

## **Approaches to Corporate Finance**

### **Business Strategies Adopted by Mizuho Corporate Bank**

Drawing on its robust, long-term relationships with customers, MHCBC responds to its customers' increasingly diversified, sophisticated, and globalized needs by offering financial solutions on a global basis as “a top corporate finance provider,” by combining and strengthening its commercial banking operations with its M&A advisory services and other aspects of its traditional investment banking business.

MHCBC is not only responding rapidly to credit risk, market risk, and other changes in the market environment, but has also commenced active, flexible portfolio management operations, including forecast management, and is strengthening its capabilities to manage its credit and stock portfolios.

As a driver of global industrial finance, MHCBC is actively pursuing initiatives to supply finance and provide advice for strategic business growth to support the development of corporations and industry.

### **Large Corporate Business**

#### ● **RM for Large Corporation and Financial Institutions and Public Sector Entities**

Acting as relationship managers (RMs) for the entire group, MHCBC's RMs are focusing on its solution business by making use of the specialist functions embodied within the group to support customers as financial advisors, helping them realize their business, financial, global, and other growth strategies. Bearing in mind the objective of facilitating finance, RMs make the most of their consulting functions to accurately identify customers' management issues and offer diversified solutions to strengthen their competitiveness at home and overseas through support for fund raising, business reorganization in Japan, cross border M&A, overseas business expansion by Japanese companies and other strategies.

With regard to the needs of customers among financial institutions and public sector entities, moreover, they encourage regional revitalization through comprehensive financial services that include funding support via sales of investment products and the entrustment and underwriting of public bonds, as well as PFI and business claim securitization.

#### ● **Industry Research**

Changes in global industrial structures and diversification of corporate strategies appear to be gaining momentum. Against this background, MHCBC's Industry Research Division acts as the research team, proposing global and comprehensive solutions to customers on the basis of its deep understanding of industry. Its activities focus on three areas: (1) the “sector-specific analyst function,” which offers wide-ranging information and analysis concerning industry; (2) the “sector-specific strategist function,” which works on future business strategy proposals; and (3) the “corporate finance function,” which supports the formulation of customers' financial and management strategies.

#### ● **Banking and Securities Collaboration**

MHCBC collaborates with MHSC on a global basis in establishing group-wide securities business strategies and strengthening the operation system. Our group provides solutions such as capital raising, M&A, and securitization in line with customers' capital management and business and financial strategies. Around 50 staff members have started working in some of the business promotion divisions at both MHCBC and MHSC in Japan, further promoting collaboration between them.

### **Strengthening Global Expansion**

Mizuho offers optimal solutions to the various needs of its customers engaged in global business activities by seamlessly combining its rich experience in overseas markets with its powerful overseas network and cutting-edge financial products.

In fiscal 2010, MHCBC implemented changes in its organizational structure and channeled increasing business resources into Asia, one of Mizuho's key areas of strategic focus, in order to further strengthen its business there. To support its customers in advancing into Asia and expanding their business, it reinforced its overseas network by, among other things, opening the Suzhou Branch of Mizuho Corporate Bank (China) in November 2010. It also strengthened its strategic tie-ups with leading partners, and concluded business agreements with financial and government institutions throughout Asia. MHCBC enhanced its business structure by splitting its Asian regional unit into East Asia and Asia/Oceania in April 2011. In addition, MHCBC is further strengthening its support for local companies and is actively participating in environment and infrastructure projects. Through these and other initiatives such as becoming the first foreign bank in China to be appointed managing underwriter for a bank debenture issue, MHCBC is expanding its financial services aimed at meeting customers' increasingly diverse needs.

## Finance Business

### ● M&A Finance

In order to enhance corporate value of its customers, MHC B offers sophisticated M&A solutions. In recent years, Mizuho has supported its customers' M&A strategies by strengthening cooperation with group offices and companies at home and overseas to respond to a growing need for cross-border M&A deals. In the area of MBOs and LBOs, it has arranged some major acquisition deals for Intelligence and Culture Convenience Club.

### ● Project Finance

MHC B is among the world's top players in the field of project finance (PF), employing its sophisticated financial skills and know-how to enable long-term financing for large-scale projects.

In fiscal 2010, it arranged many PF deals and provided advisory services in connection with projects to strengthen social and transportation infrastructure in Japan through PF/PPP initiatives involving cooperation between the public and private sectors, as well as power generation projects at home and abroad, and the development of natural resources overseas. It has placed particular emphasis on renewable energy projects that reduce the burden on the environment, compiling a strong record in financing for many projects in the area of wind power generation and photovoltaic/solar thermoelectric power generation. These include a €300 million syndicated loan for ACCIONA Termosolar, which is involved in a solar thermoelectric power generation project in Spain.

### ● Asset Finance

By arranging customers' asset securitization, MHC B satisfies their demands such as diversification of funding sources and improvement of financial indices through removing assets from their balance sheet. MHC B supports customers' financial strategies by offering sophisticated solutions that use wide-ranging assets such as securitization arranged in both domestic and overseas markets, inventory finance and whole business securitization.

### ● Real Estate Finance

MHC B has arranged financing for many real estate-related projects. Making the most of its rich experience and know-how, it not only arranges financing but also offers optimal solutions for customers' management issues, including financial and business strategies responding to IFRS, CRE strategies (strategies for corporate real estate management and investment), and project feasibility assessments in connection with real estate holdings.

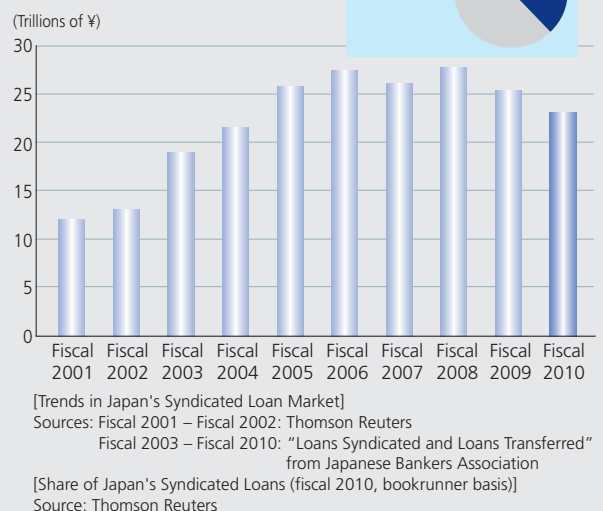
## Syndication Business

MHC B has put a great deal of effort into using syndicated loans that employ a wide and varied range of schemes, from routine financing to acquisition finance, real estate finance and finance for PFIs.

In fiscal 2010, it arranged a number of major deals, including term loans for Japan Oil, Gas and Metals National Corporation (JOGMEC), and subordinated loans for The Dai-ichi Life Insurance. Even though the domestic market shrank from ¥25.5 trillion in the previous fiscal year to ¥23.2 trillion as a result of lackluster corporate demand for funding in fiscal 2010, the group extended a reach of syndicated loans to the public and financial sectors. As a result, it maintained its overwhelming presence, accounting for approximately 40% share of the market according to Thomson Reuters' domestic book runners league table.

It is poised to tie-up throughout the world to respond to global syndicated loan needs from Asian and western companies and international institutions, including such needs of Ninja loans (syndicated loans extended by Japanese financial institutions to overseas firms) to customers in India.

### Trends in Japan's Syndicated Loan Market and Mizuho's Share



## Global Transaction Business

### ● e-Business

MHCB responds to customers' needs on a global basis by offering sophisticated cash management services. In Japan, these include zero balancing services and payment factoring, often in combination with Mizuho Advanced CMS. It also offers Mizuho Global CMS and the Mizuho Global Cash Pooling Service abroad.

### ● Foreign Exchange and Trade Business

In addition to offering cross-border settlement services for the Chinese yuan and various other emerging currencies, hedges against foreign exchange risk and issuing guarantees for foreign exchange transactions, MHCB provides cutting-edge solutions including securitization of overseas accounts receivable, trade finance using letters of credit, and ECA finance (finance provided in cooperation with governmental export credit agencies around the world).

### ● Yen Settlement and Custody Services

MHCB offers various cash and securities clearing & settlement services, including correspondent yen settlement services and custody services for non-residents. It has enhanced its services by establishing a dual office system that allows operations to be carried out in parallel at two office locations, thereby strengthening its business continuity capabilities. In the area of custody operations, it also has become the first Japanese bank to acquire a business model patent for managing assets deposited by investors. In the area of correspondent yen settlements, it has also become the first Japanese bank to acquire SAS70 external certification in respect of internal controls.

## Asset Management Business

MHCB makes the most of the synergies between planning, development, and sales in the asset management-related business through seamless management, thus providing customers such as pension funds, financial institutions, and other institutional investors with products and services that match their needs.

### ● Pensions Business

MHCB has the top performance record in the field of defined contribution pension plan entrustments in Japan and offers comprehensive pension services through the specialist division bringing the group's financial functions together.

### ● Global Alternative Investment Business

MHCB provides optimal products to its customers in collaboration with US asset management company Mizuho Alternative Investments and Tokyo asset management company Mizuho Global Alternative Investments. MHCB acquired Eurekahedge, a Singapore-based company providing hedge fund research and data services in March 2011 as part of its efforts to improve its services.

## Promoting the Global Market Business

In the sales and trading business, MHCB offers optimal financial solutions that use cutting-edge financial technologies to satisfy customers' increasingly diverse and sophisticated global financial and business risk control needs.

It has expanded its product lineup from basic areas such as interest rates and foreign exchange to oil, metals, weather, and other commodity derivatives, and local currency transactions. In the field of Asian currencies in particular, it responds to customers' needs through cooperation between its team of experts, who are thoroughly familiar with the market's characteristics, and its network of overseas offices. Through its tie-up with Mizuho-DL Financial Technology, which is a group company specializing in the development of financial technology, MHCB developed "dynamic foreign exchange hedging"—a statistical/probabilistic exchange risk hedging method that eliminates market views and arbitrariness. Over 100 customers have made use of "dynamic foreign exchange hedging" since it was introduced in 2004.

## Approaches to Securities Business

In addition to maximizing the synergies from the merger, MHCB is endeavoring to strengthen cooperation with group companies of Mizuho while "focusing on a customer-oriented business model" and "establishing a strong business management base resilient to changes in the business environment." Based on the realization of these two key concepts, it aspires to become "the most reliable investment bank with global reach."

## Investment Banking Business

MHSC maintains its sector-leading performance in the area of bond underwriting operations through its powerful bond sales capabilities, its ability to set prices to reflect investor demand with precision, and its ability to propose solutions that suit the market environment and match issuers' needs. In the equities underwriting business, it draws on its superior stock underwriting know-how and its enormous equity selling power at home and abroad to achieve sector-leading performance by serving as lead underwriter in a steadily increasing number of large finance deals. MHSC has compiled a top-class performance record and earned a first-class reputation both in the area of M&A advisory services, where it draws on its advanced sectoral knowledge and know-how to provide advice that suits customers' management strategies, and in securitizing real estate and monetary claims, and other segments of the finance arrangement business.

## Products Provision and Sales Business

Having carved out a position as a market leader in the bond business, MHSC provides products that suit its customers' investment strategies, engaging proactively in market making and offering high-quality information. In the equities business, it is also responding appropriately to its customers' increasingly sophisticated needs by making the most of the expanded resources. MHSC is expanding market presence both in Japan and overseas by further reinforcing its execution capabilities, offering a variety of high-value-added products, and strengthening its research functions as a means of better responding to the sophisticated needs of global institutional investors.

In retail operations, it is working to provide products that better match customers' needs with a view to increasing its assets under management while simultaneously expanding its call centers and services provided by the Mizuho Securities Net Club. It is also putting considerable effort into giving advice to company owners, and proactively engaging in financial instruments intermediary service through regional financial institutions.

## Further Strengthening Global Operations

MHSC has deployed subsidiaries in the important overseas financial markets in Europe, the United States, Asia, and the Middle East, strengthening its global management framework for underwriting and selling equities, government bonds, and corporate bonds, and engaging in the M&A advisory business.

In Europe, Mizuho International is expanding its business lineup by strengthening its business base centered on its investment banking business, sales & trading business and customer services. Mizuho Securities USA has been offering a full range of securities services in the United States leveraging MHCB's FHC status there, and is steadily compiling a track record especially in underwriting US corporate bonds and equities. MHSC has positioned Mizuho Securities Asia as the hub of its Asian business and is strengthening collaboration between its Asia Division, which was established in April 2010, Mizuho Securities Asia and other Mizuho group companies.

### Total SB League Table

\*Underwriting amount basis, including samurai bonds and municipal bonds.  
(April 2010 to March 2011, pricing date basis)

Rank	Company name	Amount (billions of ¥)	Share (%)
1	<b>Mizuho Securities</b>	3,044.6	19.2
2	Mitsubishi UFJ Morgan Stanley Securities	2,885.2	18.2
3	Nomura Securities	2,799.1	17.7

Source: Calculated by MHSC, based on data from I-N Information Systems

### Aggregated Domestic Equity League Table

\*Underwriting amount basis, including REIT.  
(April 2010 to March 2011, pricing date basis)

Rank	Company name	Amount (billions of ¥)	Share (%)
1	Nomura Securities	870.5	37.3
2	<b>Mizuho Securities</b>	411.7	17.7
3	Daiwa Securities Capital Markets	321.9	13.8

Source: Calculated by MHSC, based on data from I-N Information Systems

### M&A Advisory Ranking

\*Number of transactions which Japanese companies were involved in  
(excl. real estate deals), based on no. of transactions.  
(January to December 2010)

Rank	Advisor	No. of deals	Share (%)	Amount (billions of ¥)
1	Nomura Securities	114	4.2	4,704.8
2	<b>Mizuho Financial Group</b>	104	3.8	1,044.5
3	Sumitomo Mitsui Financial Group	101	3.7	834.6

Source: Calculated by MHSC, based on data from Thomson Reuters

## Approaches to Individual Customers

MHBK offers diversified products and services designed to satisfy individual customers throughout their lives. Those products and services are appropriate to meet the needs of each individual at each stage of his or her life such as starting a job, getting married, buying a house and going into retirement, or the needs of his or her life scene.

### *Mizuho Mileage Club*

At the end of March 2011, over 8.1 million people signed up for the MHBK's Mizuho Mileage Club service. In addition to offering attractive benefits such as discounts on commissions, MHBK launched the Mizuho Mileage Club Card/ANA Family Card in November 2010. The family member's card also incurs no annual fees.

### *Mizuho Direct*

As of the end of March 2011, about 9.0 million people had signed up for MHBK's Mizuho Direct, which makes it possible to take advantage of MHBK's services and execute transactions through Internet banking, mobile banking, and telephone banking.

MHBK made its Mizuho Direct services more convenient by expanding the lineup of investment trusts available via Internet banking and by extending services to smartphones in November 2010.

To add even more convenience, in May 2011, along with renewing the transaction screen, MHBK puts procedures for reissuing 'using cards' and unsuspending accounts on its website.

### *Created the Website "Ouchi no Okane"*

MHBK has created the website Ouchi no Okane (My family's budget) to support "couples' lives." It offers husbands and wives or couples in their 20s and 30s basic information about money, including how to manage their household budgets and save money. It allows users to enjoy considering their household budgets through exclusive contents written by Ms. Yoshiko Nakamura, a famous Japanese financial planner, and simulation functions.

### *Loan Services Aimed at Individuals*

MHBK has established a variety of loan consultation channels, such as consultations at branches, by telephone or via the Internet. In addition, it holds housing loan consultations on weekends and holidays, and during the evening on weekdays. MHBK also has made its Mizuho Bank Card Loan more convenient by expanding its services to allow customers to borrow or make repayments through ATMs, PCs and mobiles.

It also supports customers' efforts to preserve the environment by purchasing CO2 emission credits and donating them to the government according to the number of contracts concluded when customers use housing loans and other loans to transform their homes into eco-friendly dwellings.

MHBK is taking inquiries at branches, on its website, and by phone regarding negotiations on changing housing loan repayment conditions and other matters based on the Financing Facilitation Act for SMEs.

### *Mizuho's Consulting Services*

As the closest advisers to individual customers, financial consultants (FCs) at MHBK respond to the customers' various needs with consultations on various kinds of loans, future money plans, asset management of retirement allowances, life insurances and other financial products and services.

It devotes a great deal of effort to training FCs through its own FC training scheme, which includes training programs and well-developed training courses. It is also improving tools to simulate customers' future money plans and to review their asset portfolios, and is increasing seminars and consultations on weekends and holidays.

MHBK is also expanding its product lineup to meet customers' needs by preparing products which pursue stable profits for customers who prefer stability and other products.

### ***Improvements of Branches and ATM Installations***

MHBK is making efforts to enhance convenience for customers by expanding its branch and ATM network.

In fiscal 2010, it opened four branches in the Tokyo metropolitan and Chukyo areas, and one branch in the Tokyo metropolitan area in May 2011. It will continue to establish more branches in areas that offer growth potential.

It is also installing ATMs at stations and commercial facilities.

### ***Making Orient Corporation an Affiliate***

Mizuho made Orient Corporation (Orico) its affiliate in September 2010. At the end of March 2011, outstanding MHBK card loans and other loans guaranteed by Orico amounted to over ¥980.0 billion. Orico's transformation into a Mizuho's group company should further strengthen the alliance between it and MHBK, and both will endeavor to offer timely and appropriate products to their customers of around 40 million people in total, as well as develop new products and services.

## Targeting SMEs and Middle-Market Corporations

### Efforts to Facilitate Financing for Corporations

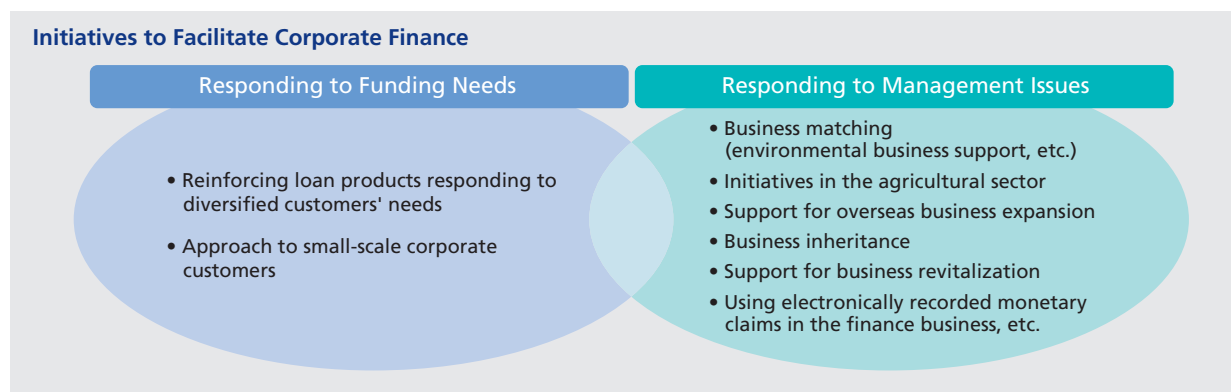
Being more conscious than ever of the role that financial institutions must play in responding smoothly to customers' funding demands, MHBK is strengthening its ability to meet their fund-raising needs.

It also takes advantage of the group's information functions and network to provide business consultation for customers and to support their management by proactively fulfilling consulting functions according to the customer's life cycle (business establishment, new business, management issues, business revitalization, and business inheritance).

### Approach to Funding Needs

In July 2010, MHBK announced its plan for activities in growth areas and is supporting expansion of business operations in these areas. In addition to Mizuho Eco-assist, Mizuho Eco Private Placement, and Interest Subsidy Delivery Project developed by the Ministry of Environment which supports funding for customers who adopt a positive approach to environmental issues, MHBK launched Mizuho Eco-assist Plus which evaluates, based on MHBK's own standards, the state of a company's environmentally-conscious management and provides financing in March 2011.

In response to Japan's aging population and falling birthrate, MHBK provides Mizuho Heartful Loans and Mizuho Heartful Private Placement to support customers who are proactively involved in promoting employment among the elderly and the disabled.



### Approach to Small-Scale Corporate Customers

MHBK is proactively engaged in the lending business, and has concentrated its overall lending operations for small-scale companies in Mizuho Business Financial Center, a subsidiary specializing in lending.

### Business Matching

MHBK is proactively engaged in business matching services, introducing customers of Mizuho who best satisfy the business needs of other customers. These services include introducing new sales and purchasing partners, and partners who can help in the area of cost reduction.

In particular, it is focusing on growth areas such as the environment and medical/nursing care. It held the Mizuho Heartful Forum in September 2010 and February 2011 to introduce customers with environmentally-conscious managements to appropriate entities in the environmental business and to encourage customers considering entry into sectors aimed at the elderly to establish alliances with companies in different lines of business.

### Consultations on Business Inheritance

Business inheritance is one of the most important management issues for SME customers because it simultaneously raises succession issues pertaining to the company's ownership and the owner's own assets.

MHBK brought together the corporate consulting functions for corporate owners as well as private banking functions for high-net-worth customers, and trust business collaboration promotion functions into Consulting Division. This division offers comprehensive consulting services that respond to the needs of corporate owners as both management and individuals through holding seminars and individual consultation.

### Using Electronically Recorded Monetary Claims in the Finance Business

MHBK launched Mizuho Electronically Recorded Claims Settlement Service—the new product using electronically recorded monetary claims which have been created as a new type of monetary claim.

This move was enabled by the fact that Japan's regulatory authorities designated the wholly-owned specialist subsidiary Mizuho Electronic Monetary Claim Recording as an electronic monetary claim recording institution in September 2010.

Mizuho's aim is to offer a service that can be used in a mutually complementary manner to the bill-/note-like handling service to be offered by the electronic monetary claim recording institution that the Japanese Bankers Association is considering establishing. Looking ahead, it intends to make use of electronically recorded monetary claims to introduce a succession of products and services that will increase customer convenience.

### Support for Overseas Business Expansion

In order to satisfy Japanese companies' diversified needs relating to overseas business expansion, specialist staff in Japan and overseas who are well versed in overseas business provide the best possible information and services accurately and quickly according to the needs of the business in question and its development stage—local feasibility study, overseas business strategy formulation, establishment of overseas subsidiary, post-establishment business management, and so on through utilizing the group's Asian network, which is one of the most extensive among any Japanese bank.

### IPO Support

MHBK responds to the needs of customers planning IPOs through organized collaboration with other group companies: MHIS provides broadly based support as a securities company; Mizuho Capital serves as a venture capital investor and gives advice on going public; and MHTB offers advisory and stock transfer agency services.

### Promoting Business Aimed at Employees of Corporate Customers

MHBK provides products and services that satisfy the various needs of senior executives and employees of its own and MHCB's corporate customers. These include opening accounts for receiving salary when they start to work, offering information on asset formation, consultations on housing loans for new house purchases, offering comprehensive proposals on postretirement life planning, and managing retirement allowances.



## *Approaches to Trust Business*

### Providing Mizuho's Customers with Trust Functions

MHTB works with the group companies to provide the group customers with trust functions.

### Developing Trust Products

MHTB is proactively developing trust products that use new assets and new trust schemes.

MHTB has developed a number of trust products and schemes. These include Japan's first greenhouse gas emissions credit trust scheme, intellectual property rights trust schemes based on copyrights and trademarks, security trusts, trust schemes associated with business securitization, and a trust scheme to secure language school tuition fees by segregating advances received.

In February 2011, MHTB started offering the new "e-Noteless" settlement system, which is based on electronically recorded monetary claims.

It also offers a variety of solutions to match customers' needs, developing a leveraged trust beneficiary rights scheme which enhances the convenience of asset finance for real estate investments, and launching discretionary investment services in connection with real estate trust beneficiary rights.

### Trust Products and Services Targeting Individual Customers

#### ● Personal Assets under Management

MHTB offers a selection of financial products that make the most of the features of trusts. These include results-based dividend-type money trusts such as Chochiku no Tatsujin (Expert Saver) and Always, and unit value-type money trusts such as Sekai no Kenjin (Sage of the World).

Some branches of MHBK started handling Chochiku no Tatsujin from December 2010.

#### <Asset Management Trusts>

MHTB's Asset Management Trust is a trust product which is separately established and managed for each customer, primarily by accepting their stocks, bonds, and other securities. Making the most of the know-how it has accumulated through its asset management business as a trust bank, it uses its trust functions to provide solutions to various needs ranging from support for asset management and investment to methods for dealing with acquisition or disposal of treasury stocks, which require special care.

#### ● Testamentary Trusts

Sooner or later, everyone faces the important question of how to ensure their invaluable assets are properly passed on to their heirs. MHTB provides assistance with asset inheritance using the know-how it has built up over many years and the types of services that only trust banks can offer. As of the end of June 2011, MHTB had signed trust agency contracts for testamentary trust business with a total of 24 financial institutions, including MHBK.

Its testamentary trust business offers three services: "consent to undertake the execution of wills service," a comprehensive service for handling everything to do with wills, from consultation for drafting to execution; "will safe-keeping service" to hold wills in safe custody; and "inheritance distribution service" to act as agent for heirs in executing the procedures necessary when an inheritance arises.

#### ● Lending Business

MHTB offers the Produce rental condominium and apartment loan product to customers who want to make more effective use of their real estate. Produce, a dedicated loan product for rental condos and apartments, offers loans of up to ¥1 billion with a maximum repayment period of 35 years (for reinforced concrete construction) in the Tokyo Metropolitan Area and the Kinki Region. MHTB provides lease business consulting services to help customers with their life planning or inheritance arrangements for the future.

#### ● Real Estate Business

In cooperation with Mizuho Trust Realty Company, MHTB provides assistance for purchasing or changing family homes, trading in investment real estate, and making more efficient use of idle land.

## Trust Products and Services Targeting Corporate Customers

### ● Corporate Assets under Management

In addition to results-based dividend-type money trusts such as Super Highway and Always, MHTB has prepared a wide-range of products to satisfy individual customers' needs, including privately placed investment trusts.

### ● Lending Business

In addition to offering traditional bank lending services, MHTB's lending business makes use of its trust know-how in meeting funding needs by focusing on the value and earning potential of money claims, real estate and other assets.

### ● Securitization of Monetary and Other Claims

In its services for securitizing monetary and other claims, MHTB, using its trust banking know-how, transforms the credit-worthiness and cash flows of monetary claims, such as sales and bills receivables held by companies and loans, into asset management products which it offers to individual and corporate customers.

### ● Stock Transfer Agency Services

The stock transfer agency business involves handling various operations associated with stocks on behalf of the stock issuer. As a shareholder registry manager, MHTB manages shareholder registers, calculates dividends, mails notices convening general meetings of shareholders, counts voting rights, purchases shares from holders of less than one unit, and sells shares to holders of less than one unit. It also offers various services and consulting in line with progress in computerization, the increase in M&A, the enforcement of the Companies Act and the Law Concerning Book-Entry Transfer of Corporate Bonds, etc., and other changes in the external environment. Since the introduction of the Electronic Share Certificate System in 2009, it has also acted as a special account management institution, handling various procedures concerning stocks recorded in special accounts.

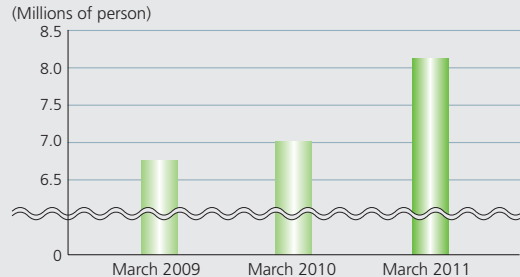
### ● Real Estate Business

In its real estate business, MHTB helps to resolve customers' needs and issues in the areas of corporate finance, asset inheritance and the rearrangement and effective use of asset portfolios by quickly and effectively devising solutions through its consultation functions and providing wide-ranging services, such as real estate brokerage, real estate securitization, appraisals and land trusts.

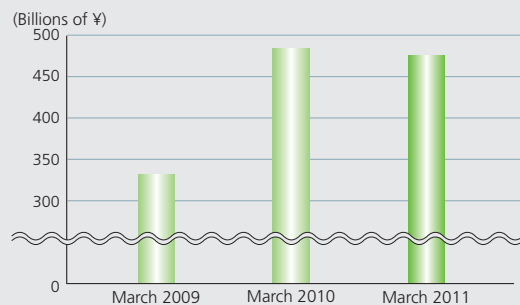
#### <Proactive Response to Real Estate Securitization-related Business>

Real estate securitization schemes and real estate fund schemes are widely used as profit-earning real estate investment methods. MHTB is actively engaged in the real estate trustee business, the asset management business, trustee business in the area of J-REIT asset custody and accounting, and other areas of real estate securitization-related business.

**Number of Shareholders Managed under the Stock Transfer Agency Business (except for Overseas Stocks)**



**Real Estate Transaction Volume**



### ● Pensions Business

MHTB offers the services and product packages needed for corporate pension schemes, which range from corporate pension plan design and the management of pension policyholders and recipients to asset management and custody.

In April 2010, it established the new Pension Consulting Department, which presents proposals from the perspectives of both pension schemes and asset management in order to respond to the full-scale introduction of the IFRS international accounting standards, changes in the investment environment, and diversifying corporate pension needs.

#### <Defined Contribution Pension Services>

As sweeping reviews of corporate pension schemes move forward, there is growing interest in introducing and managing defined contribution pension schemes among companies of all sizes. MHTB not only provides support for the introduction of such schemes, but also offers asset management services that are the first in the world to acquire ISO9001 certification, and trust products.

#### <Initiatives to Meet New Needs>

In the area of J-ESOPs (Japanese-style employee stock ownership plans; a new employee welfare service that uses treasury stocks), it strives to meet the needs of a variety of customers through a product lineup that includes retirement benefits developed along the lines of US ESOP schemes, as well as disposition-type ESOPs.

### ● Asset Management Business

Through its asset management business, MHTB offers funds with various investment strategies to a wide range of customers, from public institutions that handle pension management to corporate pension funds. Other services catering to customers' needs include advice pertaining to basic asset allocation and combinations of investment strategies that take pension liabilities into consideration.

MHTB offers various new investment targets and methods, including hedge funds, J-REITs, and privately placed real estate investment funds. It also makes the funds offered by external investment institutions in Japan and overseas available to customers, but makes sure they are subjected to thoroughgoing due diligence and rigorous monitoring.

### ● Asset Custody Services

MHTB provides highly specialized services in the area of asset custody as one of its core businesses, and is engaged in complicated, high-volume custodial services covering specified money trusts (*tokkin* funds), pecuniary trusts other than money trusts, and entrustment of securities trusts and investment trusts.

### ● Global Custody Business

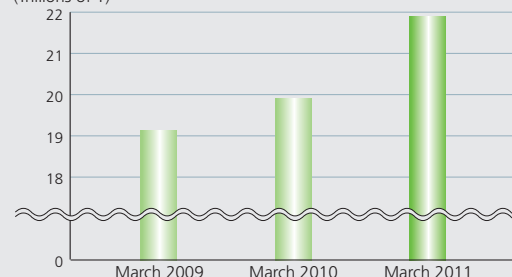
To better satisfy the diversified needs of customers, MHTB has created a global custody business network through tie-ups with TCSB, and its own overseas subsidiaries, Mizuho Trust & Banking (USA) and Mizuho Trust & Banking (Luxembourg).

In order to respond to the recently growing need for investment in emerging economies in Asia and South America in particular, these offices in three regions serve as regional hubs and cover the markets of Asia and Europe, Africa and the Americas, cooperating to create a system that offers seamless

#### Retirement Benefit Funds under Administration as Trustee

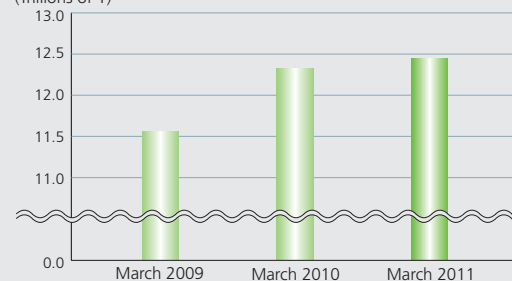
(Pension trust + Solely operated designated money trust + Discretionary investment contract, Book value basis)

(Trillions of ¥)



#### Investment Trust Balance

(Trillions of ¥)



global custody services around the clock. As the only Japanese bank capable of arranging and managing offshore trusts in its two offices in Europe and the US, it is able to deal with investment schemes that are managed overseas by overseas investment companies.

## **Mizuho's Trust Bank Specializing in Asset Administration**

In collaboration with the group companies of Mizuho, TCSB, which marked the 10th anniversary in January 2011, has worked to expand its transactions with customers among financial institutions and institutional investors. As a result, the balance of assets under management reached ¥338 trillion as of the end of March 2011. In the area of domestic fund and securities settlement services, it became the first institution in the Japanese banking sector to acquire certification (BS25999-2:2007) for its business continuity management system (BCMS) in February 2011. As a trust bank specializing in asset administration, it will continue to provide high-quality, high-value-added trust, and custody services that match the needs of its customers.

## **Initiatives of Asset Management Companies**

The asset management companies MHAM and DIAM constantly pursue optimal investment results in both the investment trust and the investment advisory businesses as they strive to respond accurately to customers' increasingly diverse and sophisticated asset management needs.

They have earned an excellent reputation among evaluation institutions for their highly specialized management and original products.

### **Award-Winning**

#### **Mizuho Asset Management**

*Lipper Fund Awards Japan 2011*  
• Best Fund

#### **DIAM**

*Lipper Fund Awards Japan 2011*  
• Best Fund  
*Morning Star Fund of the Year 2010*  
• Excellent Fund

## **Full-Fledged Wealth Management Services**

Mizuho offers the best solutions to individual customers' diversified needs.

MHPW is providing ultra-high-net-worth customers\* with comprehensive, integrative, and continued services similar to those available in the United States and Europe to the extent permitted under Japanese laws and regulations.

Based on the concept of "providing customers with the best around the globe," it will continue to offer products and services of the highest level.

With regard to non-financial services, it will provide premium services to meet customers' diversified needs in collaboration with prestigious companies, as well as high-quality solutions in connection with areas such as philanthropy and concierge services.

\*Customers who have entrusted Mizuho with extremely large amounts of investment assets.

## **Acquired BlackRock Common Stock**

In November 2010, Mizuho acquired a portion of the shares of common stock of BlackRock, one of the largest asset management companies in the world. Mizuho and BlackRock signed the Business Alliance Agreement that would further promote strategic cooperation between the two firms in Japan and Asia in March 2011.

Mizuho and BlackRock will promote further business cooperation and utilize BlackRock's global strengths in asset management and risk analysis to provide advanced, global investment products to satisfy the investment needs of group customers.

## *Initiatives to Strengthen Collaboration among Group Companies*

In order to provide the best possible financial services, three global groups organized according to customers' needs are leveraging their respective strengths while working together. Three topics of the initiatives to strengthen collaborations among the groups are shown below.

### **Responding to Customers' Asset Management and Asset Inheritance Needs**

#### **Expanding Joint Branches to Provide One-stop Banking, Trust Banking and Securities Services**

- **MHIS' Planet Booths**

MHBK has set up MHIS's consulting booths Planet Booths at its head office and over one-third of its branches to offer a full lineup of securities services to its customers who have securities transaction needs.

- **MHTB's Trust Lounges**

MHTB's Trust Lounges specialize in consultations and offer unique trust services, including asset management, asset inheritance and real-estate-related business. MHTB has adopted a policy of establishing Trust Lounges jointly with MHBK, MHIS and Mizuho Trust Realty Company, and is working to provide customers with optimal solutions with group companies.

- **Trust Agency Business**

MHBK and MHIS offer testamentary trusts, Asset Management Trusts and other trust banking services as the agents for MHTB.

With their prior consent, they also introduce customers to MHTB in connection with services involving real estate business and various consulting services utilizing trust functions, which trust agencies are not permitted to handle.

### **Overseas Business Development Support Beginning with Asia**

MHBK uses Mizuho's overseas network and the know-how it has build up through its global operations to provide proactive support to customers who are increasingly active in expanding their businesses overseas, especially in Asia, and to assist customers who have already advanced overseas in expanding their businesses and/or executing overseas projects.

More specifically, the group works together in proactively providing customers with the Mizuho Global CMS and other solutions in response to their wide-ranging overseas business needs, from managing funds at foreign subsidiaries to operational support for imports and exports, exchange risk mitigation and currency transactions in Asian countries.

At the end of 2010, Mizuho launched the group-wide Mizuho Global Support Project to strengthen still further its support for overseas expansion by customers among SMEs and middle-market corporations.

The bank will continue to draw on Mizuho's comprehensive group strengths to provide powerful backup for customers' global strategies, offering thoughtful, meticulous support in connection with every individual issue they face.

### **Collaborations for Large Corporate Customers**

MHSC works together with MHCB to satisfy customers' needs in such areas as equity and bond issuance, and M&A. Leveraging MHCB's FHC status in the United States, Mizuho Corporate Bank (USA) collaborates with Mizuho Securities USA in offering commercial banking and investment banking services.

MHTB cooperates with MHCB in providing trust solutions in the area of asset management, including pensions, asset securitization and real-estate-related business.

MHBK has established the Business Promotion Division for Employees of Corporate Customers to provide products and services that satisfy the various needs of senior executives and employees of MHCB's corporate customers.