Mitsubishi Tokyo Financial Group, Inc. UFJ Holdings, Inc.

## **Nomura Asia Equity Forum 2005**

# MTFG OUFJ

July 2005





This document contains forward–looking statements in regard to forecasts, targets and plans of Mitsubishi Tokyo Financial Group, Inc. ("MTFG"), UFJ Holdings, Inc. ("UFJ") and their respective group companies (collectively, the "new group"). These forward–looking statements are based on information currently available to the new group and are stated here on the basis of the outlook at the time that this document was produced. In addition, in producing these statements certain assumptions (premises) have been utilized. These statements and assumptions (premises) are subjective and may prove to be incorrect and may not be realized in the future. Underlying such circumstances are a large number of risks and uncertainties. Please see the latest disclosure and other public filings made by MTFG, UFJ and the other companies comprising the new group, including Japanese securities reports, annual reports, for additional information regarding such risks and uncertainties.

In addition, information on companies and other entities outside the new group that is recorded in this document has been obtained from publicly available information and other sources. The accuracy and appropriateness of that information has not been verified by the new group and cannot be guaranteed.

The financial information used in this document was prepared in accordance with accounting standards generally accepted in Japan, or Japanese GAAP.





## Agenda

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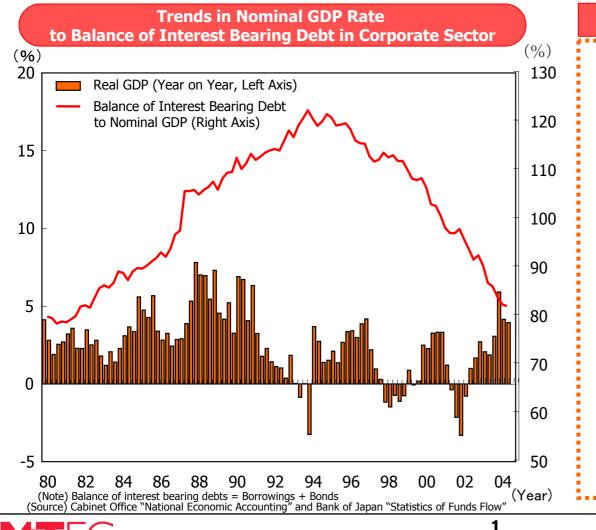
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## **Change in Japan's Financial Environment**

Resolve the excess borrowing problem with its level down to pre-bubble condition
 With "Japanese big bang" as a turning point, business chance has been expanded as deregulation proceeds



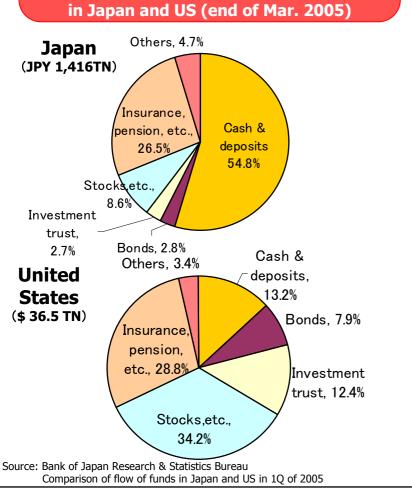
### History of Financial Deregulation





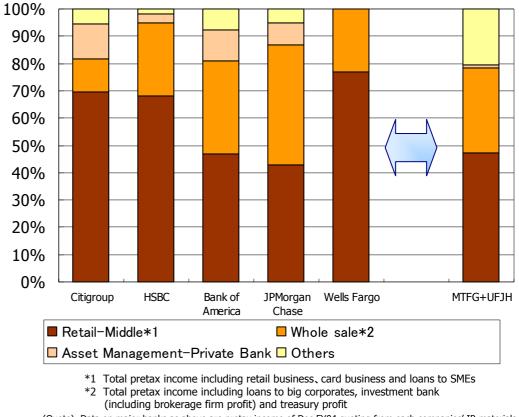
### Focus of the New Management Strategy

- A majority of personal finance assets are cash and deposits in Japan. Japanese customers will most likely shift more assets to investment products.
- Major foreign banks focus on retail/middle business segment



**Comparison of Personal Finance Assets** 

#### Business portfolio of major foreign banks and MTFG/UFJ

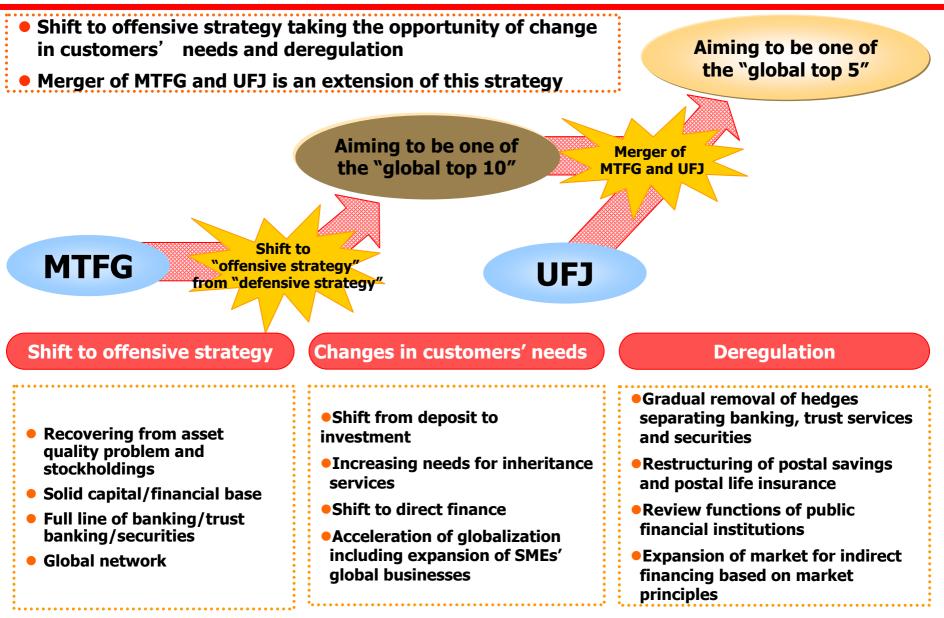


(Quote) Data on major banks as above are pretax income of Dec FY04 quoting from each companies' IR materials Calculate the ratio using net operating profit of MTFG and UFJH

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### Shift to " Group Consolidated Management"



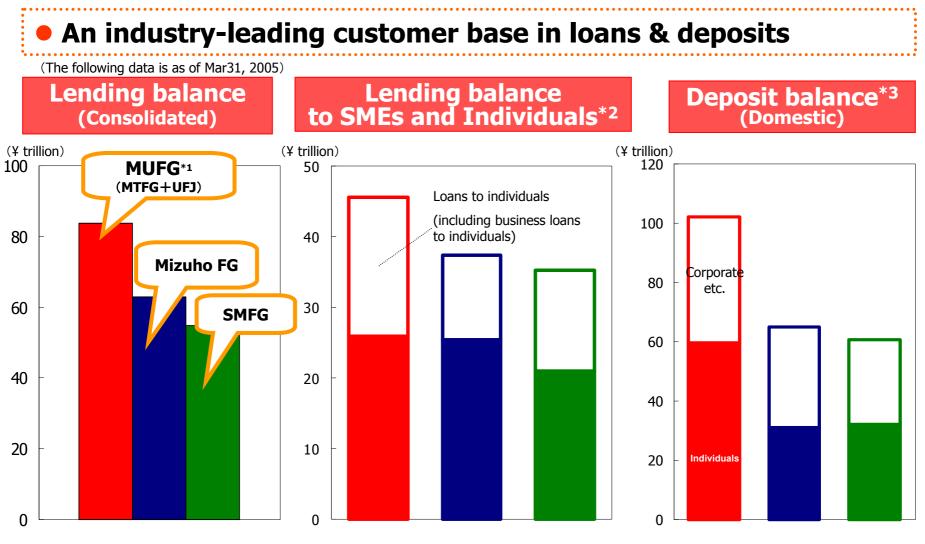


Creation of Premier Financial Group with Global Footprint

Balanced Business Mix	<ul> <li>Large Corporations/SMEs/Retail</li> <li>Bank/Trust Bank/Securities/Card/Leasing.</li> <li>Tokyo/Chubu/Kansai, Domestic/Overseas</li> </ul>	Our Aspiration to join
Strength across Business Lines	<ul> <li>Leading across Business Lines</li> <li>Retail Deposits and Loans.</li> <li>Corporate Customer Base, Corporate Loans.</li> <li>Investment Trust, Pension Trust.</li> </ul>	the "Global Top 5"
Advantage of Scale and Financial Base	<ul> <li>Total Assets: JPY 195Tn (End 9/2004 Combined base)</li> <li>Strong Financial Base</li> <li>Market Value: JPY 10Tn (End 12/2004 Combined base)</li> </ul>	Enhance Shareholder Value



### **Combined figures (1) Deposits & Loans**



\*1 Simple sum of MTFG and UFJ figures

Source: Each company's financial statements

\*2 Sum of banking and trust accounts. MTFG figures: BTM + MTB; UFJ figures: UFJ Bank+ UFJ Trust and certain subsidiary companies. Mizuho figures: Mizuho Bank + Mizuho Corporate Bank + Mizuho Trust+Specialist revitalization subsidiaries. SMFG figures: SMBC non-consolidated.

\*3 All data is non-consolidated base. MUFG: BTM+MTB+UFJ Bank + UFJ Trust; Mizuho: Mizuho Bank + Mizuho Corporate Bank + Mizuho Trust; SMFG:SMBC.

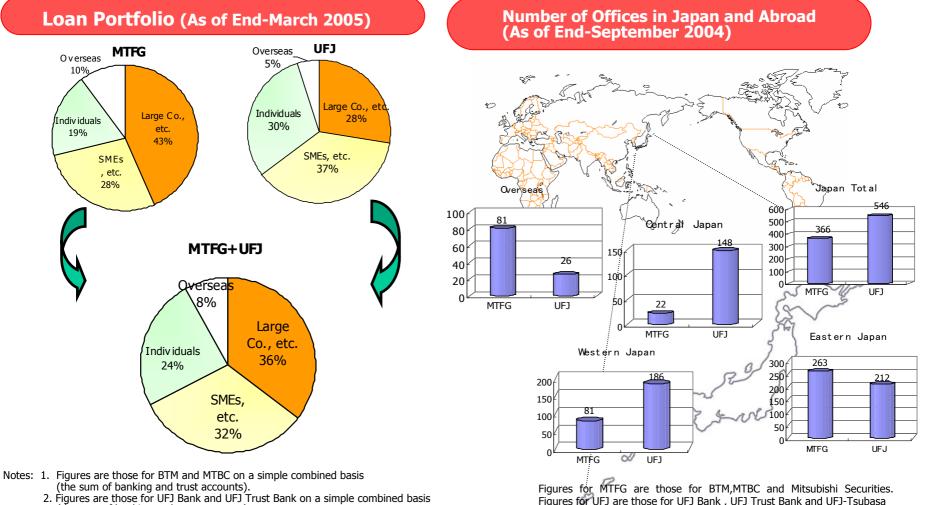
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### **Combined figures (2) Business Base**

- Strong customer base that includes mass retail, high net worth individuals and SME to large companies in domestic and overseas market
- Well balanced network in Japan and Japan's preeminent global network



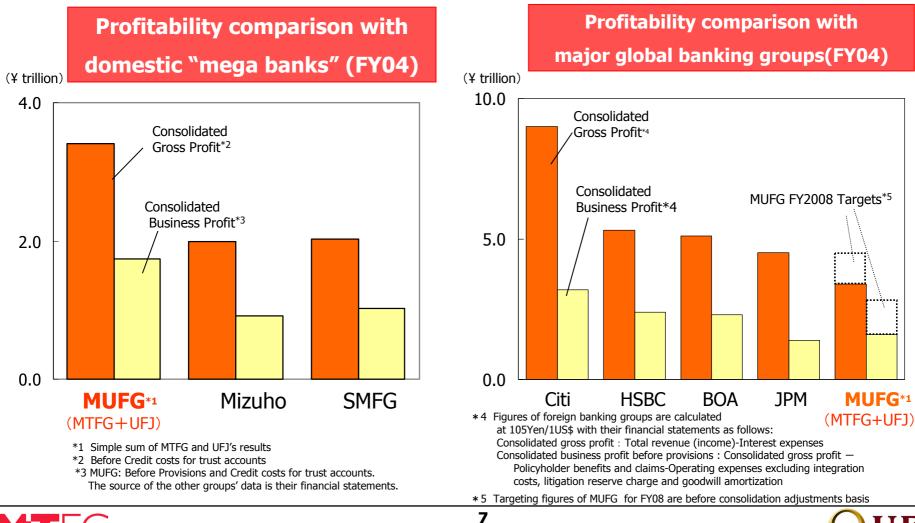
2. Figures are those for UFJ Bank and UFJ Trust Bank on a simple combined basis (the sum of banking and trust accounts).

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Securities

### **Combined figures (3) Profits**

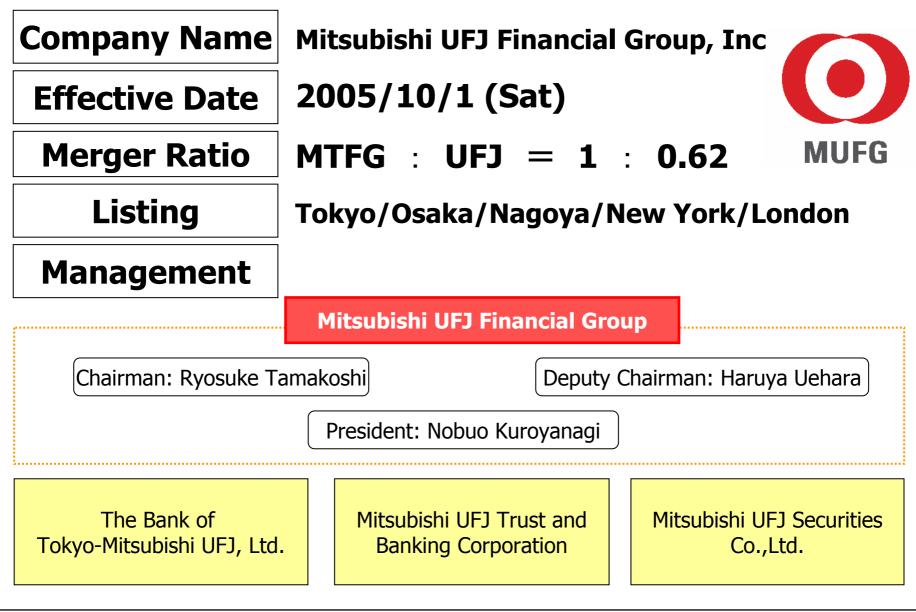
### The new group's profit far exceeds that of other Japanese banking groups



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### **Summary of the Management Integration**





### **Progress of Integration**

	04/8	Basic agreement on integration
	04/9	Capital injection from MTFG to UFJ
Merger	05/2	Integration agreement signed / Merger ratio announced
	05/4	Merger agreement signed
preparations		Registration with U.S. SEC (F-4) declared effective
on track	05/5	FY04 Financial Results Announcement
	05/6	Shareholders' meeting (June 29th) (Merger approved)
	05/9	Obtain the approval for merger (scheduled)
	05/10	Creation of Mitsubishi UFJ Financial Group



UFJ

### FY04 Combined financial results and FY08 targets

	FY04 Targets <sup>*1</sup> announced in February	FY04 Results <sup>*1</sup>	FY08 Targets	
Consolidated net operating profit	Approx. 1,600	<b>Approx. 1,710</b>	Approx. 2,500	
Consolidated expenses	50%~55% Range	Approx. 50%	40%~45% Range	
Consolidated net profit	-410	-216	Approx. 1,100	
Consolidated ROE	Approx9%	<b>-4.8</b> %	Approx. 17%	

(**Y** Rillion)

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\*1 Combined base of both groups' publicly announced financial results and estimates

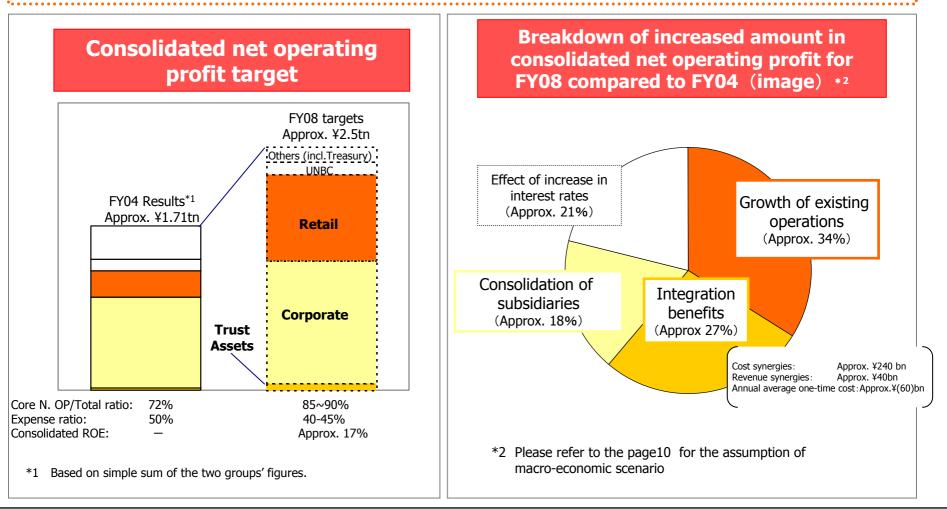
### [Assumed Macro Projections]

	FY2005	FY2006	FY2007	FY2008
3MTibor (average for period)	0.13%	0.29%	0.41%	0.46%
10yr JGB yield (average for period)	1.81%	2.22%	2.29%	2.29%
JPY for 1 USD (end of period)	¥105	¥105	¥105	¥105
Real GDP growth rate (annual rate)	1.1%	1.9%	1.0%	1.8%



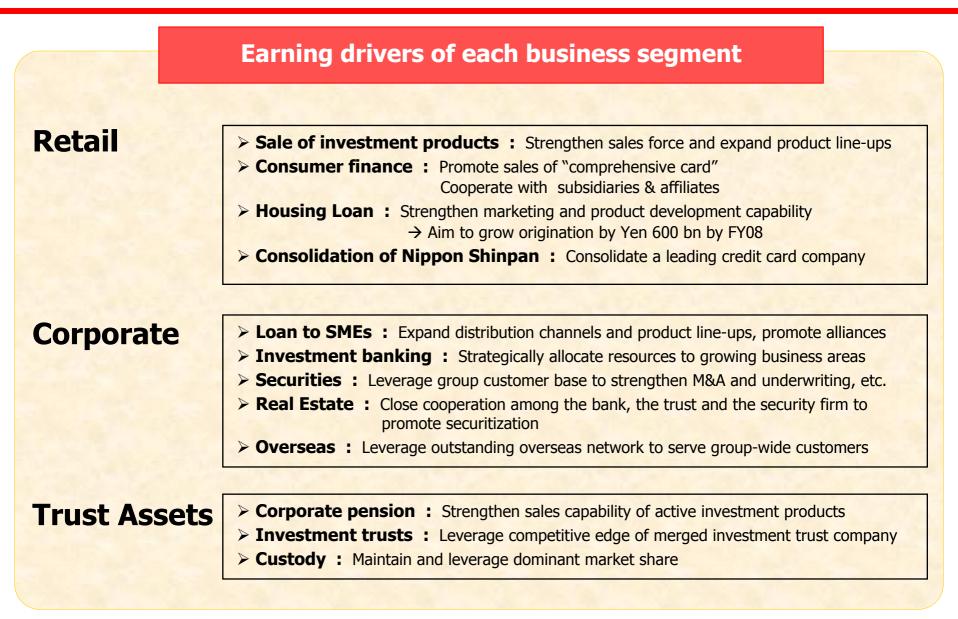
### New group's profit targets

- Target consolidated net operating profit of approx. ¥2.5 trillion for FY 2008, Integration synergies target approx. ¥220 billion.
- Target of approx. 4-5% annual average organic growth from existing businesses, excluding positive impact of higher interest rate





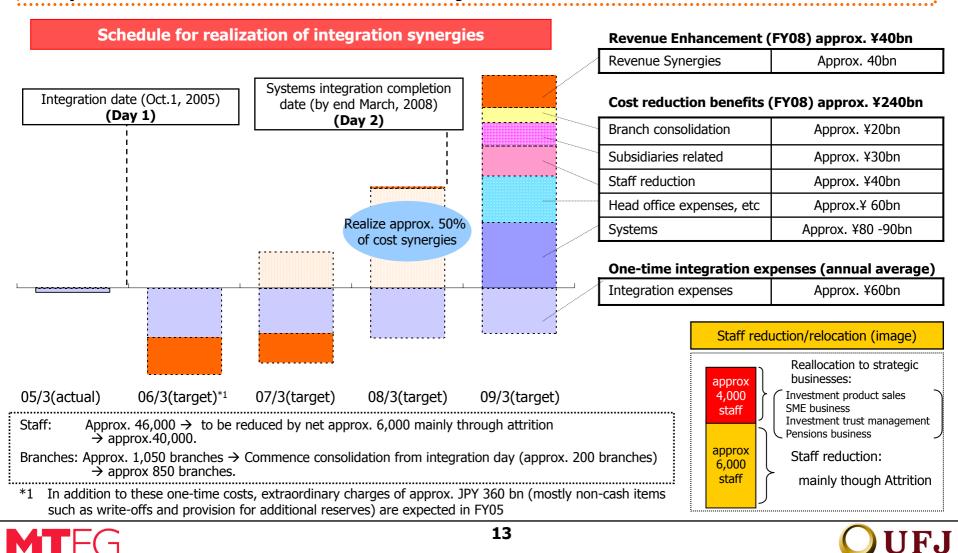
## **Earning drivers**





## **Realizing integration synergies**

- Net integration synergy of approx. JPY 220 bn in FY08
- Fully realize cost synergies in FY08 after completing systems integration
- Expect revenue decrease due to share adjustment in FY05 and FY06



## Conclusion

- Complete integration as scheduled
- Generate integration synergy as expected
- Execute growth strategy to become one of the "Global Top 5"



## Appendix



UFJ

## New group's profit targets - Retail

• Aim to grow net operating profit more than 2.5-fold in FY08 compared to FY04, excluding benefit from interest rate increase Key drivers: Consumer finance, investment product sales and cost synergy Main integration benefits Consumer finance Expand sales of "comprehensive cards", fully use wide variety of **Retail – Net operating profit** strong subsidiaries & affiliates Investment product sales targets (image) - Enhance sales skills through SPR (Sales Process Reengineering), strategic allocation of staff, mutually supply products Housing loans - Share strengths in marketing to housing sales agents, product development, and sales skills Benefit from Cost syneraies crease in - Systems integration, branch integration/closure, more efficient use of human resources, etc. Integration Target more than 2.5-fold benefits Business strategy growth compared to FY04 Consumer finance Consolidation Promote sales of "comprehensive card" with credit card feature issued by bank of subsidiaries Strengthen Group card business with UFJ Nicos and DC Card as main entities - Improve product line-up including alliance products with ACOM and Mobit Investment product sales Approx. Organic growth - Actively utilize strategic alliances, increase customer relationship staff by ¥270bn approx.1,000 - Aim to increase investment product sales by around 80% (FY04 sales of equity investment trust and annuity insurance: approx. ¥2.1 trn) Housing loans Strengthen marketing capability to housing sales agents and employees of corporate clients; product development; open local housing loan offices - Aim to grow origination by approx. ¥600 billion compared to FY 04 results FY04 Results FY08 Target (FY04 origination: approx. ¥3.2 trn) (simple sum of two groups' figures) 16



## **Consumer Finance Strategies**

• Fully leverage Group's expertise and customer base to expand profits based on the three key pillars of Bankissued *Comprehensive Cards*, credit card companies (UFJ Nicos and DC), and new type card loans.

### **Comprehensive Cards (bank issued)**

- In Oct 2004, Bank-issued "Super IC card Tokyo-Mitsubishi VISA" was introduced carrying IC banking card, credit card and e-money functions
- Significantly improved security of cash card transactions with world first functions of palm vein biometric recognition using IC card
- •Bring the revolving/cashing interest rate down to 9-15% taking advantage of the lower funding cost. (Typical cashing interest rate in the market is around 25%)
- Aiming at flexible offering of credit limits utilizing transaction information with banks and credit assessment expertise of Acom as well as improvement towards user-friendly repayment (million) system using the infrastructure of bank, such as ATM

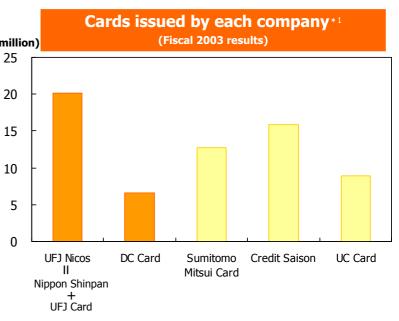
•Aim to have issued approx. 5 million cards by FY 2008.

### **Credit Cards**

- Integration of UFJ Card and Nippon Shinpan into UFJ Nicos planned in October 2005
- •UFJ Nicos targeting to raise new client capture rate by expanding the cards issued by business partners (Aim to increase numbers of member by 6% a year and increase balance of revolving credit/cash advances by 4% a year)
- Plan to combine UFJ Nicos and DC card establishing one of the biggest credit card group in Japan

### **New Card Loans**

 Plan to introduce new type of card loans utilizing ACOM' s expertise



\*1 UFJ Nicos figures on a simple sum basis. (Data: *Gekkan Shohisha Shinyou*, September 2004 issue)



## New group's profit targets - Corporate

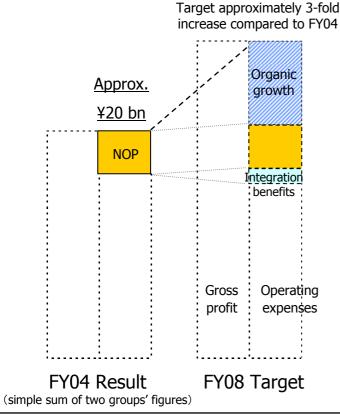
• Aim to grow net operating profit by 30-40% (FY08 compared to FY04) Key drivers: Lending to SMEs, investment banking, settlement business and overseas business Main integration benefits Corporate – Net operating Settlement business Promote UEI's domestic settlement services and MTEG's overseas services profit targets (image) to the combined franchise Target 30-40% Overseas business increase compared to FY04 - Leverage MTFG's overseas network to group-wide customers Cost synergies - Integrate overlapping offices, reduce staff, eliminate business overlaps Share adjustments (negative factors) Approx. - Lending, corporate bond underwriting, etc. Organic Integration ¥950bn\*1 growth benefits Business strategy SME business: significant increase in direct customer contact - Strengthen distribution channels (establish small branch offices and specialist SME department) - Strengthen alliances (TKC、Daido Life, etc.) - Enhance product line-up (full-scale launch of BIZWAY) Settlement business - Launch products integrated with lending, IT and investment banking functions Investment banking - Strengthen securities intermediation business, syndicated loans, securitization, derivatives, etc. Real estate business - Implement business strategy suitable for each customer segment, and promote securitization through cooperation among banking, trust and FY04 Results FY08 Target securities (simple sum of two groups' figures) Securities business \*1 Exceeded the forecast of approx. ¥920bn announced in February,2005 - Leverage Group customer base to strengthen M&A and underwriting, etc. by approx. 30bn.



## New group's profit targets – Trust assets

- Aim to grow net operating profit three fold (FY08 compared to FY04)
- Key drivers: Provide full-line service as Japan's leading trust company and efficiency enhancement resulting from major increase in scale

### Trust Assets – Net operating profit targets (image)



Main integration benefits

## Complementary products and enhanced products development capability

• Further strengthen product line-up, particularly in active products

### Cost reductions

• Enhanced efficiency and reduced staffing levels by systems integration and consolidation

### Share adjustments (negative factors)

• Share adjustment in duplicated trust clients

Pensions business

Business strategy

• Strengthen sales capability of active investment products, increase the share of products with higher fees

### Investment trusts management and administration

- Leverage competitive advantages such as distribution channels and internal resources of new investment trust company; strengthen sales support capability
- Grow equity investment trust assets

### Custody/Asset administration

- Enhance seamless domestic and overseas operation
- Enhance product capability and efficiency of Master Trust Bank of Japan



## **Strong Capital Base**

• MTFG has JPY 1.82 Tn in retained earnings with no Gov't fund • Ability to accelerate repayment of JPY 1.4 Tn Gov't funds, taking advantages of new group's anticipated high profitability

### Capital Base (As of 03/2005)

				(JPY Tn)
		MTFG	UFJ	MUFG (Combined)
Ti	ier1	4.28	2.31	*1 5.90
	Gov't Funds	0.00	1.40	1.40
	Retained Earnings	1.82	<b>▲</b> 1.32	*2 1.82
Ti	ier2	3.25	2.27	5.52
D	eduction Items	▲ 0.91	▲ 0.07	<sup>*1</sup> ▲ 0.29
R١	WA	56.27	43.40	99.67
B	IS Ratio (%)	11.76	10.39	11.17
Ti	ier1 Ratio (%)	7.61	5.32	5.91

(Reference) Tier1 (ex. Gov't Funds)

Tier1	4.28	0.91	<sup>*1</sup> 4.50	····( <b>A</b> )
Tier1 Ratio (%)	7.61	2.10	4.51	

\*1 Excludes MTFG's JPY700 Bn investment in UFJ Bank's Preferred Stock from Tier 1 and deduction items

\*2 Uses the retained earnings of MTFG as the surviving entity

(Reference)	(JPY Tn)			
Assumed Tier1 Ratio (ex Gov't Funds)	Tier1ammou	Equivalent Theoretical Tier1ammount (ex Gov't Funds)		
5%		4.98	0.48	
6%	(B) ¬	5.98	1.48	

Note : based on the RWA at Mar.05



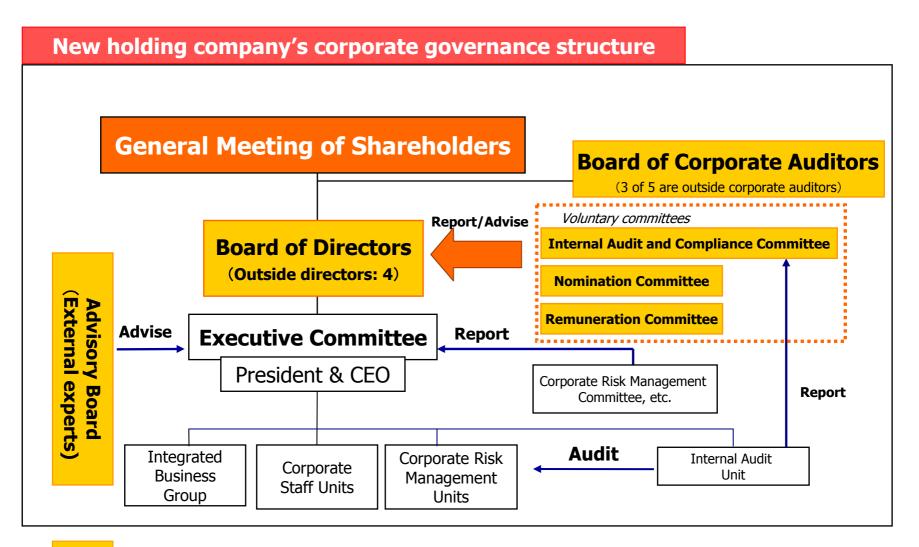
Note:

1. FY05 and FY08 : company projection

2. FY06 and FY07 : IBES average projections for MUFG figures (excluding stand alone projections for either MTFG or UFJ)







• • • include external members



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#### • Figures are simple sums of MTFG and UFJH figures for FY03 and FY04 (Simple aggregate figures even when adjustment is necessary due to differences in accounting treatment)

	<consolidated financial="" results=""></consolidated>			(¥bn)	
	Sum of Consolidated HD	FY03	FY04	Change	
1	Gross profits	3,371.8	3,398.9	27.0	31
2	Gross profits before trust accounts charge-offs	3,398.8	3,414.1	15.2	32
3	General and administrative expenses	1,753.4	1,725.9	(27.5)	
4	Consolidated net business profits before credit costs for trust accounts and provision for formula allowance for loan	1,645.3	1,688.2	42.8	
5	Provision for formula allowance for loan losses	280.0	0.0	(280.0)	33
6	Net business profits	1,338.3	1,673.0	334.6	34
7	Net non-recurring losses	(1,157.6)	(1,576.5)	(418.9)	35
8	Credit related costs of Bank A/C	(1,291.2)	(1,277.1)	14.1	36
9	Net losses on equity securities	242.5	(177.0)	(419.6)	37
10	Ordinary profit (loss)	180.7	96.4	(84.2)	20
11	Net special gains (losses)	367.4	324.4	(42.9)	38
12	Income(loss) before income taxes and others	548.1	420.9	(127.2)	
13	Income taxes-current	60.0	87.1	27.1	
14	Income taxes-deferred	267.5	489.0	221.5	39
15	Minority interest	62.4	60.7	(1.7)	40
16	Net income (loss)	158.0	(216.1)	(374.1)	10

	<pre>_<loans and="" deposits=""></loans></pre>			(¥bn)
	Sum of the 4 banks (Non-consolidated)	End of FY03	End of FY04	Change
1	Average balance of loans (sum of the 4 banks)	83,817.0	82,834.0	(982.9)
2	Average balance of deposits (sum of the 4 banks)	109,878.1	111,469.1	1,591.0

	<pre>CDisclosed claims under the FRL&gt;</pre>				
		Sum of the 4 banks (Non-consolidated)	End of FY03	End of FY04	Change
3	Dis	closed claims under the FRL	5,368.4	3,008.0	(2,360.3)
4		Claims to bankrupt and substantially bankrupt	444.8	279.1	(165.7)
5		Claims under high risk	2,024.9	1,407.2	(617.6)
6		Claims under close observation	2,898.6	1,321.6	(1,576.9)
7	Tot	al claims	94,719.2	90,285.7	(4,433.5)
8	NP	_ ratio	5.66%	3.33%	(2.33points)

<BIS capital ratio>

	Sum of Consolidated HD	End of FY03	End of FY04	Change
BIS capita	l ratio	11.24%	11.17%	(0.07points)
Tier I ratio	)* )	6.02%	5.91%	(0.10points)

\*Cash injection of 700bn from MTFG into UFJ bank has been adjusted for end of FY04.

	<pre>_<major (bank="" a="" accounts="" b="" c)="" s=""></major></pre>				
	Sum of Consolidated HD	End of FY03	End of FY04	Change	
17	Loans and bills discounted	89,052.7	83,801.0	(5,251.6)	41
18	Domestic offices	78,983.6	73,680.7	(5,302.8)	42
19	Loans to both small/medium-size companies and individual clients	47,148.3	45,271.1	(1,877.1)	43 44
20	Total domestic consumer loans	19,067.7	19,502.1	434.3	45
21	Housing loans	17,375.0	18,005.5	630.4	46
22	Overseas offices	6,457.7	6,575.6	117.8	47
23	Investment securities	50,355.5	50,594.1	238.6	48
24	Domestic equity securities (sum of the 4 banks)	6,755.4	7,166.9	411.5	49
25	JGB (sum of the 4 banks)	28,318.3	28,648.5	330.1	50
	Sum of Consolidated HD	End of FY03	End of FY04	Change	51
26	Deposits	119,073.3	118,274.4	(798.8)	52
27	Domestic deposits (sum of the 4 banks)	103,140.9	102,268.4	(872.4)	53
28	Individuals	60,156.7	59,807.6	(349.0)	
29	Corporations and others	42,984.2	42,460.8	(523.3)	
30	Total shareholders' equity	5,960.3	5,957.9	(2.4)	l

	<business base="" by="" segment=""></business>			(¥bn, No.)
		End of FY03	End of FY04	Change
	Housing loans (execution amount)	3,214.6	3,018.2	(196.4)
)	Foreign currency deposits of individuals (outstanding)	1,481.6	1,430.4	(51.2)
;	Individual pension insurance sales (accumulated total)	614.9	1,513.9	899.0
ŀ	Equity mutual funds sales (outstanding)	2,403.5	3,234.1	830.6
,	Testamentary trust with execution (number)	14,049	15,436	1,387
;	Syndication arrangement in Japan (Number)	676	1,025	349
7	Real estate fees and commissions	36.5	54.5	18.0
3	Trade handling (Amount)**	370.1	458.3	88.2
)	FX customs clearing (Share)	42.0%	44.1%	2.1 points
)	Pension trusts (outstanding)***	12,600.9	11,570.0	(1,030.9)
	Independently operated designated money trusts (outstanding)	10,964.6	11,926.7	962.1
)	Specified money trusts (outstanding)	5,963.6	6,629.2	665.6
;	Investment trusts (amount under administration)	22,109.4	23,877.2	1,767.8
	**! Init of volume of trade handling is USthn			

\*\*Unit of volume of trade handling is US\$bn

\*\*\*Welfare pension fund and defined benefit pension fund in market value, others in book value

