

First Quarter Ended June 30, 2009

July 31, 2009

**Masamoto Yashiro** 

President and Chief Executive Officer

**Rahul Gupta** 

Senior Managing Executive Officer Chief Financial Officer



## Agenda: Back to Basics

- Consolidated Results Overview: 2
- Merger Between Shinsei Bank and Aozora Bank: 5
- Overview of Business Groups: 8
- Liquidity, Capital and Asset Quality: 15
- FY2009 Forecast: 18
- Key Takeaways: 20



## **Consolidated Results Overview:**

### First Quarter Ended June 30, 2009

Revenues up 43.4% to 87.5 billion compared to the same period of the previous fiscal year; 20% reduction in "normalized expenses" resulting in a 50.9% expense-to-revenue ratio

Net Interest Margin improved to 2.58% in this quarter from 2.41% in the previous fiscal year

Individual Group revenues increased 63.5% as compared to the same period of the previous fiscal year largely driven by the consolidation of financial results from Shinsei Financial

Institutional Group made significant progress in cleaning up legacy portfolios while achieving a 31.2% reduction in expenses

Strong contribution from Corporate/Other through subordinated debt buybacks



## **Consolidated Results Overview:**

### First Quarter Ended June 30, 2009

#### Liquidity

- Liquidity was JPY1.9 trillion
- Deposits at JPY7 trillion
- Proactively maintaining strong liquidity position

Capital	
Total Capital Adequacy Ratio:	9.29%
Tier I Capital Ratio:	6.84%
Core Tier I Capital Ratio:	4.58%
Tangible Common Equity Ratio:	3.22%

#### **Earnings/Asset Quality**

Consolidated Net Income - Cash Basis: JPY 9.7 billion

- Reported: JPY 5.1 billion

Non-Consolidated Net Income: JPY 10.4 billion

Non-Performing Loan Ratio: 3.65%

#### **Business Segment Results\***

#### **Institutional Group**

Institutional Banking: JPY -0.3 billion

Showa Leasing: JPY 0.4 billion

Institutional Group: JPY 0.1 billion

#### **Individual Group**

Retail Banking: JPY 1.7 billion

Shinsei Financial: JPY 6.4 billion

APLUS: JPY 0.0 billion

Shinki: JPY 0.1 billion

Other Subsidiaries: JPY 0.0 billion

Individual Group: JPY 8.6 billion

#### Corporate/Other

Corporate/Other: JPY 8.2 billion

<sup>\*</sup>Ordinary business profit (loss) after net credit costs



## **Consolidated Results Overview:**

First Quarter Ended June 30, 2009

### Achieved positive net income under back to basics approach

### Revenues Up, Normalized Expenses Down 20%, NIM at 2.58%...

Consolidation of Shinsei Financial, gains from sale of CLOs and contribution from subordinated debt buyback led to higher revenues while normalized expenses were down for all businesses resulting in strong net interest margin

### ...but Net Credit Costs Up as we Clean Up and...

Recognition of net credit costs due mainly to consolidation of Shinsei Financial, as well as increase in reserves related to overseas loans and real estate non-recourse finance loans

### ...Other Gains not Recognized

Other losses mainly included additional grey zone expenses at Shinki and Shinsei Financial recorded this first quarter while the first quarter of the previous fiscal year included a one-time gain on the sale of the Bank's Meguro Production Center





## Merger Between Shinsei Bank and Aozora Bank:

### **Synergy**

### Combined Bank to focus on customers' needs

### **Organizational Stability**

Ranked sixth domestically in terms of total assets at March 31, 2009, the Combined Bank will secure organizational stability through its robust capital base and enhanced funding capabilities

### Financial and IT Expertise

Superior financial knowledge and expertise, coupled with innovative systems and technology

### **Neutrality**

Neither mega- nor regional, the Combined Bank will be independent and not belong to any particular financial group

### Mid- to Long-term Perspective

With experience and knowledge based on a shared history as long-term credit banks, the Combined Bank will take a mid- to long-term perspective, and be equipped with strong credit assessment capabilities

#### **Brand Awareness**

Widely recognized brand, demonstrated by highly ranked customer satisfaction levels



Increase shareholder value through stable and sustainable earnings over mid- to long-term



## Merger Between Shinsei Bank and Aozora Bank:

#### **Schedule**

### **Moving towards merger in October 2010**

- •July 1, 2009: Entered into an Alliance Agreement to merge
- •July 7, 2009: Norito Ikeda appointed as Senior Advisor to both banks
- •July 7, 2009: Establishment of Integration Committee, Integration Advisory Group and Sub-Committees
- •June 2010 (TBD): Approval of the Merger Agreement at the Board of Directors' Meeting
- •June 2010 (TBD): Signing of the Merger Agreement
- •June 2010 (TBD): Resolution to approve the Merger Agreement at the Shareholders' Meeting
- October 2010 (TBD): Target Effective Date of the Merger



## Merger Between Shinsei Bank and Aozora Bank:

**Strategy** 

### Focusing operations on Japan around the customer

#### **Domestic Corporate Finance**

- Asset finance (real estate, securitization and leasing)
- Corporate reorganization
- •Corporate restructuring and finance
- •SME lending and provision of risk capital to businesses
- •Collaboration with regional financial institutions and increase business with public sector

#### **Individual Customers**

- Continue to expand retail banking business
- •Provide seamless products and services that include mortgage, card and consumer loans

# Alliances with Regional Financial Institutions

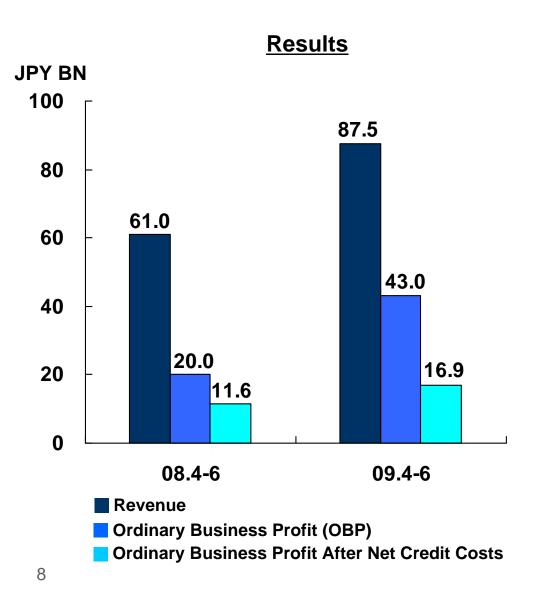
- •Support regional financial institutions
- •Proactively respond to the consolidation of the financial industry
- •Provide financial products to meet the investment and funding needs of regional financial institutions and their clients

Solidify base to ensure stable earnings over medium- to long-term



**Overall: Results** 

Revenue increase driven by consolidation of Shinsei Financial, debt buybacks and selected asset sales



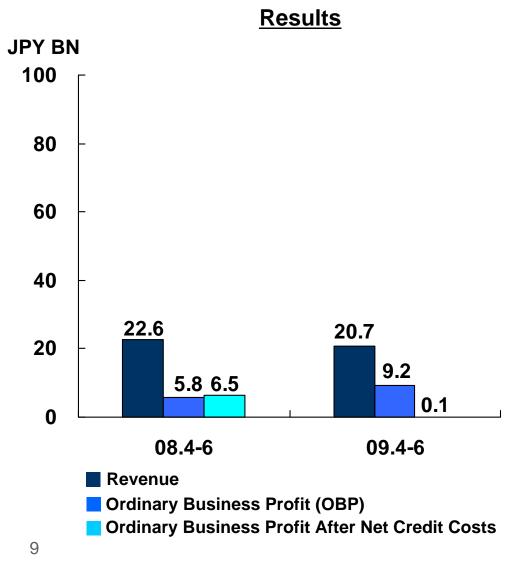
### <u>Highlights</u>

- •Large increase in revenues due mainly to the consolidation of Shinsei Financial and contribution from subordinated debt buybacks and sale of CLOs
- •OBP up due mainly to higher revenues while lower normalized expenses as a result of business and organizational restructuring contributed
- •OBP after net credit costs up due to higher revenues and positive impact of expense rationalization



**Institutional Group: Results** 

## Expenses down, but higher credit costs impacted earnings



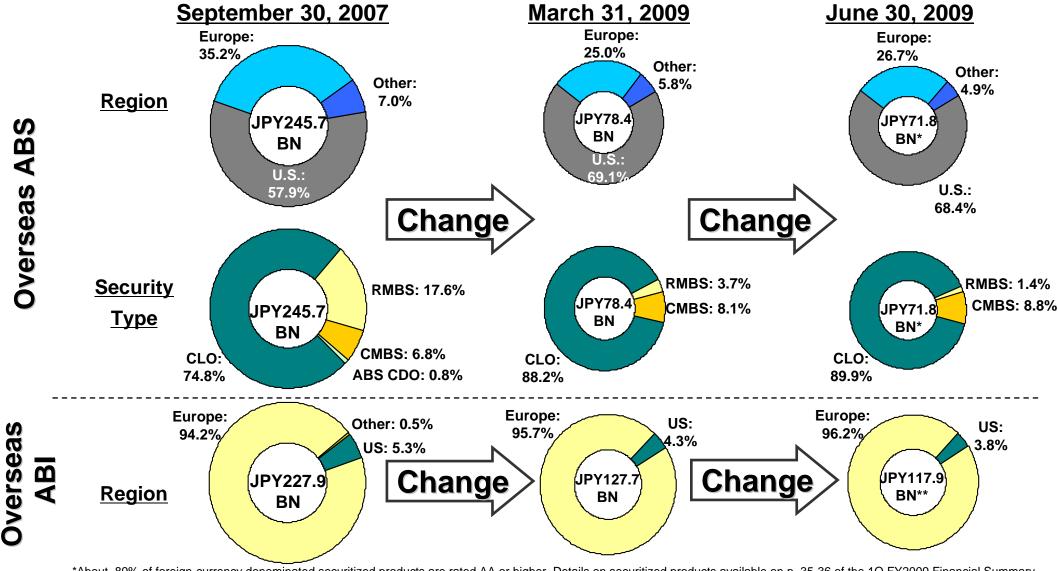
### <u>Highlights</u>

- •While gains on sale of CLOs were recorded, losses on Jih Sun and mark-downs and impairments on ABI/ABS and European investments, and real estate principal investments led to lower revenues
- Achieved significantly lower expenses due to business and organizational restructuring
- •Higher credit costs including additional reserves for overseas loans and real estate non-recourse finance related loans impacted OBP after net credit costs while previous first quarter recorded credit recoveries



Institutional Group: Asset-Backed Securities and Investments (ABS & ABI)

### Actively winding down our overseas ABS & ABI

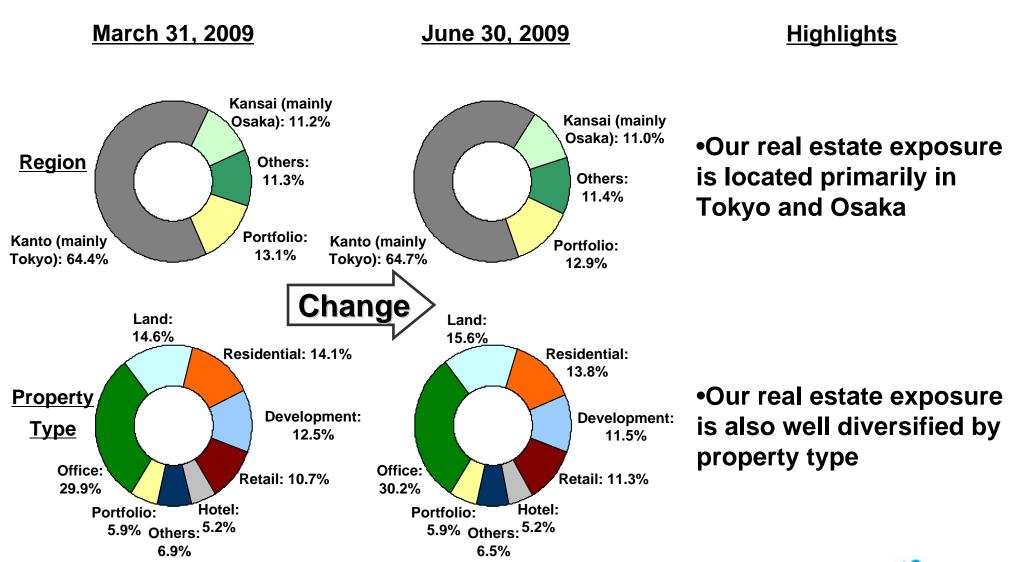


<sup>\*</sup>About 89% of foreign-currency denominated securitized products are rated AA or higher. Details on securitized products available on p. 35-36 of the 1Q FY2009 Financial Summary.

\*\*The coverage ratio for risk monitored loans related to overseas asset backed investments was 84.1% at June 30, 2009.

Institutional Group: Real Estate Non-Recourse Lending (NRL)

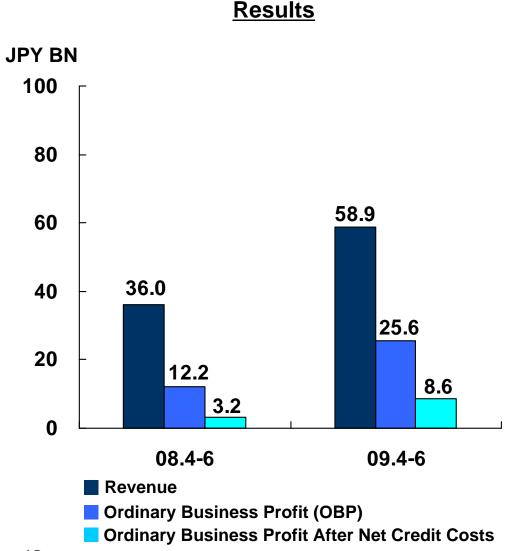
## Real estate portfolio by region and property type





**Individual Group: Results** 

### Shinsei Financial and Retail Banking make strong contribution



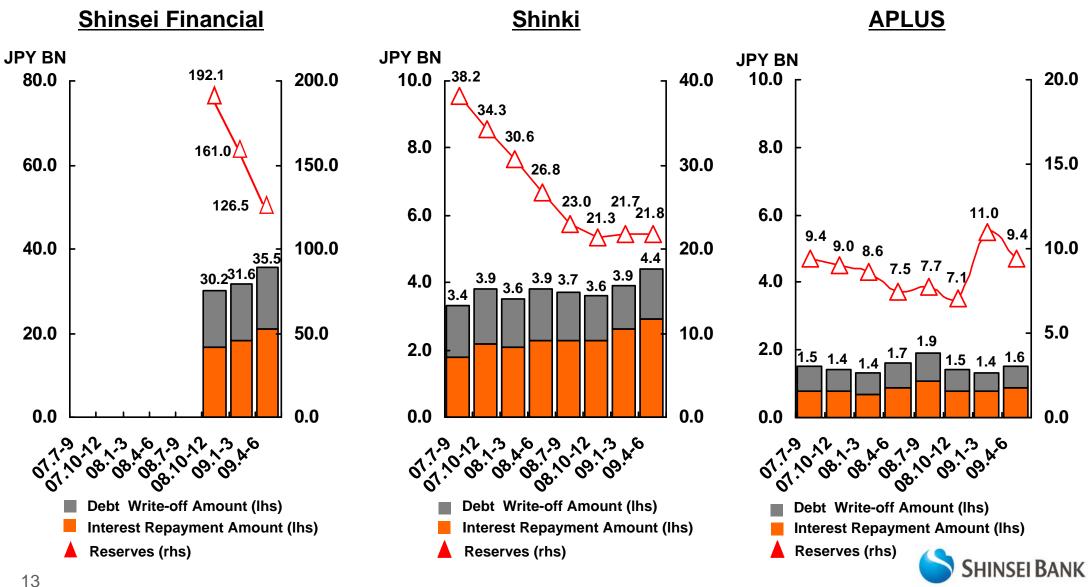
### **Highlights**

- •Strong revenue growth due to consolidation of Shinsei Financial and improvement at Retail Banking
- •Expenses up due to consolidation of Shinsei Financial while expenses down at other subsidiaries, but OBP increased due to higher revenues
- •Steady growth of OBP after net credit costs, despite higher credit costs, due to consolidation of Shinsei Financial and stronger Retail Banking operations



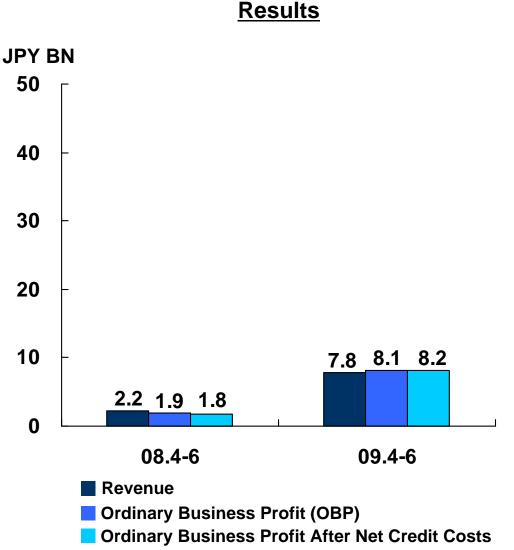
**Individual Group: Grey Zone Update** 

## Grey zone trend remains uncertain, but GE indemnity in force



**Corporate/Other: Results** 

### Corporate continues to play a major role



### **Highlights**

•Recorded JPY9.4 billion in gains by repurchasing about JPY23.0 billion of our subordinated debt



## Liquidity, Capital and Asset Quality:

### Liquidity

### Working towards goal to fund all core assets internally

### **Overall Funding Composition**

JPY BN	08.3	09.3	09.6
Total Customer Based Funding	6,469.0	6,947.6	7,616.1
Institutional Deposits	1,872.5	1,249.0	1,337.8
Institutional Debentures	320.2	367.4	319.7
Retail Deposits	3,934.1	5,023.0	5,656.7
Retail Debentures	342.2	308.1	301.8
Call Money	632.1	281.5	155.5
Payable under Repurchase Agreements	-	53.8	60.9
Collateral Related Securities Lending Transactions	148.4	569.5	598.8
Commercial Paper	-	0.1	0.0
Borrowed Money	1,127.2	1,012.3	879.5
Corporate Bonds	499.8	277.9	259.9
Total	8,876.5	9,142.7	9,570.7

### **Highlights**

- •Strong liquidity position with about JPY 1.9 trillion of cash, cash equivalents and liquidity reserves on hand in June 2009 accounting for about 15% of our balance sheet
- •Customer based funding, centered on retail deposits, accounts for about 80% of overall funding
- •Goal is to ultimately have ability to fund all core assets internally through retail deposits, core institutional deposits and capital



## Liquidity, Capital and Asset Quality:

### Capital

### Strong rebound in capital ratios while reducing risk assets

#### **Capital Adequacy Data**

# <u>Strategies</u>

JPY BN	08.3	09.3	09.6
Basic Items (Tier I)	679.7	580.0	581.3
Supplementary Items (Tier II)	530.2	327.3	310.5
Deduction	(128.0)	(103.9)	(102.4)
Total Capital	1,081.9	803.4	789.4
Risk Assets	9,212.5	9,621.0	8,491.2
Total Capital Adequacy Ratio*	11.74%	8.35%	9.29%
Tier I Capital Ratio**	7.37%	6.02%	6.84%
Core Tier I Capital Ratio***	5.52%	4.03%	4.58%
Tangible Common Equity Ratio****	4.28%	3.00%	3.22%

•Recorded JPY 9.4 billion in gains by repurchasing subordinated debt

•All capital ratios were stronger due mainly to a significant reduction in risk assets and the TCE ratio was up due to an improvement in other comprehensive income or OCI

<sup>\*\*\*\*</sup>Tangible Common Equity (TCE) Ratio = (Net Assets – Preferred Stock – Intangible Assets – Minority Interests)/ Total Assets (excluding Intangible Assets)



<sup>\*</sup>Total Capital Adequacy Ratio = Total Capital/Risk Weighted Assets

<sup>\*\*</sup>Tier I Capital Ratio = Basic Items (Tier I)/Risk Weighted Assets

<sup>\*\*\*</sup>Core Tier I Capital Ratio = (Tier I Capital - Preferred Securities - Preferred Stock - DTA (Net))/Risk Weighted Assets

## Liquidity, Capital and Asset Quality:

### **Asset Quality**

### **Emphasis on prudent lending to avoid over-concentration risk**

#### **Risk Monitored Loans NPL Ratio** JPY BN 09.3 09.6 5.0% Total Risk **Total** Risk Loans Monitored Loans **Monitored** Loans\* Loans 4.0% 6.0 5.8 Transportation, 331.6 319.5 3.65% **Postal Service Overseas Loans** 460.9 39.8 438.1 28.8 Individual 905.3 5.3 876.8 5.4 3.0% 2.51% 5.8 Other 969.8 1.048.2 3.7 Real Estate and 978.6 33.0 958.2 85.9 Construction 2.0% Finance and 1,521.2 51.1 1,096.5 53.8 1.43% Insurance 0.95% 1.03% Total 5,168.0 141.0 4,737.3 183.4 1.0% Loans to Bankrupt 23.9 23.0 0.53% **Obligors** Non-Accrual 110.2 146.9 0.0% **Delinquent Loans** 3.7 05.3 06.3 07.3 08.3 09.3 09.6 Loans Past Due for 10.7 3 Months or More NPL Ratio Under Financial Revitalization Law (Non-Consolidated) 3.1 Restructured Loans 2.6 141.0 183.4 Total

(Non-Consolidated)

SHINSFI BANK

\*Reserve ratio was 62.1% at June 30, 2009

### **FY2009 Forecast:**

#### **Consolidated Results**

### Focus on core businesses in Japan while rationalizing expenses

### **Macroeconomic Environment**

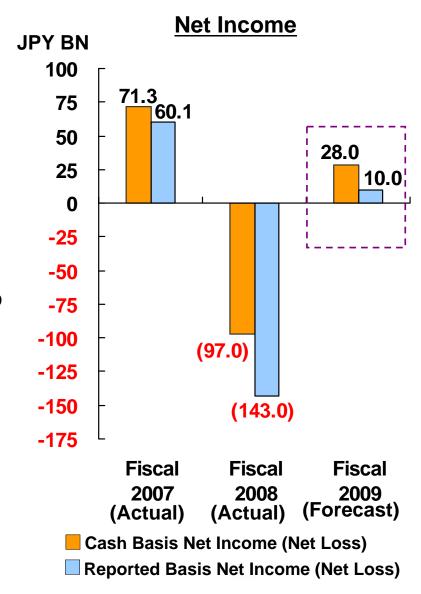
1 Expect recessionary environment to continue to impact both corporate and retail customers in fiscal year 2009 with glimpses of recovery expected from the second half

### **Institutional Group**

Expect substantial improvement compared to fiscal year 2008 while achieving further reductions in expenses, but most business lines will remain challenged as we work to finish restructuring of operations in fiscal year 2009

### **Individual Group**

3 Expect retail banking to increase profitability and steady contribution of overall consumer finance operations that are being reorganized to better leverage synergies



### **FY2009 Forecast:**

#### **Non-Consolidated Results**

### Focus on core businesses in Japan while rationalizing expenses

### **Variance with Consolidated Results**

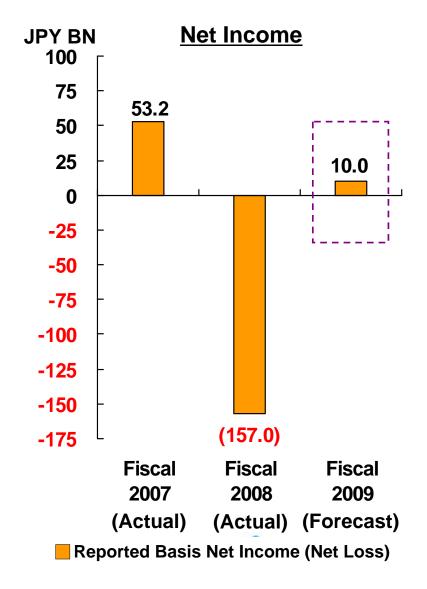
Non-consolidated results do not include the contribution from consolidated subsidiaries

### **Institutional Group**

Expect substantial improvement compared to fiscal year 2008 while achieving further reductions in expenses, but most business lines will remain challenged as we work to finish restructuring of operations in fiscal year 2009

### **Individual Group**

3 Expect retail banking to increase profitability



## **Key Takeaways:**

#### **Overview**

### **Consolidated Results Overview**

- •Revenues and NIM up, normalized expenses and expense-to-revenue ratio down, but credit costs up and no other gains
- Shinsei Financial and Retail Banking contributed with CLO sale positive news
- •Corporate/Other contributes through subordinated debt buyback

### **Liquidity, Capital and Asset Quality**

- •Strong liquidity position with deposits at JPY7 trillion and JPY1.9 trillion of cash, cash equivalents and liquidity reserves
- •Improved capital ratios overall
- •NPLs increased for domestic real estate, but improved overseas; emphasize prudent risk management

### **FY2009 Forecast**

- •Forecast FY2009 consolidated cash basis net income of JPY28.0 BN (consolidated reported basis net income of JPY10.0 BN) and non-consolidated net income of JPY10.0 BN
- •Expect substantially better performance in Institutional Group as we complete restructuring
- •Expect steady results in Individual Group with further improvement in retail banking and contribution from Shinsei Financial

### Merger Between Shinsei Bank and Aozora Bank

- •Improved organization stability as sixth largest bank at March 2009 with robust capital/enhanced funding
- •Superior financial knowledge and expertise, coupled with innovative systems and IT
- •Neutral and independent and neither mega- nor regional bank
- •Long-term perspective with shared history equipped with strong credit assessment ability
- •Widely recognized brand, demonstrated by top-ranked customer satisfaction levels



### **Contact Information for Shinsei Bank**

#### Shinsei Bank, Limited

Group Investor Relations & Corporate Communications Division

2-1-8 Uchisaiwai-cho,

Chiyoda-ku, Tokyo 100-8501, Japan

Tel: +81-3-5511-8303

Fax: +81-3-4560-1706

Raymond Spencer: GM and Chief IR & PR Officer

Raymond.Spencer@shinseibank.com

Yasuhiro Fujiki: Deputy GM

Yasuhiro.Fujiki@shinseibank.com

Hiroshi Ishii: Deputy GM

Hiroshi.lshii02@shinseibank.com

Yui Takamatsu: Deputy GM

Yui.Takamatsu@shinseibank.com



## **Forward Looking Statement**

- This document contains statements that constitute forward-looking statements, plans for the future, management targets, etc. relating to the Company and its subsidiaries. These forward-looking statements are based on current assumptions of future events and trends, which may be incorrect. Actual results may differ materially from those in the statements as a result of various factors.
- Unless otherwise noted, the financial data contained in these materials are presented under Japanese GAAP. The Company disclaims any obligation to update or to announce any revision to forward-looking statements to reflect future events or developments. Unless otherwise specified, all the financials are shown on a consolidated basis.
- Information concerning financial institutions other than the Company and its subsidiaries are based on publicly available information.
- These materials do not constitute an invitation or solicitation of an offer to subscribe for or purchase any securities and neither this document nor anything contained herein shall form the basis for any contract or commitment whatsoever.

