## Aiming at Establishing a True Retail Bank Group

- Business Results of 1Q FY2010 and Future Management Direction =



## RESONA

September 2010
Resona Holdings, Inc.

## Resona Group at a Glance

## 1Q FY2010 Results and Recent Business Trend

Efforts to Build Solid Foundation for Sustainable Growth

## Pathway to Early Repayment of Public Funds

<Reference Material>

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## Resona Group's Corporate Structure

Total assets approx. Y40 trillion: Clear focus on core banking businesses


## Resona's Positioning in the Japanese Market



## Retail-focused bank with solid customer base and scale

## Resona Group's Franchise Value

Solid presence in the Tokyo metropolitan area and the Kansai region where population, economic activities and industries are highly concentrated.

Total: 576


Branch network comparable in size to mega banks
<Number of manned branch offices>


Resona Group's Presence in Regional Markets


Resona Group's Strengths

*3. 10 largest regional banks in terms of consolidated total assets
(Yokohama, Fukuoka FG, Chiba, Hokuhoku FG, Shizuoka, Yamaguchi FG, Joyo, Sapporo Hokuyo HD, Nishinihon City, Kyoto)

## Sound Profits Reside in Sound Balance Sheet (1)

## Sound assets backed by stable deposit funding

RHD's consolidated balance sheet
(As of Mar. 31, 2010)

## [Sound Ioan portfolio]

- Well-diversified loan portfolio
$>$ Housing loan ratio at 45.7\%
> SME portfolio well-diversified into 90 thousands clients
- Housing loan net loss ratio at $0.2 \%$
- Net NPL ratio standing at $0.43 \%$
[Conservative securities portfolio]
(As of June 30, 2010)
- Mostly comprised of JGBs (Duration: 2.2 years)
- Limited downside risk relating to equity exposure
$>$ Stockholdings to Tier 1 : apx.16.9\%
>Breakeven Nikkei Avg:Y7,400 level
- No exposure to the U.S. sub-primerelated assets

[Stable funding structure]
- Strong retail deposit base
> 13 million retail deposit accounts
$>$ Accounts for approx. 70\% of total deposit funding
- Funding cost kept at a low level
$>$ Avg. cost of deposits: 0.16\% (FY2009)
$>$ Low-cost liquidity deposits account for approx. $58 \%$ of total deposit funding
- Very limited dependence on inter-bank funding or securitization
- Ratio of loans and bills discounted to total deposits: 80\%
[Well capitalized on a regulatory basis]
(As of June 30, 2010)
- Capital adequacy ratio: 14.49\%
- Tier 1 ratio: 10.84\%
- Ratio of Net DTA to Tier 1: 10.63\%


## Sound Profits Reside in Sound Balance Sheet (2)

Superior performance measured in Average RORA and ROA for the past five years
■ Stable bottom-line profits realized through active control of operating and creditrelated expenses

RORA ${ }^{* 1}$ (Average for the past 5 years)
ROA ${ }^{* 1}$ (Average for the past 5 years)



[^0]
## Resona Group at a Glance

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## Consolidated Net Income for 1Q FY2010 Compared with 1Q FY2009

Y35.2bn increase in consolidated income before income taxes and minority interests


## Gross Operating Profits for 1Q FY2010 Compared with 1Q FY2009 (Total of Group banks)

Top-line income increased by Y0.6bn

- Decline in net interest income offset by increases in fee income and net gains on bonds -



## Operating Results for 1Q FY2010 (3 Months from April 1 to June 30) <br> (Total of Group Banks, Non-consolidated Basis)

| Financial Results | $\begin{gathered} 1 Q \\ \text { FY2009 } \end{gathered}$ | $\begin{gathered} \text { 1Q } \\ \text { FY2010 } \end{gathered}$ | YoY Change | Rate of Progress ${ }^{* 4}$ | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Operating Profit | 152.6 bn | 153.2 bn | + 0.6 bn | 51.4\% | Interest income from loans and deposits declined Y10.0bn YoY, mainly because of a drop in housing loan yield due to |
| Interest Income from Loans and Deposits ${ }^{1}$ | 116.3 bn | 106.2bn | (10.0) bn | - | preceding policy rate cuts. <br> - Fee income increased by Y1.8bn, or $9.6 \%$, YoY, pulled by stronger-than-planned result of investment trust sale |
| Fees and Commission Income ${ }^{2}$ | 19.7 bn | 21.6 bn | + 1.8 bn | - | - Supported by favorable interest rate environment, net gains on bonds increased by Y13.9bn YoY. |
| Net Gains on Bonds | 2.6 bn | 16.6 bn | + 13.9 bn | - | Operating expenses declined by Y0.9bn YoY as Group banks continued their efforts to reduce non-personnel expenses. |
| Operating Expenses | 86.6 bn | 85.7 bn | (0.9) bn | 49.5\% | - As a result of the above, rate of progress for actual net operating profit vis-à-vis the guidance for the 1 H is $53.9 \%$. |
| Actual Net Operating Profit ${ }^{3}$ | 65.9 bn | 67.4 bn | + 1.5 bn | 53.9\% | Despite uncertainties for future economic outlook, primarily |
| Net Gains on Stocks | 1.7 bn | (1.7) bn | (3.5) bn | - | possible loan losses, net credit expenses turned to a negative Y4.3bn. |
| Credit Expenses, Net | 21.5 bn | (4.3) bn | (25.8) bn | - | - Pre-tax income increased by Y31.8bn YoY. <br> - Income tax charge increased by Y34.4bn in the absence of |
| Pre-tax Income | 39.8 bn | 71.6 bn | + 31.8 bn | 81.3\% | treatment adopted in the previous fiscal year. |
| Net Income | 54.9 bn | 52.3 bn | (2.6) bn | 90.1\% | Registered a net income of Y52.3bn with a progress rate against 1 H guidance at $90.1 \%$. Substantial increase if a one-time factor mentioned above is adjusted. |
| Asset Quality | $\begin{gathered} \text { March 31, } \\ 2010 \end{gathered}$ | June 30, 2010 | Change |  | Comments |
| NPL Ratio | 2.42\% | 2.58\% | +0.16\% | NPL ratio climbed up a little from Mar. 31, 2010. However, the ratio declined by $0.07 \%$ from a year earlier. <br> Though net unrealized gains declined by Y10.2bn due to a decline in stock prices, Group banks still maintained net unrealized gains of Y109.6bn. |  |
| Net Unrealized Gains on Available-for-sale Securities | 119.8 bn | 109.6bn | (10.2) bn |  |  |

[^1]
## Trend of Loan/Deposit Rates and Spread (Total of Group Banks)


(Domestic banking account)

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



Trend of housing loan balance*2


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



## Balance of investment products sold to individual* ${ }^{* 1}$



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

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

| Trend of credit cost |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (Billions of Yen) |  |  |  |  |  |  |
|  | $\begin{gathered} \text { 1H } \\ \text { FY'07 } \end{gathered}$ | $\begin{aligned} & \text { 2H } \\ & \text { FY'07 } \end{aligned}$ | $\begin{gathered} \text { 1H } \\ \text { FY'08 } \end{gathered}$ | $\begin{gathered} \text { 2H } \\ \text { FY'08 } \end{gathered}$ | $\begin{gathered} \text { 1H } \\ \text { FY'09 } \end{gathered}$ | $\begin{aligned} & \text { 2H } \\ & \text { FY'09 } \end{aligned}$ | $\begin{gathered} \text { 1Q } \\ \text { FY'10 } \end{gathered}$ |
| General reserve | (20.5) | 4.6 | 6.4 | (28.5) | 9.5 | (18.8) | (14.5) |
| Specific reserve and other items | 34.3 | 20.2 | 120.1 | 66.0 | 41.7 | 49.5 | 10.2 |
| New bankruptcy, downward migration | 85.3 | 81.3 | 157.3 | 139.0 | 56.3 | 59.2 | 15.0 |
| Reversal and other gains (upward migration, off-balancing and other) | (51.0) | (61.1) | (37.2) | (72.9) | (14.6) | (9.7) | (4.8) |
| Total credit-related expenses (net) | 13.8 | 24.8 | 126.5 | 37.4 | 51.3 | 30.7 | (4.3) |




## Measures to Enhance Financial Soundness: Securities Portfolio (1) (RHD Consolidated, as of June 30, 2010)

## Securities portfolio with minimized downside risks



## Measures to Enhance Financial Soundness: Securities Portfolio (2) (RHD Consolidated, as of June 30, 2010)

Unrealized gain (loss) on non-trading marketable securities available for sale
■ Net unrealized gain: Y 110.1 bn

- Floating-rate JGB consistently marked to market prices
- Net unrealized loss on floating-rate JGB : Y(9.4)bn
- [Reference]

Net unrealized gain/(loss) based on theoretical prices computed for an administrative purpose: +Y13.3 bn

- Unrealized gain (loss)



## Ratio of stockholdings to Tier 1

■ Break-even Nikkei Average: Approx. 7,400 Yen
■ $\quad \beta$ vis-à-vis Nikkei Average : Approx. 0.8

- Stockholdings* to Tier 1: 16.9\% (RHD Consolidated)
* Non-trading available-for-sale marketable stocks
- Ratio of stockholdings to Tier 1

(Billions of yen)

|  | Resona Holdings <br> (Consolidated) |  |  |
| :--- | ---: | ---: | ---: |
|  | Interim <br> forecast | Full year <br> forecasts | Change from <br> frevious year |
| Consolidated ordinary income | 415.0 | $\mathbf{8 3 0 . 0}$ | $(45.1)$ |
| Consolidated ordinary profit | 83.0 | $\mathbf{1 7 0 . 0}$ | 17.7 |
| Net (interim) income | 60.0 | $\mathbf{1 3 5 . 0}$ | 2.8 |


|  | Resona Holdings (Non-consolidated) |  |  |
| :---: | :---: | :---: | :---: |
|  | Interim forecast | Full year forecasts | Change from previous year |
| Operating income | 16.5 | 31.0 | (8.0) |
| Operating profit | 13.5 | 25.0 | (7.6) |
| Ordinary profit | 13.5 | 24.0 | (8.6) |
| Net (interim) income | 14.5 | 25.0 | (9.9) |


| 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 |


|  | Total of three banks (approx. figure) |  |  | Resona Bank |  |  | Saitama Resona Bank |  |  | Kinki Osaka Bank |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Interim forecast | Full year forecast | Change from previous year | Interim forecast | Full year forecast | Change from previous year | Interim forecast | Full year forecast | Change from previous year | Interim forecast | Full year forecast | Change from previous year |
| Gross operating profit | 298.0 | 604.0 | (11.2) | 194.0 | 395.0 | (11.6) | 74.0 | 148.5 | 0.7 | 30.0 | 60.5 | (0.2) |
| Operating expenses | 173.0 | 344.0 | (6.5) | 114.0 | 225.0 | (5.8) | 38.5 | 77.0 | 0.6 | 21.0 | 41.5 | (1.7) |
| Actual net operating profit | 125.0 | 260.0 | (4.6) | 80.0 | 170.0 | (5.7) | 35.5 | 71.5 | 0.1 | 9.0 | 19.0 | 1.6 |
| Ordinary profit | 83.0 | 170.0 | 17.4 | 52.5 | 110.0 | 8.6 | 30.0 | 57.0 | 8.1 | 1.0 | 4.0 | 1.8 |
| Income before income taxes | 88.0 | 187.0 | 10.5 | 57.0 | 125.0 | 5.5 | 29.5 | 56.0 | 4.2 | 2.0 | 6.0 | 0.9 |
| Net (interim) income | 58.0 | 130.0 | 6.9 | Resona Group started applying a consolidated taxation system. |  |  |  |  |  |  |  |  |
| Net gain on stocks | 2.0 | 4.0 | (0.3) | 2.0 | 4.0 | 1.9 | - |  | (0.7) |  |  | (1.3) |
| Credit related expenses | 35.0 | 70.0 | (12.1) | 23.5 | 47.0 | (7.1) | 5.5 | 12.5 | (4.2) | 6.0 | 10.5 | (0.7) |

## Resona Group at a Glance

## Updates on Major Businesses

# Efforts to Build Solid Foundation for Sustainable Growth 

> Pathway to Early Repayment of Public Funds

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<Reference Material>
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## Establishing a firm brand of "Retail x Trust"



[^3]Resona Holdings, Inc.

## Examples of How We Proceed with "Retail x Trust" Strategy

## <Example 1> Making the best use of the know-how in corporate pension management for sale of investment trust products



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

Redefine branch office as a place
for sales activities

- Increasing next-generation branch office


■ Change in composition of personnel


Renovation of branch office system
(Nov. 2010 to Jul. 2011)
Objectives and clerical staff reduction
[Objectives]
$>$ Transactions without seals and slips
> Strengthened compliance
> Efficient/flawless clerical work

| [Reduction in clerical staff] |
| :---: |
| Approx. $(1,000)$ staffs |
| RB+SR |
| Mar. '09 vs Mar. '12 |

Enhance service quality and streamline clerical workflow


Middle Office => Back Office (Support Office)

1) Sort, then deliver slips to operation centers
2) Data entry based on slips

Streamlining

1) Scan slips for transmission (No need for delivery)
2) Data entry based on scanned image (paperless)
[^4]Resona Holdings, Inc.


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<Reference Material>

## Approach towards Repayment of Public Funds

## List of public funds and approaches for repayments

| (Billions of Yen) | Time of issue | Mandatory conversion (First call) | Amount <br> Sep. 30, '03 <br> $(1)$ | Amount Aug. 31, '10 <br> (2) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total public funds received |  |  | 3,128.0 | 1,685.2 | $(1,442.7)$ |
| Preferred shares |  |  | 2,531.5 | 1,423.5 | $(1,108.0)$ |
| 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 | 1,263.5 | (400.0) |
| Class One No. 1 | Jul. 2003 | N.A. | 550.0 | 150.0 | (400.0) |
| Class Two No. 1 | Jul. 2003 | N.A. | 563.5 | 563.5 | - ${ }^{-1}$ |
| 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) |

## - Aug. 31, 2010 <br> Started repayment of DIL preferred shares

- Repurchase and cancellation utilizing retained earnings and proceeds of newly issued preferred 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
$\qquad$
- 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


## Repurchase and Cancellation of DIL Preferred Shares (Aug. 2010)

Repurchased and cancelled Y400bn of DIL preferred shares on an infusion amount basis

| Transaction details |  |
| :--- | ---: |
| Class One No.1 Preferred Shares |  |
| (1) Number of shares repurchased | 200 million shares |
| (2) Issue price per share | JPY 2,000 |
| (3) Purchase price per share | JPY 2,128.60 |
| (4) Total issue amount | JPY 400.0 billion |
| (5) Total purchase amount | JPY 425.7 billion |
| (6) Premium = (5) - (4) | JPY 25.7 billion |
| (7) Reduction in the number of potential shares | 362.6 million shares |
| (Applicable exchange ratio) | 1.813 |
| (Ratio to the number of outstanding common shares) | $29.9 \%$ |


| Funds available for repayments |
| :---: |
| [End of March 2010] |
| Public fund preferred shares |
| (remaining infusion amount): Y1,823.5 bn |
| Combined retained earnings: |
| Y1,511.4 bn |

> 362 million potential shares ( $29.9 \%$ against total common shares outstanding) were eliminated
> RHD could maintain its T1 ratio above $8 \%$ after this transaction. T1 ratio would decline by $2.17 \%$
(T1 ratio as of June 30, 2010: 10.84\%)
> Preferred dividends to be reduced by Y4.7 bn per annum
$76 \%$ of the above
$>$ Voting rights held by the DIC to decline from $67.3 \%$ to $63.7 \%$
Bal. of public funds almost halved from its peak


## Consideration on Strength of Core Tier 1 Capital (June 30, 2010)

RHD's consolidated "Core Tier 1 ratio" at 7.28\% as of June 30, 2010


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# Financial and Other Detailed Information of Resona Group 

Reference Material

## Financial Highlights for FY2009

## Consolidated net income increased YoY

■ Consolidated net income of Y132.2bn, an increase of Y8.3bn (+ 6.7\%) =>Y70.3bn YoY increase, excluding a gain from the sale of Tokyo H.O. bldg. booked last year
> Consolidated gross operating profit: Y678.3bn, a decline of Y61.1bn (-8.2\%) YoY
=> Net interest income fell by Y47.5bn (-8.6\%) YoY due to preceding policy rate cuts and other factors
$>$ Net gains on stocks increased Y42.8bn in the absence of a loss posted last year
$>$ Net credit-related expenses decreased by Y66.7bn (-36.8\%) YoY

## Core business: Steady recovery trend for personal banking business

■ Successfully implemented a "retail x trust" strategy
> Housing loan balance as of Mar. 31, 2010 exceeded Y12 trillion (Total of 3 group banks)
$>$ Amount of investment trust sold increased approximately $60 \%$ YoY (Total of 3 group banks)
$>$ Number of testamentary trusts newly entrusted to Resona Bank increased approximately $60 \%$ YoY
$>$ Number of new entrustments for corporate pension almost doubled YoY (Resona Bank)

## Continued improvements in asset quality

$>$ NPL decreased Y8.9bn from a year earlier and decreased Y42.7bn from Sep. 30, 2009 (Total of 3 group banks)
$>$ Net unrealized gains on available-for-sale securities improved by Y152.5bn from a year earlier

## Continued capital policy aimed at repayments of public funds

$■$ Consolidated CAR and Tier 1 ratio as of Mar. 31, 2010 (provisional): $13.81 \%$ and $10.20 \%$, respectively
$>$ Repurchased and canceled Class 9 preferred shares $\Leftrightarrow$ Issued new common shares* => De facto exchange: Improved the "quality" of capital and reduced dilution risk, simultaneously
> Issued Class 6 preferred shares: secured funds for repayments of public funds while minimizing a risk of dilution * Class 9 preferred shares: repurchased at Y271.2bn, New common shares: total issue amount Y103.6bn, and Class 6 preferred shares: total issue amount Y 75.0 bn

## Gap Analysis: Consolidated Net Income for FY2009 Compared with FY2008

Consolidated net income for FY2009 increased Y8.3bn from previous fiscal year


|  | Resona Holdings (Consolidated) |  | $\begin{array}{\|c\|} \hline \text { Difference } \\ (A)-(B) \\ \hline \end{array}$ | Total of group banks (Non-consolidated) (B) YoY change |  | Resona <br> Non-consolidated | Saitama Resona | Kinki Osaka <br> Non-consolidated | Factors accounting for the difference (A) - (B) <br> (Approx, figures) <br> RC: Resona Card, <br> RG: Resona Guarantee, <br> RCP: Resona Capital |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (A) | YoY change |  |  |  |  |  |  |  |
| Gross operating profit | 678.3 | (61.1) | 63.1 | 615.2 | (60.1) | 406.6 | 147.8 | 60.7 |  |
| (1) Net interest income | 499.4 | (47.5) | 13.6 | 485.8 | (46.5) | 299.5 | 135.7 | 50.5 | RC 6.6bn and other |
| Income from loans and deposits (domestic operation) |  |  |  | 445.6 | (25.9) | 283.1 | 117.6 | 44.8 | Domestic operations; banking account; Deposits include NCDs |
| (2) Trust fees | 28.7 | (6.6) | --- | 28.7 | (6.6) | 28.7 | --- | --- |  |
| (3) Fees and commission income | 116.4 | (1.4) | 48.7 | 67.6 | (1.2) | 47.7 | 12.0 | 7.9 | RG 30.4bn, RC 16.1bn and other |
| (4) Other operating income | 33.7 | (5.5) | 0.8 | 32.9 | (5.5) | 30.6 | 0.0 | 2.2 |  |
| Actual net operating profit |  |  |  | 264.6 | (48.0) | 175.7 | 71.4 | 17.4 | Net operating profit before transfer to general reserve for possible loan losses and expenses related to problem loan disposal in the trust account. |
| Operating expenses <br> (including non-recurring items) | 387.5 | 3.0 | 28.2 | 359.2 | 3.1 | 235.9 | 78.4 | 44.9 | $\mathrm{RC} 13.8 \mathrm{bn}, \mathrm{RG} 3.5 \mathrm{bn}$, goodwill amortization 7.2bn and other |
| Net gain on stocks | 0.6 | 42.8 | (3.6) | 4.3 | 41.9 | 2.1 | 0.7 | 1.3 | RCP -4.1bn |
| Impairment loss / addition to reserve | (7.4) | 22.7 | (4.3) | (3.1) | 22.6 | (2.9) | (0.1) | (0.0) |  |
| Credit related expenses, net | 114.6 | (66.7) | 32.5 | 82.1 | (81.8) | 54.1 | 16.7 | 11.2 | RG 23.9bn, RC 7.4bn and other |
| Other gain/(loss), net | (0.8) | (103.5) | 0.7 | (1.5) | (103.2) | 0.8 | (1.6) | (0.7) |  |
| Income before income taxes | 176.0 | (58.1) | (0.5) | 176.5 | (42.7) | 119.5 | 51.8 | 5.1 |  |
| Income taxes and other | 43.8 | (66.4) | (9.6) | 53.4 | (45.0) | 33.5 | 22.1 | (2.2) | Minority interests in net income 4.0bn, Income tax of RHD and other - -13.7 bn |
| Net income | 132.2 | 8.3 | 9.0 | 123.1 | 2.3 | 85.9 | 29.7 | 7.4 |  |



## Gap Analysis: Gross operating profits for FY2009 Compared with FY2008 (Total of Group Banks)

Gross operating profits declined Y60.1bn YoY, primarily due to decrease in net interest income


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



## Measures to Enhance Financial Soundness: Well-prepared for Future Risks



* Loan loss reserves / (Total credits under FRL criteria - loans to individuals)

* Net credit-related expenses / Total credits defined under the Financial Reconstruction Law
Simple average of the balances at the beginning and end of the year Simple average ominetor is used for FY2009 and FY2010) of the yea

Response to the Law on Extraordinary Measures to Facilitate Financing for SMEs, etc.

## Established designated organization <br> for consultation (restructuring of loans, etc.)

$>$ Established a basic policy and Committees for Facilitating Financing for SMEs and Individuals at each group bank with their Presidents being a chairman
$>$ Responsible persons and leaders at business divisions
$>$ Special counters for receiving inquiries and complaints

## Impacts on $\mathrm{B} / \mathrm{S}$ and $\mathrm{P} / \mathrm{L}$ are limited

- Applied the same criteria for providing loan loss reserves to those borrowers which were reclassified as normal borrower categories due to a revision of the FSA's supervisory guidelines
* Credits to SME borrowers which can prepare a viable restructuring plan within a year are not categorized as NPLs even after amendments of the original loan conditions


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



## Housing Loan Origination Recovered to the Level before Lehman Shock



[^5]
## Housing and Other Consumer Loans: Explore New Market Opportunities



## Trend of Major Fee Businesses



[^6]Resona Holdings, Inc.

## Gap Analysis: FY2009 (Act) vs. FY2010 (Forecast)

## Forecasting a consolidated net income of Y135.Obn (+Y2.8bn on the prior year) for FY2010



## Outline of Capital Management (Measures Implemented in FY2009)



Capital management to secure funds for repaying public funds, raise quality of capital and enhance regulatory capital refinancing capability

## Exchange offer and non-dilutive financing

Exchange Offer

- Repurchase and cancellation of Class 9 PS =>Entire shares (total issue amount: Y350 bn) repurchased at Y271.2 bn
- Issued common shares (Y103.6bn)

Issued Class 6 non-convertible PS (Y75.0 bn)

## Buyback (RB/UT2 bonds)

Tender offer for foreign currency denominated UT2 bonds
\& denominated UT2 bonds $5.986 \%$, Callable after Aug. 2011)
$>$ Repurchase price: $92 \%{ }^{*}$
€ denominated UT2 bonds
.125\%, Callable alter Sep. 2012)
Total amount repurchased: €300M
$>$ Repurchase price: $90 \%{ }^{*}$ Refinance \& Increase (RB/LT2 bonds)
T2 finance totaling Y191.3 bn (Domestic) - Retail Y70.0bn (8NC3)

■ Exchange Offer

- Increased core Tier 1 capital by Y182.4 bn, and
- Reduced potential shares, simultaneously
■ Non-dilutive financing with Class 6 PS
- Increase in non-core Tier 1 capital
- Additional funds for repayments
- Improvement in external environment for future financing through reduction in credit spread
■ Distribution of UT2 call schedule
- Reduced call pressure due in FY2011 and FY2012 by around Y50bn
Improvement in the quality of capital
- Registered an extraordinary profit of Y4.7bn in the 1H of FY2009
- Increase in core Tier 1 and funds for repayment of public funds
- Completed refinancing for the scheduled LT2 call due in FY2010 (Approx. Y140bn at RB level) and increased T2 capital
- Diversified regulatory capital funding by issuing Y70bn of LT2 notes to retail investors

[^7]Resona Holdings, Inc.

## Management Accounting by Business Lines

## Management Accounting by Group Business Lines (FY2009)

■ "RAROC" and "RVA" ${ }^{1}$ as management indicators to measure profitability to allocated capital

| Resona Group Business Segments | Profitability |  |  |  |  | Net operating profit after a deduction of credit cost |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net profit after a deduction of cost on capital |  | Profit to capital ratio | $\begin{gathered} \hline \text { Cost to } \\ \text { income } \\ \text { ratio } \\ \hline \end{gathered}$ | Internal CAR | Actual net operating profit |  |  |  |  |  |  |  | Credit cost |  |
|  | RVA <br> (Actual) | YoY Change | RAROC (Actual) | OHR |  |  | $\begin{gathered} \mathrm{YoY} \\ \text { Change } \end{gathered}$ |  | $\begin{array}{\|c\|} \hline \text { YoY } \\ \text { Change } \\ \hline \end{array}$ | $\begin{aligned} & \text { Gross } \\ & \text { profit } \end{aligned}$ | $\begin{aligned} & \hline \text { erating } \\ & \hline \text { YoY } \end{aligned}$ Change | Operatin expense | YoY Change |  | $\begin{gathered} \mathrm{YoY} \\ \text { Change } \end{gathered}$ |
| Non-treasury | 5.3 | 6.0 | 6.3\% | 60.8\% | 10.5\% | 114.7 | 13.6 | 221.7 | (56.0) | 565.1 | (69.8) | 343.5 | (13.9) | 107.0 | (69.5) |
| Personal Banking | 40.3 | (45.3) | 12.1\% | 64.1\% | 10.4\% | 80.4 | (40.0) | 108.8 | (29.3) | 303.5 | (26.0) | 194.7 | 3.3 | 28.4 | 10.7 |
| Loan *2 | 54.1 | (10.5) | 14.5\% | 26.8\% | 10.5\% | 92.5 | (5.0) | 120.9 | 5.7 | 165.1 | 3.6 | 44.2 | (2.1) | 28.4 | 10.7 |
| Corporate Banking | (46.1) | 55.7 | 2.0\% | 56.6\% | 10.5\% | 22.9 | 59.8 | 101.5 | (20.4) | 234.1 | (41.8) | 132.6 | (21.5) | 78.6 | (80.2) |
| Trust | 11.1 | (4.4) | 240.5\% | 58.8\% | 9.1\% | 11.3 | (6.3) | 11.3 | (6.3) | 27.5 | (2.0) | 16.2 | 4.3 | 0.0 | - |
| Treasury | 53.9 | 36.8 | 21.5\% | 12.3\% | 19.5\% | 74.9 | 34.4 | 74.9 | 34.4 | 85.4 | 36.4 | 10.5 | 2.0 | 0.0 | - |
| Total *3 | 52.9 | 54.0 | 8.4\% | 54.7\% | 11.6\% | 186.1 | 42.1 | 293.0 | (27.0) | 647.0 | (38.9) | 354.0 | (11.8) | 106.9 | (69.1) |

*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(RG, DG and KOS) are included.
*3 Total of 3 banks on a non-consolidated basis plus profit and loss of loan guarantee subsidiaries (RG, DG and KOS).

## Capital Adequacy Ratio (RHD Consolidated)

■ RHD's consolidated CAR [Mar. 31, 2009] 13.45\% $\Rightarrow$ [Mar. 31, 2010] 13.81\% (+ 0.36\%)

| Capital adequacy ratio |  |  |  | Factors for the change in FY2009 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Change in capital adequacy ratio (Basel II, F-IRB basis) |  |  |  | [Total qualifying capital] $-4.5 \mathrm{bn}(-0.03 \%)$ <br> $>$ Tier1  <br> $\bullet$ Retained earnings $+84.6 \mathrm{bn}(+0.43 \%)$ <br> $\bullet$ Other capital surplus $-92.6 \mathrm{bn}(-0.46 \%)$ |  |
|  | (Ybn, \%) |  |  |  |  |
|  | Mar.31, 2009 | Mar. 31, 2010 | Change |  |  |
| Capital adequacy ratio | 13.45 | 13.81 | +0.36 | - Issuance of Class 6 PS <br> - Other capital surplus | + 75.0bn (+0.36\%) |
| Tier I ratio | 9.92 | 10.20 | +0.28 |  | -167.5bn (-0.83\%) |
|  |  |  |  | - Repurchase and cancellation of Class 9 PS (Total repurchase price: Y271.2 bn) |  |
| Total qualifying capital $\mathbf{2 , 8 1 8 . 5}$ $\mathbf{2 , 8 1 4 . 0}$ $(4.5)$ <br> - Issuance of common shares: Y103.6 bn |  |  |  |  |  |
| Tier 1 | 2,078.8 | 2,078.6 | (0.1) | $>$ Tier 2 |  |
| Capital stock and capital surplus | 820.5 | 727.9 | (92.6) | - Buyback of T2 bonds, etc. -15.1bn (-0.08\%) <br> [Risk-weighted assets] - 580.7bn (+0.37\%) |  |
| Retained earnings | 1,287.4 | 1,372.1 | +84.6 |  |  |
| Tier 2 | 771.4 | 752.0 | (19.3) | $>$ Credit risk assets $-488.4 b n(+0.32 \%)$ <br> - Decline in the average risk weight for housing loan portfolio, <br> - Decrease in the outstanding balance of corporate loans, etc. |  |
| $45 \%$ of unrealized gains on other securities | This item is not applicable to Japanese domestic standard |  |  |  |  |
| Subordinated bonds | 655.3 | 640.1 | (15.1) |  |  |
| Deductions | 31.6 | 16.7 | (14.8) | [Reference Information] |  |
| Risk-weighted assets | 20,944.8 | 20,364.1 | (580.7) | $\square$ Capital adequacy ratio: <br> (BIS international standard) <br> Tier I ratio: <br> (BIS international standard) <br> Net unrealized gain on available-for-sale securities: <br> Net DTA / Tier I capital: | 14.20\% |
| Credit risk | 19,608.3 | 19,119.8 | (488.4) |  |  |
| Operational risk | 1,336.5 | 1,244.3 | (92.2) |  | 10.09\% |
| * Disclosure of capital adequacy ratio as of March 31,2010 is on a preliminary basis. |  |  |  |  | $\begin{aligned} & \text { +120.6bn } \\ & \text { 11.90\% } \end{aligned}$ |

## Capital Adequacy Ratio (Subsidiary Banks)

| Japanese Domestic Standard (Billions of Yen) | RB(Consolidated) [F-IRB] |  |  | SR(Non-consolidated) [F-IRB] |  |  | KO(Consolidated) [SA] |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Mar.31, } \\ 2009 \end{gathered}$ | Mar.31,$2010$ |  | $\begin{aligned} & \text { Mar.31, } \\ & 2009 \end{aligned}$ | Mar.31,$2010$ |  | $\begin{gathered} \text { Mar.31, } \\ 2009 \end{gathered}$ | $\begin{gathered} \text { Mar.31, } \\ 2010 \end{gathered}$ |  |
|  |  |  | Change |  |  | Change |  |  | Change |
| Capital adequacy ratio | 9.99\% | 11.03\% | +1.04\% | 10.54\% | 11.09\% | +0.55\% | 9.67\% | 10.71\% | +1.04\% |
| Tier I ratio | 6.35\% | 7.42\% | +1.07\% | 6.11\% | 6.74\% +0.63\% |  | 5.53\% | 6.32\% | +0.79\% |
| Total qualifying capital | 1,488.1 | 1,594.7 | 106.6 | 394.7 | 425.1 | 30.4 | 178.3 | 182.3 | 4.0 |
| Tier I capital | 947.3 | 1,072.8 | 125.5 | 228.8 | 258.5 | 29.6 | 102.0 | 107.6 | 5.5 |
| Tier II capital | 591.4 | 563.1 | (28.2) | 177.1 | 177.2 | 0.0 | 76.5 | 75.6 | (0.8) |
| Deductions | 50.5 | 41.2 | (9.3) | 11.3 | 10.6 | (0.7) | 0.2 | 0.8 | 0.6 |
| Risk weighted assets | 14,895.4 | 14,446.9 | (448.5) | 3,741.3 | 3,831.8 | 90.5 | 1,843.1 | 1,701.9 | (141.2) |
| Credit risk assets | 14,050.3 | 13,628.8 | (421.5) | 3,470.3 | 3,561.1 | 90.7 | 1,726.0 | 1,590.0 | (135.9) |
| Operational risk assets | 845.0 | 818.0 | (26.9) | 270.9 | 270.6 | (0.2) | 117.0 | 111.8 | (5.2) |

## Risk Volume Relative to Capital (End of March 2010)

■ 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.


## Sophistication in ALM Interest Rate Risk Management:

## Introduction of Internal Model to Measure Core Liquidity Deposits

Reassess the value of liquidity deposits

$\left.$| Internal <br> model to <br> measure <br> core liquidity <br> deposits |
| :---: |$\quad$| Grasp more properly how much |
| :--- |
| liquidity deposits can be |
| regarded as low-cost and stable |
| funding over the long term | \right\rvert\,

Combined total assets: Y36.6 tn
More sophisticated ALM interest rate risk management \#> Possibility of capturing additional profit opportunity

Methods to measure core liquidity deposits

## Current : Standardized method (FSA's bank supervision guideline)

- Introduced the idea of core liquidity deposits in FY2007
- Balance: the smallest of the following

1. Lowest balance for the past 5 years
2. Current balance less maximum annual outflow observed in the past 5 years
3. Current balance $\times 50 \%$

- Maturity allocated evenly over 5 years (2.5 years on average)


## Internal model (RB and SR adopted in Apr. 2010)

- Rationally modeled depositors' behaviors to grasp how much can be regarded as core liquidity deposits
- Maturity allocated evenly over 10 years ( 5 years on average)
- Longer maturity applicable to core liquidity deposits (from 2.5 years to 5.0 years on average) enables the banks to take longer-term interest rate risk


## Securities Portfolio

■ Net unrealized gains on marketable available-for-sale securities (RHD consolidated basis) as of the end of March 2010 amounted to Y120.6bn

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


Marketable stocks

- Net unrealized gains (marketable stocks, right scale)

■ Book value of stocks sold outright FY2009 (Act): Y11.1bn (total of group banks)

Bond Portfolio
[Balance of Securities Held (Total of group banks)]

|  |  | Within 1 <br> year | 1 to 3 <br> year | 3 to 5 <br> year | 5 to 7 <br> year | 7 to 10 <br> year | Over 10 <br> years | No <br> designated <br> term |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total |  |  |  |  |  |  |  |  |
| JGB | $2,369.9$ | 659.3 | $2,098.3$ | 170.0 | 944.3 | 330.5 | - | $6,572.3$ |
| Japanese local gov. bonds | 23.1 | 39.9 | 102.4 | 69.3 | 165.1 | 0.0 | - | 399.9 |
| Japanese corporate bonds | 247.1 | 490.5 | 380.1 | 7.9 | 4.7 | 37.2 | 0.0 | $1,167.9$ |
| Stocks | - | - | - | - | - | - | 564.8 | 564.8 |
| Other | 1.5 | 87.9 | 43.2 | 9.9 | 5.6 | 23.2 | 39.3 | 210.8 |
| Foreign securities | 0.3 | 79.7 | 26.1 | 0.3 | 5.5 | 23.2 | 8.5 | 143.9 |
| <Foreign bonds> | 0.0 | 79.7 | 26.1 | 0.3 | 5.5 | 23.2 | - | 135.0 |
| $<$ Foreign stocks> | - | - | - | - | - | - | 8.5 | 8.5 |
| Other | 1.1 | 8.2 | 17.1 | 9.5 | 0.0 | 0.0 | 30.7 | 66.9 |
| Total | $2,641.6$ | $1,277.8$ | $2,624.2$ | 257.1 | $1,119.8$ | 390.9 | 603.4 | $8,915.2$ |


| [Net unrealized gains/(losses) on bonds(RHD Consolidated Basis)] |
| :--- |
|  Sep. '07 Mar. '08 Sep. '08 Mar. '09 Sep. '09 Mar. '10 |
| JGB |
| Other* |
| Total |


| "Other"incudes local government bonds, corporate bonds and foregin bonds, etc. |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Sep. '07 | Mar. '08 | Sep. '08 | Mar. '09 | Sep. '09 | Mar. '10 |
| 10 -year JGB yield | $1.675 \%$ | $1.275 \%$ | $1.460 \%$ | $1.350 \%$ | $1.290 \%$ | $1.390 \%$ |

[JGB duration (Banking Account)]

|  | Sep. '07 | Mar. '08 | Sep. '08 | Mar. '09 | Sep. '09 | Mar. '10 |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Resona Group | 1.7 | 1.7 | 1.6 | 2.0 | 2.3 | 2.3 |
| Resona Bank | 1.6 | 1.6 | 1.5 | 1.9 | 2.5 | 2.4 |

[Basis Point Value (BPV, Domestic Bonds]

|  | Sep. '07 | Mar. '08 | Sep. '08 | Mar. '09 | Sep. '09 | Mar. '10 |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Resona Group | $(0.95)$ | $(0.90)$ | $(0.97)$ | $(1.31)$ | $(1.48)$ | $(1.73)$ |
| Resona Bank | $(0.54)$ | $(0.48)$ | $(0.47)$ | $(0.74)$ | $(0.82)$ | $(0.96)$ |

[Break-even Nikkei Average Points] (Yen)

|  | Sep. '07 | Mar. '08 | Sep. '08 | Mar. '09 | Sep. '09 | Mar. '10 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Resona Group | 7,000 | 7,500 | 7,500 | 7,000 | 7,000 | 7,300 |

## Shareholdings by Industry (End of March 2010, RB)



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

Loans and Bills Discounted
[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 | 74.0\% | 5.9\% | 8.8\% | 11.3\% | 100.0\% |
| Loans maturing <br> within 1 vear <br> [End of March 2010] |  |  |  |  |  |
|  | Within 6M | 6 to 12M | 1 to 3Y | Over 3Y | Total |
| Fixed rate | 1.9\% | 1.7\% | 4.7\% | 7.9\% | 16.1\% |
| Prime rate-based | 49.3\% | 0.5\% | 0.0\% | 0.0\% | 49.8\% |
| Market rate-based | 25.7\% | 2.2\% | 3.6\% | 2.6\% | 34.1\% |
| Total | 76.8\% | 4.4\% | 8.4\% | 10.4\% | 100.0\% |
| Loans maturing | 81.2\% |  |  |  |  |

Loans maturing
within 1 vear
[Change in FY2009]

|  | Within 6M | 6 to 12M | 1 to 3Y | Over 3Y | Total |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Fixed rate | $(1.3) \%$ | $(0.8) \%$ | $(0.5) \%$ | $(0.5) \%$ | $(3.2) \%$ |
| Prime rate-based | $5.3 \%$ | $(0.1) \%$ | $0.0 \%$ | $0.0 \%$ | $5.3 \%$ |
| Market rate-based | $(1.1) \%$ | $(0.6) \%$ | $0.1 \%$ | $(0.4) \%$ | $(2.0) \%$ |
| Total | $\mathbf{2 . 8} \%$ | $(1.5) \%$ | $(0.4) \%$ | $(0.9) \%$ | $0.0 \%$ |
| Loans maturing <br> within 1 year | $\mathbf{1 . 3} \%$ |  |  |  |  |

## Deposits

[End of March 2009]

|  | Within 6M | 6 to 12 M | 1 to 3Y | 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 | $63.9 \%$ | $12.1 \%$ | $13.4 \%$ | $10.6 \%$ | $100.0 \%$ |

[End of March 2010]

|  | Within 6M | 6 to 12 M | 1 to 3 Y | Over 3Y | Total |
| :---: | ---: | ---: | ---: | ---: | :---: |
| Liquid deposits | $44.3 \%$ | $1.0 \%$ | $3.7 \%$ | $13.5 \%$ | $\mathbf{6 2 . 4 \%}$ |
| Time deposits | $18.6 \%$ | $11.1 \%$ | $6.3 \%$ | $1.6 \%$ | $37.6 \%$ |
| Total | $62.9 \%$ | $12.1 \%$ | $10.0 \%$ | $15.1 \%$ | $100.0 \%$ |

*1. Presented data are computed using the figures compiled for an internal administrative purpose.
Resona Holdings, Inc.

## Swap Positions by Remaining Periods (RB)

■ Notional amounts of interest rate swaps by remaining period


## Composition of Loan Portfolio by Corporate/Individual Customers (RB)



Loans to individuals
[End March 2009]
[End September 2009]
[End March 2010]


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



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

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

|  |  | End of September 2009 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 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\% |
|  | Other Watch | 10.5\% | 78.9\% | 3.1\% | 3.2\% | 0.2\% | 0.5\% | 3.5\% | 3.5\% | 0.0\% |
|  | Special Attention | 2.7\% | 14.6\% | 68.6\% | 8.6\% | 0.8\% | 0.3\% | 4.5\% | 4.5\% | 0.0\% |
|  | Doubtful | 1.6\% | 6.7\% | 1.6\% | 78.9\% | 5.2\% | 2.3\% | 3.8\% | 3.8\% | 0.0\% |
|  | QuasiBankrupt | 0.1\% | 0.1\% | 0.5\% | 0.3\% | 86.0\% | 7.5\% | 5.5\% | 3.4\% | 2.1\% |
|  | Bankrupt | 0.0\% | 0.0\% | 0.0\% | 0.5\% | 0.0\% | 91.9\% | 7.6\% | 7.4\% | 0.1\% |


| Upward <br> Migration | Downward <br> Migration |
| ---: | ---: |
| - | $2.5 \%$ |
| $10.5 \%$ | $7.1 \%$ |
| $17.3 \%$ | $9.6 \%$ |
| $9.9 \%$ | $7.5 \%$ |
| $1.0 \%$ | $7.5 \%$ |
| $0.5 \%$ | - |

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 claims.

## Migrations of Borrowers (RB, 2H of FY2009)

Exposure amount basis (Migration during the 2H of FY2009)

|  |  | End of March 2010 |  |  |  |  |  |  |  |  | Upward Migration | Downward Migration |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Normal | Other Watch | Special Attention | Doubtful | Quasi- <br> Bankrupt | Bankrupt | Other | Collection, Repayments | Assignments, Sale |  |  |
|  | Normal | 97.4\% | 1.8\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% | 0.5\% | 0.5\% | 0.0\% | - | 2.1\% |
| \% | Other Watch | 6.7\% | 84.4\% | 1.8\% | 2.9\% | 0.3\% | 0.3\% | 3.7\% | 3.7\% | 0.0\% | 6.7\% | 5.3\% |
| $\begin{aligned} & \infty \\ & \stackrel{\infty}{0} \end{aligned}$ | Special Attention | 12.3\% | 18.2\% | 50.3\% | 14.4\% | 0.8\% | 2.8\% | 1.1\% | 1.1\% | 0.0\% | 30.5\% | 18.0\% |
| $\frac{3}{\mathbf{3}}$ | Doubtful | 1.5\% | 6.4\% | 2.0\% | 68.1\% | 17.5\% | 0.5\% | 4.0\% | 4.0\% | 0.0\% | 9.9\% | 18.0\% |
| O | Quasi- <br> Bankrupt | 0.3\% | 0.1\% | 0.1\% | 1.1\% | 81.9\% | 9.5\% | 6.9\% | 3.7\% | 3.2\% | 1.6\% | 9.5\% |
|  | Bankrupt | 0.0\% | 0.0\% | 0.0\% | 0.5\% | 0.0\% | 90.3\% | 9.1\% | 8.9\% | 0.2\% | 0.6\% | - |

1. Above table shows how a borrower belonging to either of the borrower categories shown as of the end of September 2009 moved to a new category in the second half of FY2009
2. Percentage points are calculated based on exposure amounts as of the end of September 2009. (New loans extended, loans collected or written-off during the period are not taken into account.)
3. "Other" for end of March 2010 indicates those exposures removed from the balance sheet due to collection, repayments, assignments or sale of claims.

## Distributable Profits and Dividend Policy



## List of Preferred Shares Issued by RHD (1)

[As of August 31, 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 shar |  | 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 | $\begin{array}{c\|} \hline 1 / 1 / 2002 \\ 3 / 31 / 2015 \end{array}$ | $\begin{gathered} \hline 7 / 1 / 2003 \\ 11 / 30 / 2014 \end{gathered}$ |
|  | 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 Preferred Shares Issued by RHD (2)

[As of August 31, 2010]

|  |  | Class 1 Preferred Shares | Class 2 Preferred Shares | Class 3 Preferred Shares | Class 4 Preferred Shares | Class 5 Preferred Shares | Class 6 Preferred Shares |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Distinction between public and private fund |  | Public Fund | Public Fund | Public Fund | Private Fund | Private Fund | Private Fund |
| Original issuer and name of securities |  | Resona Bank Class 1 Series 1 | Resona Bank Class 2 Series 1 | Resona Bank Class 3 Series 1 | Resona Holdings Class 4 | Resona Holdings Class 5 | Resona Holdings Class 6 |
| Original issue date |  | 7/1/2003 | 7/1/2003 | 7/1/2003 | 8/31/2006 | 8/28/2007 | 12/8/2009 |
| Current number of shares |  | 75,000,000 shares | 281,780,786 shares | 275,000,000 shares | 2,520,000 shares | 4,000,000 shares | 3,000,000 shares |
| Issue price per share |  | JPY 2,000 | JPY 2,000 | JPY 2,000 | JPY 25,000 | JPY 25,000 | JPY 25,000 |
| Total issue amount remaining at present |  | JPY 150.0 Billion | JPY 563.5 Billion | JPY 550.0 Billion | JPY 63.0 Billion | JPY 100.0 Billion | JPY 75.0 Billion |
| Original total issue amount |  | JPY 550.0 Billion | JPY 563.5 Billion | JPY 550.0 Billion | JPY 63.0 Billion | JPY 100.0 Billion | JPY 75.0 Billion |
| Shareholder |  | DIC | DIC | DIC | Shinkin Trust Bank | Dai-ichi Life | $\qquad$ |
| Preferred dividend | Dividend per share (Jun '11) | JPY 23.56 | JPY 23.56 | JPY 23.56 | JPY 992.50 | JPY 918.75 | JPY 1,237.50 |
|  | Total amount of dividend (Jun '11) | JPY 1,767 Million | JPY 6,638 Million | JPY 6,479 Million | JPY 2,501 Million | JPY 3,675 Million | JPY 3,712 Million |
|  | Yield | Libor (1y) + 50bp | Libor (1y) +50 bp | Libor (1y) + 50bp | 3.97\% | 3.675\% | 4.950\% |
| Acquisition right | Acquisition period | 7/1/2006 | 7/1/2008 | 7/1/2010 |  |  | --- |
|  |  | --- | --- | --- | --- | --- | --- |
|  | Current exchange price | JPY 1,103 | JPY 1,206 | JPY 1,117 | --- | --- | --- |
|  | Current exchange rate | (1.813) | (1.658) | (1.791) | (--) | (---) | (--) |
| Reset of exchange rate | Date of reset | 8/1 | 11/1 | 5/1 | --- | --- | --- |
|  | Direction of reset | Upward/Downward | Upward/Downward | Upward/Downward | --- | --- | --- |
|  | Cap exchange rate | (7.143) | (10.000) | (11.765) | --- | --- | --- |
|  | Floor exchange rate | --- | --- | --- | --- | --- | --- |
|  | Cap exchange price | --- | --- | --- | --- | --- | --- |
|  | Floor exchange price | JPY 280 | JPY 200 | JPY 170 | --- | --- | --- |
|  | Start of market price calculation | 45 trading days before | 45 trading days before | 45 trading days before | --- | --- | --- |
|  | Calculation period | 30 trading days | 30 trading days | 30 trading days | --- | --- | --- |
| Acquisition clause | Date of mandatory exchange | Mandatory exchange not applicable | Mandatory exchange not applicable | Mandatory exchange not applicable | Mandatory exchange not applicable Acquisition clause exercisable under certain conditions at the issuer's option after seven years affter issue date | Mandatory exchange not applicable Acquisition clause exercisable under certain conditions at the issuer's option atter seven years aftter issue date | Mandatory exchange not applicable Acquistion clause exercisable under certain conditions at the issuers option atter seven years aftler issue date |
|  | Mandatory exchange rate | --- | --- | --- | --- | --- | --- |
|  | Start of market price calculation | --- | --- | --- | --- | --- | --- |
|  | Calculation period | --- | --- | --- | --- | --- | --- |
|  | Floor exchange price | --- | --- | --- | --- | --- | --- |

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



## Business Revitalization Plan: Earnings Plan

| (Billions of Yen) | FY 2007 | FY 2008 | FY 2009 | FY 2010 | FY 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (Actual) | (Actual) | (Actual) | (Plan) | (Plan) |
| Gross operating profit | 700.0 | 675.3 | 615.2 | 721.0 | 760.0 |
| Trust fees | 41.3 | 35.4 | 28.7 | 37.0 | 40.0 |
| Jointly Operated Designated Money Trust | 6.9 | 6.1 | 4.4 | 5.0 | 5.0 |
| NPL disposal in the trust account | (0.1) | (0.3) | (0.0) |  |  |
| Interest income | 701.3 | 670.2 | 578.4 | 733.0 | 807.0 |
| Interest expense | 164.1 | 137.8 | 92.5 | 220.0 | 282.0 |
| Net fees \& commissions | 97.0 | 68.9 | 67.6 | 114.0 | 127.0 |
| Net trading income | 69.7 | 20.0 | 27.4 | 13.0 | 14.0 |
| Other operating income | (45.3) | 18.4 | 5.4 | 44.0 | 54.0 |
| Gains/(losses) on bonds | 7.2 | 10.2 | 19.7 | 13.0 | 18.0 |
| Net operating profit <br> (Before provision to general reserve and NPL disposal in the trust account) | 337.8 | 312.7 | 264.6 | 345.0 | 383.0 |
| Net operating profit | 337.9 | 304.7 | 273.3 | 345.0 | 383.0 |
| Provision to general reserve | (0.0) | 8.4 | (8.6) |  |  |
| Expenses | 362.1 | 362.2 | 350.5 | 376.0 | 377.0 |
| Personnel expense | 123.8 | 122.8 | 126.0 | 129.0 | 131.0 |
| Non-personnel expenses | 217.1 | 217.6 | 206.0 | 225.0 | 224.0 |
| Disposal of NPL | 80.3 | 192.8 | 114.6 | 71.0 | 60.0 |
| Net gain/(loss) on stocks | (45.8) | (37.6) | 4.3 | 4.0 | 6.0 |
| Loss on devaluation | 26.7 | 25.7 | 3.1 |  |  |
| Ordinary profit*4 | 212.5 | 84.9 | 152.6 | 286.0 | 340.0 |
| Extraordinary gains | 94.6 | 142.0 | 28.9 |  |  |
| Extraordinary losses | 5.0 | 7.6 | 4.9 | 2.0 | 2.0 |
| Income taxes - current | 9.6 | 35.0 | 48.7 | 12.0 | 13.0 |
| Income taxes - deferred | 32.3 | 63.4 | 4.6 | 69.0 | 81.0 |
| Net income/(loss) | 260.1 | 120.7 | 123.1 | 203.0 | 244.0 |


|  | (Billions of Yen) | FY 2007 | FY 2008 | FY 2009 | FY 2010 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| (Actual) | FY 2011 |  |  |  |  |
| (Actual) | (Actual) | (Plan) | (Plan) |  |  |
| Total assets (Note.1) | $40,476.0$ | $39,371.6$ | $39,336.8$ | $39,880.0$ | $40,630.0$ |
| Loans and bills discounted | $25,787.7$ | $25,598.1$ | $25,668.3$ | $25,730.0$ | $26,150.0$ |
| Securities | $6,846.0$ | $7,423.0$ | $8,837.4$ | $7,940.0$ | $8,120.0$ |
| Trading assets | 494.4 | 466.0 | 467.6 | 700.0 | 700.0 |
| DTA (term-end bal.) | 286.3 | 257.3 | 219.0 | 128.8 | 48.4 |
| Total liabilities (Note.1) | $39,135.7$ | $38,074.9$ | $38,104.7$ | $38,700.0$ | $39,430.0$ |
| Deposits and NCDs | $33,302.6$ | $33,010.1$ | $33,192.0$ | $33,120.0$ | $33,710.0$ |
| Trading liabilities | 68.8 | 13.5 | 5.1 |  | - |
| DTL (term-end bal.) |  |  | - | - | - |
| DTL for land revaluation (term-end bal.) | 43.1 | 30.9 | 29.8 | 31.7 | 31.7 |
| Net assets (Note.1) | $1,471.5$ | $1,261.7$ | $1,459.9$ | $1,409.8$ | $1,450.8$ |
| Capital stock | 398.8 | 398.8 | 388.8 | 398.8 | 398.8 |
| Capital reserve | 433.8 | 433.8 | 418.8 | 433.8 | 433.8 |
| Other capital surplus | 88.7 | 88.7 | 113.7 | 88.7 | 88.7 |
| Earned surplus reserve | 20.0 | 20.0 | 20.0 | 20.0 | 20.0 |
| Retained earnings (Note.2) | 328.2 | 288.5 | 381.1 | 287.8 | 328.8 |
| Land revaluation excess | 59.8 | 41.9 | 40.4 | 43.1 | 43.1 |
| Net unrealized gains/(losses) on other securities | 123.4 | $(32.4)$ | 82.8 | 118.8 | 118.8 |

## (Management Indicators)*3

| Yield on interest earning assets (A) | 1.91 | 1.87 | 1.61 | 2.03 | 2.19 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Interest earned on loans and bills discounted | 2.18 | 2.18 | 1.95 | 2.31 | 2.48 |
| Interest on securities | 0.89 | 0.85 | 0.61 | 1.04 | 1.14 |
| Total cost of funding (B) | 1.39 | 1.34 | 1.21 | 1.58 | 1.72 |
| Interest paid on deposits and NCDs (D) | 0.30 | 0.27 | 0.16 | 0.44 | 0.59 |
| Overall interest spread (A) - (B) | 0.52 | 0.52 | 0.39 | 0.45 | 0.47 |
| Cost-to-income ratio (OHR) | 51.73 | 53.66 | 56.98 | 52.14 | 49.60 |

${ }^{*}$ 1. Assets and liabilities are stated in average balance. Net assets are reported in term-end balance.
*2. Earned surplus excluding earned surplus reserve
*3. Management indicators other than OHR are based on the total figures of three subsidiary banks excluding Resona Trust \& Banking.
*4. Include a gain from recoveries of written-off claims accounted for as extraordinary gains.

# Macro Economic Trend 

Reference Material

## Overall Economy in Japan (1)



## 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

| $\%$ | FY2008 <br> Actual | FY2009 <br> Actual | FY2010 <br> Forecast | FY2011 <br> Forecast |
| :--- | ---: | ---: | ---: | ---: |
| Real GDP | $(3.7)$ | $(1.9)$ | 1.9 | 1.3 |
| Private Consumption | $(1.0)$ | 0.4 | 0.9 | 0.6 |
| Private Non-Resi.Investment | $(1.1)$ | $(2.3)$ | 0.3 | 0.3 |
| Net Export | $(1.2)$ | $(0.1)$ | 1.6 | 0.9 |



## Overall Economy in Japan (2)

## Trends in Stability Ratios of Japanese Companies




## Overall Economy in Japan (4)

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

Debt balance of domestic nonfinancial sectors


## Overall Economy in Japan (5)

## Trend of Unemployment Rate


(Source) Datastream

## Overall Economy in Japan (6)



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



## Housing Demand


Bank Lending (Loans to Individuals)


## 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) |  |
| Main Product Type | Recourse | Non-Recourse |
| Pledged Collateral | Collateral value is mostly from land | Collateral value is mostly from building |
| Sub-prime Ioan 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 rate (\%) | All units left unsold (inventory) | Average price per unit (new supply) (thousands of yen) | Selling price per 1 m2 (new supply) (thousands of yen) | 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 m2 (new supply) (thousands of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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 | 3,528 | 2,492 | 70.6\% | 8,333 | 45,500 | 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 | 46,270 | 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 |
| Jan. 2010 | 1,586 | 1,115 | 70.3\% | 6,732 | 41,380 | 606 | 1,505 | 844 | 56.1\% | 5,160 | 36,210 | 504 |
| Feb. 2010 | 2,777 | 1,964 | 70.7\% | 6,416 | 47,720 | 679 | 1,439 | 910 | 63.2\% | 4,996 | 32,640 | 504 |
| Mar. 2010 | 3,685 | 3,053 | 82.8\% | 6,022 | 50,700 | 709 | 1,684 | 1,088 | 64.6\% | 4,878 | 30,910 | 444 |
| Apr. 2010 | 3,214 | 2,568 | 79.9\% | 5,736 | 46,160 | 624 | 1,391 | 1,006 | 72.3\% | 4,579 | 36,280 | 480 |
| May. 2010 | 3,779 | 2,908 | 77.0\% | 5,671 | 46,630 | 663 | 1,763 | 1,340 | 76.0\% | 4,232 | 35,510 | 470 |
| Jun. 2010 | 5,130 | 4,303 | 83.9\% | 5,481 | 46,940 | 641 | 2,449 | 1,884 | 76.9\% | 4,098 | 33,980 | 486 |
| Jul. 2010 | 4,128 | 3,229 | 78.2\% | 5,406 | 47,320 | 670 | 1,908 | 1,339 | 70.2\% | 4,047 | 34,300 | 471 |

Contracted rate (\%) = Number of units sold / Number of units newly supplied

Number of households


Source: National Institute of Population and Social Security Research

Population and housing ownership rate

 Data for 2010 are as of the end of July.

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. R = Net operating profit after net credit-related expenses and net gains (losses) on stocks
    *2. Mega bank groups adopted the A-IRB approach to calculate their risk-weighted assets from FY2008

[^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 1st half forecasts announced in May 2010.

[^2]:    ${ }^{* 1}$. Data compiled for a management and administration purpose

[^3]:    *1. Financial assets including cash and deposits: 40\%, real estate 60\%
    *2. Corporations with more than 100 employees for which Resona Group banks act as main or sub-main financing bank.

[^4]:    *1. Total regular employees excluding those seconded to other companies or on a temporary leave

[^5]:    * Data compiled for a management and administration purpose (including Flat 35)

[^6]:    *1 Excluding gains from investments in real estate fund

[^7]:    *1. On a principal amount basis
    *2. On a par value basis

