)

3.0

#### S&P

(Decile ranking system)

8

8.8

MSCI(WIN)

(Full score is set at 10)

## Climate

**WE SUPPORT** 

## Action 100+





#### Our support for ESG-related initiatives at home and abroad

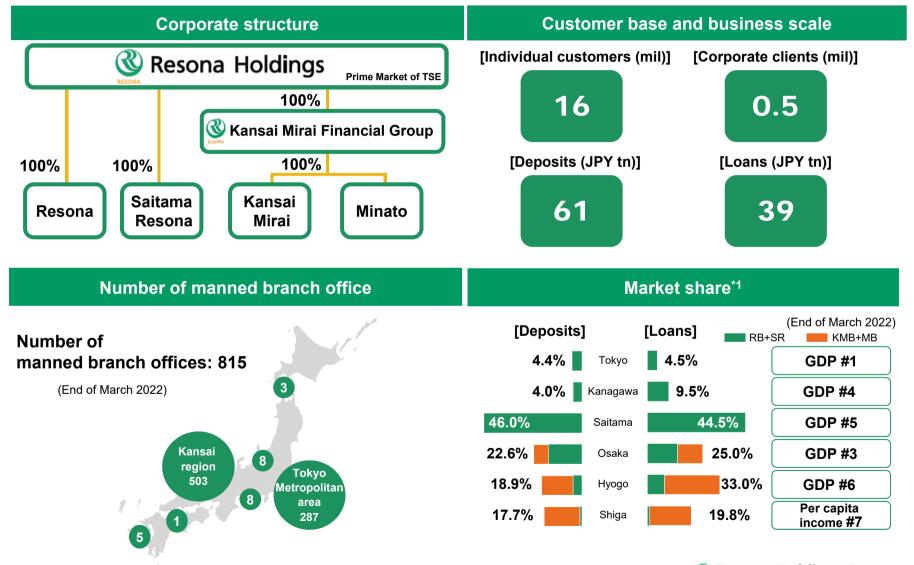






## Resona Group at a Glance

- 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 especially in Kansai Region due to creation of KMFG



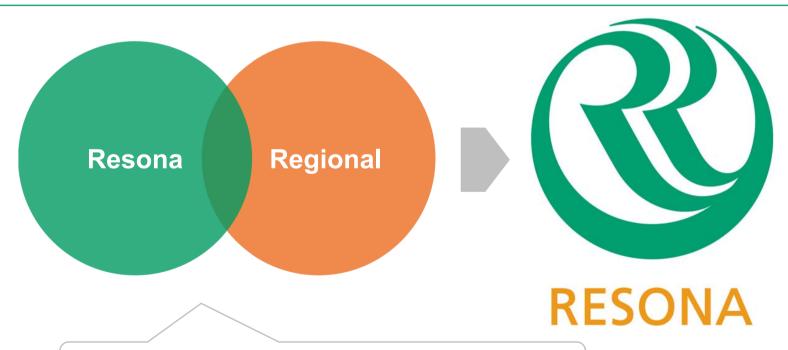
<sup>\*1.</sup> Total of group banks, market share based on deposits, and loans and bills discounted by prefecture (domestically licensed banks from BOJ) Wesona Holdings, Inc.

## **Resona Group's Brand Identity**

The Resona Group's corporate name is derived from the Latin word (*resonus*) meaning "resonate" or "resound" in English

We aim to establish "Resonance Model" by resonance between sustainable society and Resona Group's sustainable growth

We attach great importance to customers' voice. By adopting the corporate name Resona, we want to express our desire to build stronger ties with communities and customers by "resonating" or "resounding" with them.



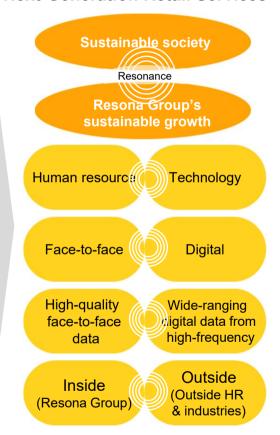
Group Logo expresses the resonance between the "R" in Resona and the "R" in the Group's key word "Regional."

### **Establish "Resonance Model"**

We will provide new value to customers, starting from the issues confronting customers and society, by moving beyond conventional banking frameworks through diverse resonance generated by new ideas and wide-ranging connections

#### **Drivers for Innovation Issues confronting** The area of foremost priority in customers and society adapting to change **Digital** Integrate high-quality face-to-face data with wide-ranging digital data Data from high-frequency New **Further Development Challenges** Break free of the typical banker Designperspective to create new possibilities based Rebuilding Thorough use of customer/user thinking Our perspectives **Foundations** 2nd Bring in new ideas and outstanding insight and know-how Open · Foster co-creation with outside industries and human resources

#### **Next-Generation Retail Services**



**Relation with customers** 

## **Business Strategy and Rebuild Foundations (Overview)**

Retail × Trust Differentiation using our accumulated retail base and sophisticated trust functions

Business Strategies

#### **Medium-term Management Plan**

#### Further Development

Differentiation in existing businesses

## New Challenges

Breaking free of the bank model Asset and Business Succession

**Asset Formation (AUM)** 

**SME Loans, International Business** 

Loans for Individuals

## Evolution of the Omni Strategy (Omni-Channel, Settlement)

• Provide new customer experiences in line with digitalization

 Provide trust, real estate and asset management services in response to growing interest in asset succession and formation caused by Japan's severe demographic graying

 Provide wide-ranging financing solutions to meet needs arising from changes in society and diversifying lifestyles

### Synergies with KMFG

 Develop services that take full advantage of the Resona Group's strengths throughout the Kansai region

#### **Open Innovation**

- Partner with other financial institutions, other industries, and outside human resources
- Start from the issues confronting customers and society to create new businesses

Digital & Data

Design-based thinking Open

Next-Generation Retail Services

#### Rebuilding Our Foundations

#### **Human Resources**

Reform the human resource portfolio

#### Business Processes

Reconstruct branch operations

#### Sales Approach

Integrate the online and offline

#### **Channel Network**

Enhance customer contact points

#### **Systems**

Transition to the next generation

## Points of Focus in the Medium-term Management Plan toward the 2030 Realization of SDGs

Theme

Expected issues customers will face in the next 10 years

Key policies under the new mediumterm management plan

**Local Communities** 



Adapt to a digitalized and global society

Widespread use of cashless settlement

- Rapid advance of digitalization
- Need for supply chain maintenance

Settlement

**Omni-Channel** 

Low Birthrate and Aging Society





Adapt to the low birth rate and graying society

 Need for ensuring smooth succession of assets and businesses as well as securing funds for life after retirement

Human resource shortages

Succession

Asset formation

**Environment** 



Respond to climate change risks

Rising living expenses and housing costs

 Need for de-carbonization and preparation for natural disasters Provide support for de-carbonization

Green finance

Loan exemptions for those hit by natural disasters

**Human Rights** 









 Adapt to diversifying value systems and working styles

- Need to meet higher skill requirements and develop second careers
- Need to expand hiring of foreigners and elderly people

Measures for diversity & inclusion

Develop human resources capable of meeting diversifying customer needs for sophisticated solutions

Resona Holdings, Inc.

## Cooperation with Regional Financial Institutions

#### Establish a "win-win" relationship via broader alliances with or without capital ties

- Deliver Resona's unique products and services to an even wider range of customers
- Utilize API platforms and other solutions to swiftly roll out our functions without system integration

As c	of Mar. 31, '22 (vs Mar. 31, '21)
Banking App	Fund wrap
# of DL	Balance*1
5.02 mil (+1.34 mil)	JPY715.9 bn (+178.8 bn)
0.69 mil (+0.63 mil)	JPY40.8 bn (+40.8 bn)
5.72 mil (+1.98 mil)	JPY756.8 bn (+219.7 bn)
(+53.2%)	(+40.9%)
	# of DL 5.02 mil (+1.34 mil) 0.69 mil (+0.63 mil) 5.72 mil (+1.98 mil)

#### **Digital field**

#### **≪Banking APP**≫

Roll out the services across the Group (KMB, MB) as well as outside the Group

- ✓ Joyo Bank / Ashikaga Bank (started handling from Mar. '21)
- ✓ Hyakujushi Bank (scheduled to be handled in FY '22)
- ✓ Keiyo Bank (scheduled to be handled in the future)

## <u>≪Improving the efficiency of branch operations using</u> tablets, etc.≫

Plan to expand the service to regional banks in the future

#### Solution field

#### **≪Fund wrap**≫

Roll out the services across the Group (KMB, MB) as well as outside the Group

- ✓ Bank of Yokohama (started handling from Apr. '21)
- ✓ Keiyo Bank (scheduled to be handled from Jun. '22)
- ✓ The 77 Bank (under discussion)

#### ≪Investment trust≫

(Investment trust of Resona AM, recent cases)

- Provide "Kyusyu concerto" to Oita Bank, Kagoshima Bank, Higo Bank, Miyazaki Bank and Kyushu FG Securities (started handling from Oct. '21)
- ✓ Provide "R246" to Keiyo Bank (started handling from Mar. '22)

#### **≪Trust business**≫

✓ 64 trust agents (As of Mar. '22)

#### <u>≪iDeCo≫</u>

✓ 22 financial institutions offering Resona's products (As of Mar. '22)

#### **≪M&A Platform**≫

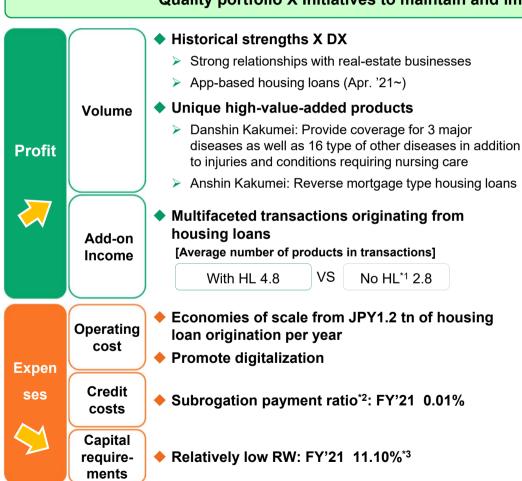
√ 38 companies (As of Mar. '22)

#### **Loans for Individuals**

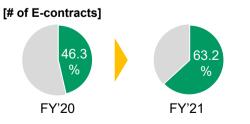
#### Support customers' asset building through Resona's strengths as a front-runner in housing loans

■ Balance of housing loans: Mar. '22 JPY13.5 tn, No.1 in Japan (as of Sep. 30, '21)

#### Quality portfolio X Initiatives to maintain and improve further profitability



- ◆ Thoroughly apply risk pricing
  - Manage interest rates in a manner finely tuned to borrower characteristics
- Offer optimal solutions based on customers' life events
  - Deliver app-based proposals in a timely manner Ratio of housing loan borrowers who installed the app at the time of borrowing: FY'21 85%
- ◆ Business process reforms via digitalization
  - Pursue both improved customer convenience and cost advantages



<sup>\*1.</sup> Comparison with potential II and III (as of Mar. 31, '22, RB+SR+KMB)

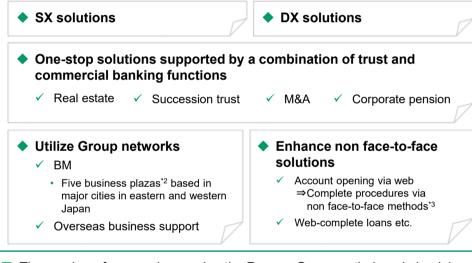
<sup>\*2.</sup> Housing loans guarantee subsidiaries' subrogation ratio x (1-collection after subrogation), residential housing loans + apartment loans

<sup>\*3.</sup> RB, as of Mar. 31, '22, non-default

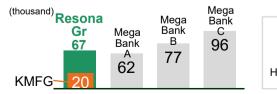
#### **SME Loans Business**

#### Help resolve the increasingly diverse and complex issues confronting 500,0000 SMEs via dialogue

- Stimulate potential needs via dialogue
  - Promote in-depth dialogue
    - Questionnaires regarding SDGs / SX (Oct. '21~)
    - Questionnaires regarding DX (Apr. '22~)
    - Sales activities in collaboration with headquarters via the use of SFA\*1
- Diverse solutions backed by Resona's strengths



■ The number of companies naming the Resona Group as their main bank is comparable to the number of companies choosing megabanks [# of companies as their main bank\*4]

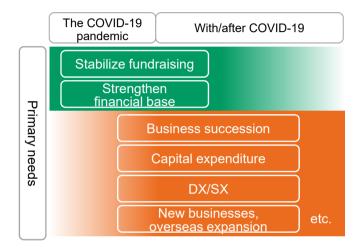


[The Resona Group's ranking by prefecture\*5]
Saitama 1st Osaka 1st

Hyogo 2nd Shiga 2nd Nara 4th

- \*3. Made available at 29 branched of RB. Plan to expand the available branches. \*4. TEIKOKU DATABANK (2021)

New fundraising demand expected to emerge in step with changes in the environment



Pent-up demand emerging in the post pandemic period

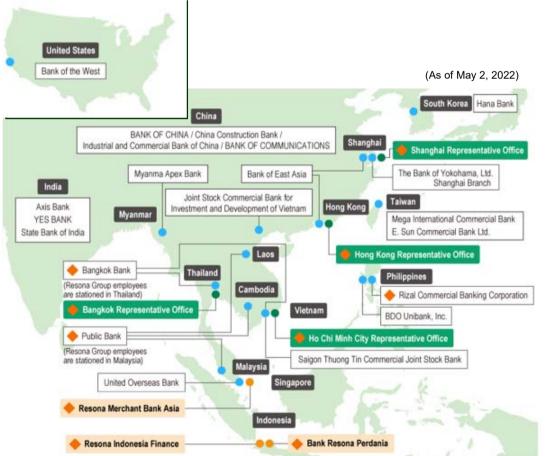
[Comparisons of capital expenditure: Recession triggered by Lehman Brothers bankruptcy vs. recession triggered by COVID-19\*6]



#### **International Businesses**

#### Overall support for customers' overseas expansion with a focus on Asia via overseas bases and partner banks

- Continue to provide meticulous services utilizing non-face-to-face tools even under the COVID-19 pandemic
- Provide a wide range of consultations concerning overseas expansion, financing, etc.



- Provide solutions via local subsidiaries
  - Bank Resona Perdania (Indonesia)
    - Boasting a business track record spanning more than 60 years and fullfledged banking functions serving locals
  - Resona Merchant Bank Asia (Singapore)
    - Lending, M&A assistance, consulting, etc. in ASEAN, Hong Kong and India
- Strengthen the customer support by expanding overseas network
  - Concluded an agreement for business alliance with BDO Unibank (Philippines) (Dec. '21) NEW
  - Concluded an agreement for business alliance with E.SUN Commercial Bank (Taiwan)(Jan. '22)(SR, KMB, MB)
- Overseas representative offices
- Resona Merchant Bank Asia Bank Resona Perdania Resona Indonesia Finance
- Partner banks, etc.
- Offices with Resona Group employees\*2

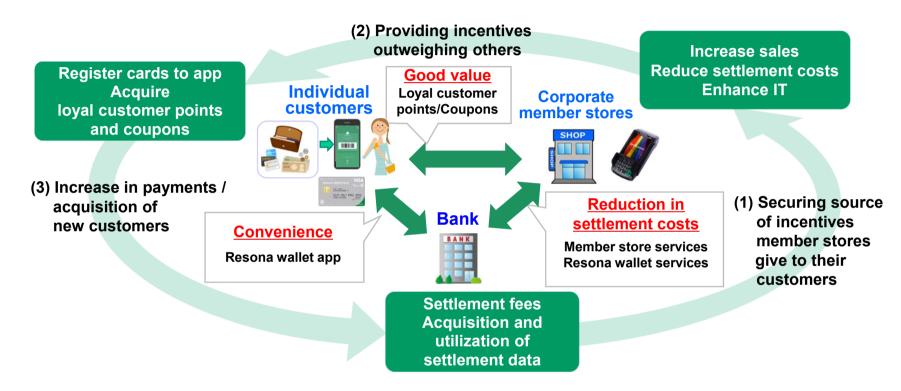
<sup>\*1.</sup> RB has concluded an agreement for business alliance in Apr. '20

<sup>\*2.</sup> The departure of individuals set to be dispatched to Malaysia is scheduled for May to Jun. 2022

New Earnings Pillars

#### **Outline of Resona Cashless Platform**

 Settlement infrastructure capable of resolving management issues confronting corporate customers and providing individual customers with more convenient services with smaller fees



[Customers' advantages for adopting RCP]



Allow multiple settlement methods to be handled



More efficient cash register operations



Offer settlement terminals free of charge



Lowest level in the industry



A shorter cash receipt cycle

[Member stores that accommodate payment by Resona Wallet]

★Below are some examples







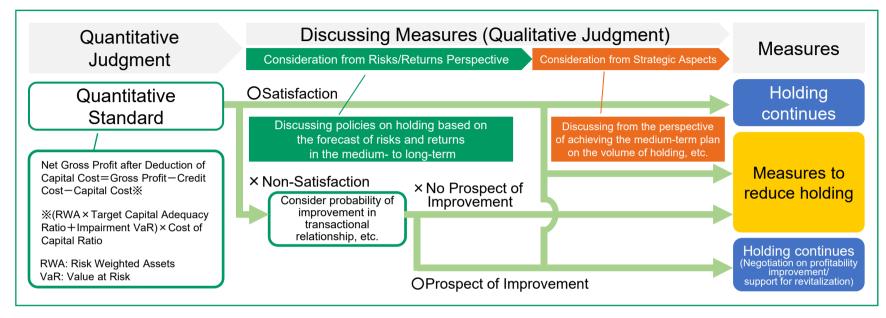




# Policy-Oriented Stocks: Verification Process, Standards for the Exercise of Voting Rights

■ Verification process for value of holding of policy-oriented stocks

**※Policy for holding policy-oriented stocks** ⇒ P17



- Resona group has established the "Policy for the Voting Right Exercise Standards of Holding Policy-Oriented Stocks" in relation to exercise the voting rights of policy-oriented stocks. We have built a process to individually judge and verify the approval or disapproval of all proposals.
  - Fundamental concepts on the exercise of voting rights (Discribed in "Standards for the Exercise of Voting Rights of Policy-Oriented Stocks")

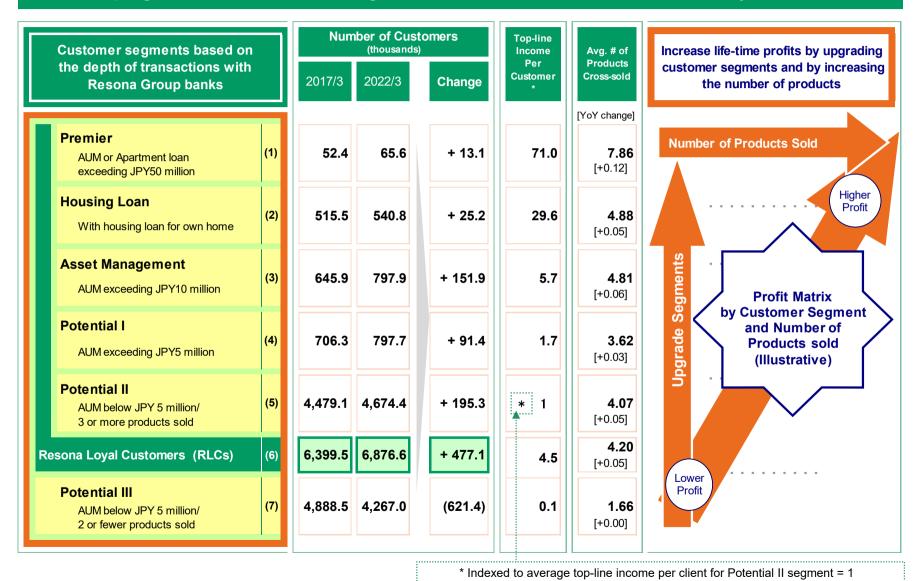
The Resona Group will exercise voting rights of policy-oriented stocks based on the following policy:

- 1. Irrespective of interests of transactions with clients, make an effort to vote yes or no on an individual basis from the viewpoint of sustainably improving corporate value;
- 2. Not to exercise voting rights in a manner to resolve certain political or social problems; and
- 3. If any scandal or an anti social act is committed by a company or corporate manager, etc., exercise voting rights with the intention of contributing to the improvement of corporate governance.

## **Measures to Build Multifaceted Business Relationships** with Customers

Total of Two Banks (RB, SR)

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



Resona Holdings, Inc.

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

#### Management accounting by major group business lines (FY2021)

(JPY bn, %)

				Profitability		Soundness	Net ope	ating p	orofit afte	r a ded	duction of	credit	cost			
Resona Group Business Segments			Net profit after a deduction of cost on capital	Risk-adjusted return on capital	Cost to income ratio	Internal CAR			Actual ne	et operating profit					Credit o	;ost
			RVA*1	RAROC	OHR			YoY Change		YoY Change	Gross oper		Operating expense	YoY Change		YoY
	Customer Divisions (	1)	(5.2)	9.8%	65.7%	9.8%	103.6	+6.2	158.5	+16.1	462.6	+20.7	(304.1)		(54.9)	Change (9.8
	Personal Banking (	2)	4.6	13.0%	86.0%	9.6%	21.9	(4.9)	25.0	(3.4)	179.6	(2.4)	(154.6)	(0.9)	(3.0)	(1.5
	Corporate Banking	(3)	(9.9)	9.1%	52.8%	9.8%	81.6	+11.2	133.5	+19.5	282.9	+23.1	(149.5)	(3.6)	(51.8)	(8.3
1	Markets (4	4)	(17.7)	(8.3)%	497.5%	18.1%	(7.9)	(57.7)	(7.9)	(57.7)	2.0	(58.0)	(9.9)	+0.3	1	
ŀ	KMFG (!	5)	(15.2)	7.0%	71.7%	8.7%	32.9	+11.6	41.5	+8.0	146.6	+3.6	(105.1)	+4.3	(8.5)	+3.6
To	tal <sup>*2</sup> ((	6)	(77.9)	6.4%	69.0%	9.9%	128.3	(43.0)	187.1	(41.7)	602.9	(40.9)	(416.3)	(0.8)	(58.7)	(1.2

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

<sup>\*2.</sup> Numbers reported above refer to 2 Resona Group banks and consolidated subsidiaries

## **Consolidated Subsidiaries and Affiliated Companies (1)**

Major consolidated domestic subsidiaries (excluding group banks)

(JPY bn)

Name		Li	ne of business	Capital contribution ratio	Fiscal year	Net income	YoY change
Resona Guarantee	(1)			Resona Holdings 100%	FY'21 (Mar.31 2022)	15.5	+4.1
Kansai Mirai Guarantee	(2)	Credit guarantee	Japan's highest class of residential housing	Kansai Mirai Bank 100%	FY'21 (Mar.31 2022)	1.1	(0.1)
Kansai Sogo Shinyo	(3)	(Mainly mortgage loan)	loan guarantee balances	Kansai Mirai Bank 100%	FY'21 (Mar.31 2022)	1.7	+0.7
Minato Guarantee	(4)			Minato Bank 100%	FY'21 (Mar.31 2022)	0.4	(0.2)
Resona Card	(5)	Credit card Credit guarantee	1.5 million card menbers	Resona Holdings 77.5% Credit Saison 22.4%	FY'21 (Mar.31 2022)	1.2	+0.5
Resona Kessai Service	(6)	Collection service Factoring	Collection services with 50 million cases annually	Resona Holdings 100%	FY'21 (Mar.31 2022)	0.5	+0.0
Resona Research Institute	(7)	Business consulting service	Management consulting with 1,100 project annually	Resona Holdings 100%	FY'21 (Mar.31 2022)	0.1	+0.1
Resona Capital	(8)	Venture capital	IPO support, SME business succession, re-growth support	Resona Holdings 100%	FY'21 (Mar.31 2022)	0.3	+0.2
Resona Corporate Investment	(9)	Private Equity	SME business succession support through share acquisition	Resona Holdings 99.95%	FY'21 (Mar.31 2022)	0.0	-
Resona Business Service	(10)	Back office work Employment agency	Practices quick and accurate operations	Resona Holdings 100%	FY'21 (Mar.31 2022)	0.0	(0.0)
Resona Asset Management	(11)	Investment management business	Business started in Sep. 2015 utilizing 50 years of RB pension management expertise	Resona Holdings 100%	FY'21 (Mar.31 2022)	3.6	+0.8
Regional Design Laboratory of Saitama	(12)	Assist in the resolution of region-specific issues	Driving in line with the development of "wide, deep, and long" customers, involving local communitie	Saitama Resona Bank 100%	FY'21 (Mar.31 2022)	(0.0)	-
Mirai Reenal Partners	(13)	Consulting Crowdfunding	Solving customer problems together	Kansai Mirai Financial Group 100%	FY'21 (Mar.31 2022)	(0.0)	-
Kansai Mirai Leasing	(14)	Logging business	Providing regional customers with solutions	Kansai Mirai Bank 100%	FY'21 (Mar.31 2022)	0.0	+0.0
Minato Leasing	(15)	Leasing business	utilizing leasing functions	Minato Bank 100%	FY'21 (Mar.31 2022)	0.2	+0.0
			Total			25.1	+6.4

## **Consolidated Subsidiaries and Affiliated Companies (2)**

#### Major consolidated overseas subsidiaries

(JPY bn)

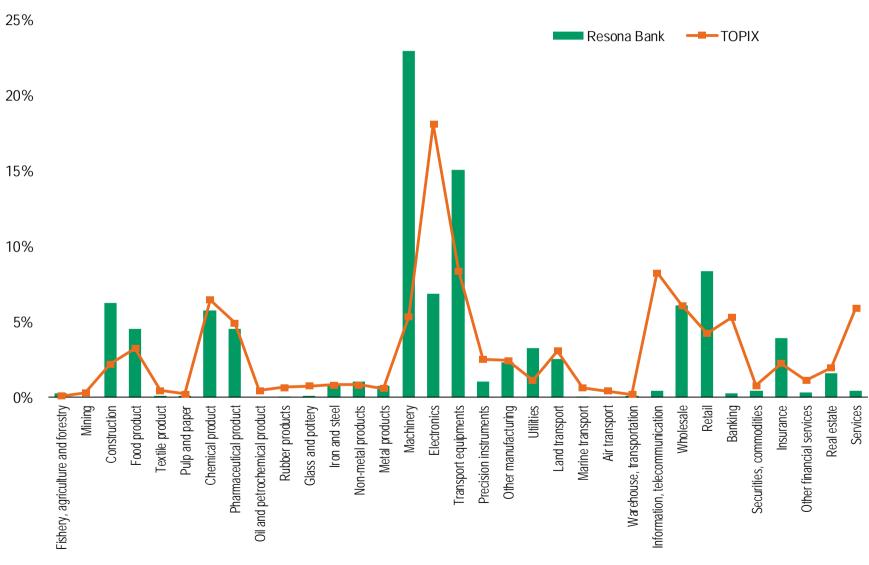
Name		L	ine of business	Capital contribution ratio Fiscal year		Net income	YoY change
P.T. Bank Resona Perdania (	(16)	Banking business (Indonesia)	Oldest Japan-affiliated bank	Resona Group 48.4% (Effective control approach)	FY'21 (Dec.31 2021)	(0.3)	(0.7)
P.T. Resona Indonesia Finance (	(17)	Leasing business (Indonesia)	in Indonesia	Resona Group 100%	FY'21 (Dec.31 2021)	0.0	(0.0)
Resona Merchant Bank Asia (	(18)	Finance, M&A (Singapore)	Became consolidated subsidiary Jul. 2017; direct financing and M&A brokerage, etc.	Resona Group 100%	FY'21 (Dec.31 2021)	0.0	+0.4
	Total						

#### Major affiliated companies accounted for by the equity method

Name	Li	ne of business	Capital contribution ratio	Fiscal year	Net income	YoY change
Custody Bank of Japan (19	Trust banking business (Mainly asset administration)	One of the largest asset size in Japan	Resona Group 16.6% Sumitomo Mitsui Trust HD 33.3%	FY'21 (Mar.31 2022)	0.5	(0.1)
NTT Data Sofia (20		Became affiliated company accounted for by the equity method in Oct. 2017;	Resona Holdings 15% NTT Data 85%	FY'21 (Mar.31 2022)	0.2	+0.0
Resona Digital I (21	IT system development	responsible for the system development of the group	Resona Holdings 49% IBM Japan 51%	FY'21 (Dec.31 2021)	0.2	(0.0)
Shutoken Leasing (22		Became affiliated company accounted for by the equity method in Jul. 2018;	Resona Holdings 20.26% Mitsubishi HC Capital 70.71%	FY'21 (Mar.31 2022)	1.2	+0.0
DFL Lease (22	<ul><li>Leasing business</li></ul>	responsible for the leasing business of the group	Resona Holdings 20% Mitsubishi HC Capital 80%	FY'21 (Mar.31 2022)	0.4	(0.0)
		Total			2.7	(0.1)



<sup>\*1.</sup> Fiscal year end of the overseas subsidiaries (16)-(18) and Resona Digital I (21) are December 31. HD's consolidated business results reflect the accounts of these subsidiaries settled on Dec. 31.



## **Swap Positions by Remaining Periods**

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

(JPY bn)

			Mar. 3	1, 2022		Mar. 31, 2021				
		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)	150.0	830.0	200.0	1,180.0	30.0	830.0	250.0	1,110.0	
Receive floating rate/ Pay fixed rate	(2)	22.5	429.8	174.4	626.9	157.1	367.4	263.4	787.9	
Net position to receive fixed rate	(3)	127.4	127.4 400.1 25.5 553.0				462.5	(13.4)	322.0	

#### Loans and bills discounted

#### **Deposits**

[End of March 2021]

		Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	(1)	0.8%	0.8%	6.3%	15.2%	23.3%
Prime rate-based	(2)	42.9%	0.0%			42.9%
Market rate-based	(3)	32.5%	1.1%			33.7%
Total	(4)	76.3%	2.0%	6.3%	15.2%	100.0%

[End of March 2021]

•	•					
		Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	(1)	43.8%	1.9%	7.6%	26.4%	79.9%
Time deposits	(2)	9.6%	5.8%	3.9%	0.6%	20.0%
Total	(3)	53.4%	7.7%	11.5%	27.1%	100.0%

Loans maturing within 1 year

78.4%

[End of March 2022]

		Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	(5)	0.8%	0.9%	6.3%	14.6%	22.8%
Prime rate-based	(6)	42.7%	0.0%			42.7%
Market rate-based	(7)	32.8%	1.4%			34.3%
Total	(8)	76.5%	2.4%	6.3%	14.6%	100.0%

[End of March 2022]

		Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	(4)	42.8%	2.0%	8.0%	28.0%	80.9%
Time deposits	(5)	9.0%	5.6%	3.7%	0.6%	19.0%
Total	(6)	51.8%	7.6%	11.8%	28.6%	100.0%

Loans maturing within 1 year

79.0%

[Change in FY2021]

		Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Fixed rate	(9)	+0.0%	+0.0%	+0.0%	(0.6)%	(0.4)%
Prime rate-based	(10)	(0.1)%	+0.0%			(0.1)%
Market rate-based	(11)	+0.3%	+0.3%			+0.6%
Total	(12)	+0.1%	+0.4%	+0.0%	(0.6)%	-

[Change in FY2021]

		Within 6M	6 to 12M	1 to 3Y	Over 3Y	Total
Liquid deposits	(7)	(1.0)%	+0.1%	+0.4%	+1.5%	+1.0%
Time deposits	(8)	(0.5)%	(0.2)%	(0.1)%	(0.0)%	(1.0)%
Total	(9)	(1.6)%	(0.1)%	+0.2%	+1.4%	-

## **Migrations of Borrowers (1H of FY2021)**

#### **■** Exposure amount basis\*1

					End of	Septembe	r 2021					
		Normal	Other Watch	Special Attention	Potentially Bankrupt	Effectively Bankrupt	Bankrupt	Other	Collection, Repayments	Assignments, Sale	Upward Migration	Downward Migration
	Normal	98.3%	1.2%	0.0%	0.0%	0.0%	0.0%	0.5%	0.5%	0.0%	-	1.2%
17	Other Watch	7.3%	86.4%	2.0%	1.7%	0.2%	0.1%	2.3%	2.3%	0.0%	7.3%	4.0%
arch 2021	Special Attention	16.0%	4.5%	67.6%	10.8%	0.6%	0.1%	0.5%	0.5%	0.0%	20.4%	11.5%
End of March	Potentially Bankrupt	1.0%	3.2%	3.8%	85.0%	3.4%	0.9%	2.7%	2.7%	0.0%	8.0%	4.3%
Ē	Effectively Bankrupt	0.1%	0.3%	0.0%	0.2%	89.1%	5.2%	5.2%	4.1%	1.0%	0.5%	5.2%
	Bankrupt	0.3%	0.0%	0.0%	2.8%	0.0%	88.9%	8.0%	1.5%	6.5%	3.1%	-

<sup>\*1.</sup> Above table shows how a borrower belonging to a particular borrower category as of the end of March 2021 migrated to a new category as of the end of September 2021.

Percentage points are calculated based on exposure amounts as of the end of March 2021.

New loans extended, loans partially collected or written-off(including partial direct written-off) during the period are not taken into account. "Other" as of the end of September 2021 refers to those exposures removed from the balance sheet due to collection, repayments, assignments or sale of claims.

## **Migrations of Borrowers (2H of FY2021)**

#### ■ Exposure amount basis\*1

		End of March 2022										
		Normal	Other Watch	Special Attention	Potentially Bankrupt	Effectively Bankrupt	Bankrupt	Other	Collection, Repayments	Assignments, Sale	Upward Migration	Downward Migration
	Normal	98.8%	0.6%	0.0%	0.0%	0.0%	0.0%	0.5%	0.5%	0.0%	-	0.7%
2021	Other Watch	5.2%	86.5%	1.0%	4.8%	0.1%	0.0%	2.4%	2.4%	0.0%	5.2%	5.9%
September 2	Special Attention	2.8%	2.2%	86.5%	7.2%	0.9%	0.0%	0.4%	0.4%	0.0%	5.0%	8.1%
of	Potentially Bankrupt	1.1%	3.2%	0.1%	88.6%	4.6%	0.2%	2.2%	2.2%	0.0%	4.3%	4.8%
End	Effectively Bankrupt	0.0%	0.6%	0.0%	0.2%	75.9%	5.6%	17.6%	5.6%	12.0%	0.9%	5.6%
	Bankrupt	0.1%	0.0%	0.0%	1.8%	0.6%	90.3%	7.2%	1.3%	5.9%	2.5%	-

New loans extended, loans partially collected or written-off(including partial direct written-off) during the period are not taken into account. "Other" as of the end of March 2022 refers to those exposures removed from the balance sheet due to collection, repayments, assignments or sale of claims.



<sup>\*1.</sup> Above table shows how a borrower belonging to a particular borrower category as of the end of September 2021 migrated to a new category as of the end of March 2022. Percentage points are calculated based on exposure amounts as of the end of September 2021.

Amount outstanding	Issue date	Maturity	Dividend rate
JPY20.0 bn	December 22, 2011	December 22, 2026	2.442%
JPY16.0 bn	March 14, 2012	March 15, 2027	2.464%

## Responses to the Ongoing International Discussion over Further Tightening of Financial Regulation

#### Major items of financial regulation being discussed internationally / Impact on Resona

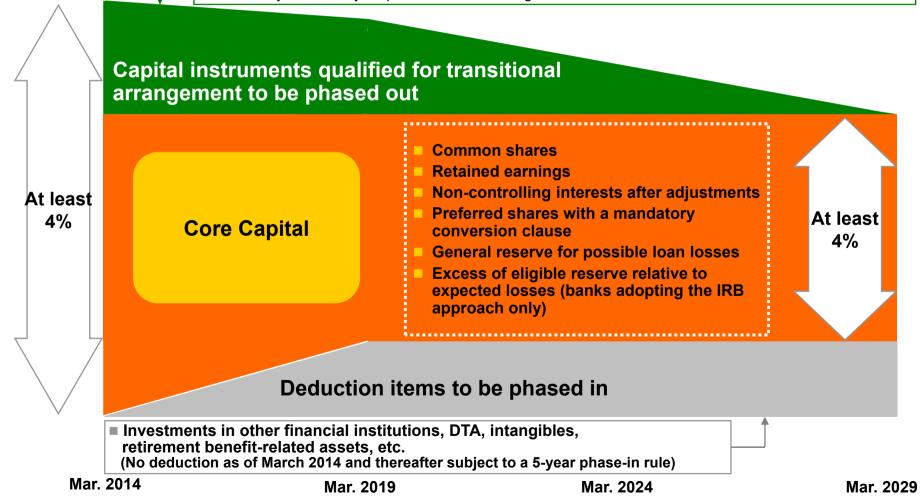
- The implementation date of finalization of Basel 3 is scheduled for March 31, 2024 (possible at March 31, 2023 by notification).
- At present there is no regulation which cause serious impacts on Resona. We are making preparations steadily for implementation of these regulations.

Major regulatory items	Outline of regulation	Important updates
<ul> <li>Finalization of Basel 3</li> <li>Review of Standardized Approach (SA) (Credit and operational risks)</li> <li>Review of IRB approach</li> <li>Capital floor based on SA</li> </ul>	Reviewing credit risk calculation method to enhance the risks sensitivity and improve comparability. Reviewing operational risk calculation method to reflect loss data. New capital floor rule requiring a reference to the SA (final output floor calibration : 72.5%).	<ul> <li>Common Equity Tier 1 (CET1) capital ratio based on finalized Basel 3 (excluding net unrealized gains on available-for-sale securities) is around 9.3% </li> <li>**Trial calculation to CET1 capital ratio of 11.26% as of Mar. 31, 2022 by only taking in consideration the estimated increase in RWAs due to the finalization of Basel 3 (SA and capital floor revisions, fully phased-in basis).</li> </ul>
Liquidity regulations (LCR/NSFR)	[LCR] Requiring banks to hold high-quality liquid assets to prepare for significant outflow of funds under a severe stress. [NSFR] Requiring banks to hold certain capital and liabilities for the risk of having illiquid assets.	Minimum requirements are applicable to banks subject to the
Leverage ratio	Introduced to complement capital adequacy ratio requirements. Tier 1 capital as a numerator. Exposure amount, not RWA, to be a denominator.	International standard.
IRRBB (Interest rate risk in the banking book)	To strengthen the interest rate risk management by measuring the decline in economic value of equity (∠EVE) and net interest income (∠NII) under certain interest rate shock scenarios.	<ul> <li>Pillar 2 regulation. The threshold of ∠EVE is set at within 15% of Tier 1 capital (in case of domestic standard banks, within 20% of Total capital), the figures are within the threshold.</li> </ul>
Derivatives-related (Margin requirements, SA-CCR, CVA, etc.)	Requiring banks to pay/receive margins for OTC derivatives not to be cleared by CCP, reviewing the calculation method of derivatives exposure and CVA.	<ul> <li>Resona is subject to variable margin requirements from Mar. 2017. Initial margin requirements are scheduled to be introduced from Sep. 2022.</li> <li>Adoption of SA-CCR (Standardized Approach) and accounting CVA is under preparation for introduction.</li> </ul>
Various capital buffers G-SIBs/D-SIBs,TLAC	Capital buffer requirements include capital conservation buffer, counter-cyclical buffer and SIBs' buffer. TLAC requires banks to hold additional capacity to absorb loss.	<ul> <li>Capital buffers are applicable to G-SIBs/D-SIBs, and banks subject to the International standard. TLAC is applicable to G-SIBs and other.</li> </ul>
Discontinuation of LIBOR (London Interbank Offered Rate)	Major tenors in the U.S. dollar LIBOR will be discontinued at the end of Jun. 2023, and other LIBOR will be discontinued at the end of Dec. 2021.	We are proceeding with the transition from LIBOR, such as contract changes with customers, etc.

## Outline of Eligible Capital under the Japanese Domestic Std.



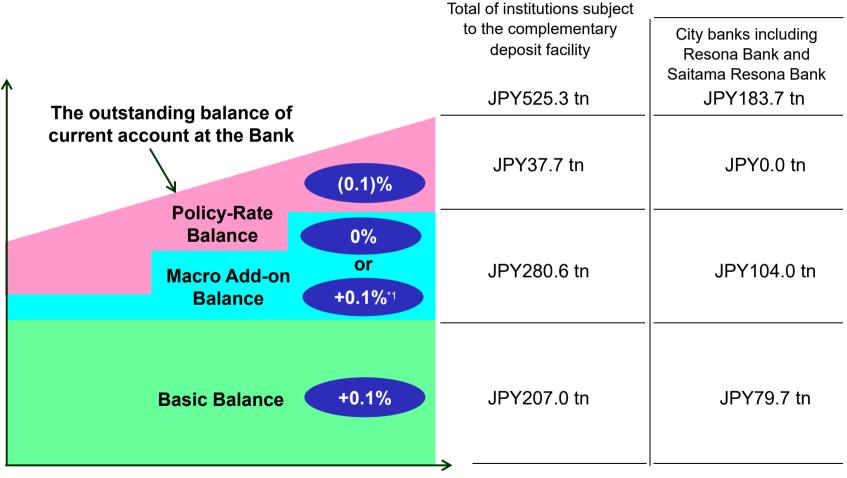
- Subordinated debts and preferred securities issued under the Basel 2 can be fully included in Core Capital as of the end of March 2014. These grandfathering items are subject to a 10-year phase-out rule starting from March 2015.
- Non-convertible preferred shares\*1 can be fully included in Core Capital until March 2019 and will be subject to a 10-year phase-out rule starting from March 2020.



<sup>\*1.</sup> Non-cumulative preferred shares other than those with a mandatory conversion feature

### **BOJ Current Account Balances**

Monthly average balance of BOJ current account (16 March -15 April)



<sup>\*1.</sup> A part corresponding to the amounts outstanding of loans from BOJ provided through special funds-supplying operations to facilitate financing in response to the novel coronavirus 
\*2. Source: Bank of Japan



## **Long Term Business Results**

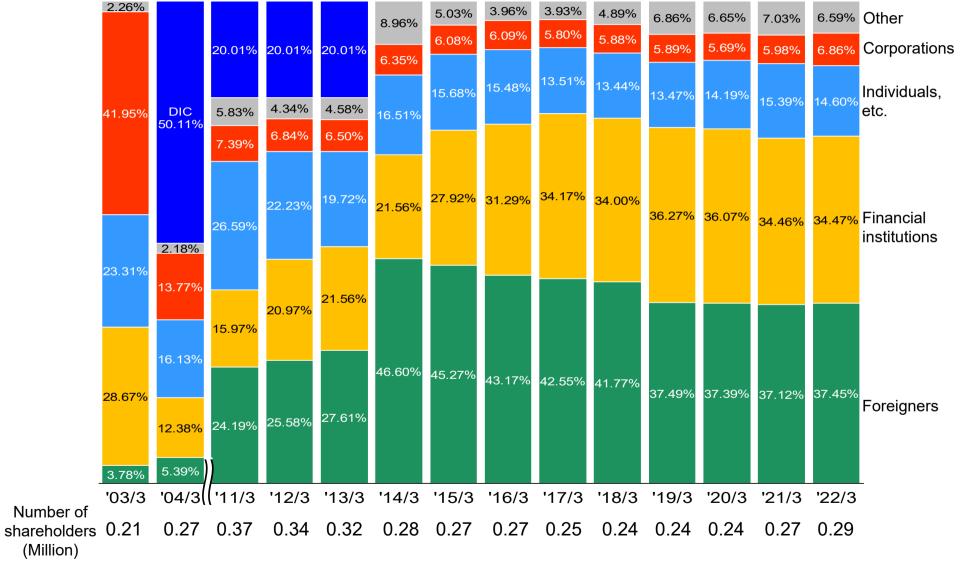
	3 banks (RB,SR,KO)				After KMFG integration								
		(JPY bn)	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2017	FY2018	FY2019	FY2020	FY2021
PL		Gross operating profit	637.1	608.5	632.4	619.5	563.1	552.5	661.3	644.1	658.6	639.1	601.9
		Net interest income	443.0	430.0	425.9	401.3	377.9	368.3	454.2	435.9	431.1	417.4	429.1
	ited	Fee incomes <sup>*1</sup>	150.6	158.7	169.2	168.7	160.6	168.0	187.7	193.8	190.2	191.4	208.3
	Consolidated	Operating expenses	(361.6)	(348.4)	(357.7)	(347.5)	(362.4)	(360.6)	(442.6)	(439.4)	(426.5)	(425.8)	(427.2)
	Cor	Net gains/(losses) on stocks	(7.5)	22.6	44.5	(6.5)	25.1	16.7	21.4	10.1	0.5	46.9	45.5
		Credit related expenses	13.0	26.4	22.3	(25.8)	17.4	14.7	10.1	(1.3)	(22.9)	(57.4)	(58.7)
		Net income attributable to owners of parent	275.1	220.6	211.4	183.8	161.4	236.2	244.2	175.1	152.4	124.4	109.9
BS		Term end loan balance	26,682.1	26,986.0	27,755.5	27,932.1	28,412.0	28,992.1	35,478.5	36,282.9	36,738.2	38,942.3	39,617.0
	0	Loans to SMEs and individuals	22,659.5	22,912.6	23,454.9	23,645.8	24,163.8	24,728.4	30,473.3	31,161.3	31,318.9	32,407.7	32,730.0
	banks	Housing loans <sup>*2</sup>	12,651.9	12,918.3	13,125.0	13,188.0	13,356.3	13,331.6	15,968.5	16,223.1	16,342.6	16,610.7	16,735.4
	of group banks	Residential housing loans	9,441.3	9,705.2	9,905.1	10,015.1	10,218.6	10,267.5	12,374.7	12,683.6	12,912.2	13,321.5	13,562.2
	Fotal of	NPL ratio	2.06%	1.74%	1.51%	1.51%	1.35%	1.18%	1.26%	1.18%	1.14%	1.12%	1.32%
	1	Stocks (Acquisition amount basis)	336.9	331.6	330.6	351.5	348.3	343.8	365.4	353.8	336.9	325.2	305.9
		Unrealized gains/(losses) on available-for-sale securities	257.5	332.8	573.1	460.1	555.4	649.4	672.8	598.3	420.7	615.3	521.2
		Balance of Investment products sold to individuals	3,492.5	3,538.9	3,791.5	3,751.7	3,645.7	3,618.6	4,569.7	4,762.3	4,585.8	5,128.7	5,564.5
Business	nks	Investment trust/ Fund wrap	1,951.9	1,915.3	2,070.9	1,871.1	1,759.3	1,733.7	2,178.4	2,222.4	2,017.0	2,533.1	2,845.7
	Total of group banks	Insurance	1,540.6	1,623.5	1,720.6	1,880.6	1,886.3	1,884.9	2,391.2	2,539.8	2,568.7	2,595.6	2,718.7
	l of gro	Housing loan <sup>*2</sup>	1,559.5	1,478.6	1,352.9	1,292.7	1,481.4	1,174.9	1,418.4	1,577.7	1,506.3	1,506.0	1,421.2
	Total	Residential housing loans	1,225.5	1,162.3	1,042.2	1,011.7	1,198.7	939.0	986.6	1,225.5	1,232.7	1,314.1	1,225.3
		Real estate business (Excluding equity)	7.8	8.3	11.2	13.5	13.7	13.1	13.1	13.3	12.5	10.6	13.5
	Re	emaining public fund balance	871.6	356.0	128.0	Fullv repai	d in June 2015	i					

<sup>\*1.</sup> Fees and commissions income plus trust fees 
\*2. Includes apartment loans (Origination includes Flat35)

## **Credit Rating Information (Long Term)**

	Moody's	S&P	R&I	JCR
Resona Holdings	-	-	А	-
Resona Bank	A2	Α	A+	AA-
Saitama Resona Bank	A2	-	A+	AA-
Kansai Mirai Bank	-	-	-	AA-
Minato Bank	-	-	-	AA-

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



## **Proactively Communicating with Our Shareholders and Investors**

