

# Financial Results for 1Q FY2018

September 2018

Mizuho Financial Group



#### Forward-looking Statements

This presentation contains statements that constitute forward-looking statements within the meaning of the United States Private Securities Litigation Reform Act of 1995, including estimates, forecasts, targets and plans. Such forward-looking statements do not represent any guarantee by management of future performance.

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Unless otherwise specified, the financial figures used in this presentation are based on Japanese GAAP This presentation does not constitute a solicitation of an offer for acquisition or an offer for sale of any securities

#### **Definitions**

FG: Mizuho Financial Group, Inc. BK: Mizuho Bank, Ltd. TB: Mizuho Trust & Banking Co., Ltd.

SC: Mizuho Securities Co., Ltd. AM: Asset Management One Co., Ltd. RBC: Retail & Business Banking Company CIC: Corporate & Institutional Company

GCC: Global Corporate Company GMC: Global Markets Company

AMC: Asset Management Company GPU: Global Products Unit RCU: Research & Consulting Unit

Consolidated Net Business Profits = Consolidated Gross Profits - G&A Expenses (excl. Non-Recurring Losses) + Equity in income from investments in Affiliates and certain other consolidation adjustments

Net Income Attributable to FG: Profit Attributable to Owners of Parent

2 Banks: Aggregate figures for BK and TB on a non-consolidated basis

Group aggregated: Aggregate figures for BK, TB, SC, AM and other major subsidiaries on a non-consolidated basis

Company management basis: management figure of the respective in-house company (management figures based on results of former business units up to FY2015)

Major subsidiaries outside Japan: Subsidiaries in China, the US, the Netherlands, Indonesia, etc.



### Overview of Income Statement (1Q FY18)

			Result			Plan	
	(JPY bn)	1Q FY17	1Q FY18	YoY	FY18	Progress	
1	Consolidated Gross Profits	440.1	475.7	35.6			
2	Net Interest Income	192.8	195.4	2.5			
3	Net Fee and Commission Income + Fiduciary Income	126.8	137.6	10.7			
4	Net Trading Income + Net Other Operating Income	120.3	142.6	22.3			
5	o/w Net Gains (Losses) related toBonds	20.7	18.7	-2.0			
6	General and Administratinve Expenses	-362.1	-355.0	7.0			
7	Consolidated Net Business Profits + Net Gains (Losses) related to ETFs and others *	98.3	142.9	44.6	700.0	20%	
8	Consolidated Net Business Profits	84.3	113.6	29.2			
9	Credit-related Costs	19.2	22.5	3.3	-20.0		
	Net Gains (Losses) related to Stocks						
10	- Net Gains (Losses) related to ETFs and others*	48.3	50.9	2.6	190.0		
11	Net Gains (Losses) related to Stocks	62.3	80.3	18.0			
12	Equity in Income from Investments in Affiliates	4.3	4.2	-0.1			
13	Other	-21.5	-18.6	2.8			
14	Ordinary Profits	142.3	209.1	66.7	830.0	25%	
15	Net Extraordinary Gains (Losses)	-0.1	7.2	7.3			
16	Income before Income Taxes	142.1	216.3	74.1			
17	Income Taxes	-13.6	-48.9	-35.3			
18	Profit Attributable to Non-controlling Interests	-10.2	-6.3	3.9			
19	Profit Attributable to Owners of Parent	118.2	161.0	42.7	570.0	28%	

<sup>\*</sup> Net Gains related to ETFs (2 Banks) + Net Gain on Operating Investment Securities (SC Consolidated) (1Q FY17:JPY 13.9bn, 1Q FY18:JPY 29.3bn)

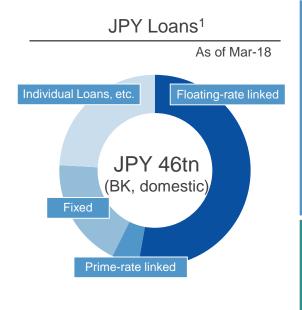


### Overview of Balance Sheet (Jun-18)

Total Assets: JPY 207tn (+JPY 2.5tn)

Risk weighted Assets: JPY 60tn (+JPY 0.6tn)

Consolidated ( ) represent changes from Mar-18



Deposits / NCDs Loans JPY 80tn JPY 137tn (+JPY 1.3tn) (+JPY 1.4tn)  $JPY^1$ JPY 51tn Non-JPY<sup>1</sup> USD264.9bn JPY1 JPY 117tn **Securities** Non-JPY<sup>1,2</sup> USD 183.2bn JPY 33tn (-JPY 0.5tn) Other Liabilities JPY 4tn Stocks JPY 60tn **JGBs** JPY 14tn Non-JPY bonds JPY 8tn (+JPY 1.3tn) Other Assets Net Assets

As of Mar-18

NCDs

Liquid Deposits

JPY 94tn

(BK, domestic)

o/w individual deposits: approx. JPY 40tn

Bank of Japan Current Account Balance (2 Banks): JPY 34tn (+JPY 2.3tn) Other Assets

JPY 93tn
(+JPY 1.7tn)

Cash and Due JPY 46tn
from Banks

JPY 9tn (-JPY 0.2tn)

Leverage Ratio: 4.19% (-0.09%)

Liquidity Coverage Ratio<sup>3</sup>: 121.3% (+1.2%)

1. Management basis, rounded figures 2. Customer Deposits 3. 1Q FY18 result, () represent QoQ compared to 4Q FY17



### Financial Results by In-house Company

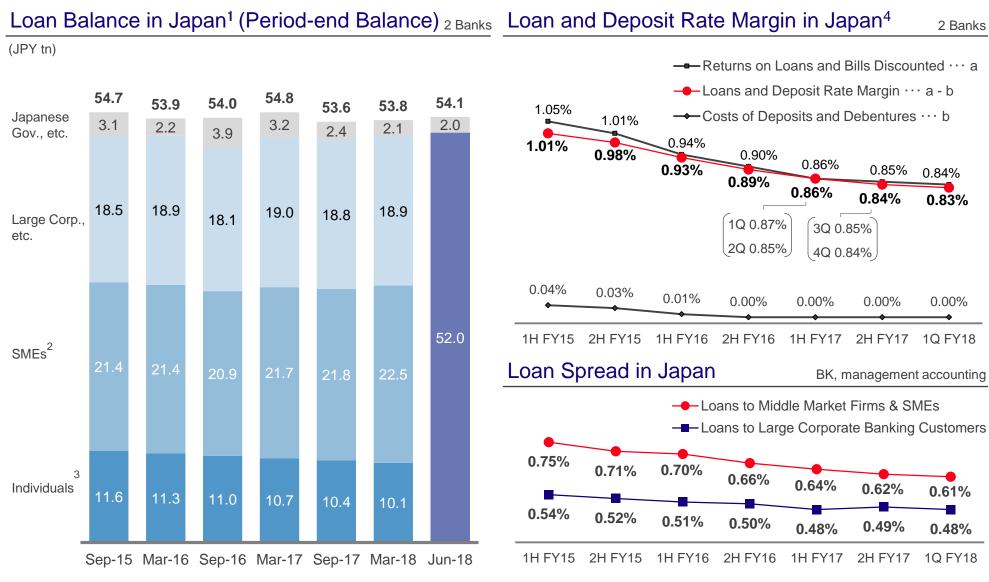
Group aggregate, management accounting, rounded figures

					Group aggregate, management accounting, rounded rigures					
		Net E	Business P	rofits 1,2		Net Income <sup>3</sup>				
	Result			Plan		Result			Plan	
(JPY bn)	1Q FY17 <sup>4</sup>	1Q FY18	YoY	FY18	YoY <sup>5</sup>	1Q FY17 <sup>4</sup>	1Q FY18	YoY	FY18	YoY <sup>5</sup>
RBC	-16.9	-14.8	2.1	31.0	17.0	-3.7	-8.5	-4.8	30.0	4.0
CIC	30.3	52.9	22.6	244.0	15.0	42.6	91.1	48.5	301.0	33.0
GCC	12.1	34.1	22.0	123.0	31.0	10.4	17.2	6.8	72.0	10.0
GMC	71.1	68.6	-2.5	285.0	99.0	49.3	47.8	-1.5	196.0	69.0
AMC	3.6	4.0	0.4	18.0	1.0	1.4	1.7	0.3	7.0	-0.0
In-house Company Total	100.2	144.8	44.6	701.0	163.0	100.0	149.3	49.3	606.0	116.0
FG Consolidated	98.3	142.9	44.6	700.0	161.9	118.2	161.0	42.7	570.0	-6.5

<sup>1.</sup> Net Gains (Losses) related to ETFs are included in GMC 2. FG Consolidated figures are Consolidated Net Business Profits + Net Gains (Losses) related to ETFs and others 3. FG Consolidated figures are Net Income Attributable to FG 4. Figures for 1Q FY17 are recalculated based on FY18 management accounting rules 5. Figures for FY17 are recalculated based on FY18 management accounting rules



### Loans in Japan



<sup>1.</sup> Excluding loans to FG. Banking account

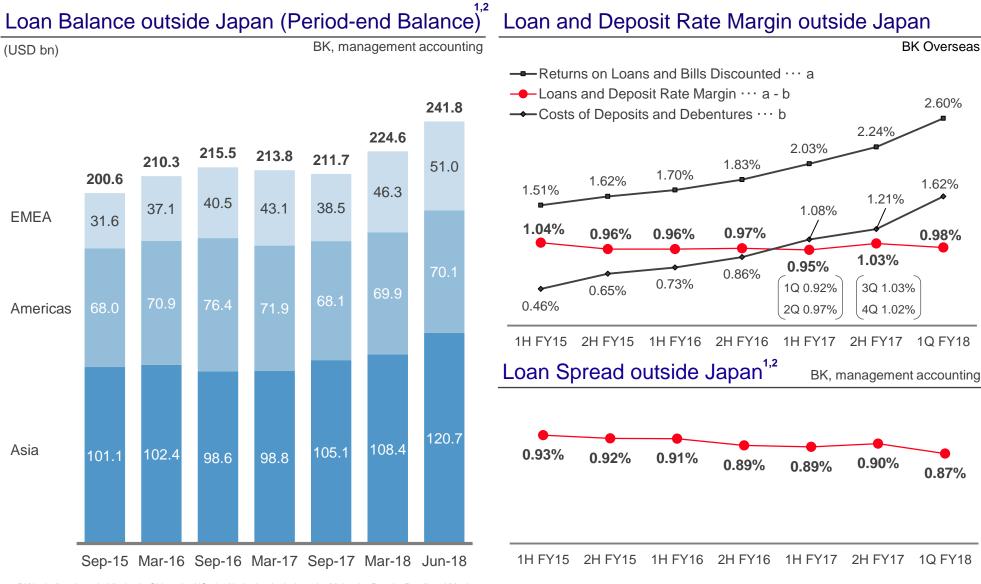


<sup>2.</sup> Calculated by deducting "Housing and Consumer Loans" from "Loans to SMEs and Individual Customers"

<sup>3.</sup> Housing and Consumer Loans

<sup>4.</sup> Domestic Operations, excluding loans to financial institutions (including FG) and the Japanese Government

### Loans outside Japan



<sup>1.</sup> BK including the subsidiaries in China, the US, the Netherlands, Indonesia, Malaysia, Russia, Brazil and Mexico 2. Changed management accounting rules in FY18. Past figures are recalculated based on the new rules



### Non-JPY Funding

#### Non-JPY Assets and Funding (Jun-18) Trend of Non-JPY Loans and Deposits BK1, management accounting BK1, management accounting (USD bn) (USD bn) () represent changes from Mar-18 403.3 403.3 Non-JPY Loans 2,3 Non-JPY Deposits 2,3 Loans<sup>2,3</sup> Customer Deposits<sup>2,3</sup> Proportion of Deposit to Loan 75% 73% 68% 264.9 (+15.4) 183.2 (+1.6) 249.5 242.2 234.9 181.0 181.6 158.9 Corporate Medium and Long Bonds, Mar-16 Mar-17 Mar-18 Term Funding Currency Swaps, etc. 73.3 (-1.1) Reference: 5 Year Currency Swap Rates (USD/JPY) (bps) Repos. Securities **Market Operations** Interbank, etc. 100 88.3 (-8.1) 89.6 (+0.3) 80 CD/CP Others 60 58.5 (+6.2) 48.8 (-17.1) 40

Mar-16

<sup>2.</sup> Changes in management account rules in FY18. Past figures are recalculated based on the new rules 3. Including Non-JPY loans / deposits in Japan



69%

183.2

Jun-18

Mar-18

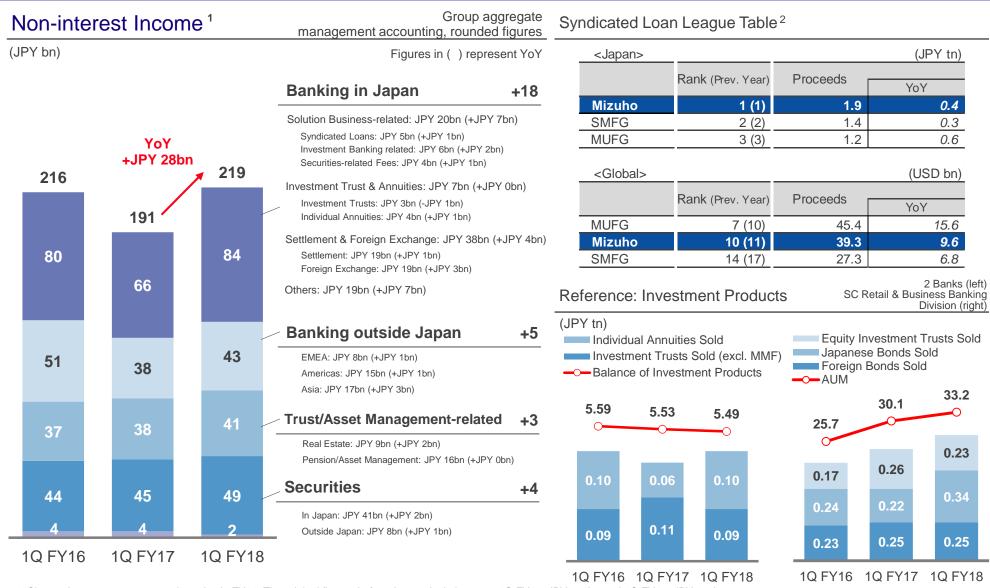
Source: Bloomberg

Mar-17

264.9

<sup>1.</sup> Includes the banking subsidiaries in China, the US, the Netherlands, Indonesia, etc.

### Non-interest Income from Customer Groups

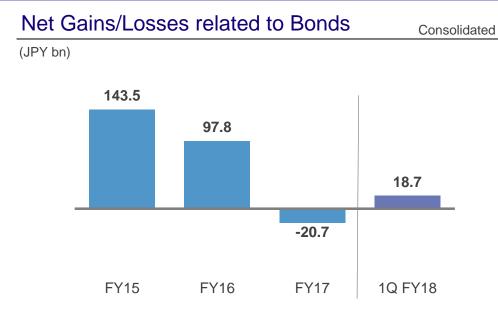


<sup>1.</sup> Changed management accounting rules in FY18. The original figures before the recalculation were 1Q FY16: JPY 221bn and 1Q FY17: JPY 192bn

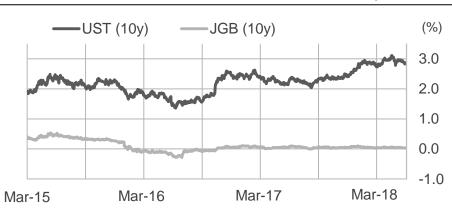
<sup>2.</sup> Apr-18 to Jun-18, Book-runner basis (Source: Thomson Reuters)



### Securities Portfolio (Bond)

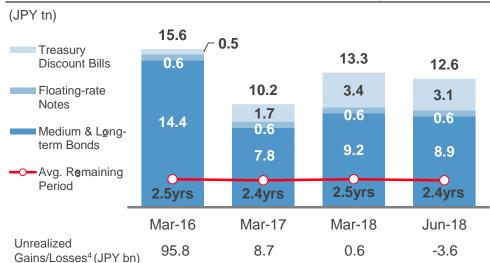


#### Reference: Interest Rate Trend in and outside Japan



#### JGB Portfolio<sup>1</sup>

2 Banks, acquisition cost basis



#### Foreign Bond Portfolio<sup>1</sup>

2 Banks, acquisition cost basis



<sup>1.</sup> Other Securities which have readily determinable fair values 2. Including bonds with remaining period of one year or less 3. Excluding floating-rate notes

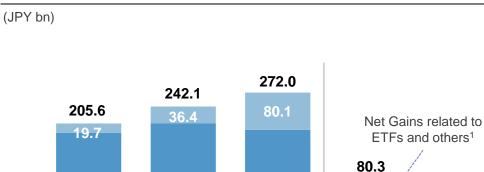
<sup>4.</sup> The base amount to be recorded directly to Net Assets after tax and other necessary adjustments. Calculated based on the quoted market price if available, or other reasonable value, at the respective period end



### Securities Portfolio (Stock)



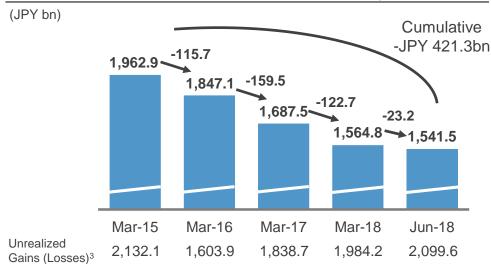
Consolidated



FY17

Japanese Stock Portfolio<sup>2</sup>

Consolidated, acquisition cost basis



#### Reference: Trend in Japanese Stock Price

FY16

FY15



### Policy for cross-shareholdings disposal

Reflecting the potential impact on our financial position associated with the risk of stock price fluctuation, unless we consider holdings to be meaningful, we will not hold the shares of other companies as cross-shareholdings

Reduction Plan Medium-term **Business Plan** (by Mar-19)

Policy

JPY 550bn (Compared to the balance as of Mar-15) FY2018 Plan JPY 152bn Reduction

29.3

1Q FY18

<sup>3.</sup> The base amounts to be recorded directly to Net Assets after tax and other necessary adjustments. Based on the average market price of the respective month



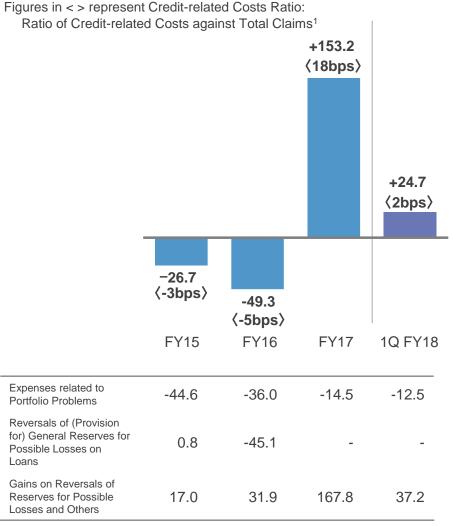
<sup>1.</sup> Net Gains related to ETFs (2 Banks) + Net Gain on Operating Investment Securities (SC Consolidated) 2. Other Securities which have readily determinable fair values

### Credit Portfolio

#### **Credit-related Costs**

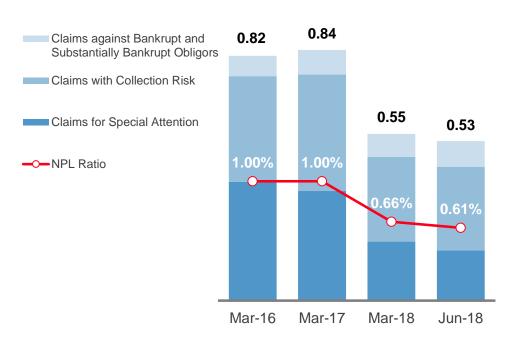
(JPY bn)

2 banks, banking account + trust account



(JPY tn)

2 banks, banking account + trust account



Reference: Other Wat	2 banks, banking account			
Balance (JPY tn)	1.6	1.6	1.6	1.4
Reserve ratio	3.66%	6.69%	3.92%	2.64%

<sup>1.</sup> Period-end balance, based on the Financial Reconstruction Act 2. Financial Reconstruction Act



Disclosed Claims under the FRA<sup>2</sup>

### Loan Portfolio Outside Japan

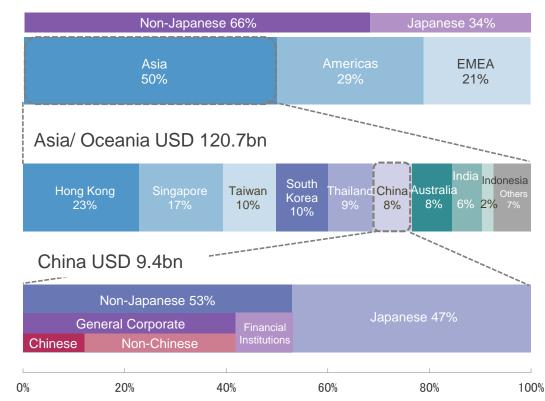
#### Quality of Loan Portfolio<sup>1</sup>



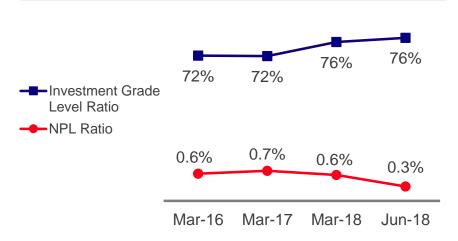
### Loan Portfolio Outside Japan <sup>5</sup> (Jun-18)



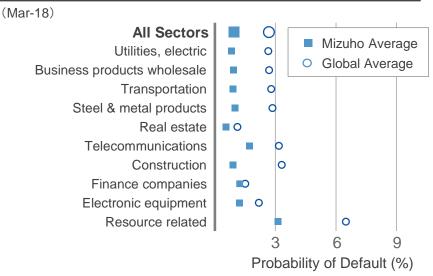




- Management accounting rules were changed. The original figure for Investment Grade Level was 73% for Mar-16.
   All other figures remain unchanged
- 2. Includes the banking subsidiary in China 3. GCC management basis
- 4. EDF: Expected Default Frequency (measure of the probability that a firm will default calculated by Moody's Analytics based on stock price and financial data)
- Average (no. of firms basis) of whole global listed companies and Mizuho's Japanese and non-Japanese listed customers based on data provided by Moody's Analytics. Resource related is an aggregate of mining, oil refining and oil, gas & coal exploration production
- 5. Changes in management accounting rules in FY18
- 6. Includes the banking subsidiaries in China, the US, the Netherlands, Indonesia, Malaysia, Russia, Brazil and Mexico



#### Reference: EDF by Moody's Analytics 4





### Capital Management

Pursue an appropriate balance between strengthening of the stable capital base and steady return to shareholders

#### Strengthening of the Stable Capital Base

### Steady Return to Shareholders

Mediumterm Business Plan

CET1 Capital Ratio<sup>1</sup> Target: approx. 10%

(as of Mar-19, excluding Net Unrealized Gains on Other Securities)

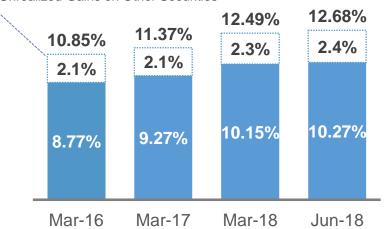
### Dividend Policy

Steady dividend policy with a dividend payout ratio on a consolidated basis of approx. 30% as a guide for our consideration

#### CET1 Capital Ratio<sup>1</sup>

Improve stress tolerance toward changing external environment through the steady accumulation of retained earnings

Net Unrealized Gains on Other Securities



#### Cash Dividend per Share of Common Equity

Comprehensively take into account management and regulatory environment, progress against the Mediumterm Business Plan (CET1 Capital Ratio of approx. 10%), steady dividend payout ratio of approx. 30% and other factors

FY18 (estimate): JPY 7.50 (Dividend payout ratio 33.3%<sup>2</sup>)

Interim Cash Dividend Payment (estimate): 3.75

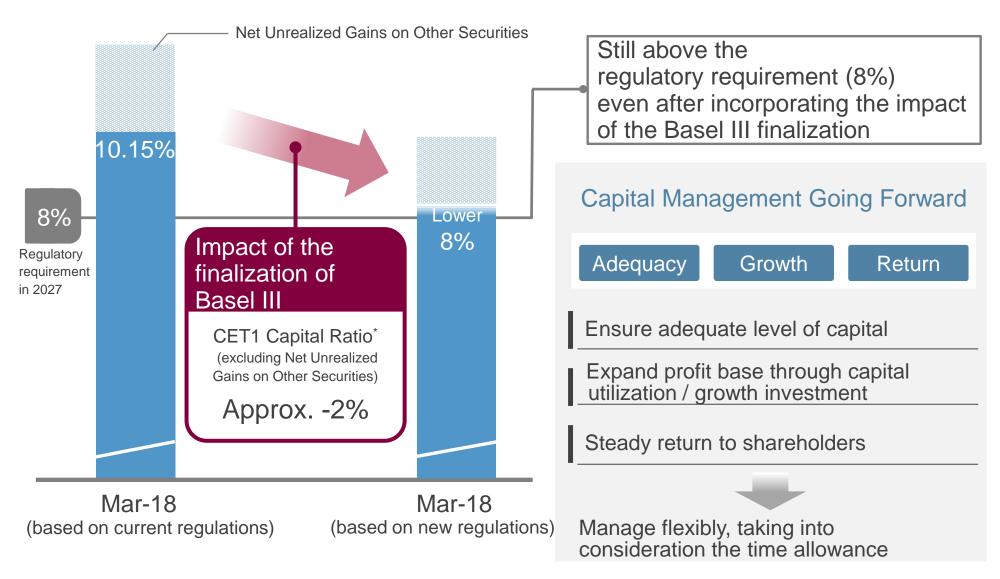
Fiscal Year-end Cash Dividend Payment (estimate): 3.75

<sup>2.</sup> Assuming Net Income Attributable to FG for FY18 of JPY 570.0bn



<sup>1.</sup> Basel III fully-effective basis (based on current regulations). Including the Eleventh Series Class XI Preferred Stocks on Mar-16 (the balance as of Mar-16: JPY 98.9bn, mandatory conversion on Jul. 1, 2016)

### Impact of the Finalization of Basel III



<sup>\*</sup> Fully-effective basis. RWA associated with net unrealized gain on other securities (stocks) are excluded from the calculation of the new regulations based RWA



#### Overview of Structural Reform

Direction

Technology Utilization

Open Innovation (such as alliances with other companies)

Global Perspective

Mizuho's Vision ("Financial Services Consulting Group") and One MIZUHO Strategy stay unchanged

Structural Reform Continuous fundamental structural reform in order to achieve sustainable growth and secure competitive advantage for the group as a whole in ten years' time

Detailed measures and numerical targets will be reflected in each medium-term business plan (MTBP)

**MTBP** 

Current

Next MTBP

FY2018

FY2021

FY2024

FY2026

## 1 Optimize Organization & Personnel

- Streamline the number of personnel to align with the business strategy
- Improve the quality and quantity of front-office staff
- Utilize technology to reduce and streamline working processes

### 3 Revisit Channel Strategy

- Close, merge, and co-join branches in Japan, following the hub-and-spoke model
- Create omni-channel network to match the nextgeneration finance industry model and increase customer convenience utilizing technology

### 2 Structurally Reform IT Systems

- Integrate the various IT systems
- Implement the Next-generation IT System to strengthen Mizuho's IT platform

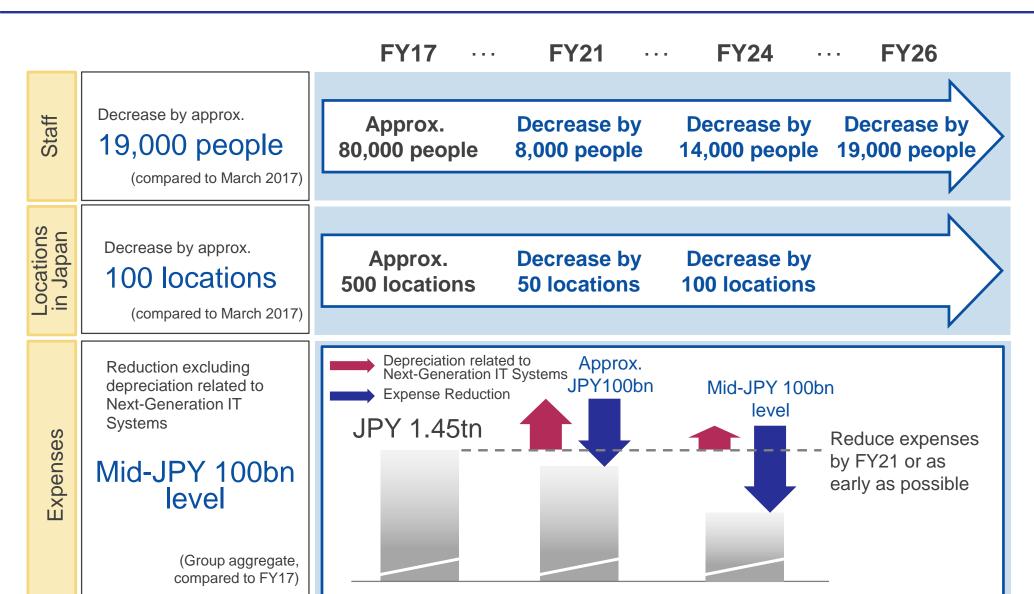
### 4 Strengthen Earning Power

- Reform Gross Profits structure
- Lower the burden at front offices and increase the number of people with sales and marketing skills
- Revisit business management

Pillars

Framework

### Quantitative Image of Structural Reform



#### Structural Reform Commencement and Execution

Reforming our business foundations with implementation of specific and steady measures

## 1 Optimize Organization & Personnel

Approx.

1,300 people worth of efficiency\*

Shift to front office, etc.\*
Approx.
600 people

Approx.
700 people

(FY18 Plan)

- Consolidate back office in and outside Japan and optimize head office operations
- Transfer staff to the front office after retraining
- Conduct hiring with consideration for medium- to long-term goals

### 3 Revisit Channel Strategy

19 location reductions

Close / Merge
10 locations

Create
Joint Branches
9 locations

(Cumulative number from FY17 to FY18)

- Pilot launch of hub-and-spoke model
- Create specific plan and begin collaboration with regional banks

## 2 Structurally Reform IT Systems

Transition to the next-generation IT system (Begins June 2018)

- Integrate various IT systems
   (e.g. information mgt. systems, market systems)
- IT Operation Process Reform (e.g. automate system operations and tests)

### 4 Strengthen Earning Power

Management Streamline Areas Focus Areas
Resource Shift (RWA)
-JPY 0.4tn +JPY 1.8tn
(FY18 Plan)

- Expand scope of risk taking
   (e.g. principal investments, US Non-IG transactions)
   Capture growth areas
   (e.g. asset / business succession, sales & trading)
- Balance scope of risk taking and credit control

<sup>\*</sup> Cumulative number from FY17 to FY18



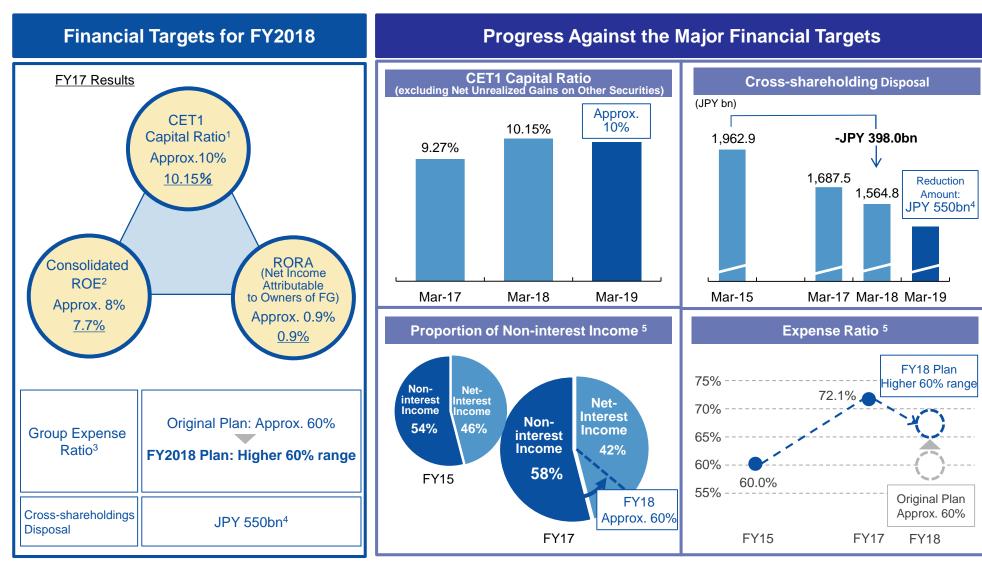
## **Strengthen Earning Power**

Group aggregate, management accounting, rounded figures					
	Net Business Profits*		RWA		
(JPY bn)	FY18 Plan	YoY	Streamline → Focus	FY2018 Business Strategy	
RBC	31	+17	-30 → +510	<ul> <li>Expand assets under management by strengthening our customer-oriented business operations</li> <li>Strategically allocate RWA to focus areas such as customers' growth strategy and business succession</li> </ul>	
CIC	244	+15	-320 → +870	<ul> <li>Expand scope of risk-taking (mezzanine / equity investment, asset finance)</li> <li>Strengthen investment banking (ECM, M&amp;A) and real estate-related businesses</li> </ul>	
GCC	123	+31	-50 → +460	<ul> <li>Enhance the Global 300 strategy &amp; tier up as well as transaction banking</li> <li>Expand scope of risk-taking (US Non-IG strategy, expand base of non-Japanese customers in Asia)</li> </ul>	
GMC	285	+99		<ul> <li>Optimize portfolio utilization by enhancing proactive monitoring</li> <li>Allocate management resources for sales &amp; trading through BK/SC collaboration</li> </ul>	
AMC	18	+1		<ul> <li>Develop asset management products that contribute to the shift from savings to investment/asset building and support firms selling investment products</li> <li>Implement comprehensive consulting services for pensions</li> </ul>	

<sup>\*</sup> YoY: FY17 results were recalculated based on FY18 management accounting rules. Net Gains related to ETFs are included in GMC Net Business Profits



### Accomplishing the Medium-term Business Plan



- 1. Basel III fully-effective basis (based on current regulations), excluding Net Unrealized Gains on Other Securities 2. Excluding Net Unrealized Gains on Other Securities
- 3. Group aggregated 4. Shares listed on Japanese stock market, acquisition cost basis, cumulative amount from FY15 to FY18
- 5. The scope of companies aggregated under management accounting has been changed since FY17 (FY15 result is unchanged)



### Transition to the Next-Generation IT Systems

#### System Migration Schedule

Strive to take all possible measures to ensure safe and steady transition

- Migration will be conducted in <u>phases</u> based on <u>branch grouping</u>
- During the migration period, the current and Next-Generation IT Systems will be <u>concurrently</u> <u>operated</u>

Migratio	n Date	Migration Target		
	Jun. 11	Common Operati	onal Infrastructure	
	Jul. 17	Former C	B System	
	Sep. 10		6 Branches	
FY2018	Oct. 9		92 Branches	
F12016	Nov. 12	Nov. 12 Former BK Dec. 17 System	102 Branches	
	Dec. 17		106 Branches	
	Jan. 15		102 Branches	
	Feb. 12		33 Branches	
FY2019	1H	TB System		

Note: Branches are defined as those with customer accounts (including internet branches, etc.)

#### Benefits & Features of Next-Generation IT System

Unification of core banking system of former BK, former CB and TB

- Downsize and streamline the IT systems
- Improve response to potential system failures

Independent components by business and function

- Improve flexibility through a simplified structure
- Enable flexible adaptation to new services
- Shorten the lead time and reduce costs for new development

Cutting-edge "Next-Generation" core banking systems

- Strengthen infrastructure for providing services
- Improve operations processing speed

