# Aiming at Establishing True Retail Bank Bushess Results of 1-3Q Perlod of FY2009 and Future Managament Direction 



RESONA
February 2010
® Resona Holdings, Inc.

## Resona Group at a Glance

## Update on Recent Business Results

## Efforts to Build Solid Foundation for Sustainable Growth

## Pathway to Early Repayment of Public Funds

## <Reference Material>

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## Resona Group's Strengths



## High Quality of Balance Sheet

## Sound assets backed by very stable deposit funding



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## Trend of Consolidated Net Income: Sustained Stable Profitability



## Operating Results for the 1-3Q (9 Months from April to December) (Total of Group Banks, Non-consolidated Basis)

| Financial Results | $\begin{gathered} \text { 1-3Q } \\ \text { FY2009 } \end{gathered}$ | $\begin{gathered} 1-3 Q \\ \text { FY2008 } \end{gathered}$ | Change | Rate of Progress ${ }^{* 4}$ | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Operating Profit | 468.7 Bn | 508.0 Bn | (7.7) \% | 76.3\% | - Gross operating profit almost in line with the plan |
| Net interest income | 368.0 Bn | 399.7 Bn | (7.9) \% | - | Net interest income decreased mainly due to |
| Interest Income from loans and deposits ${ }^{1}$ | 338.4 Bn | 351.8 Bn | (3.8) \% | - | Despite a recovery from the bottom in the 2H of last |
| Fees and Commission Income ${ }^{2}$ | 65.9 Bn | 76.1 Bn | (13.5) \% | - | fiscal year, fees and commission income dedined compared to the same period of previous fiscal year |
| Other Operating Income | 34.6 Bn | 32.2 Bn | 7.5 \% | - | Net gains on bonds improved reflecting a favourable interest rate environment |
| Operating Expenses | 260.6 Bn | 269.1 Bn | (3.2) \% | 73.2\% | Group banks continued their efforts to curtail operating expenses, especially non-personnel expenses |
| Actual Net Operating Profit ${ }^{3}$ | 208.0 Bn | 238.6 Bn | (12.8) \% | 80.6\% |  |
| Net Gains on Stocks | 3.7 Bn | (31.5) Bn | - | 123.3\% | Net gains on stocks improved in the absence of an impairment loss posted in the same period of last fiscal year. |
| Credit Expenses, Net | 52.1 Bn | 134.0 Bn | (61.1) \% | 57.9\% | - Net credit expenses declined by approx. 60\%. <br> - Income before income taxes of the same period of |
| Income before income taxes | 156.4 Bn | 180.3 Bn | (13.3) \% | 88.9\% | last fiscal year indudes an extraordinary gain of Y104.4bn from a sale of Tokyo head office. |
| Net Income | 125.4 Bn | 97.1 Bn | 29.1 \% | 96.5\% | As a result of all these, group banks registered Y125.4bn as net income for the period. |
| Asset Quality | Dec. 2009 | Dec. 2008 |  |  | Comments |
| NPL Ratio | 2.58\% | 2.67\% | NPL ratio improved in comparison with the same ratio as of Dec. 2008 <br> Net unrealized gains on available-for-sale securities improved by approx. Y100bn mostly due to recovery in stock prices. |  |  |
| Net Unrealized Gains on Available-for-sale Securities | 102.7Bn | 2.3 Bn |  |  |  |

[^0]
## Trend of Loan and deposit rates and spread (Total of Group Banks)

## Speed of deterioration in loan-to-deposit spread slowing down



Housing Loan Origination Recovered to the Level before Lehman Shock
Trend of Housing Loan Origination (Monthly Average for Each Quarterly Period) ${ }^{* 1}$


Trend of Housing Loan Balance*2


Sale of Investment Products Recovered to the Level before Lehman Shock (Total of Group Banks)


[^1]*2. Inves tment product ratio = balance of investment products sold / balance of investment products sold and deposits held byindividualsResona Holdings, Inc.

Measures to Enhance Financial Soundness: Credit Cost (Total of Group Banks)

Trend of credit cost

|  | (Billions of Yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{\|c\|} \hline 1 \mathrm{H} \\ \text { FY'07 } \end{array}$ | $\begin{gathered} 2 \mathrm{H} \\ \mathrm{FY}^{\prime} 07 \end{gathered}$ | $\begin{gathered} \text { 1H } \\ \text { FY'08 } \end{gathered}$ | $\begin{gathered} \text { 2H } \\ \text { FY'08 } \end{gathered}$ | $\begin{gathered} \text { 1H } \\ \text { FY'09 } \end{gathered}$ | $\begin{gathered} 3 Q \\ \text { FY'09 } \end{gathered}$ |
| General reserve | (20.5) | 4.6 | 6.4 | (28.5) | 9.5 | (8.9) |
| Specific reserve and other items | 34.3 | 20.2 | 120.1 | 66.0 | 41.7 | 9.7 |
| New bankruptcy, downward migration | 85.3 | 81.3 | 157.3 | 139.0 | 56.3 | 19.1 |
| Reversal and other gains (upward migration, off-balancing and other) | (51.0) | (61.1) | (37.2) | (72.9) | (14.6) | (9.3) |
| Total credit-related expenses (net) | 13.8 | 24.8 | 126.5 | 37.4 | 51.3 | 0.8 |

Credit cost ratio*

Consolidated Credit Cost(annualized basis)


Credit costs arising from 3 industries and large obligors declined noticeably

- New addition to specific reserve by credit amounts at the beginning of the fiscal year (Total of group banks)



[^2]
## Earnings and Dividend Forecasts for Fiscal Year 2009

Full-ye ar consolidated net income forecast revised upward by Y30bn from the initial guidance (Upward revisions made twice in Oct. 2009 and Jan. 2010)

|  | Res ona Holdings (Cons olidated) |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 1H FY'09 <br> (Actual) | Fullyear <br> forecast | Change from <br> original <br> foreast | Change from <br> previous year |
| Consolidated ordinary income | $\mathbf{4 6 1 . 3}$ | $\mathbf{8 6 0 . 0}$ | 10.0 | $(119.2)$ |
| Consolidated ordinary profit | 75.7 | $\mathbf{1 4 0 . 0}$ | 10.0 | 25.6 |
| Net (interim) income | 85.5 | $\mathbf{1 3 0 . 0}$ | 30.0 | 6.1 |

Forecast of capital adequacy ratios
Approx. 13\%

|  | Resona |  |  | Holdings |
| :---: | ---: | ---: | ---: | ---: |
|  | (Non-consolidated) <br> 1H FYo9 <br> (Actual) | Full year <br> forecasts | Change from <br> original <br> forecast | Change from <br> previous year |
| Operating income | 21.9 | $\mathbf{3 9 . 0}$ | 1.0 | $(146.5)$ |
| Operating profit | 18.4 | $\mathbf{3 1 . 0}$ | 1.0 | $(146.1)$ |
| Ordinary profit | 18.4 | $\mathbf{3 1 . 0}$ | 1.0 | (148.3) |
| Net (interim) income | 25.9 | $\mathbf{3 7 . 0}$ | (3.0) | (137.1) |


| Forecast for term-end per share dividend <br> on common stock | 10 yen |
| :---: | :---: |
| Forecast for term-end per share dividend <br> on preferred stock | As pre-determined |



[^3]
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## Retail Bank in the Truest Sense



## Establishing a firm brand of "Retail x Trust"



Will trust, estate division, asse t succe ssion
■ Number of new entrustments (RB)



## Operational Reform: Achievements and Outlook for the Future(RB)

Trend of clerical work volume by channels

- Remove clerical work burden from branches and redefine them as a place for sales activities
■ Halve the clerical work handled by branches by the end of March 2012 (compared with Oct. 2005 level)

- Trend of clerical work personnel (Branch offices, support offices and centers)



## Ope rational reform initiatives (FY2009)

■ "6 Smart Initiatives" = Establishing Resona Style

## [1] Transaction Style

- Individual $\Rightarrow 100 \%$ with bank cards
- Corporate $\Rightarrow \mathbf{1 0 0 \%}$ through EB and IB


## [l] Middle and Back Office

- Reduce clerical w ork entrusted to SOs and centers $>$ Shift more transactions to EB/ATM


## [III] Operation Style

- Formation reform in branch office
> Minimize inefficient cle rical work


## [IV] Channel

- Introduce "Smart Branch Office"
$>$ Ultimate card-only branch office
- Back office organization by business processes rather than by types of business


## [V] Infrastructure

- Next generation branch office system $>$ Introduce paperless processing system - Centralized processing/storage of documents


## [VI] Head Office

- Trans formation of work style
$>$ Paperless
$>$ Stre am lining of adm inistrative divisions

Smart Branch Office: Full-view Layout Image


## Smart Branch Office: View from the Entrance



## Smart Branch Office: Image of Consulting Corner


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<Reference Material>
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## Approach towards Repayment of Public Funds

## Aims at early repayments of public funds through the following approaches

■ "Basic Policy toward Repayment of Public Funds" (Announced in May 2006)
$>$ Secure a source of funds for repayment as soon as possible
$>$ Maintain an appropriate capital adequacy ratio, and
> Avoid dilution of common shares as much as possible

List of public funds still outstanding

| (Billions of Yen) | Time of issue | Mandatory conversion (First call) | Amount Sep. 30, '03 <br> (1) | Amount Dec. 31, '09 <br> (2) | Amount repaid (2) - (1) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total public funds received |  |  | 3,128.0 | 2,085.2 | $(1,042.7)$ |
| Preferred shares |  |  | 2,531.5 | 1,823.5 | (708.0) |
| Early Strengthening Law |  |  | 868.0 | 160.0 | (708.0) |
| Class B No. 1 | Mar. 1999 | Apr. 2009 | 408.0 | - | (408.0) |
| Class C No. 1 | Apr. 2001 | Apr. 2015 | 60.0 | 60.0 | - |
| Class E No. 1 | Mar. 1999 | Dec. 2009 | 300.0 | - | (300.0) |
| Class F No. 1 | Mar. 1999 | Dec. 2014 | 100.0 | 100.0 | - |
| Deposit Insurance Law |  |  | 1,663.5 | 1,663.5 | - |
| Class One No. 1 | Jul. 2003 | N.A. | 550.0 | 550.0 | - |
| Class Two No. 1 | Jul. 2003 | N.A. | 563.5 | 563.5 | - |
| Class Three No. 1 | Jul. 2003 | N.A. | 550.0 | 550.0 | - |
| Subordinated loans (L) |  |  | 300.0 | - | (300.0) |
| Common shares | Jul. 2003 | N.A. | 296.4 | 261.6 | (34.7) |

## Preferred Shares

- Repurchase and cancellation utilizing retained earnings and proceeds of newly issued preferred shares
- Of the ESL Preferred Shares with a mandatory conversion feature, RHD completed repayments of Class B and $E$ shares. For potential shares arising from Class C and F shares, RHD repurchased equivalent number of its common shares from the market and virtually eliminated dilution risk
- For the DIL Preferred Shares, RHD will make efforts for early repayments, on the premise that such repayments would not result in significant deterioration in its financial soundness

Subordinated Loans

- Entire amount was repaid on the call date as originally scheduled

| Common Shares |
| :--- |
| - Intend to proceed with discussions with |
| relevant authorities for a repayment |
| through sale in the market or through |
| transfer to a third party, closely |
| monitoring market and other conditions |

## Progress in Repayment and Accumulation of Funds for Repayments



■ As of the end of September 2009, procured Y1,398.5bn of funds available for repayments


## Outline of Capital Management (FY2009)

| Capital management to secure funds for repaying public funds, raise quality of capital and enhance regulatory capital refinancing capability |  |  |
| :---: | :---: | :---: |
| T1 | Exchange offer and financing with nonconvertible preferred shares Exchange Offer <br> - Repurchase and cancellation of Class 9 PS and financing with common shares <br> ■ Determined issuance of Class 6 PS (Y75.0 bn) <br> - Issue date: Dec 8, 2009 | Exchange Offer <br> - Increased core Tier 1 and reduced potential shares, simultaneously <br> - Non-dilutive financing with Class 6 PS <br> - Increase in non-core Tier 1 capital <br> - Additional funds for repayments |
| UT2 | Buyback (RB/UT2 bonds) <br> Tender offer for foreign currency denominated UT2 bonds <br> - £ denominated UT2 bonds ( $5.986 \%$, Callable after Aug. 2011) <br> $>$ Total amount repurchased: £ 65M ${ }^{* 1}$ <br> $>$ Repurchase price: $92 \%^{*}{ }^{2}$ <br> - € denominated UT2 bonds ( $4.125 \%$, Callable after Sep. 2012) <br> > Total amount repurchased: $€ 300 \mathrm{M}^{* 1}$ <br> $>$ Repurchase price: $90 \%^{*}{ }^{2}$ | Improvement in external environment for future financing through reduction in credit spread <br> Distribution of UT2 call schedule <br> - Reduced call pressure due in FY2011 and FY2012 by around Y50bn <br> Improvement in the quality of capital <br> - Registered an extraordinary profit of Y4.7bn in the 1 H of FY2009 <br> - Increase in core Tier 1 and funds for repayment of public funds |
| LT2 | Refinance (RB/LT2 bonds) <br> LT2 finance totaling Y141.3 bn (Domestic) $\begin{array}{ll} \text { - Institutional } & \text { Y71.3bn (10BL/10NC5) } \\ \text { - Retail } & \text { Y70.0bn (8NC3) } \end{array}$ | Completed refinancing for the scheduled LT2 call due in FY2010 (Approx. Y140bn at RB level) <br> Diversified regulatory capital funding by issuing Y70bn of LT2 notes to retail investors |

[^4]*2. On a parvalue basis

## Consideration on Strength of Core Tier 1 Capital (Dec. 31, 2009)



[^5]25
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# Financial and Other Detailed Information of Resona Group 

## Reference Material

## Financial Results for 1H of FY2009: General Overview

Posted consolidated net interim income of Y85.5bn, almost the same level as 1H FY2008
$>$ Net interim income decreased by Y0.7bn. (-0.9\%) Yo Y, topping the May '09 forecast by Y55.5bn (+185\%).

- Y61.2bn Yo Y increase in net interim income, excluding a gain from the sale of Tokyo Head Office building => Net credit cost decreased Y64.6 bn, or $48.4 \%$, YoY
- Top-line income was steady while net credit cost decreased Y13.7bn compared with May '09 forecast for 3 Group banks combined and income taxes decreased


## Top-line income stronger than forecasted primarily driven by favourable treasury income

$>$ Consolidated gross operating profit: Y346.9bn., a decline of Y27.9bn. (-7.4\%) YoY
=> Mostly attributable to a decline in net interest income (Y19.7 bn or $7.2 \%$ ) driven by preceding policy rate cuts

- Income from loans and deposits decreased, but maintained loan-to-deposit spread of $1.81 \%$ ( 2 bps higher than originally planned)
- Fees and commission income and trust fees decreased, but investment trust sales recovered to a $80 \%$ of the same period of previous fiscal year level.
- Net gains on bonds increased Y13.5bn YoY
$>$ Actual net operating profit (3 banks) was Y139.3bn, Y13.3bn (+10.5\%) increase compared with the May ' 09 forecast => Stronger than expected net gain on bonds and strict management of operating expenses (Y5.8bn decrease from May '09 forecast)


## Bottom line: Downside risk rece ded

- Credit-related expenses newly incurred declined approx. 70\% YoY (Resona Bank)
- Net unrealized gain on available-for-sale securities as of Sep. 30, 2009 (consolidated): Y119.4bn
- Capital adequacy ratio as of Sep. 30, 2009: 13.10\%, Tier 1 ratio: $9.73 \%$ (preliminary ratios)


## Continued capital policies for repayments of outstanding public funds

- Repurchased and cancelled Class 9 Preferred Shares (repurchase price: Y271.2bn)
- Issued new common shares by allocation to third party (total issue amount: Y103.6bn) => Improved "quality" of capital and reduced dilution risk, simultaneously



## Analysis on YoY Change in Top Line Income (Total of Group Banks)

Top-line income fall by Y26.7bn primarily due to preceding policy rate cuts


[^6]Factors Accounting for the Change in Consolidated Net Interim Income


## Measures to Enhance Financial Soundness: Loan Asset (Total of Group Banks)



## Measures to Enhance Financial Soundness: Securities Portfolio (1) (RHD Consolidated)

## Securities portfolio with minimized downside risks



## Measures to Enhance Financial Soundness: Securities Portfolio (2) (RHD Consolidated)

Unrealize d gain (loss) on non-trading marke table securities available for sale
■ Unrealized gain (loss) : Y 119.4 bn
■ Floating-rate JGB consistently marked to market prices

- Unrealized loss on floating-rate JGB : (Y15.4)bn
- [Reference]

Net unrealized gain/(loss) based on theoretical prices computed for an administrative purpose: +Y18.1 bn

- Unrealized gain (loss) (RHD consolidated, Ybn)



## Ratio of stockholdings to Tier 1

■ Break-even Nikkei Average : Approx. 7,000 Yen
■ $\quad \beta$ vis-à-vis Nikkei Average: Approx. 0.8

- Stockholdings to Tier 1: 18\% (RHD Consolidated)

■ Ratio of stockholdings to Tier 1 (As of Sep. 30, 2009)


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

## Trend of loan and deposit rates and spread

 (Domestic banking account)

Trend of te rm-end deposit balance


Trend of term-end loan balance
(Ytn) 30 Loans to consumers Lin Loans to SMEs \|Other


## Loans and Bills Discounted : Plan for FY2009 (Total of Group Banks)



* Loans in the domestic banking account, administrative accounting basis
- Loans backed by credit guarantee ass ociations



## Housing Loan

■ Balance as of Sep. 30, '09: Y11.86tn. (HL ratio: 45.1\%)

- Origination induding Flat 35 in 1H FY'09: Y0.69tn (+Y0.13tn YoY)
- Origination planned in 2H FY'09: Y0.76tn (+Y0.10tn YoY)

- Sign of recovery
- Policy stimulus such as expanded mortgage tax break
- Refinancing loan / loans for used residential house
- Measures to prevent refinancing by other banks
- Improvements in consulting capability
- Introduction of loan concierge
- PCTV and telephone installed at storefront for consultation
$\square$ Subrogation payment and net loss ratios remain at a low level
- Ratio of subrogation payment ${ }^{* 1}$ approx 0.4-0.5\%
- Net loss ratio*2
approx 0.20\%
*1. Rate of subr ogation repayment by loan guarantee subsidiaries *2. Subrogation ratio $\times$ (1-collection rate after subrogation)
(3) Resona Holdings, Inc.


## Trend of Major Fee Businesses




[^7]Personal Annuity (Total of Group Banks)


| 40 | Full Year |  | HalfYear |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.0 | 33.0 | 11. Securities trust |  |  |
|  |  |  | 11 Pension trust |  |  |
| 20 | 23.0 | 24.2 | 15.7 |  |  |
|  |  |  | 4.2 | 13.7 | 13.0 |
|  |  |  |  | 3.4 | 3.3 |
| 10 |  |  | 11.5 | 10.3 | 9.7 |
| $\begin{gathered} 0 \\ (\mathrm{Ybn}) \end{gathered}$ | (Act) | (Act) | (Act) | (Act) | (Act) |
|  |  |  | 1H | 2 H | 1H |
|  | FY2006 | FY2007 |  |  | FY2009 |

## Capital Adequacy Ratio (RHD Consolidated)

■ RHD's consolidated CAR [Mar. 31, 2009] 13.45\% $\Rightarrow$ [Sep. 30, 2009] 13.10\% (- 0.35\%)


## Capital Adequacy Ratio (RHD and Subsidiary Banks)



## Outline of Exchange Offer

## Realizing improvement in the quality of capital and significant reduction in the number of potential shares simultaneously

(1) Repurchase and cancellation of Class 9 Preferred Shares

- Repurchase all of Class 9 Preferred Shares (total original issue amount: Y350 bn) at a total repurchase price of Y271.2 bn (77.5\%)
- Repurchased shares were cancelled

■ Date of repurchase: Sep. 8, 2009
■ Estimated decline of CAR: Approx. 1.3\%*1

## Exchange Offer

Outstanding Class 9 Preferred Shares are partially exchanged for new comm on shares
(2) Issuance of ne w common shares

■ New shares issued: 75 million (6.6\%)
■ Issue price per share: 1,382 yen
■ Total issue amount: Y103.6 bn
■ Estimated impact on CAR: Approx. $+0.5 \%{ }^{* 1}$

- Proceeds to be transferred to "other capital surplus" (utilized as funds available for repayment of public funds)

Improve ment in the quality of capital

- Strengthen financial position through improvement in the quality of capital
■ Increase in "Core Tier 1 Capital": Y182.4 bn
■ Common share issuance: Y103.6 bn
- Difference between the total original issue amount and total repurchase price for Class 9 Preferred Shares: Y78.7 bn
Core Tier 1 ratio improved by $0.88 \%{ }^{*}{ }^{1}$


## Reduction in the number of potential shares

- The number of potential shares reduced through the repurchase of Class 9 Preferred Shares would be greater than the number of new common shares to be issued.


[^8]
## Management Accounting by Business Lines

## Management Accounting by Group Business Lines (1H of FY2009)

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

| Resona Group Business Segments | Profitability |  |  |  | Soundness <br> Internal CAR | Net operating profit after a deduction of credit cost |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Profit to capital ratio <br> RAROC <br> (Actual) | Net profit after a deduction of cost on capital |  | Cost to income ratio OHR |  |  | $\begin{array}{\|c\|} \hline \text { YoY } \\ \text { Change } \end{array}$ | Actual net operating profit |  |  |  |  |  | Credit cost |  |
|  |  | $\begin{array}{c\|c\|} \text { RVA } & \begin{array}{c} \text { YoY } \\ \text { (Actual) } \end{array} \\ \text { Change } \end{array}$ |  |  |  |  |  |  | $\begin{gathered} \text { YoY } \\ \text { Change } \end{gathered}$ | Gross o profit | $\begin{gathered} \text { evating } \\ \hline \text { Yoy } \\ \text { Change } \end{gathered}$ | Operatin expense | $\begin{array}{\|c\|} \hline \text { Yoy } \\ \text { Change } \end{array}$ |  | $\begin{gathered} \text { YoY } \\ \text { Change } \end{gathered}$ |
| Non-treasury | 5.3\% | (7.3) | 25.2 | 60.4\% | 9.6\% | 49.0 | 25.1 | 113.0 | (42.5) | 285.6 | (45.9) | 172.6 | (3.4) | 64.0 | (67.6) |
| Personal Banking | 13.4\% | 24.4 | (22.8) | 62.6\% | 9.7\% | 44.5 | (24.9) | 58.1 | (21.9) | 155.4 | (20.2) | 97.3 | 1.7 | 13.6 | 3.0 |
| Loan*2 | 15.6\% | 30.6 | (5.1) | 26.1\% | 9.7\% | 49.8 | (2.2) | 63.4 | 0.8 | 85.8 | 0.1 | 22.4 | (0.7) | 13.6 | 3.0 |
| Corporate Banking | (0.1)\% | (36.6) | 50.6 | 57.5\% | 9.5\% | (0.7) | 54.7 | 49.8 | (16.0) | 117.0 | (23.2) | 67.3 | (7.2) | 50.4 | (70.7) |
| Trust | 159.6\% | 5.0 | (2.5) | 60.9\% | 13.0\% | 5.2 | (4.6) | 5.2 | (4.6) | 13.2 | (2.5) | 8.0 | 2.1 | 0.0 | 0.0 |
| Treasury | 26.6\% | 31.4 | 19.3 | 10.7\% | 10.9\% | 40.7 | 17.2 | 40.7 | 17.2 | 45.6 | 17.7 | 4.9 | 0.5 | 0.0 | 0.0 |
| Total *3 | 8.5\% | 26.1 | 59.6 | 53.6\% | 10.6\% | 89.6 | 45.5 | 153.5 | (21.7) | 331.0 | (24.6) | 177.5 | (2.9) | 63.9 | (67.2) |

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

## Risk Volume Relative to Capital (End of September 2009)

■ Primary risks such as credit, market and operational risks are controlled within Tier 1 limit
■ Risk buffers comprising of excess Tier 1 and Tier 2 are provided against the risk volume assumed under a stress scenario or the risks difficult to measure.


> Assess "level of capital adequacy" based on the capital adequacy ratio management and comprehensive risk management
Assumptions formeasuring the VaR
■ Confidence Interval: 99\%

* "99.9\%" confidence level is used as a supplementary assumption for a stress test.
■ Holding period
Credit risk: 1 year
Market risk: 10 days to 1 year depending on the nature of assets
Operational risk: 1 year

Note: Tier I and Tier II amounts are after certain adjustments.

## Securities Portfolio

■ Net unrealized gains on available-for-sale securities (RHD consolidated basis) as of the end of September 2009 amounted to Y119.4bn

Stock Portfolio
(Available-for-sale securities, RHD Consolidated)

Bond Portfolio

| [Balance of Securities Held (Non-consolidated Basis)] |  |  |  |  |  | (Ybn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Within 1 year | 1 to 5 year | 5 to 10 year | Over 10 years | $\begin{gathered} \text { No } \\ \text { designated } \\ \text { term } \end{gathered}$ | Total |
| Japanese government bonds | 2,674.0 | 2,222.8 | 1,268.6 | 387.2 |  | 6,552.6 |
| Japanese local gov. bonds | 22.0 | 107.9 | 211.8 | - |  | 341.8 |
| Japanese corporate bonds | 245.2 | 528.7 | 19.7 | 39.8 |  | 833.3 |
| Stocks |  |  |  |  | 571.5 | 571.5 |
| Other | 6.7 | 77.8 | 22.9 | 24.8 | 31.5 | 163.7 |
| Foreign securities | 1.8 | 58.7 | 9.1 | 24.8 | 14.1 | 108.5 |
| <Foreign bonds> |  | 58.7 | 9.1 | 24.8 |  | 94.0 |
| <Foreign stocks> |  |  |  |  | 8.5 | 8.5 |
| Other | 5.0 | 19.1 | 13.8 |  | 17.4 | 55.2 |
| Total | 2,947.9 | 2,937.3 | 1,522.9 | 451.8 | 603.0 | 8,462.9 |

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

|  | Mar. '07 | Sep. '07 | Mar. '08 | Sep. '08 | Mar. '09 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Sep. '09 |  |  |  |  |  |
| Japanese Bonds | $(32.9)$ | $(31.4)$ | $(32.7)$ | $(57.5)$ | $(54.2)$ |
| Other* | 16.5 | 11.0 | 5.2 | $(18.6)$ | $(8.2)$ |
| Total | $(16.4)$ | $(20.4)$ | $(26.9)$ | $(76.1)$ | $(62.4)$ |

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

|  | Mar. '07 | Sep. '07 | Mar. '08 | Sep. '08 | Mar. '09 | Sep. '09 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| 10-year JGB yield | $1.650 \%$ | $1.675 \%$ | $1.275 \%$ | $1.460 \%$ | $1.350 \%$ | $1.290 \%$ |

[JGB duration (Banking Account)]

|  | Mar. '07 | Sep. '07 | Mar. '08 | Sep. '08 | Mar. '09 | Sep. '09 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Resona Group | 1.9 | 1.7 | 1.7 | 1.6 | 2.0 | 2.3 |
| Resona Bank | 1.8 | 1.6 | 1.6 | 1.5 | 1.9 | 2.5 |

[Basis Point Value (BPV, Domestic Bonds]

|  | Mar. '07 | Sep. '07 | Mar. '08 | Sep. '08 | Mar. '09 | Sep. '09 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Resona Group | $(0.99)$ | $(0.95)$ | $(0.90)$ | $(0.97)$ | $(1.31)$ | $(1.48)$ |
| Resona Bank | $(0.59)$ | $(0.54)$ | $(0.48)$ | $(0.47)$ | $(0.74)$ | $(0.82)$ |

[Break-even Nikkei Average Points]

|  | Mar. '07 | Sep. '07 | Mar. '08 | Sep. '08 | Mar. '09 | Sep. '09 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Resona Group | 7,000 | 7,000 | 7,500 | 7,500 | 7,000 | 7,000 |

## Shareholdings by Industry (End of September 2009, RB)



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

## Loans and Bills Discounted

## Deposits

[End of March 2009]

|  | Within 6M | 6 to 12M | 1 to 3Y | Over 3Y | Total |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Fixed rate | $3.2 \%$ | $2.5 \%$ | $5.3 \%$ | $8.4 \%$ | $19.3 \%$ |
| Prime rate-based | $44.0 \%$ | $0.5 \%$ | $0.0 \%$ | $0.0 \%$ | $44.5 \%$ |
| Market rate-based | $26.8 \%$ | $2.9 \%$ | $3.5 \%$ | $2.9 \%$ | $36.1 \%$ |
| Total | $\mathbf{7 4 . 0} \%$ | $\mathbf{5 . 9 \%}$ | $8.8 \%$ | $11.3 \%$ | $100.0 \%$ |
| Loans maturing <br> within 1 vear | $\mathbf{7 9 . 9 \%}$ |  |  |  |  |

within 1 vear
[End of September 2009]

|  | Within 6M | 6 to 12M | 1 to 3Y | Over 3Y | Total |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Fixed rate | $2.7 \%$ | $1.8 \%$ | $5.0 \%$ | $8.5 \%$ | $18.0 \%$ |
| Prime rate-based | $47.2 \%$ | $0.1 \%$ | $0.0 \%$ | $0.0 \%$ | $47.3 \%$ |
| Market rate-based | $26.2 \%$ | $2.1 \%$ | $3.5 \%$ | $2.8 \%$ | $34.6 \%$ |
| Total | $\mathbf{7 6 . 0 \%}$ | $\mathbf{4 . 1 \%}$ | $8.5 \%$ | $11.3 \%$ | $100.0 \%$ |
| Loans maturing | $\mathbf{8 0 . 1 \%}$ |  |  |  |  |

80.1\%
[End of September 2009]
[Change in 1H of FY2009]

|  | Within 6M | 6 to 12M | 1 to 3Y | Over 3Y | Total |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Fixed rate | $(0.5) \%$ | $(0.6) \%$ | $(0.3) \%$ | $0.1 \%$ | $(1.3) \%$ |
| Prime rate-based | $3.2 \%$ | $(0.5) \%$ | $0.0 \%$ | $0.0 \%$ | $2.8 \%$ |
| Market rate-based | $(0.6) \%$ | $(0.7) \%$ | $0.0 \%$ | $(0.1) \%$ | $(1.5) \%$ |
| Total | $\mathbf{2 . 1} \%$ | $(1.8) \%$ | $(0.3) \%$ | $0.0 \%$ | $0.0 \%$ |
| Loans maturing <br> within 1 vear | $\mathbf{0 . 2 \%}$ |  |  |  |  |

[Change in 1H of FY2009]

|  | Within 6M | 6 to 12 M | 1 to 3Y | Over 3Y | Total |
| :---: | ---: | ---: | ---: | ---: | :---: |
| Liquid deposits | $(1.9) \%$ | $0.1 \%$ | $0.2 \%$ | $0.2 \%$ | $(1.4) \%$ |
| Time deposits | $0.8 \%$ | $1.4 \%$ | $0.3 \%$ | $(1.0) \%$ | $1.4 \%$ |
| Total | $(1.1) \%$ | $1.4 \%$ | $0.5 \%$ | $(0.8) \%$ | $0.0 \%$ |


|  | Within 6 M | 6 to 12 M | 1 to 3 Y | Over 3Y | Total |
| :---: | ---: | ---: | ---: | ---: | :---: |
| Liquid deposits | $45.3 \%$ | $1.9 \%$ | $7.5 \%$ | $7.8 \%$ | $\mathbf{6 2 . 5 \%}$ |
| Time deposits | $18.6 \%$ | $10.2 \%$ | $5.9 \%$ | $2.8 \%$ | $37.5 \%$ |
| Total | $63.9 \%$ | $12.1 \%$ | $13.4 \%$ | $10.6 \%$ | $100.0 \%$ |


|  | Within 6M | 6 to 12 M | 1 to 3Y | Over 3Y | Total |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Liquid deposits | $43.3 \%$ | $2.0 \%$ | $7.7 \%$ | $8.0 \%$ | $\mathbf{6 1 . 1 \%}$ |
| Time deposits | $19.5 \%$ | $11.5 \%$ | $6.2 \%$ | $1.8 \%$ | $38.9 \%$ |
| Total | $62.8 \%$ | $13.5 \%$ | $13.8 \%$ | $9.8 \%$ | $100.0 \%$ |

Composition of Loan Portfolio by Corporate/Individual Customers (RB)
Loans to corporations
*Market rate-linked loans (corporate) include the fixed-rate (spread) loans maturing in less than one year.
[End September 2008]


Loans to individuals
[End September 2008]

[End March 2009]

[End September 2009]

[End September 2009]


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


## Composition of Deposits by Corporate/Individual Customers (RB)



## Individual Deposits

[End September 2008]

[End September 2009]


## Migrations of Borrowers (RB, 1H of FY2009)

Exposure amount basis (Migration during the 1H of FY2009)

|  |  | End of September 2009 |  |  |  |  |  |  |  |  | Upw ard Migration | Downward Migration |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Normal | Other Watch | Special Attention | Doubtful | Quasi- <br> Bankrupt | Bankrupt | Other | Collection, Repayments | $\begin{aligned} & \text { Assignments, } \\ & \text { Sale } \end{aligned}$ |  |  |
|  | Normal | 96.7\% | 2.1\% | 0.2\% | 0.2\% | 0.0\% | 0.0\% | 0.8\% | 0.8\% | 0.0\% | - | 2.5\% |
| T | Other Watch | 10.5\% | 78.9\% | 3.1\% | 3.2\% | 0.2\% | 0.5\% | 3.5\% | 3.5\% | 0.0\% | 10.5\% | 7.1\% |
| $\begin{aligned} & 0 \\ & 3 \\ & 3 \end{aligned}$ | Special Attention | 2.7\% | 14.6\% | 68.6\% | 8.6\% | 0.8\% | 0.3\% | 4.5\% | 4.5\% | 0.0\% | 17.3\% | 9.6\% |
| $\frac{2}{5}$ | Doubtful | 1.6\% | 6.7\% | 1.6\% | 78.9\% | 5.2\% | 2.3\% | 3.8\% | 3.8\% | 0.0\% | 9.9\% | 7.5\% |
| 0 | QuasiBankrupt | 0.1\% | 0.1\% | 0.5\% | 0.3\% | 86.0\% | 7.5\% | 5.5\% | 3.4\% | 2.1\% | 1.0\% | 7.5\% |
|  | Bankrupt | 0.0\% | 0.0\% | 0.0\% | 0.5\% | 0.0\% | 91.9\% | 7.6\% | 7.4\% | 0.1\% | 0.5\% | - |

1. Above table shows how a borrower belonging to either of the borrower categories shown as of the end of March 2009 moved to a new category in the first half of FY2009.
2. Percentage points are calculated based on exposure amounts as of the end of March 2009. (New loans extended, loans collected or writtenoff during the period are not taken into account.)
3. "Other" for end of September 2009 indicates those exposures removed from the balance sheet due to collection, repayments, assignments or sale of daims.

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



## List of RHD's Preferred Shares (1)

[As of January 1, 2010]

|  |  | Class C Preferred Shares | Class F Preferred Shares |
| :---: | :---: | :---: | :---: |
| Distinction between | public and private funds | Public Fund | Public Fund |
| Original issuer and | name of securities | Kinki Osaka Bank Series 1 | Asahi Bank Series 2 Class 2 |
| Original issue date |  | 4/26/2001 | 3/31/1999 |
| Current number of | shares | $12,000,000$ shares | 8,000,000 shares |
| Issue price per sha |  | JPY 5,000 | JPY 12,500 |
| Total issue amount | remaining at present | JPY 60.0 Billion | JPY 100.0 Billion |
| Original total issue | amount | JPY 60.0 Billion | JPY 100.0 Billion |
| Shareholder |  | RCC | RCC |
| Preferred dividend | Dividend per share | JPY 68.00 | JPY 185.00 |
|  | Total amount of dividend | JPY 816 Million | JPY 1,480 Million |
|  | Yield | 1.36\% | 1.48\% |
| Acquisition right | Acquisition period | $\begin{gathered} \hline 1 / 1 / 2002 \\ 3 / 31 / 2015 \end{gathered}$ | $\begin{gathered} \hline 7 / 1 / 2003 \\ 11 / 30 / 2014 \end{gathered}$ |
|  | Current exchange price | JPY 1,667 | JPY 3,597 |
|  | Current exchange rate | (2.999) | (3.475) |
| Reset of | Date of reset | 1/1 | 7/1 |
| exchange rate | Direction of reset | Upward/Downward | Upward/Downward |
|  | Cap exchange rate | (2.999) | (3.475) |
|  | Floor exchange rate | -- | -- |
|  | Cap exchange price | -- | -- |
|  | Floor exchange price | JPY 1,667 | JPY 3,597 |
|  | Start of market price calculation | 45 trading days before | 45 trading days before |
|  | Calculation period | 30 trading days | 30 trading days |
| Acquisition clause | Date of mandatory exchange | 4/1/2015 | 12/1/2014 |
|  | Mandatory exchange rate | JPY 5,000 / Market Price | JPY 12,500 / Market Price |
|  | Start of market price calculation | 45 trading days before | 45 trading days before |
|  | Calculation period | 30 trading days | 30 trading days |
|  | Floor exchange price | JPY 1,667 | JPY 3,598 |

List of RHD's Preferred Shares (2)
[As of January 1, 2010]

| Distinction be tween public and private fund |  | Class 1 Preferred Shares | Class 2 Preferred Shares | Clas s 3 Prefe rred Shares |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Public Fund | Public Fund | Public Fund |
| Original is sue rand name of se curities |  | Resona Bank Class 1 Series 1 | Resona Bank Class 2 Series 1 | Resona Bank Class 3Series 1 |
| Original is sue date |  | 7/1/2003 | 711/2003 | 7/1/2003 |
| C urrent number of shares |  | 275,000,000 shares | 281,780,786shares | 275,000,000 shares |
| Iss ue price per share |  | JPY 2,000 | JPY 2,000 | JPY 2,000 |
| Total is sue a mount remaining at present |  | JPY 550.0 Billion | JPY 563.5Billion | JPY 550.0 Billion |
| Original total iss ue amount |  | JPY 550.0 Billion | JPY 563.5Billion | JPY 550.0 Bill ion |
| Shareholder |  | DIC | DIC | DIC |
| Preferre d dividend | Divid end per share (Jun '10) | JPY 28.68 | JPY 28.68 | JPY 28.68 |
|  | Total amount of divide nd (Jun '10) | JPY 7,887 M Mlion | JPY 8,081 Million | JPY 7,887 M Million |
|  | Yield | Lib or (1y) + 50bp | $\text { Libor }(1 \mathrm{y})+50 \mathrm{bp}$ | Libor (1y) + 50bp |
| Acquis ition right | Acquisisioio n eriod | 7/1/2006 | 7/1/2008 | 7/1/2010 |
|  |  | --- | --- | -- |
|  | Current exch ange price | JPY 1,409 | JPY 1,206 | -- |
|  | Current exchange rate | (1.419) | (1.658) | (-) |
| Reset of exchange rate | Date of reset | 8/1 | 11/1 | 5/1 |
|  | Direction of reset | Upward/Down ward | Upward/Downward | Up ward/Downward |
|  | Cap exchange rate | (7.143) | (10.000) | (11.765) |
|  | Floor exch ange rate | --- | --- | -- |
|  | Cap exchange price | --- | --- | -- |
|  | Floor exch ange price | JPY 280 | JPY 200 | JPY 170 |
|  | Start of market p pice calculation | 45 trading days before | 45 trading days before | 45 trading days before |
|  | Calculation period | 30 tradingdays | 30 trading days | 30 trading days |
| Acquis ition clause | Date of mandatory exchange | M andatory exchange not applicable | Mancatory exchange nd applicable | Mandatory exchange not applicable |
|  |  |  |  |  |
|  | Mandatory exch ange rate | --- | --- | -- |
|  | Start of market p pice calculation | --- | --- | -- |
|  | Calculation period | --- | --- | -- |
|  | Floor exch ange price | --- | --- | -- |


| Class 4Preferred Shares | Class 5 Preferred Shares | Class 6 Preferred Shares |
| :---: | :---: | :---: |
| Private Fund | Private Fund | Private Fund |
| Resona Hold ings Class 4 | Resona Hol dings Class 5 | ResonaHoldings Class 6 |
| 8/31/2006 | 8/28/2007 | 12/82009 |
| 2,520,000 shares | 4,000,000 shares | 3,000,000shares |
| JPY 25,000 | JPY 25,000 | JPY 25,000 |
| JPY 63.0Billion | JPY 100.0Billion | JPY 75.0 Billion |
| JPY 63.0Billion | JPY 100.0Billion | JPY 75.0 Billion |
| Shinkin Trust Bank | Dai - chi Life | Nippon Life Meiji Yasuda Life Daido Life |
| JPY 992.50 | JPY 918.75 | JPY 386.51 |
| JPY 2,501 M Mlion | JPY 3,675 Million | JPY 1,159 Million |
| 3.97\% | 3.675\% | 4.950\% |
| --- | --- | --- |
| --- | --- | --- |
| --- | --- | --- |
| (---) | (---) | (--) |
| --- | --- | --- |
| --- | --- | --- |
| --- | --- | --- |
| --- | --- | --- |
| --- | --- | --- |
| --- | --- | --- |
| --- | --- | --- |
| --- | --- | --- |
| Mandatory exchange not applicable | Mandatay exchange nd applicabe | Mandaory exchange not applicable |
| Acquisition clause exercis able under certain conditions at the issuer's option after seven years affter issue date | Acquisition clause ex ercisable under certainconditions at the issuer's option after seven years aff ter issue date | Acquisition claus ee xer cisable un der cert ain conditions at theiss uer's option afterse venyears affteris sue date |
| --- | --- | --- |
| --- | --- | --- |
| --- | --- | --- |
| --- | --- | --- |

## Distributable Profits and Dividend Policy



[^9]Resona Holdings, Inc.

## Human Resources Management

## Cultivate human resources who will lead Resona's future growth

| System enabling employees to perform we Il |  |
| :---: | :---: |
| Diversity Management | Actively promote female staff <br> $\rightarrow$ Female leaders training program <br> Assist female staffs to become a leader <br> $>$ Hiring of part-time/temp. staffs as regular employees <br> $\rightarrow 59$ staffs promoted in FY2008 <br> $>$ Introduced reemployment system |
| Specialty | New Branch Management System <br> $\rightarrow$ Appoint GMs for personal banking, corporate banking and customer services, respectively <br> > Career Entry System <br> $>$ Resona Business School |
| HR <br> Invigoration | > FA system <br> > Post Challe nge System <br> $>$ Tow n meeting (opportunity to exchange opinions) |



* Junior managers, excluding seconded employees


## Managerial position

## <Selection Process>

>Transparent and objective selection criteria
$\rightarrow$ Appointments Committee play an active

## CEO

Succession
Plan role in the selection process
$\rightarrow$ HR consultant, 360-degree feedback
$>$ Various assessments on CEO candidates
$\rightarrow$ Assessment through "shadow cabinet"


## < Development Program>

$\rightarrow$ Pool of candidates based on recommendation
$>$ Resona Executive Communication School (RECS)

## Establishing a firm brand of "Retail x Trust"



## Relocation of Tokyo Head Office

## Assignment of Tokyo HO bldg. and Relocation

■ Sold a current HQ building at Y162.6bn in April 2008

- Secured approx. Y130 bn of retained earnings
- Tokyo Head Office will be relocated to Fukagawa area in May 2010
- Fukagawa Gatharia W2 Building
- Outline of the property



## Outline of Head Office Business Reform

■ Pursue further low-cost operation
■ Higher business quality and swift decision making realized through improved intellectual productivity

|  | Promote paperless work style |
| :---: | :---: |
| Work Style Reform | - File/record management |
|  | Standardization of bus iness process |
|  | - Standardization and concentration of non-core businesses |
| ITInfrastructure | Strengthening of groupw are |
|  | - Upgrading groupware <br> - Multi-function IP phone system |
| Office Style Reform | Open and flexible office |
|  | - Universal layout <br> - Modularization /enhanced functions |
| Cost be nefit performance |  |

■ Investment and one-time expense: approx. Y6.0 bn
■ Reduction in rent: approx. Y0. 6 bn/ year
$\square$ Cost reduction by streamlining: approx. Y0.8bn/ year

## Renovation of Branch Office System

Higher service quality at consultation counter and more efficient and flawless clerical process

## Outline of systems renovation

- New consultation booth terminal
- Front \& back office linkage system
- Replacement of outdated terminals



## Sche dule for renovation

| November <br> 2010 | $>$ Start renovation on a <br> trial basis | February <br> 2011 | $>$ Full-scale renovation <br> (step-by-step) | July <br> (step |
| :---: | :---: | :---: | :---: | :---: |



## Business Revitalization Plan: Earnings Plan

| (Total of Group Banks) |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Billions of Yen) | FY 2007 | FY 2008 | FY 2009 | FY 2010 | FY2011 | (Billions of Yen) | FY 2007 | FY 2008 | FY 2009 | FY 2010 | FY 2011 |
|  | (Actual) | (Actual) | (Plan) | (Plan) | (Plan) |  | (Actual) | (Actual) | (Plan) | (Plan) | (Plan) |
| Gross operating profit | 700.0 | 675.3 | 690.0 | 721.0 | 760.0 | Total assets (Note.2) | 40,476.0 | 39,371.6 | 39,640.0 | 39,880.0 | 40,630.0 |
| Trustfees | 41.3 | 35.4 | 37.0 | 37.0 | 40.0 | Loans and bills discounted | 25,787.7 | 25,598.1 | 25,480.0 | 25,730.0 | 26,150.0 |
| Jointy Operated Designated Money Trust | 6.9 | 6.1 | 5.0 | 5.0 | 5.0 | Securities | 6,846.0 | 7,423.0 | 7,770.0 | 7,940.0 | 8,120.0 |
| NPL disposal in the trustaccount | (0.1) | (0.3) |  |  |  | Trading assets | 494.4 | 466.0 | 700.0 | 700.0 | 700.0 |
| Interest income | 701.3 | 670.2 | 677.0 | 733.0 | 807.0 |  | 286.3 | 25.3 | 197.7 | 128.8 | 48.4 |
| Interest expense | 164.1 | 137.8 | 173.0 | 220.0 | 282.0 | Total liabilifes (Note.2) | 39,135.7 | 38,074.9 | 38,430.0 | 38,700.0 | 39,430.0 |
| Net fees \& commissions | 97.0 | 68.9 | 100.0 | 114.0 | 127.0 | Deposits and NCDs | 33,302.6 | 33,010.1 | 32,610.0 | 33,120.0 | 33,710.0 |
| Net trading income | 69.7 | 20.0 | 12.0 | 13.0 | 14.0 | Trading liabilities | 68.8 | 13.5 |  |  |  |
| Other operating income | (45.3) | 18.4 | 37.0 | 44.0 | 54.0 | DTL (term-end bal.) |  |  |  |  |  |
| Gains/(losses) on bonds | 7.2 | 10.2 | 9.0 | 13.0 | 18.0 | DTL for land revaluation (term-end bal.) | 43.1 | 30.9 | 31.7 | 31.7 | 31.7 |
| Net operating profit <br> (Before provision to general reserve and NPL disposal in the tust account) | 337.8 | 312.7 | 314.0 | 345.0 | 383.0 | Netassets (Note.2)Capital stock | 1,471.5 | 1,261.7 | 1,367.8 | 1,409.8 | 1,450.8 |
|  |  |  |  |  |  |  | 398.8 | 398.8 | 398.8 | 398.8 | 398.8 |
| Net operating profit | 337.9 | 304.7 | 314.0 | 345.0 | 383.0 | Capital reserve | 433.8 | 433.8 | 433.8 | 433.8 | 433.8 |
| Provision to general reserve | (0.0) | 8.4 |  |  |  | Other capital surplus | 88.7 | 88.7 | 88.7 | 88.7 | 88.7 |
| Expenses | 362.1 | 362.2 | 376.0 | 376.0 | 377.0 | Earnedsurplus reserve | 20.0 | 20.0 | 20.0 | 20.0 | 20.0 |
| Personnel expense | 123.8 | 122.8 | 127.0 | 129.0 | 131.0 | Retained earnings (Note.3) | 328.2 | 288.5 | 245.8 | 287.8 | 328.8 |
| Non-personnel expenses | 217.1 | 217.6 | 227.0 | 225.0 | 224.0 | Land revaluation excess | 59.8 | 41.9 | 43.1 | 43.1 | 43.1 |
| Disposal of NPL | 80.3 | 192.8 | 73.0 | 71.0 | 60.0 | Netunrealized gains/(losses) on other securities | 123.4 | (32.4) | 118.8 | 118.8 | 118.8 |
| Net gain/(loss) on stocks | (45.8) | (37.6) | 3.0 | 4.0 | 6.0 | (Management Indicators)*3 |  |  |  |  |  |
| Loss on devaluation | 26.7 | 25.7 | - |  |  | Yield on interest earning assets (A) | 1.91 | 1.87 | 1.89 | 2.03 | 2.19 |
| Ordinary profit | 212.5 | 84.9 | 249.0 | 286.0 | 340.0 | Interest earned on loans and bills discounted | 2.18 | 2.18 | 2.17 | 2.31 | 2.48 |
| Extraordinary gains | 94.6 | 142.0 | 10.0 |  |  | Interest on securities | 0.89 | 0.85 | 0.93 | 1.04 | 1.14 |
| Extraordinary losses | 5.0 | 7.6 | 2.0 | 2.0 | 2.0 | Total cost of funding (B) | 1.39 | 1.34 | 1.46 | 1.58 | 1.72 |
| Income taxes - current | 9.6 | 35.0 | 67.0 | 12.0 | 13.0 |  | 0.30 | 0.27 | 0.32 | 0.44 | 0.59 |
| Income taxes - deferred | 32.3 | 63.4 | 29.0 | 69.0 | 81.0 | Overall interest spread (A) - (B) | 0.52 | 0.52 | 0.42 | 0.45 | 0.47 |
| Net income/(loss) | 260.1 | 120.7 | 161.0 | 203.0 | 244.0 | Cost-to-income ratio (OHR) | 51.73 | 53.66 | 54.49 | 52.14 | 49.60 |

[^10]
## Resona Group's Management Direction



What We Have Achieved (1): Sustainable Profitability


## What We Have Achieved (2): Growth of Five Core Businesses



* Ratio of investment products to total financial assets including deposits held by individuals


# Macro Economic Trend 

Reference Material

## GDP Components



## Source : Cabinet Office

* In real term : seasonally adjusted series
* Private Investment: Private Residential Investment, Private Non-resi. Investment, Private Inventory
* Public Demand: Government Consumption, Public Investment, Public Inventory


## Japanese Economy: Forecast of Real GDP Growth Rate

Real GDP Growth Rate

| $\%$ | FY2007 <br> Actual | FY2008 <br> Actual | FY2009 <br> Forecast | FY2010 <br> Forecast |
| :--- | ---: | ---: | ---: | ---: |
| GDP | 1.8 | $(3.7)$ | $(2.2)$ | 1.4 |
| Private Consumption | 0.8 | $(1.1)$ | 0.3 | 0.6 |
| Private Non-Resi.Investment | 0.2 | $(1.1)$ | $(2.4)$ | 0.2 |
| Net export | 1.2 | $(1.3)$ | $(0.3)$ | 1.0 |



Regional Macro Data Comparison (Whole country,Tokyo,Osaka,Saitama,Kanagawa)


## Overall Economy in Japan (2)

## Trends in Stability Ratios of Japanese Companies



## Overall Economy in Japan (3)



## Overall Economy in Japan (4)

## Comparison of Debts Held by Private Non-financial Sectors



## Overall Economy in Japan (5)

Trend of Unemployment Rate


Overall Economy in Japan (6)


## Japan-US Comparison of Housing Trends (1)



## Land/Housing Prices



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



## Japan-US Comparison of Housing Trend (3)

| Major Difference in Housing Loan Features (Japan and the U.S.) |  |  |
| :---: | :---: | :---: |
|  | Japan | U.S. |
| Primary objective of purchasing home | Primarily for permanent dwelling | In many cases, for replacements |
| Most important criteria for loan application screening | DTI (Debt-to-Income Ratio) | LTV <br> (Loan-to-Value Ratio) |
| Main Product Type | Recourse | Non-Recourse |
| Pledged Collateral | Collateral value is mostly from land | Collateral value is mostly from building |
| Sub-prime loan market | Non-existent | Expanded rapidly with rising real estate prices |

Trend of Condominium Market in Tokyo and Osaka Metropolitan Areas

|  | Tokyo Metropolitan Area |  |  |  |  |  | Osaka Metroplitan Area |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of units newly supplied | Number of units sold | Contracted <br> rate (\%) | All units left unsold (inventory) | Average price per unit (new supply) (thousands of yen) | Sel ling price per 1 m2 (new supply) (thousands $\qquad$ | Number of units newly supplied | Number of units sold | Contracted rate (\%) | All units left unsold (inventory) | Average price per unit (new supply) (thousands of yen) | Selling price per 1 m 2 (new supply) (thousands $\qquad$ |
| Aug. 2006 | 3,274 | 2,531 | 77.3\% | 5,767 | 38,610 | 521 | 1,566 | 1,261 | 80.5\% | 3,848 | 33,660 | 483 |
| Sep. 2006 | 6,488 | 5,061 | 78.0\% | 6,152 | 41,700 | 551 | 2,275 | 1,746 | 76.7\% | 3,688 | 32,830 | 418 |
| Oct. 2006 | 6,307 | 4,829 | 76.6\% | 6,777 | 43,470 | 578 | 3,108 | 2,164 | 69.6\% | 4,064 | 32,070 | 462 |
| Nov. 2006 | 6,859 | 5,123 | 74.7\% | 6,555 | 41,930 | 554 | 2,430 | 1,785 | 73.5\% | 4,045 | 35,510 | 459 |
| Dec. 2006 | 10,259 | 7,530 | 73.4\% | 8,173 | 40,110 | 523 | 3,185 | 2,133 | 67.0\% | 4,671 | 35,950 | 483 |
| Jan. 2007 | 2,868 | 2,124 | 74.1\% | 7,741 | 38,560 | 520 | 1,033 | 626 | 60.6\% | 4,416 | 31,650 | 443 |
| Feb. 2007 | 4,804 | 3,722 | 77.5\% | 7,388 | 46,210 | 614 | 3,392 | 2,403 | 70.8\% | 4,802 | 33,460 | 447 |
| Mar. 2007 | 5,463 | 4,399 | 80.5\% | 6,990 | 47,060 | 614 | 3,464 | 2,323 | 67.1\% | 5,220 | 33,700 | 450 |
| Apr. 2007 | 4,090 | 3,037 | 74.3\% | 6,791 | 46,510 | 627 | 2,046 | 1,189 | 58.1\% | 5,282 | 34,780 | 484 |
| May 2007 | 5,343 | 4,044 | 75.7\% | 6,806 | 48,040 | 625 | 2,393 | 1,684 | 70.4\% | 5,281 | 32,840 | 435 |
| Jun. 2007 | 5,716 | 3,948 | 69.1\% | 7,333 | 48,530 | 644 | 2,768 | 1,960 | 70.8\% | 5,277 | 34,980 | 474 |
| Jul. 2007 | 6,409 | 4,747 | 74.1\% | 7,330 | 53,050 | 705 | 2,533 | 1,730 | 68.3\% | 5,347 | 35,580 | 466 |
| Aug. 2007 | 3,337 | 2,189 | 65.6\% | 7,494 | 39,650 | 539 | 1,076 | 607 | 56.4\% | 5,075 | 31,830 | 429 |
| Sep. 2007 | 5,202 | 3,426 | 65.9\% | 7,894 | 44,810 | 583 | 3,640 | 2,538 | 69.7\% | 5,432 | 35,630 | 463 |
| Oct. 2007 | 5,731 | 3,583 | 62.5\% | 8,582 | 46,930 | 614 | 2,648 | 2,069 | 78.1\% | 5,224 | 43,180 | 561 |
| Nov. 2007 | 3,868 | 2,476 | 64.0\% | 8,669 | 46,840 | 636 | 2,332 | 1,374 | 58.9\% | 5,459 | 35,320 | 469 |
| Dec. 2007 | 8,190 | 4,859 | 59.3\% | 10,763 | 44,470 | 583 | 2,894 | 2,038 | 70.4\% | 5,769 | 31,360 | 497 |
| Jan. 2008 | 2,320 | 1,223 | 52.7\% | 10,694 | 42,100 | 575 | 1,492 | 860 | 57.6\% | 5,824 | 31,360 | 460 |
| Feb. 2008 | 3,460 | 2,081 | 60.1\% | 10,643 | 47,680 | 648 | 2,226 | 1,404 | 63.1\% | 5,760 | 35,400 | 474 |
| Mar. 2008 | 4,446 | 2,901 | 65.2\% | 10,837 | 50,080 | 671 | 2,544 | 1,507 | 59.2\% | 5,975 | 36,310 | 477 |
| Apr. 2008 | 2,865 | 1,808 | 63.1\% | 10,544 | 53,380 | 708 | 1,248 | 782 | 62.7\% | 5,538 | 35,110 | 499 |
| May. 2008 | 4,389 | 3,118 | 71.0\% | 10,482 | 48,250 | 639 | 1,791 | 1,008 | 56.3\% | 5,626 | 36,720 | 478 |
| Jun. 2008 | 4,002 | 2,588 | 64.7\% | 10,760 | 46,380 | 632 | 2,556 | 1,649 | 64.5\% | 5,887 | 37,720 | 486 |
| Jul. 2008 | 3,554 | 1,902 | 53.5\% | 10,885 | 53,090 | 718 | 1,786 | 1,006 | 56.3\% | 5,898 | 34,270 | 476 |
| Aug. 2008 | 2,041 | 1,447 | 70.9\% | 10,504 | 47,990 | 676 | 1,161 | 690 | 59.4\% | 5,731 | 36,480 | 494 |
| Sep. 2008 | 2,427 | 1,458 | 60.1\% | 10,411 | 44,670 | 618 | 2,047 | 1,277 | 62.4\% | 5,831 | 35,810 | 481 |
| Oct. 2008 | 4,240 | 2,671 | 63.0\% | 10,842 | 48,480 | 672 | 2,164 | 1,342 | 62.0\% | 6,034 | 35,930 | 461 |
| Nov. 2008 | 3,293 | 2,080 | 63.2\% | 11,085 | 50,180 | 680 | 1,716 | 1,009 | 58.8\% | 6,168 | 34,880 | 484 |
| Dec. 2008 | 6,696 | 4,143 | 61.9\% | 12,427 | 42,810 | 593 | 2,013 | 1,195 | 59.4\% | 6,344 | 30,140 | 451 |
| Jan. 2009 | 1,760 | 1,130 | 64.2\% | 11,679 | 41,720 | 590 | 1,412 | 708 | 50.1\% | 6,264 | 33,350 | 439 |
| Feb. 2009 | 2,509 | 1,548 | 61.7\% | 9,819 | 48,230 | 654 | 1,548 | 853 | 55.1\% | 6,022 | 34,210 | 465 |
| Mar. 2009 | 2,390 | 1,871 | 78.3\% | 8,846 | 47,470 | 650 | 2,358 | 1,528 | 64.8\% | 5,971 | 35,430 | 470 |
| Apr. 2009 | 2,621 | 1,697 | 64.7\% | 8,791 | 39,530 | 604 | 1,904 | 977 | 51.3\% | 6,170 | 35,880 | 484 |
| May. 2009 | 3,538 | 2,502 | 70.7\% | 8,333 | 45,480 | 638 | 1,411 | 910 | 64.5\% | 5,889 | 36,300 | 482 |
| Jun. 2009 | 3,080 | 2,161 | 70.2\% | 7,928 | 45,430 | 632 | 1,524 | 920 | 60.4\% | 5,836 | 35,240 | 469 |
| Jul. 2009 | 3,230 | 2,432 | 75.3\% | 7,446 | 46,280 | 665 | 1,247 | 795 | 63.8\% | 5,569 | 33,490 | 456 |
| Aug. 2009 | 1,914 | 1,327 | 69.3\% | 7,037 | 43,140 | 611 | 1,057 | 723 | 68.4\% | 5,354 | 36,190 | 471 |
| Sep. 2009 | 3,063 | 2,263 | 73.9\% | 6,840 | 45,270 | 624 | 1,467 | 893 | 60.9\% | 5,146 | 36,370 | 488 |
| Oct. 2009 | 3,386 | 2,337 | 69.0\% | 6,895 | 46,190 | 662 | 2,003 | 1,249 | 62.4\% | 5,246 | 31,170 | 456 |
| Nov. 2009 | 3,648 | 2,508 | 68.8\% | 6,825 | 46,470 | 694 | 2,088 | 1,272 | 60.9\% | 5,345 | 33,300 | 472 |
| Dec. 2009 | 5,247 | 3,602 | 68.6\% | 7,389 | 45,970 | 639 | 1,765 | 1,301 | 73.7\% | 5,233 | 29,870 | 495 |
| Source: Data stream, Newsrun (Real Estate Economic Institute Co., Ltd.) |  |  |  |  |  |  |  |  |  |  |  |  |
| Contracted rate (\%) = Number of units sold / Number of units newly supplied |  |  |  |  |  |  |  |  |  |  |  |  |

Macro trends for Real Estate Business


[^11]
## Population and housing ownership rate



## Potential for Sales of Financial Products


(Y tn)


Individual's financial assets (Sep. 2009)

*1. Contractual type by distribuion channe 2000-2009: End of December

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

These factors may include changes in the level of stock price in Japan, any development and change related to the government's policies, laws, business practices and their interpretation, emergence of new corporate bankruptcies, changes in the economic environment in Japan and abroad and any other factors which are beyond control of the Resona Group.
These forward-looking statements are not intended to provide any guarantees of the Group's future performance. Please also note that the actual performance may differ from these statements.


[^0]:    1. Domestic operations (Deposits include NCDs.)

    Fees and commission income plus trust fees
    Net operating profit before transfer to general reserve for possible loan losses and expenses related to NPL disposal in the trust account
    Progress rate against a full year forecasts revised upward in January 2010.

[^1]:    *1. Data compiled for a management and administration pur pose

[^2]:    Credit cost / (Loans and bills discounted + acceptances and guarantees)

[^3]:    1. Actual result of the previous fiscal year include Resona Trust \& Banking
[^4]:    *1. On a principal amount basis

[^5]:    *1. Two ways of calculating Core Tier 1 capital def ined by Resona Holdings.

[^6]:    *1. Domestic operations (deposits include NCDs)
    *2. Entire interest income less net interest income from loans and deposits (domestic operations)

[^7]:    *Excludi ing gains from investments in real estate fund

[^8]:    *1. Estimated impact based on the risk-weighted assets as of the end of March, 2009
    *2. Potential dilution based on the number of outstanding common shares as of the end of March, 2009.

[^9]:    *1. RB and RT merged on April 1, 2009 with RB being a survi ving company. (RB's distributable profits at end March '09 include RT's)
    *2. (Term-end divi dend for FY2007 + interim di vidend for FY2008) / Net income of FY2007 on a non-consolidated basis

[^10]:    *1. Assets and liabilities are stated in av erage balance. Net assets are reported in term-end balance.
    *2. Earned surplus excluding earned surplus reserve
    *3. Management indic ators other than OHR are based on the total figures of three subsidiary banks excluding Resona Trust \& Banking.

[^11]:    Source: National Instiute of Population and Social Security Research

