

# MIZUHO IR Day 2015

June 26<sup>th</sup> 2015

Mizuho Financial Group

# Important Notice

## 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.

In many cases, but not all, we use such words as “aim,” “anticipate,” “believe,” “endeavor,” “estimate,” “expect,” “intend,” “may,” “plan,” “probability,” “project,” “risk,” “seek,” “should,” “strive,” “target” and similar expressions in relation to us or our management to identify forward-looking statements. You can also identify forward-looking statements by discussions of strategy, plans or intentions. These statements reflect our current views with respect to future events and are subject to risks, uncertainties and assumptions.

We may not be successful in implementing our business strategies, and management may fail to achieve its targets, for a wide range of possible reasons, including, without limitation: incurrence of significant credit-related costs; declines in the value of our securities portfolio; changes in interest rates; foreign currency fluctuations; decrease in the market liquidity of our assets; revised assumptions or other changes related to our pension plans; a decline in our deferred tax assets; the effect of financial transactions entered into for hedging and other similar purposes; failure to maintain required capital adequacy ratio levels; downgrades in our credit ratings; our ability to avoid reputational harm; our ability to implement our Medium-term Business Plan, realize the synergy effects of “One MIZUHO,” and implement other strategic initiatives and measures effectively; the effectiveness of our operational, legal and other risk management policies; the effect of changes in general economic conditions in Japan and elsewhere; and changes to applicable laws and regulations.

Further information regarding factors that could affect our financial condition and results of operations is included in “Item 3.D. Key Information—Risk Factors” and “Item 5. Operating and Financial Review and Prospects” in our most recent Form 20-F filed with the U.S. Securities and Exchange Commission (“SEC”) and our report on Form 6-K furnished to the SEC on January 27, 2015, both of which are available in the Financial Information section of our web page at [www.mizuho-fg.co.jp/english/](http://www.mizuho-fg.co.jp/english/) and also at the SEC’s web site at [www.sec.gov](http://www.sec.gov).

We do not intend to update our forward-looking statements. We are under no obligation, and disclaim any obligation, to update or alter our forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by the rules of the Tokyo Stock Exchange.

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

New Bank (Mizuho Bank) was established on July 1, 2013 through the merger between former Mizuho Bank and former Mizuho Corporate Bank (surviving entity)

Figures of Mizuho Bank up to 1Q FY2013 are simple aggregate figures of former Mizuho Bank and former Mizuho Corporate Bank

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

BK: Mizuho Bank, Ltd.  
SC: Mizuho Securities Co., Ltd.

former CB: Former Mizuho Corporate Bank before the merger

former BK: Former Mizuho Bank before the merger

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

BK+TB+SC: Aggregate figures for BK, TB and SC (including major subsidiaries) on a non-consolidated basis

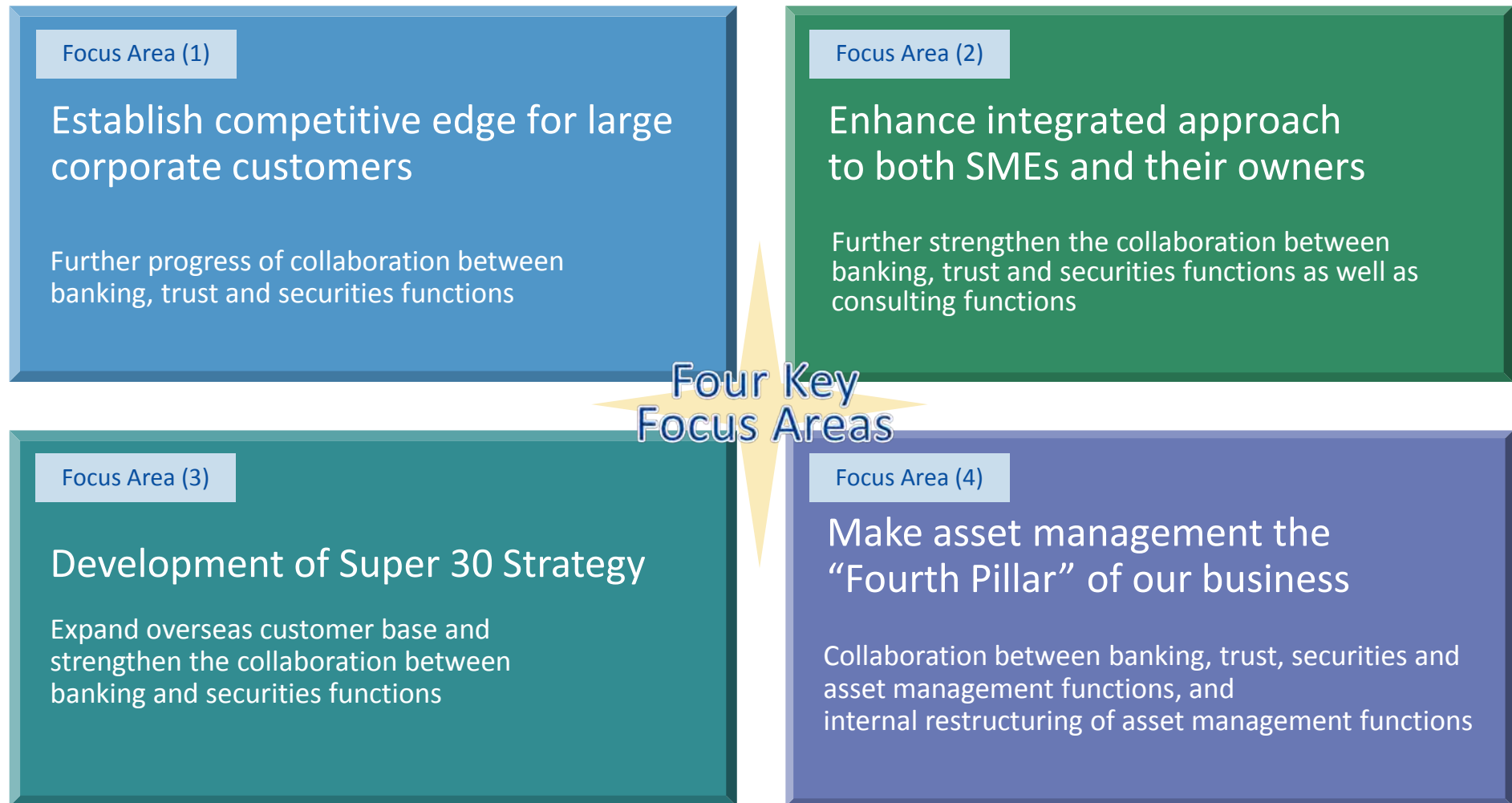
## Introduction

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## Closing note

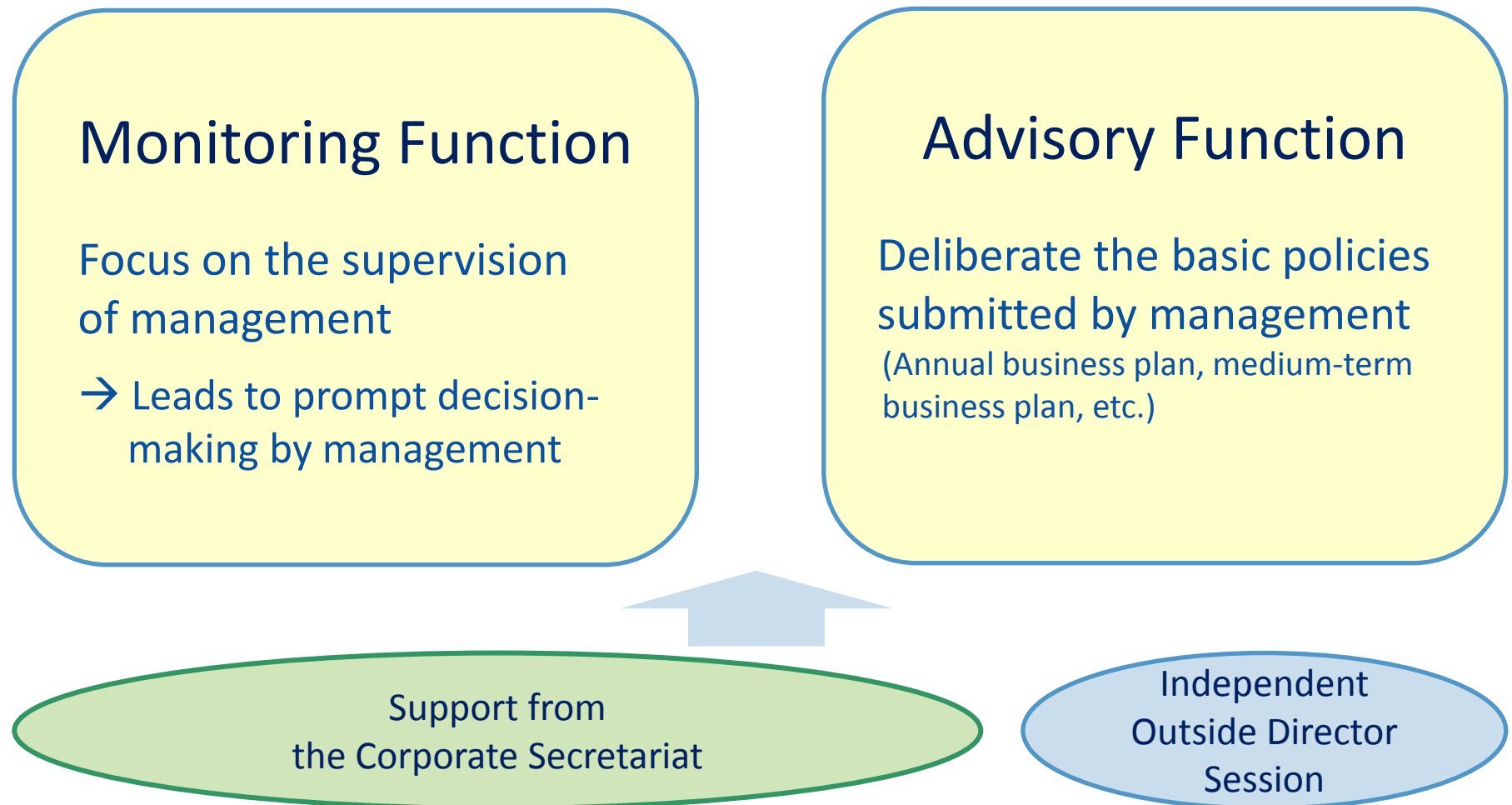
# Key Focus Areas in FY2015

Strengthen earnings power by further developing the collaboration between banking, trust and securities functions as well as through selection and concentration



# Board of Directors

# Functions of the Board of Directors for a Company with Three Committees



- 1. Lively discussion at board meetings**  
Selection of agenda and clarification of issues
- 2. Increased motivation due to diversified viewpoints being introduced to management**  
Provide support to execute reforms
- 3. Share with management P<sub>(plan)</sub> and C<sub>(check)</sub> to enhance corporate value**  
Plan-Do-Check-Act

## Development Process of the FY2015 Business Plan (Example)

**December 19, 2014**

**CEO's View**  
(Management's key focus areas)

**January 16, 2015**

**Overall policies for FY2015**

**February 20**

**Group-wide basic policies**

**March 13**

**BK, TB and SC basic policies**

**March 31**

**Group-wide annual business plan**  
**Group-wide performance measurement framework**



- 1. Establishing a board which can further discuss the more essential matters**
  - Lively multilateral discussions between the Independent Outside Directors and Management
- 2. Permeation of the governance reform**
  - Eliminate failing to act and share information – defense
  - Decision making with speed – offence
- 3. Full development of the Risk Appetite Framework (RAF)**
  - Promote appropriate risk-taking
- 4. Re-evaluation of P (plan) and C (check)**
  - Identification of profit responsibility and evaluation  
(re-evaluation and improvement of the performance measurement framework)
- 5. Establishing the medium-term business plan**
  - Build-up a strong Mizuho

# Branch Banking Group

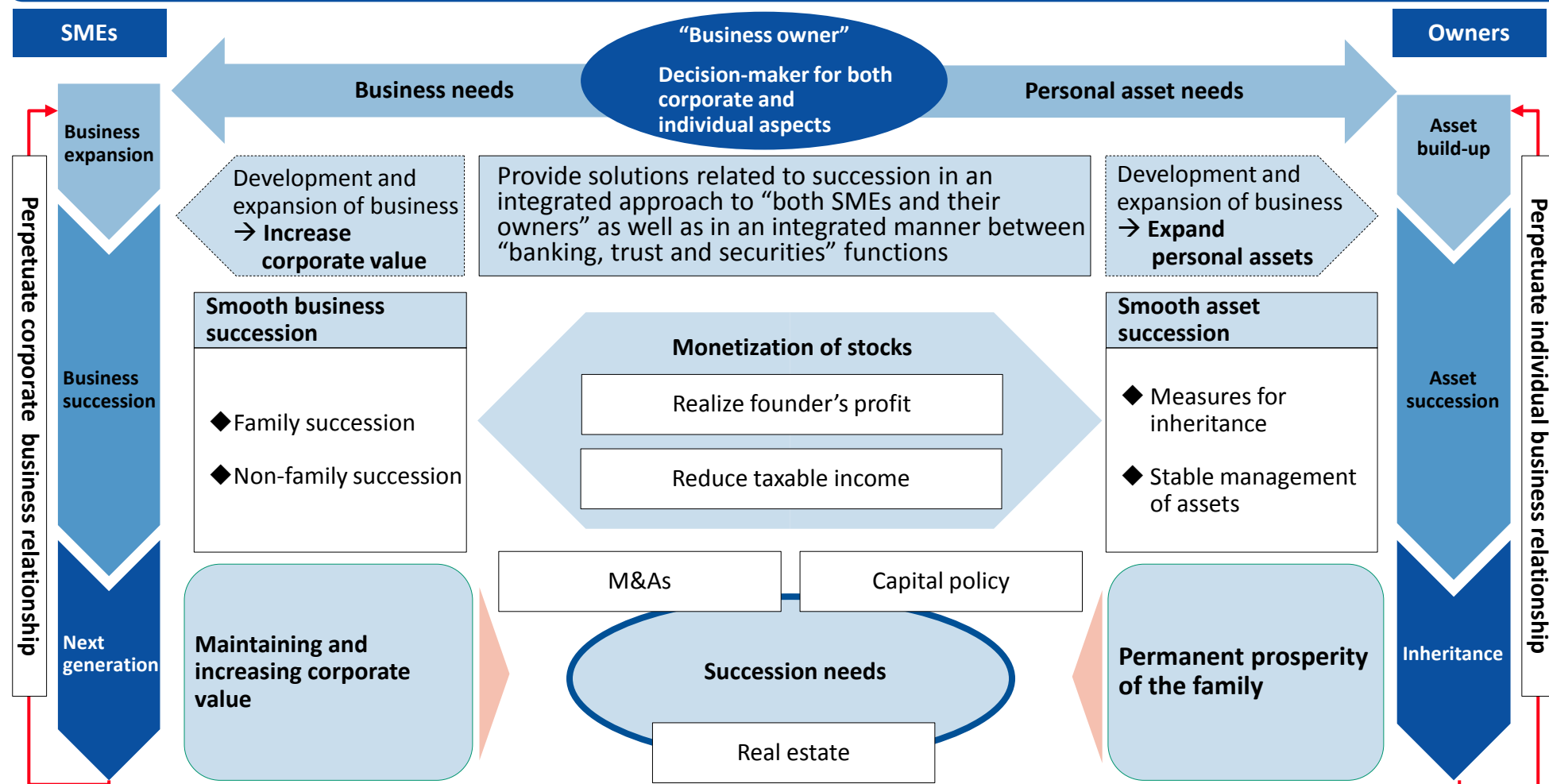
## Enhance Integrated Approach to Both SMEs and Their Owners

- Further strengthening the consulting function and banking, trust and securities functions collaboration -

- ❑ Mizuho's integrated approach to both SMEs and their owners
- ❑ Competitive edge in segmentation
- ❑ Mizuho's solution-providing capabilities
- ❑ Area One MIZUHO Promotion Project
- ❑ Human resources development to differentiate and establish advantages against other banks
- ❑ Case Studies

# Mizuho's Integrated Approach to Both SMEs and Their Owners

Common needs, both corporate and individual, of private companies in which ownership and management are inseparable



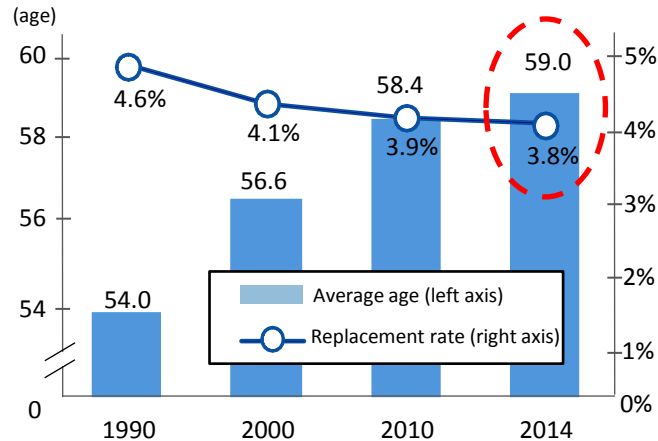
# Competitive Edge in Segmentation (1)

Business owners are aging, while ratio of changes in presidents remains at a low level

=> The era of inheritance is coming

Measures for business/asset succession are urgently required due to increase in succession cost as a result of the rise in stock/land price, along with the revision of the tax system

Average age and replacement rate of representatives



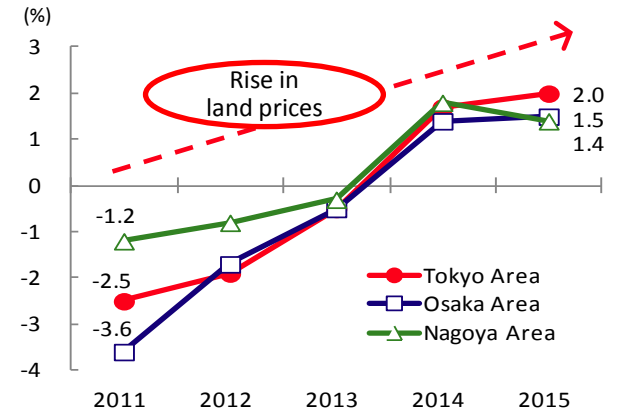
Source: Teikoku Databank Analysis of Corporate Presidents in Japan

Nikkei Stock Average



Land price fluctuation rate

(Commercial districts in three biggest urban areas)



Source: Prepared by Urban Research Institute Corporation based on posted land prices

Stock price simulation using a similar company comparison method

Stock price of a comparable listed company	$\frac{\text{Dividend of the evaluated company}}{\text{Dividend of the listed company}} + \frac{\text{Profit of the evaluated company}}{\text{Profit of the listed company}} \times 3 + \frac{\text{Net assets book value of the evaluated company}}{\text{Net assets book value of the listed company}} \times \text{Compression rate}$					
	5					
	2011	2012	2013	2014	Current (May 2015)	2016
Nikkei Stock Average	JPY 9,424	JPY 9,126	JPY 13,570	JPY 15,478	JPY 20,563	Two-fold
Stock price index simulation*	-	100	97	144	164	209

\* Stock price index simulation: Nikkei Stock Average at the end of the previous year when the Nikkei Stock Average on the closing day of 2011 is set as 100.

Pros and Cons of the revision of the tax system

## Pros:

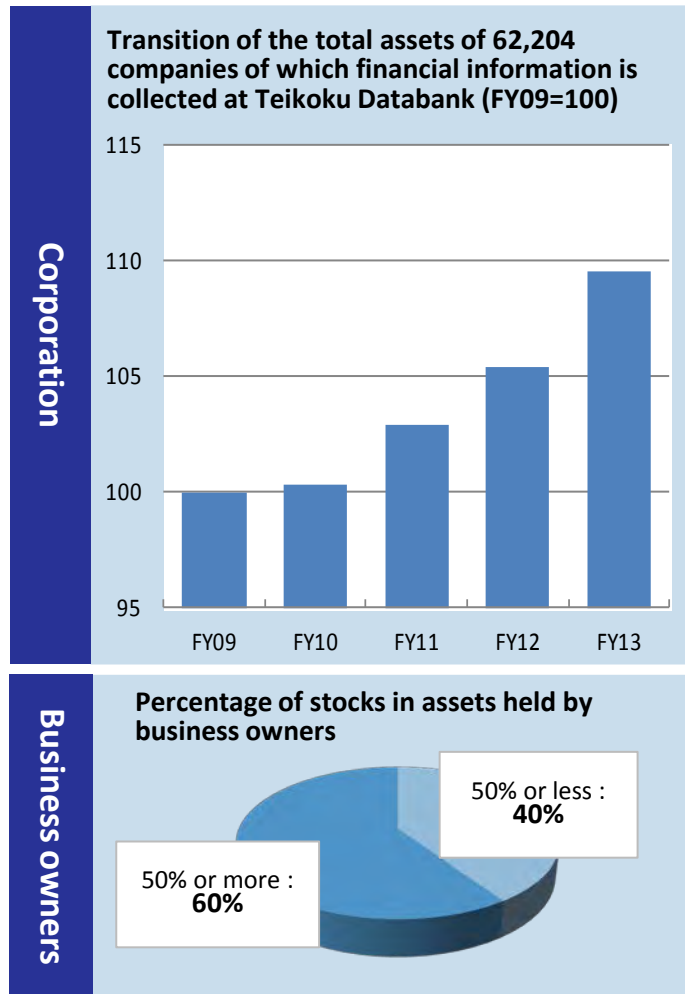
Reduction of tax burden by utilizing lifetime gifting and gifts for education expenses

## Cons:

Increase in tax burden as a result of a taxation shift from corporations to individuals

# Competitive Edge in Segmentation (2)

The company's stocks account for a large proportion of company owner's personal assets. Need for control of assets including the "real estate" owned



**Distribution of corporate customers with annual sales of JPY 10Bn or more**  
(Data aggregated from Teikoku Databank, excluding customers listed on the first section of the Tokyo Stock Exchange)\*

	No. of companies at Teikoku Databank	Comparison of the no. of customers			
		MHBK	%	BTMU	SMBC
Tokyo Metropolitan Area	4,468	3,430	77%	74%	69%
Kansai Area	1,607	993	62%	79%	77%
Tokai Area	1,096	564	51%	85%	51%
Other areas	2,580	1,371	53%	36%	37%
Japan total	9,751	6,358	65%	66%	60%

Business owner's B/S before inheritance		Business owner's B/S at the time of inheritance	
Cash/deposits	Liabilities	Cash/deposits	Liabilities
Securities		Securities	
Real estate	Equity capital	Real estate <u>Increase in value</u>	Equity capital <u>Increase in assets</u>
Stocks		Stocks <u>Increase in value</u>	

**Asset control**

- Resources for tax payment - "Prepare" for taxation
- Loss on revaluation - "Reduce" appraised asset value
- Asset transfer - "Transfer" assets

→ BK Funding  
→ SC Fund management  
→ TB Real estate

\* Kansai Area: Osaka, Kyoto, Hyogo, Nara, Wakayama and Shiga prefectures; Tokai Area: Aichi, Gifu, Mie and Shizuoka prefectures

# Mizuho's Solution-providing Capabilities

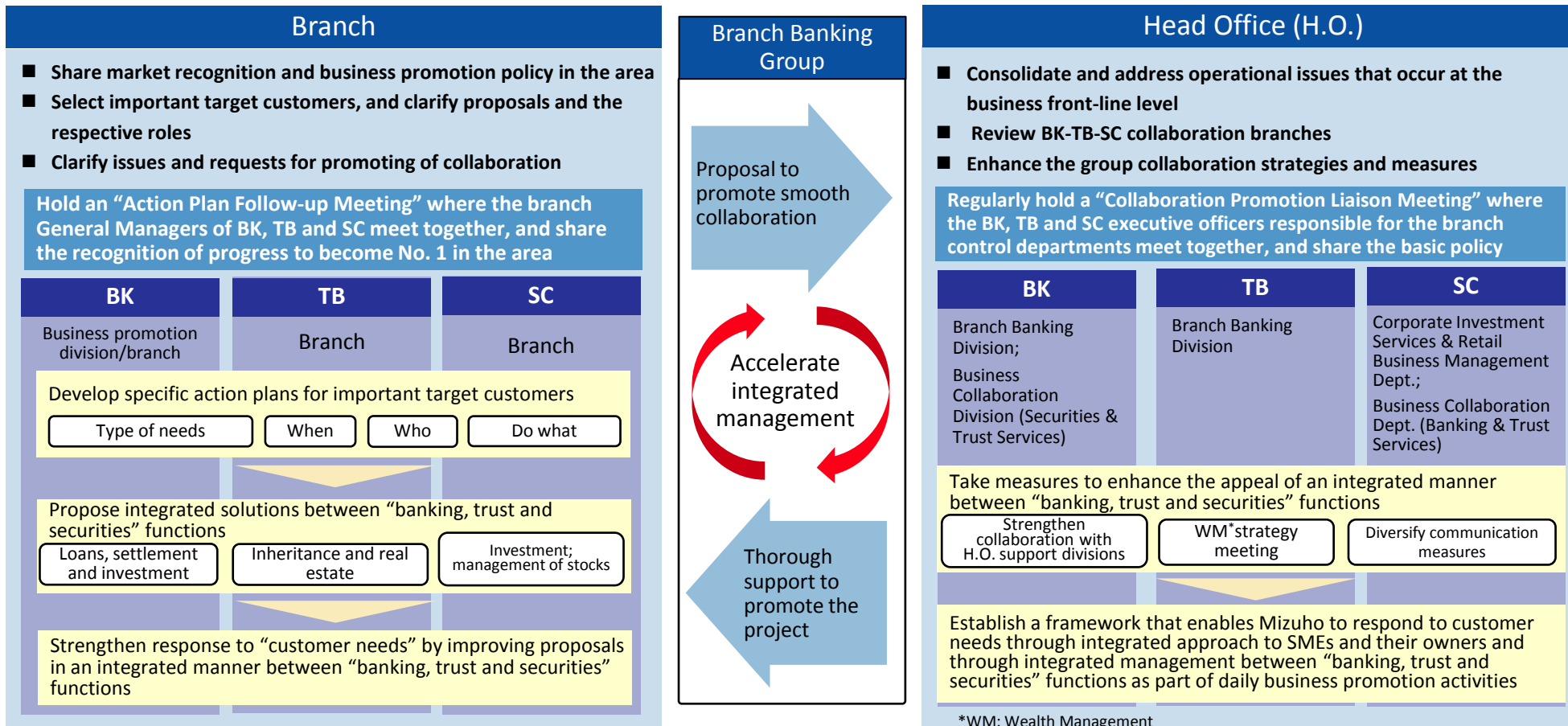
Realize Mizuho's position as the main bank in both corporate and individual transactions through integrated approach to both SMEs and their owners and through an integrated manner between "banking, trust and securities" functions, utilizing Mizuho's strengths

Category	Corporate-individual business issues	Solution	Business opportunities in both corporate and individual aspects	
			Corporate	Individual
Smooth business succession	Business continuation: securing employees' employment	Business succession measures through selling company (M&A)	BK	
	Invite new corporate management	Business succession measures through MBO utilizing funds	<ul style="list-style-type: none"><li>• Business succession consulting</li><li>• Loans</li><li>• Funding advisory</li><li>• M&amp;A advisory</li></ul>	<ul style="list-style-type: none"><li>• Management of the funds received from the sale of stocks</li><li>• Loans</li><li>• Loans to acquire real estate for rent</li></ul>
	Optimize taxable income	Establishment of an AM company and transferring the company owner's stocks		
	Realize founder's profit	Sales of stocks through an IPO		
	Secure majority voting rights	Consolidation of dispersed company stocks		
Maintenance/enhancement of corporate value	Reinforcement of financial strength	Optimization of financial approaches (capital and liabilities)	TB	
	Acquisition of a competitor/company in a different industry	Selection of an acquisition target company that will contribute to the customer's business expansion	<ul style="list-style-type: none"><li>• Real estate brokerage</li><li>• Stock transfer agent</li></ul>	<ul style="list-style-type: none"><li>• Testamentary trust</li><li>• Real estate brokerage</li></ul>
			<ul style="list-style-type: none"><li>• IPO consulting</li></ul>	<ul style="list-style-type: none"><li>• Securities investment</li><li>• Block trade</li></ul>

# Area One MIZUHO Promotion Project

BK, TB and SC offices in the same vicinity collaborate in the “Area One MIZUHO Promotion Project” to demonstrate Mizuho’s strengths through an integrated approach to both companies and their owners and through integrated management between “banking, trust and securities” functions

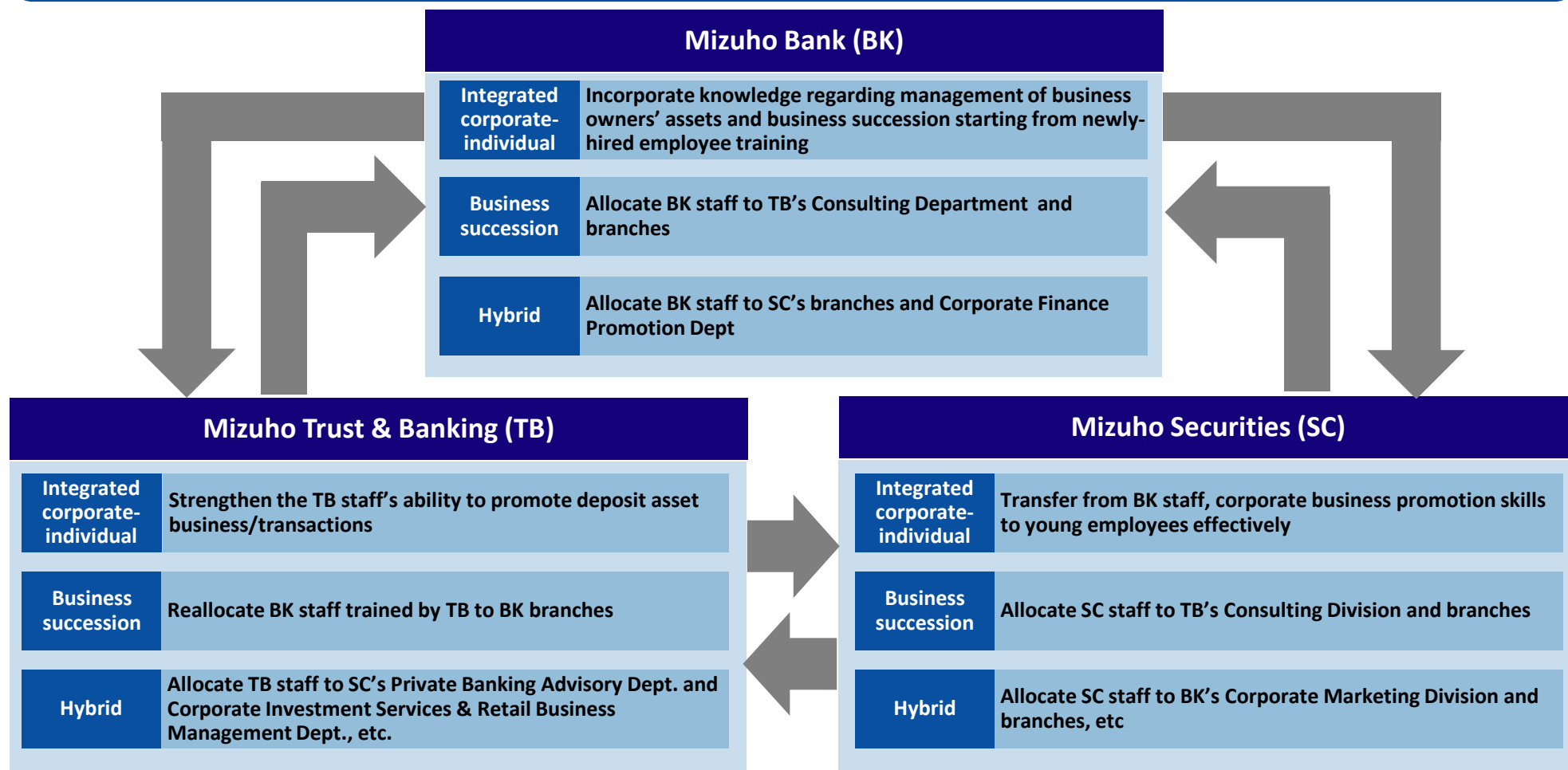
## Project promoting framework



# Human Resources Development to Differentiate and Establish Advantages Against Other Banks

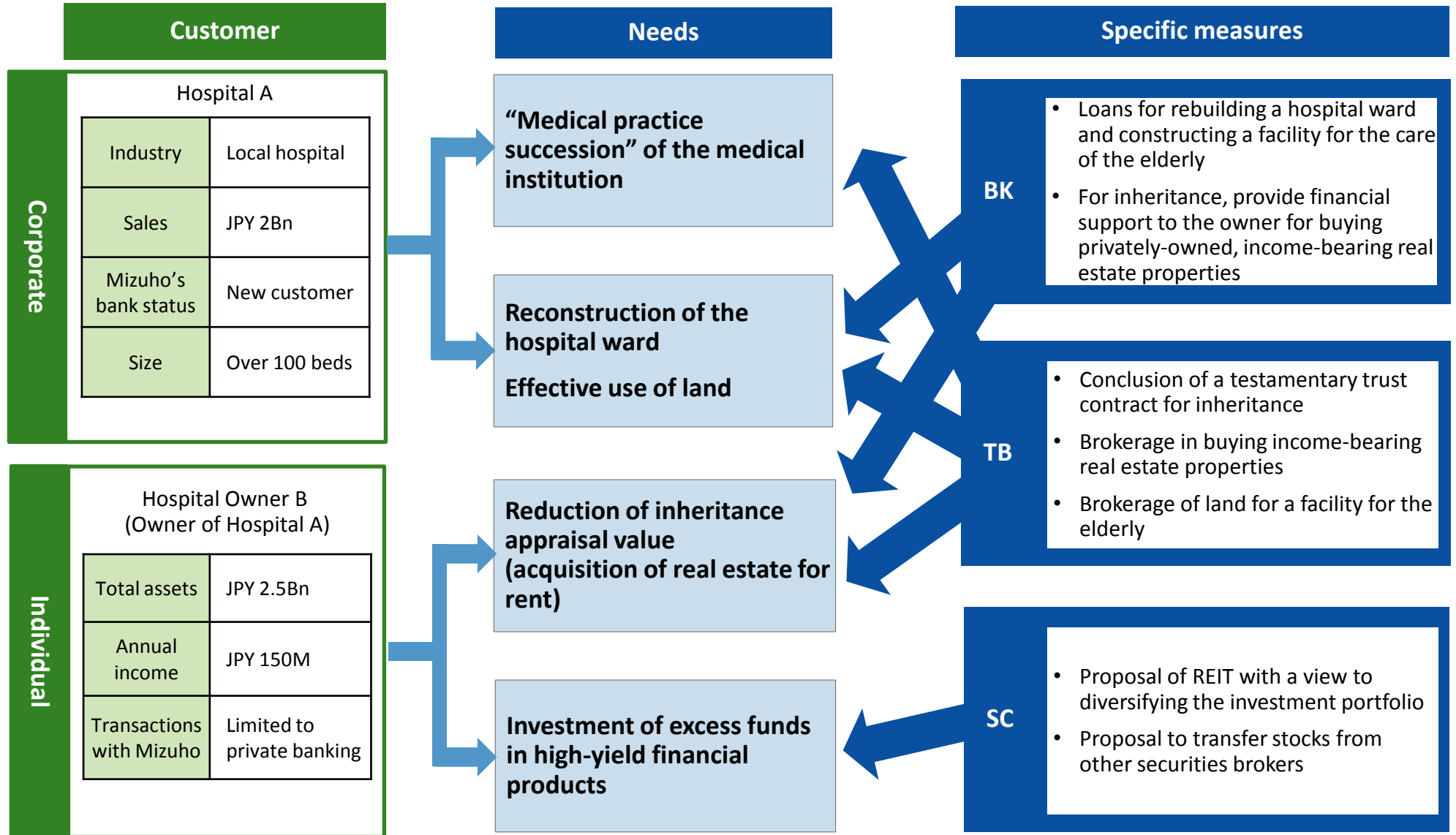
Focus efforts on human resources development to differentiate and establish advantages against other banks

- Human resources for an “integrated approach to SMEs and their owners” and for “business succession”, along with “BK-TB-SC” hybrid human resources

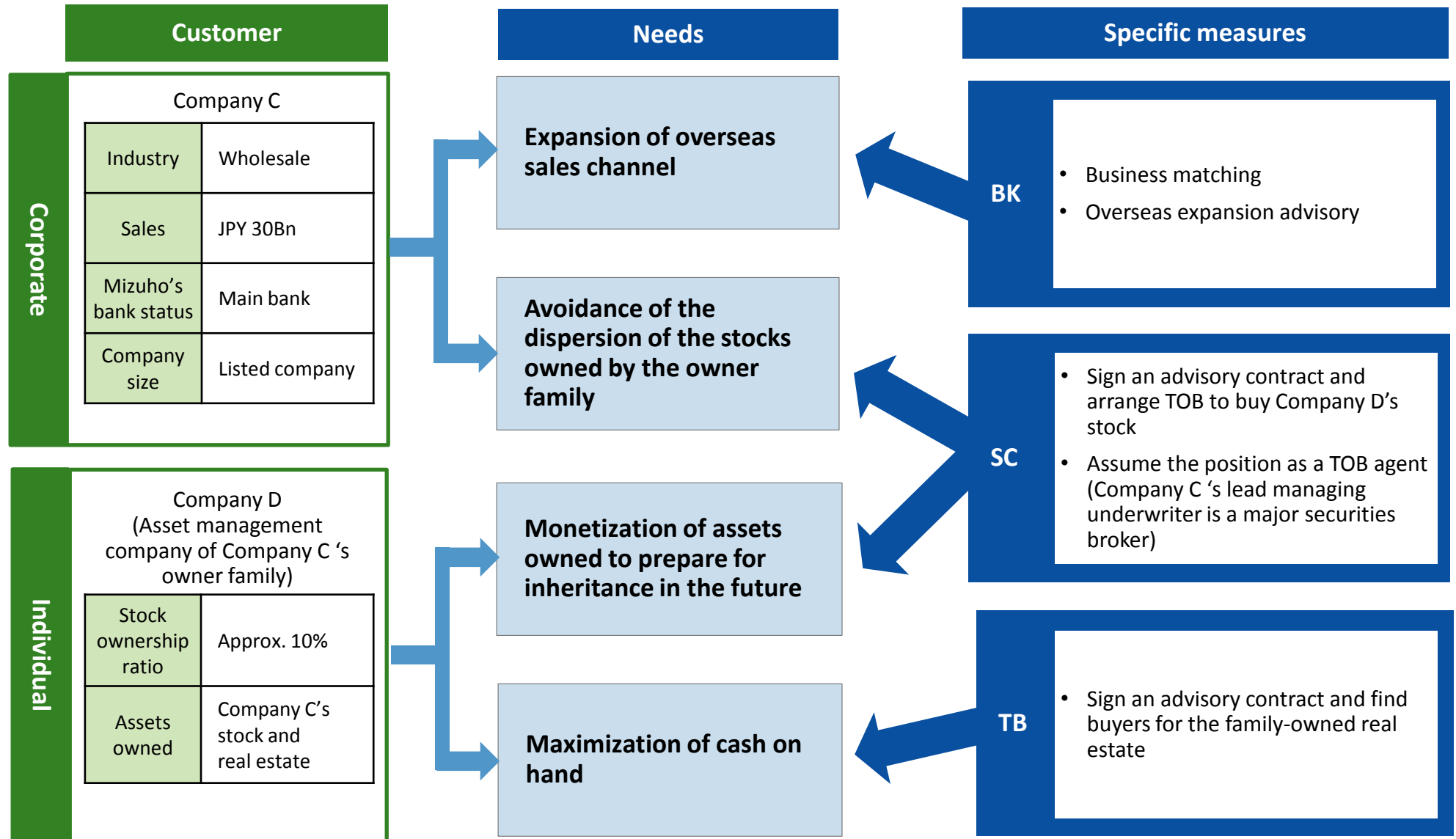




# Case Study 1: Measures to Respond to the Succession Needs of a Medical Corporation



# Case Study 2: Measures to Respond to the Inheritance Needs of an Owner Family



# Corporate Banking Unit (Large Corporations)

## 1 Corporate Banking Unit (Large Corporations) Business Results Digest

- Business results grew steadily. The unit focused its efforts on growth areas and established a competitive edge over other mega banks

## 2 Establishment of a Significant Competitive Edge in Business with Large Corporations

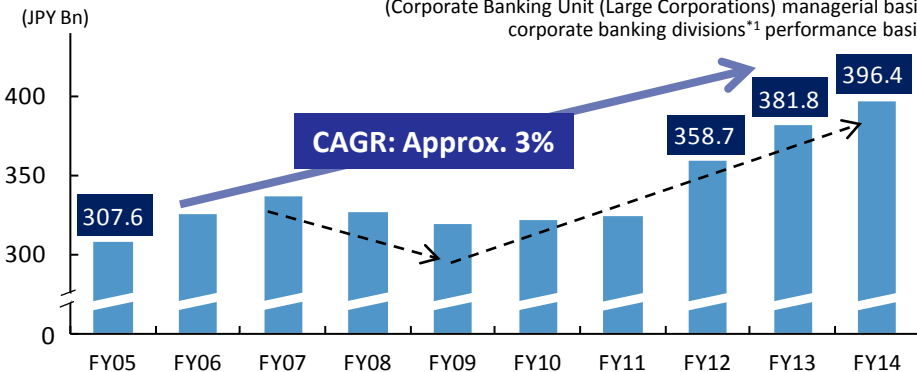
- Four action plans
  1. Focus on super-large corporate customers
  2. Accelerate collaboration between banking, trust and securities functions for business promotion
  3. Deepen borderless business promotion
  4. Carry out initiatives for cross-shareholdings
- 1Q FY15 sprint from the start

# 1. Corporate Banking Unit (Large Corporations) Business Results Digest

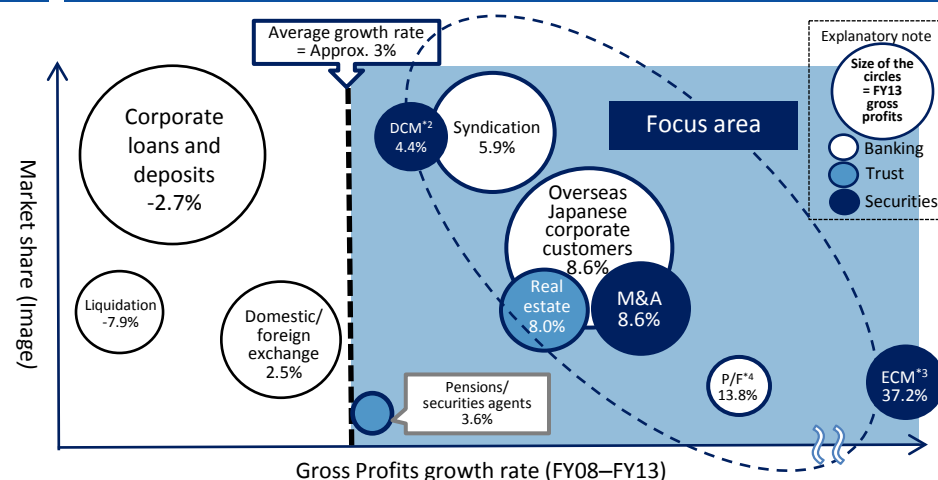
## 1 Historical changes in business results (gross profits)

### Increasing trend, with FY14 results marking a record high

(Corporate Banking Unit (Large Corporations) managerial basis, corporate banking divisions<sup>\*1</sup> performance basis)



## 2 Portfolio by product

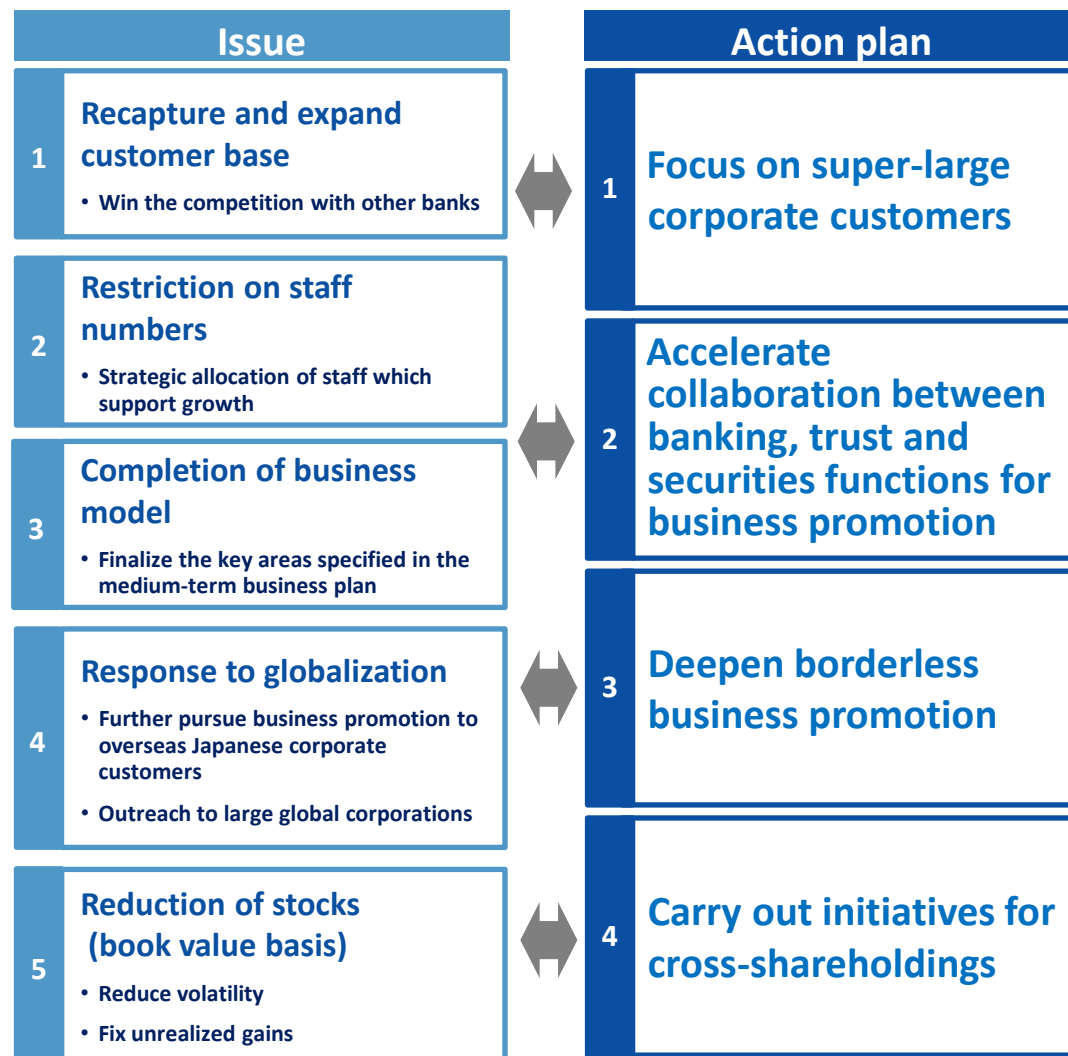


## 3 Comparison of three mega banks and securities brokers (ranking among five companies)

Comparison item		MHFG	MUFG	SMFG	Nomura	Daiwa
Banking	1 Loans to domestic corporations <sup>*5</sup>	1st	2nd	3rd	—	—
	2 Syndicated loans (Japan) <sup>*6</sup>	1st	2nd	3rd	—	—
	3 Loans to overseas Japanese corporate customers (estimation) <sup>*7</sup>	3rd	1st	2nd	—	—
	4 Project finance <sup>*8</sup>	3rd	1st	2nd	—	—
Trust <sup>*9</sup>	5 Real estate <sup>*10</sup>	1st	2nd	—	—	—
	6 Pensions (DC) <sup>*11</sup>	1st	2nd	—	—	—
	7 Securities agents <sup>*12</sup>	2nd	1st	—	—	—
Securities	8 DCM <sup>*13</sup>	1st	3rd	5th	2nd	4th
	9 ECM <sup>*14</sup>	3rd	5th	2nd	1st	4th
	10 M&A (number of deals) <sup>*15</sup>	1st	5th	2nd	3rd	4th
	11 M&A (amount) <sup>*15</sup>	2nd	3rd	4th	1st	5th
	12 Analyst ranking <sup>*16</sup>	1st	5th	3rd	2nd	4th

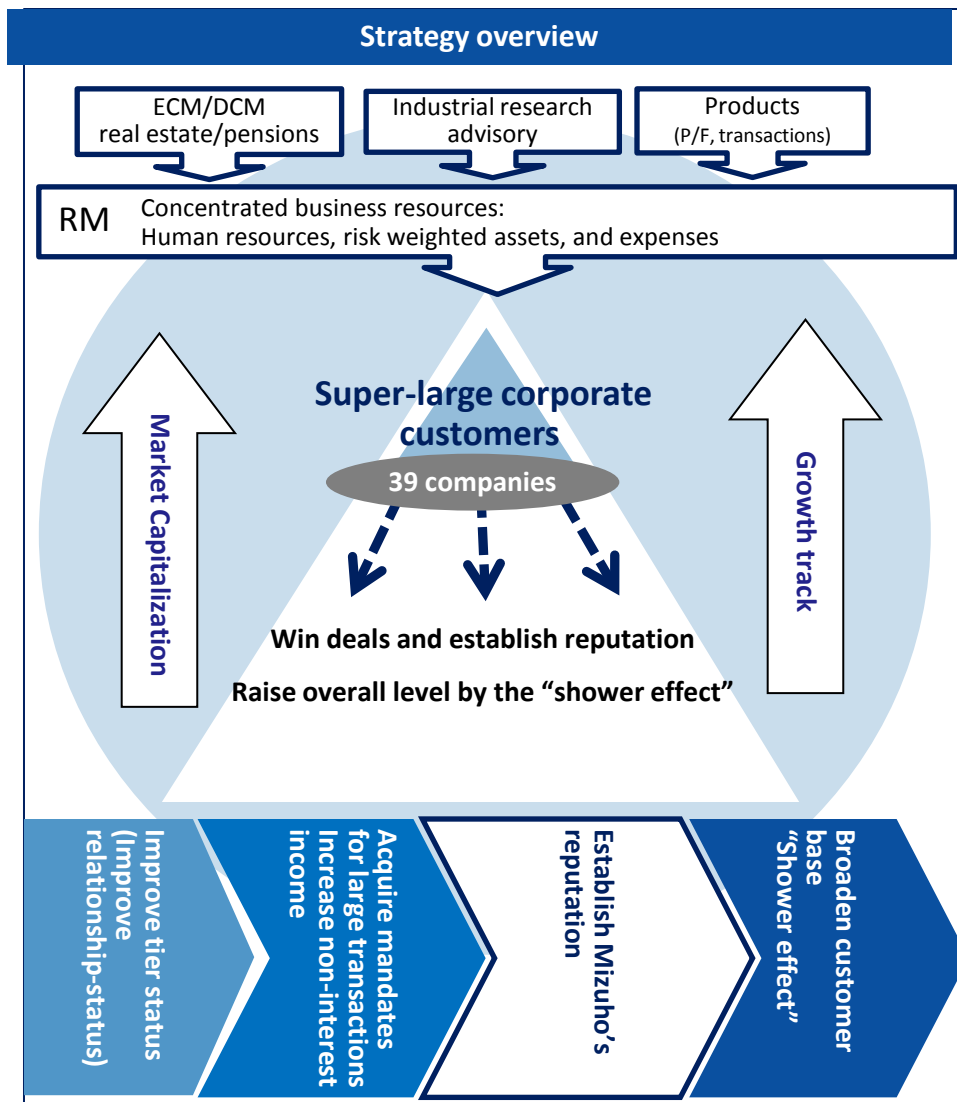
\*1: Former CB divisions, etc.; \*2: DCM: Debt Capital Markets; \*3: ECM: Equity Capital Markets; \*4: P/F: Project Finance; \*5: As of Mar. 15, BK non-consolidated basis, excluding loans to the Japanese Government, etc. (Source: Estimated based on materials disclosed by each company); \*6: Apr. 14–Mar. 15, bookrunner basis and financial closing date basis (Source: Thomson Reuters Japan Syndicated Loans Review); \*7: Outstanding balance as of Mar. 15 (Source: Estimated based on materials disclosed by each company, etc.); \*8: Jan.–Dec. 14, global league tables (Source: *Project Finance International* magazine); \*9: Ranking based on the comparison between Mizuho Trust & Banking and Mitsubishi UFJ Trust & Banking; \*10: Apr. 14–Mar. 15, income from real estate business (Source: Estimated based on materials disclosed by each company); \*11: As of May 14, DC plan contributor basis (Source: Rating and Investment Information, Inc., *Pension & Investment* magazine); \*12: Comparison of shareholder registry administrators (Source: 2015 Spring *Kaisha Shikihō*); \*13: Apr. 14–Mar. 15, underwriting amount basis, pricing date basis (Source: Prepared by SC based on data from I-N Information Systems); \*14: Apr. 14–Mar. 15, underwriting amount basis, pricing date basis, deals including initial public offering, public offering, and convertible bonds (including REIT) (Source: Prepared by SC based on data from I-N Information Systems); \*15: Apr. 14–Mar. 15, including announced deals involving Japanese companies and deals where the parent company's country of origin is Japanese, excluding real estate deals (Source: Thomson Reuters); \*16: Ranking calculated by totaling each analyst's scores in Analyst Ranking 2015 by company (Source: *Nikkei Veritas*)

## 2. Establishment of a Significant Competitive Edge in Business with Large Corporations



\*1: Accumulating individual deals leads to the upgrading of Mizuho's tier status among individual companies, which in turn will further Mizuho's "goodwill."

## 2. Establishment of a Significant Competitive Edge in Business with Large Corporations



\*1: Corporate Banking Unit (Large Corporations) managerial basis; \*2: Only customers of BK corporate banking divisions; corporate group number basis; non-listed customers are included in the "less than JPY 0.1Tn group"; \*3: PMI: Post Merger Integration

1

Super-large corporate customers  
(gross profits plan of 39 companies)\*<sup>1</sup>

(JPY Bn)

FY13		FY14		FY17 (plan)	
Gross profits	Profits from SC-TB collaboration	Gross profits	Profits from SC-TB collaboration	Gross profits	Profits from SC-TB collaboration
117.3 (3.01)	9.6	120.6 (3.09)	18.3	131.0 (3.36)	Over 8% (VS. FY14 result)

**Growth rate: 12%**

The figures in parentheses indicate the amount per company

2

Corporate Banking Unit (Large Corporations)\*<sup>2</sup> profit portfolio  
by total market value

Total market value	No. of corp. groups	%	FY14 gross profits	%	FY14 period-end loan balance	%
JPY 1.0Tn or more	68G	5%	JPY 128.0Bn (1.88Bn)	32%	JPY 6.3Tn (92.2Bn)	33%
JPY 0.1–1.0Tn	277G	20%	JPY 142.6Bn (0.51Bn)	36%	JPY 7.2Tn (26.1Bn)	37%
Less than JPY 0.1Tn, etc.	1,047G	75%	JPY 125.8Bn (0.12Bn)	32%	JPY 5.7Tn (5.4Bn)	30%
CBU (Large corporations) total	1,392G	100%	JPY 396.4Bn (0.28Bn)	100%	JPY 19.2Tn (13.7Bn)	100%

The figures in parentheses indicate the amount per group

3

Strategic HR allocation for super-large corporate customers

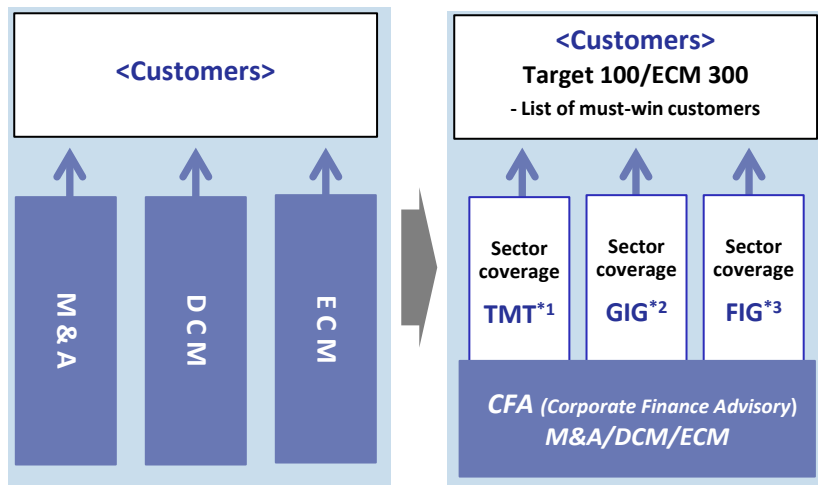
Company	Focus area	Necessary human resources	Additional HR allocation
A	PMI* <sup>3</sup> business promotion	Global freelancing capability	2 people
B	Domestic/overseas M&A	Knowledge of M&A, global business & industry	1 person
C	Upstream interests	Knowledge of energy sector	1 person
D	Energy + natural resource financing	Project finance liaison capability	1 person
E	Incubation function	Capability to provide innovative ideas	1 person
Total of super-large corporate customers (including SCs, transactions, etc.)			38 people

The above information includes forward-looking statements within the meaning of the United States Private Securities Litigation Reform Act of 1995. See "Forward-looking Statements" on P.1 of this presentation

## 2. Establishment of a Significant Competitive Edge in Business with Large Corporations

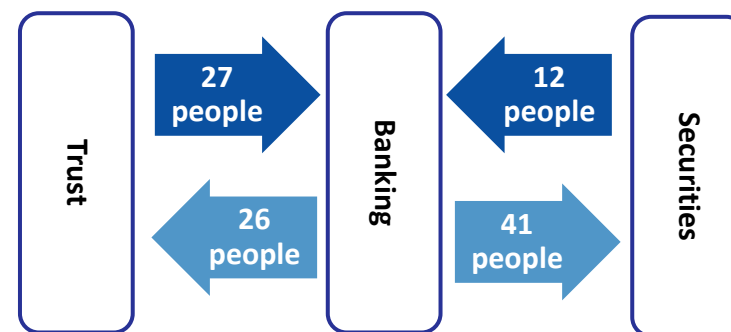
### Initiative (1)

#### - Reform Mizuho Securities' business promotion structure



### Initiative (3)

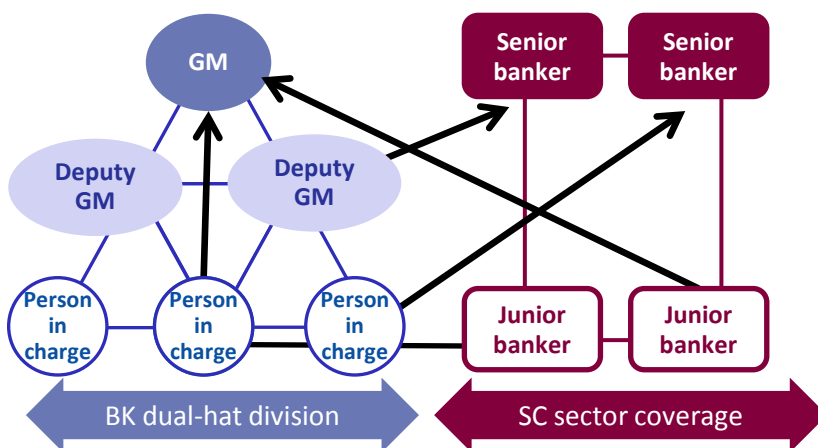
#### - Human resources exchange among BK-TB-SC



- FY13– FY15 result (excluding trainees). FY15 results are as of May
- Incorporate BK-TB-SC human resources exchange into career development plan for young employees

### Initiative (2)

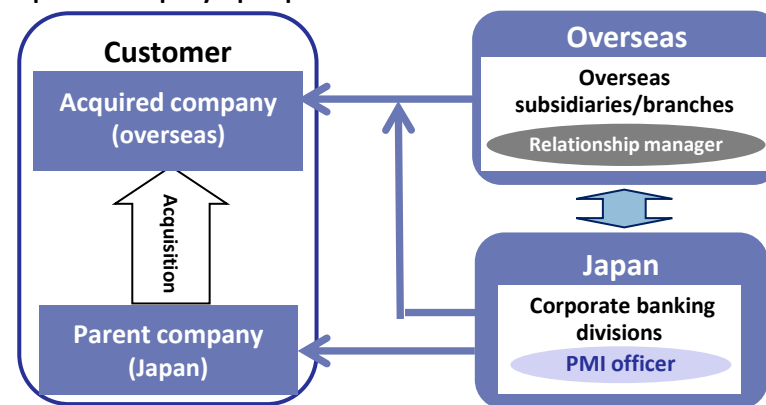
#### - Integrate business promotion of the “BK dual-hat division” and “SC sector coverage”



### Initiative (4)

#### - PMI officer: Globalization of the business promotion system

- PMI officer collaborates with overseas offices to capture business (e.g. securitization, DCM) with the newly acquired company utilizing the parent company's perspective

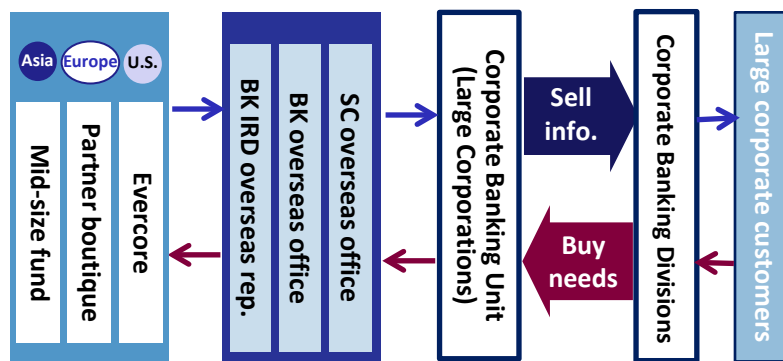


\*1: TMT: Telecom Media Technology ; \*2: GIG: General Industry Group; \*3: FIG: Financial Institution Group

2. Establishment of a Significant Competitive Edge in Business with  
Large Corporations

## Initiative (5)

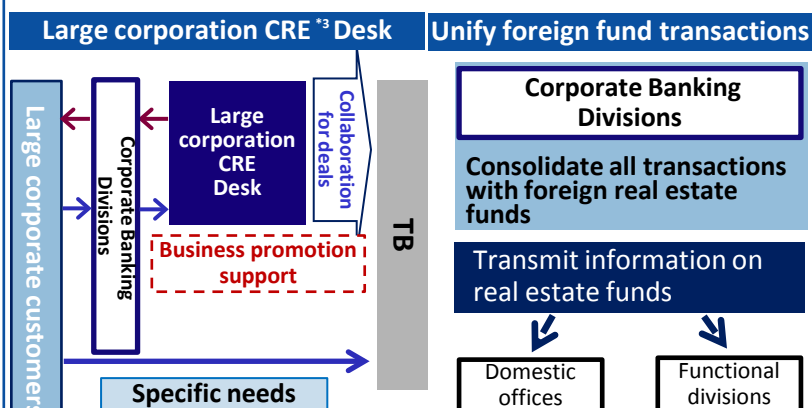
## - Strengthen the ability to propose cross-border M&amp;A



■ Cumulative no. of sell information collected (Mar. 14–May 15): Approx. 500

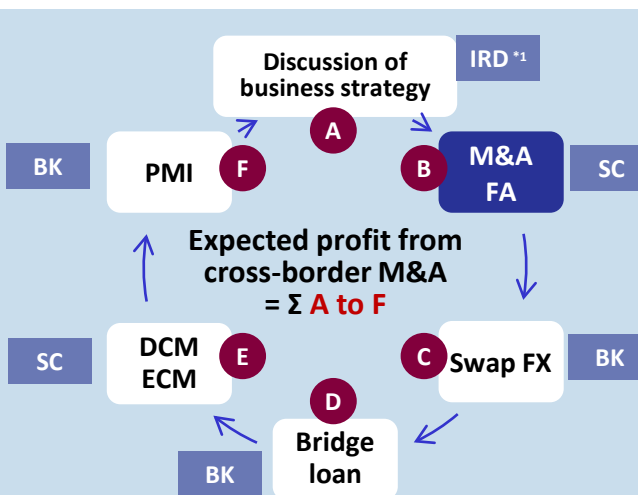
## Initiative (6)

## - Find and use real estate information



■ Cumulative no. of real estate information collected (Apr. 14–Mar. 15): Approx. 1,300

## Reference: BK-SC collaboration - Business value chain



## Major league tables

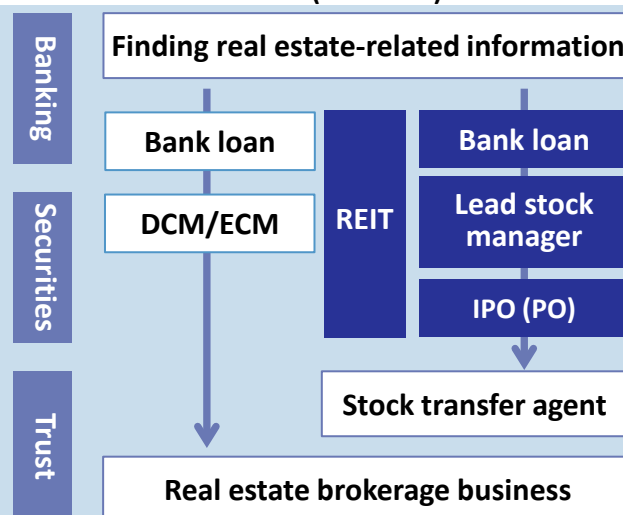
## 1. X-Border M&amp;A (No. of deals)\*2

No.	Advisor	No. of deals
1	MHFG	37
2	PwC	30
3	Mitsubishi UFJ MS	27

## 2. X-Border M&amp;A (Amount)\*2

No.	Advisor	Amount of deal (USD M)
1	MHFG	22,239
2	Mitsubishi UFJ MS	20,367
3	Nomura Securities	17,563

## Reference: Collaboration between banking, trust and securities functions - Real estate information flow (overview)



## 3. REIT (underwriting amount)\*4

No.	Financial institution	Underwriting amount (JPY Bn)
1	SMFG	271.1
2	Nomura Securities	208.2
3	Mitsubishi UFJ MS	206.2
4	MHFG	113.8

## 4. Real estate business (share)\*5

No.	Financial institution	Share
1	MHTB	30.5 %
2	SMTB	30.0 %
3	Mitsubishi UFJ TB	27.2 %

\*1: Industrial Research Division; \*2: Cross-border M&A, Jan. 14-Dec. 14, overseas corporate acquisition deals by Japanese corporations (announcement basis, excluding real estate deals) (Source: Thomson Reuters); \*3: Corporate Real Estate;

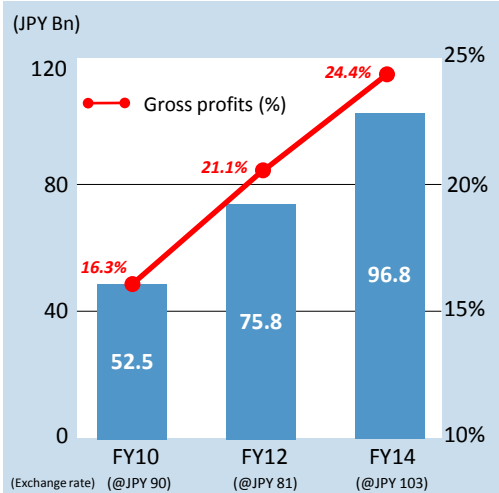
\*4: Apr. 14-Mar. 15 (Source: Thomson Reuters); \*5: Apr. 14-Mar. 15, ranking in the industry, estimated based on materials disclosed by each company, etc.



# 2. Establishment of a Significant Competitive Edge in Business with Large Corporations

## 1 Business with overseas Japanese corporate customers now on the main battle field

### ○ Profits from overseas Japanese corporate customers\*1



### ○ Gross profits of top 10 overseas Japanese corporate customers

Gross profits	Of which, overseas Japanese corporate customers	% of overseas Japanese corporate customers
JPY 53.3Bn	JPY 26.2Bn	49.2%

- Business promotion to overseas Japanese corporate customers, with a focus on foreign currency loans and deposits, is the business frontline of the Corporate Banking Unit (Large Corporations).
- CBU (Large Corporations) plans to expand total profits by leveraging loans with the recognition of the scarcity of foreign currencies.

- Accelerate foreign currency deposits build-up

## 2 Establishment of the Global Transaction Business Promotion Force

### Members: Six experts in global transactions

 Ryo Ishihara, DGM Development/formulation of financial solutions	 Minoru Kato, ED Seven years of experience as the transaction banking head of a leading foreign bank
 Ryohei Takahashi, Manager FX business promotion expert	 Masahiro Watanabe, Manager Experience in RM, etc., for appliance manufacturers
 Kentarou Sato, Manager Trade finance expert	 Satoshi Ushijima, Manager Expert in domestic and foreign exchange and CMS

### ■ Target = 49 companies

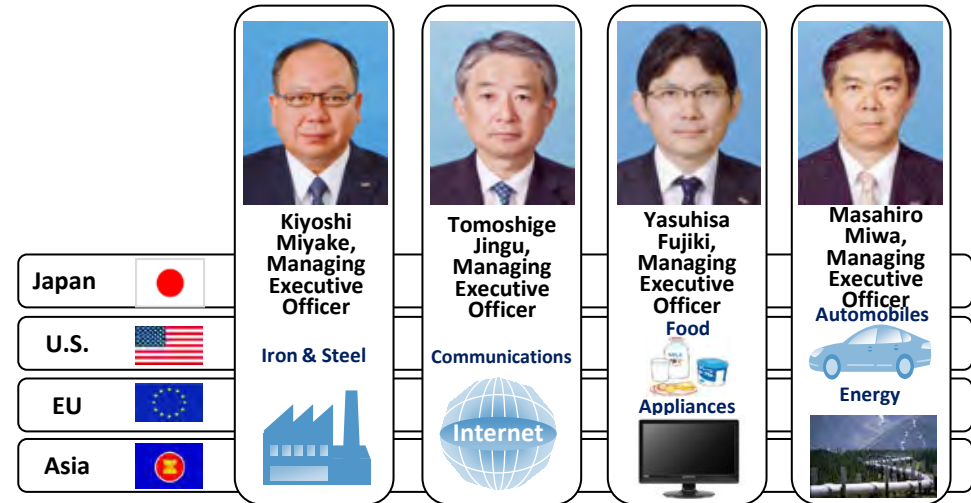
#### Global/Hands-on/Tailor-made

- Propose the advancement of financial strategies
- Global CMS introduction solution
  - Offer one-stop services for comprehending/capturing fund flows, domestic/foreign exchange, trade finance, global fund management, FX transactions, etc.

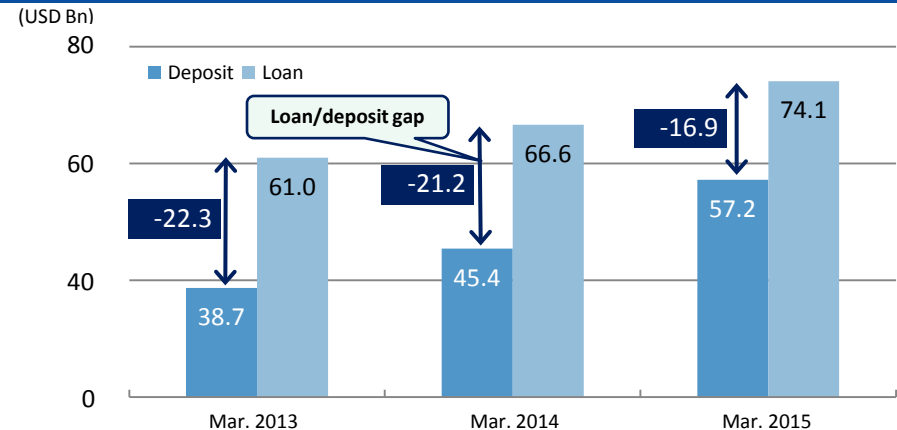
\*1: Corporate Banking Unit (Large Corporations) managerial basis, evaluation of business results of the Corporate Banking Divisions

\*2: Corporate Banking Unit (Large Corporations) managerial basis, only customers of Corporate Banking Divisions, domestic, and overseas deposits & loans (excluding subsidiaries in Moscow, Indonesia, and Brazil), including EUR/JPY deposits (EUR/JPY accounts for approx. 7% of the outstanding balance as of Mar. 15.)

## 3 Establishment of an industry-specific global business promotion structure



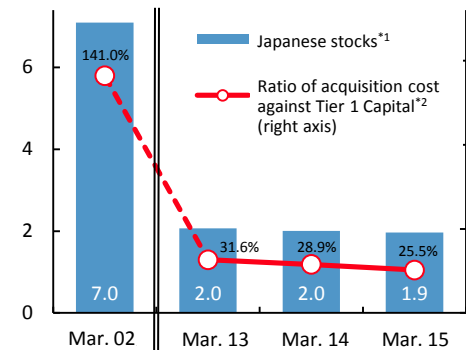
## Reference: Outstanding balance of loans and deposits of Japanese corporate customers\*2



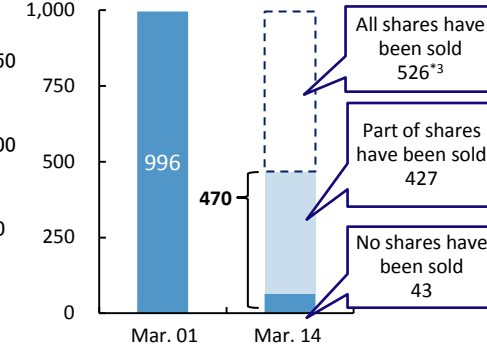
# 2. Establishment of a Significant Competitive Edge in Business with Large Corporations

## 1 Cross-shareholding (1) ■ Complete medium-term plan commitments

### ○ Outstanding balance of stock portfolio (JPY Tn)



### ○ Number of customers whose shares are held (Companies) (Customers of former CB divisions)

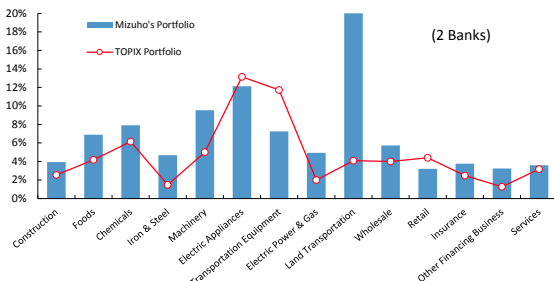


## 2 Cross-shareholding (2) ■ Response to Corporate Governance Code

### Mizuho's Corporate Governance Report

- The basic policy is not to hold shares unless we consider these holdings to be meaningful
- Exercising voting rights is assessed comprehensively through dialogue with the issuer and studies conducted by our own specialized divisions, with a view toward enhancing the corporate value

### ○ Shareholding portfolio (Mar. 15)



### ○ Unrealized gain on shares (Mar. 2015)

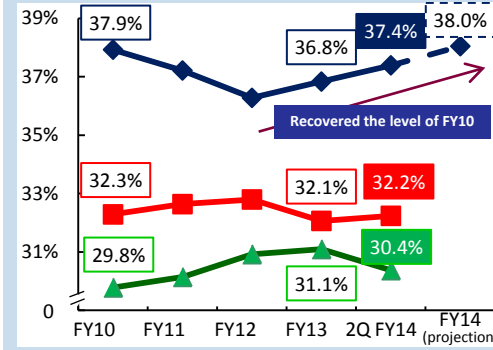
Outstanding balance in book value	JPY 1.9Tn
Market value	JPY 4.1Tn
Unrealized gain	JPY 2.1Tn

## ■ The key is the change in customer sentiment toward cross-shareholding

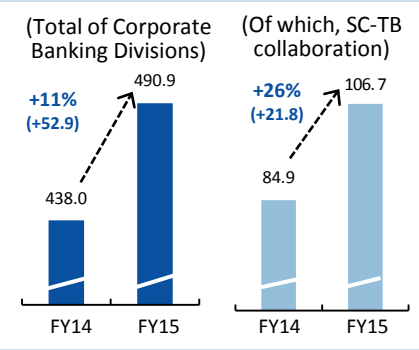
\*1: Consolidated, acquisition cost basis, other securities which have readily determinable fair values; \*2: Mar. 02 is based on Basel II, with Mar. 13 and later results based on Basel III phase-in basis (incl. eleventh Series Class XI Preferred Stock in Common Equity Tier 1 Capital); Hedging effects are included in and after Mar. FY14; \*3: Including increases/decreases resulting from corporate actions, such as a merger and reorganization; \*4: No. of subject companies: 495 (total outstanding loans over JPY 10Bn, ordinary customers, having transactions with three mega banks), based on Mizuho research (excluding liquidation, syndicated loans, loans to overseas Japanese corporate customers); \*5: Prepared based on Corporate Banking Division deal pipeline data

## 1Q FY15 sprint from the start

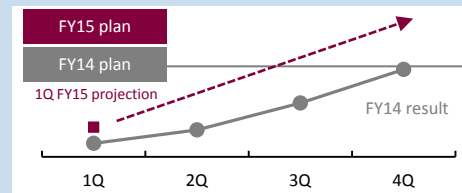
### Three mega banks' loan shares\*4



### Pipelines as of May (JPY Bn)\*5



### 1Q profit lap (projection)



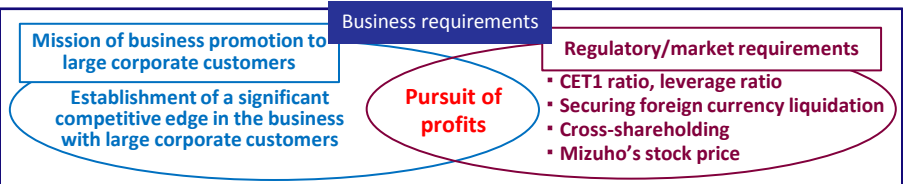
### Major league tables

	May 2014 results	May 2015 results
DCM	2nd	2nd
ECM (excluding REIT)	6th	4th
M&A (No. of deals)	3rd	3rd

## Offense is the best defense

The pursuit of profits is the common factor of the mission of business promotion to large corporate customers, business requirements, and regulatory/market requirements

- RMs for large corporations focus intently on business promotion



The above information includes forward-looking statements within the meaning of the United States Private Securities Litigation Reform Act of 1995. See "Forward-looking Statements" on P.1 of this presentation

# International Banking Unit

## 1 Mizuho's Differentiation Strategy

### (1) Target position

- ❑ Secure our position as a core global bank
- ❑ Establish a global top-level status and brand in the LCM\* and DCM areas

\*Loan Capital Markets

### (2) Results and competitive advantages

## 2 Development of Super 30 Strategy

- ❑ Further expand both quality and quantity of non-Japanese blue-chip customer base
- ❑ Strengthen the integrated management between banking and securities functions and capture ancillary business
- ❑ Promote initiatives for sustainable growth

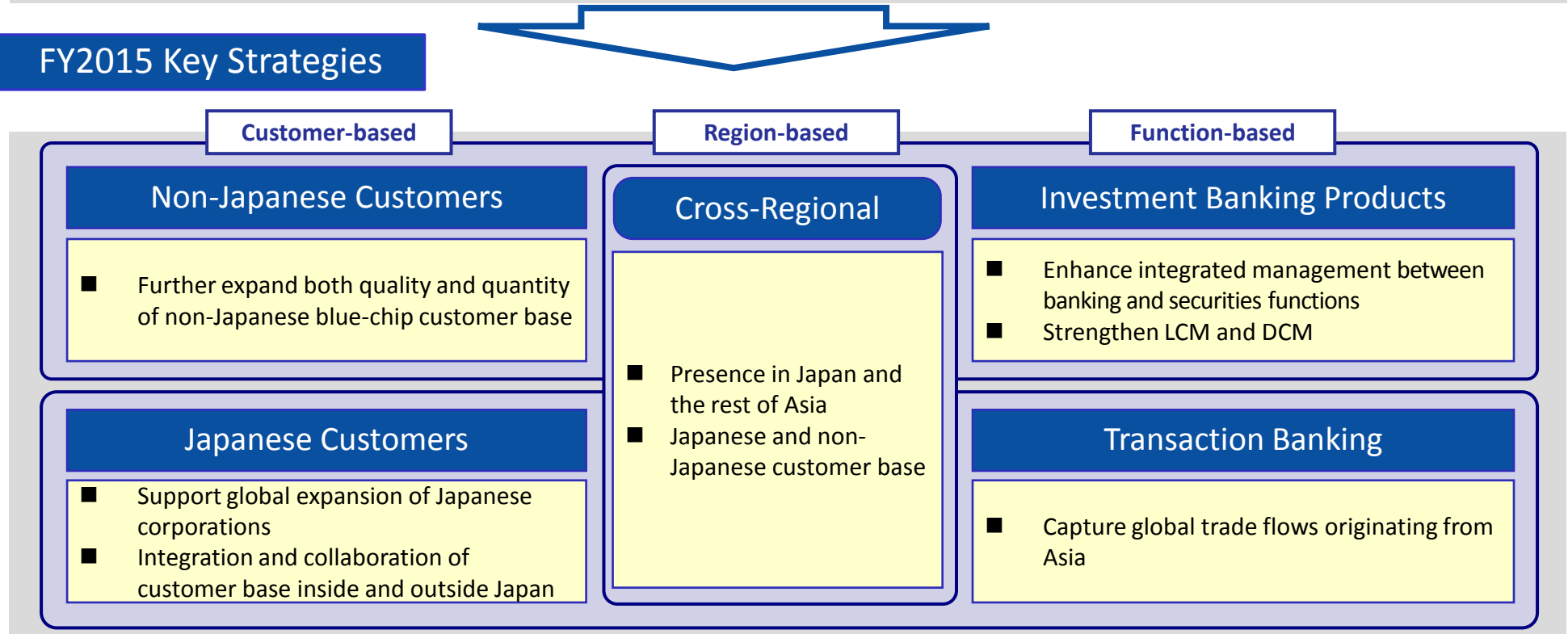
# Mizuho's Differentiation Strategy: Target Position

## Target Position

Secure our position as a core global bank

Establish a global top-level status and brand in the LCM and DCM areas

## FY2015 Key Strategies



# Mizuho's Differentiation Strategy: Results and Competitive Advantages

## Gross Profits

- Record high profit for 5 consecutive terms
- Stable growth in every region, especially in the US

## Loan Balance (period-end) and RORA

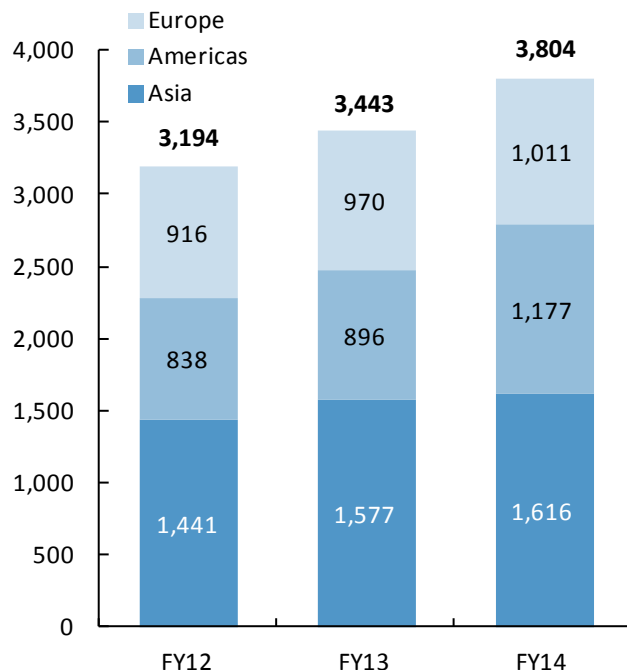
- Improved profitability by capturing ancillary business such as DCM by deepening business relationship

## Quality of Loan Portfolio

- Establish quality loan portfolios focused on investment-grade entities

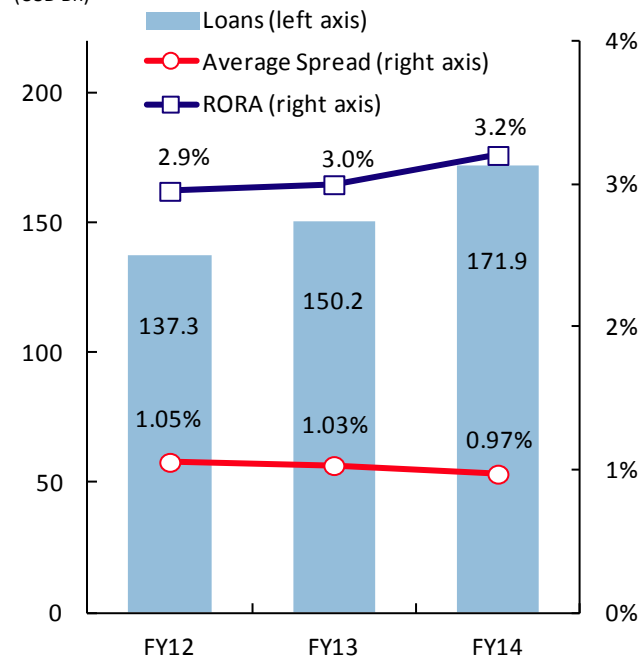
(International Banking Unit managerial basis)  
(BK overseas offices, main overseas subsidiaries, SC overseas subsidiaries primary division)

(USD M)

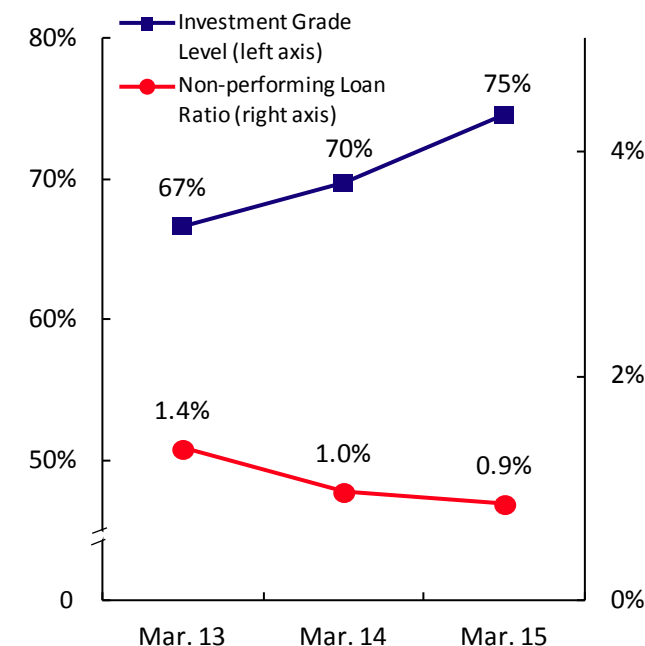


(International Banking Unit managerial basis)  
(Loans, Average Spread: BK overseas offices, subsidiary in China)  
(RORA: BK overseas offices, major overseas subsidiaries, SC overseas subsidiaries primary division)

(USD Bn)



(International Banking Unit managerial basis)  
(BK overseas offices, subsidiary in China)



# Development of Super 30 Strategy: Customer-based

## Further expand both quality and quantity of non-Japanese blue-chip customer base

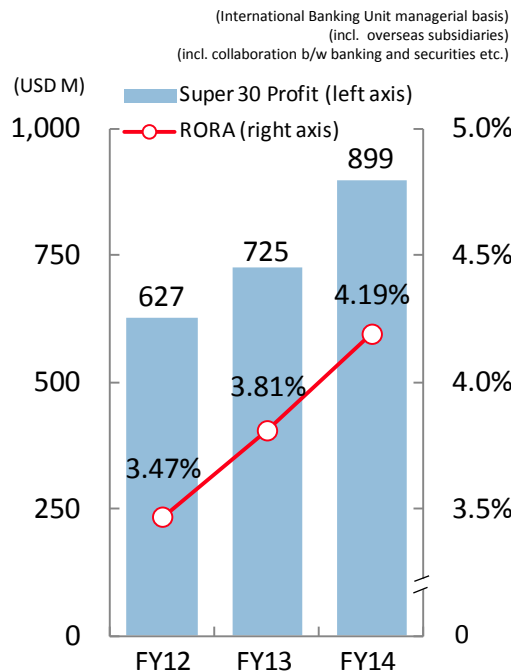
### Improve relationship tier status with Super 50 customers

- Leverage purchase of RBS North American asset portfolio to expand and strengthen relations with non-Japanese blue-chip customer base
- Refine business promotion based on customer business / financial strategy, while investing assets strategically

### Strengthen the industry sector focused approach

- Strengthen capabilities to source business through proposal-based models taking advantage of our industry knowledge and customer base
- Strengthen efforts toward large-scale acquisition finance in target industries by leveraging enhanced market presence

### Super 30 Profit and Profitability



### Effect of North American Asset Purchase from RBS (I)

Exposure* (o/w drawn assets)	approx. USD36.5Bn (approx. USD3.2Bn)
Number of Customers	approx. 200 Groups (Incl. existing customers)
Investment Grade Ratio	approx. 90%

\* BK Press Release dated Feb. 26, 2015

### Super 30/50 Customers of FY2015



### Presence in Large M&A Deals in FY14

	Buyer	Industry	Size (USD Bn)	Mizuho Status
1	AT&T Inc	TMT	67	Bookrunner
2	Actavis plc	Healthcare	66	Bookrunner
3	Kinder Morgan Inc	Energy	49	Participant
4	Medtronic Inc	Healthcare	47	Participant
5	Halliburton Co	Energy	39	-
6	Reynolds American Inc	Consumer	28	Bookrunner
7	Walgreen Co	Retail	24	Participant
8	Merck KGaA	Healthcare	17	-
9	Suntory Holdings Limited	Consumer	15	Bookrunner
10	Bayer AG	Healthcare	14	Bookrunner
11	General Electric Co	Industrial	13	-
12	ZF Friedrichshafen AG	Industrial	13	Bookrunner
13	Zimmer Holdings Inc	Healthcare	13	Participant
14	3G Capital Inc	Consumer	13	-
15	British Sky Broadcasting Group plc	TMT	13	Bookrunner
16	Becton Dickinson & Co	Healthcare	12	Participant
17	Exelon Corp	Utility	12	Participant
18	Parentes Holding SE	Consumer	11	Participant
19	Kinder Morgan Inc	Energy	10	Participant
20	Williams Companies Inc	Energy	10	Participant

Source: Prepared by BK based on data from Dealogic

# Development of Super 30 Strategy: Function-based

## Strengthen the integrated management between banking and securities functions and capture ancillary business

### Evolve to Become Top-Level Global Bank Securities Provider

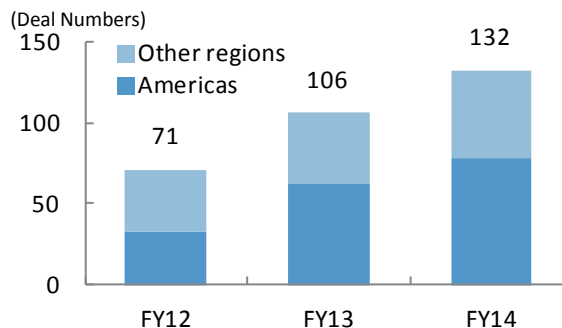
#### Syndicated Loans (Asia, excl. Japan)

**Market Share No. 1 for the 4<sup>th</sup> straight year among Japanese banks**

Rank		Share
1	Standard Chartered	6.3%
2	DBS	5.0%
7	<b>Mizuho</b>	<b>3.9%</b>
8	MUFG	3.7%

Jan. 14-Dec.14, Bookrunner basis, (USD, EUR, JPY, AUD, HKD, SGD)  
Source: Thomson Reuters

#### Number of DCM Bookrunner Deals Acquired



### Strengthen Transaction Banking in Asia

- Capture global trade flows led by Asia
- Introduce major transaction products to offices in Asia
- One-stop business promotion to Asian subsidiaries of global multinational corporations
- Coordinate between Head Office, front offices and specialist divisions inside and outside Japan

#### Effect of North American Asset Purchase from RBS ( II )

#### Strengthened North American LCM/DCM Platform

- Strengthened unified bank-securities debt finance operations platform through market presence enhancement and hiring of over 100 RBS staff
- Strengthened ability to provide robust solutions and execution that respond to customers' sophisticated finance needs

#### Syndicated Loans (US)

Rank		Share
1	JP Morgan	19.3%
2	Bank of America Merrill Lynch	16.9%
3	Citi	11.9%
7	<b>RBS</b>	<b>3.3%</b>
14	Mizuho	1.8%

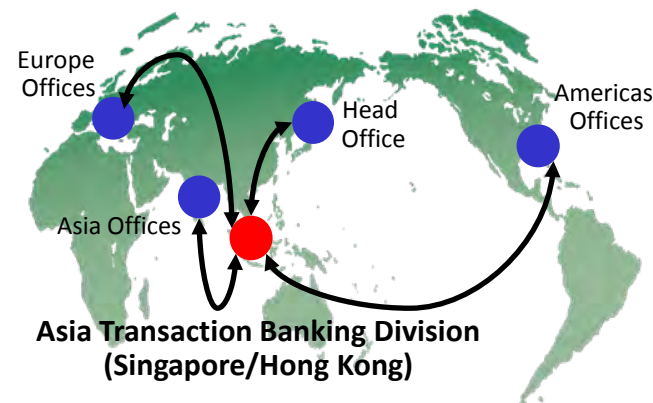
Jan. 14-Dec.14, Bookrunner basis, Investment Grade  
Source: Thomson Reuters

#### DCM League Table (US)

Rank		Share
1	JP Morgan	13.6%
2	Bank of America Merrill Lynch	11.0%
3	Citi	9.3%
11	<b>RBS</b>	<b>2.8%</b>
16	Mizuho	1.3%

Jan. 14-Dec.14, Bookrunner basis, Investment Grade  
Source: Thomson Reuters

## Establish an integrated transaction business promotion structure centered on the specialist organizations to provide total solutions



# Development of Super 30 Strategy: Promote Initiatives for Sustainable Growth

## Responding to Downside Risk

### Resilient Credit Risk Management System

- Growing downside risk in the world economy
  - Decline in price of natural resources
  - Slowing growth in emerging economies
  - Geopolitical risks
  - European debt crisis
- Appropriate credit management system
  - Credit assessment framework that takes due care of the risk characteristics of each region
  - Enhanced effectiveness of pre-emptive management
  - Expanded research and credit assessment framework for major customers

### Exposure to GIIPS countries, Russia and Ukraine

(2 banks, incl. overseas subsidiaries, managerial accounting basis)  
(USD Bn)

	Mar. 14	Mar. 15	YoY
<b>Exposure to GIIPS countries</b>	<b>5.22</b>	<b>6.43</b>	<b>1.21</b>
Greece	-	-	-
Ireland	0.34	1.56	1.22
Italy	1.38	1.87	0.48
Portugal	0.47	0.32	- 0.15
Spain	3.02	2.68	- 0.34

(USD Bn)

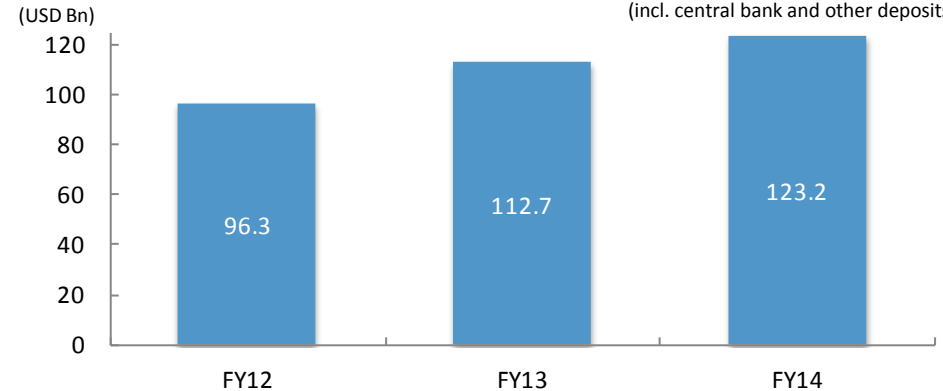
	Mar. 14	Mar. 15	YoY
Russia	5.26	3.54	- 1.72
Ukraine	-	0.0	0.0

## Enhancing Stable Non-JPY dominated Funding Sources

### Further Increasing Deposits and Diversifying Funding Sources

#### Foreign Currency-denominated Deposit Balance in Overseas

(managerial accounting basis)  
(BK overseas offices, including the banking subsidiaries in China, the US, the Netherlands and Indonesia)  
(incl. central bank and other deposits)



Strengthen  
Funding  
Base

Increase and enhance customer deposits  
Strengthen transaction banking business

Diversify  
Funding  
Sources

AUD dominated retail bonds	AUD 250M	(Oct. 2014)
	AUD 230M	(Jan. 2015)
AUD dominated transferable CD	AUD 700M	(May 2015)
SGD dominated senior bonds	SGD 100M	(Nov. 2014)
	SGD 50M	(Jun. 2015)
HKD dominated senior bonds	HKD 620M	(May 2015)
	HKD 600M	(Jun. 2015)
THB dominated bonds	max. THB 3,200M*	

\* Received approval to issue



# Asset Management Unit

## 1 Promote integration of the group-wide asset management functions

- ❑ Strengthen product development, asset management and service-providing capabilities by centralizing skills and expertise
- ❑ Increase AUM\* by promoting further cooperation between products and sales division

\*Assets Under Management

## 2 Strengthen capability to respond to customer needs

- ❑ Respond to shifting trends, from defined benefit pension plans (DB) to defined contribution plans (DC) (profound change in pension system)
- ❑ Respond precisely to the diversified and sophisticated needs of individuals (mass retail to high net-worth), pension funds and regional financial institutions

# The Environment Surrounding Asset Management Business

## Why “Asset Management Business” now?

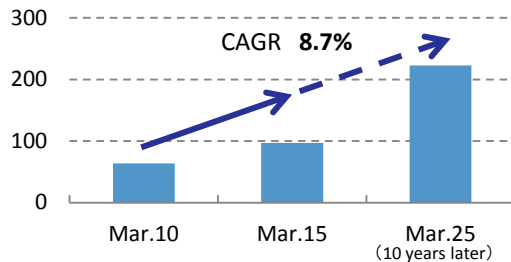
### Market

#### (1) Expansion of the domestic asset management market

##### Retail Investment (Publicly offered investment trusts)

- The shift from savings to investments

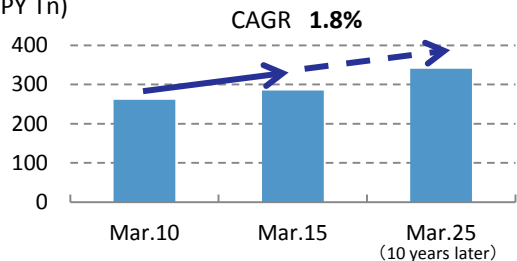
(JPY Tn)



##### Pensions

- Pension plan reforms
- Eligibility expansion in individual DC plan

(JPY Tn)



### Position

#### (2) High capital efficiency and profit stability

##### 1 Capital efficiency

A trend to strengthen capital regulation such as the Basel III framework

Request for higher capital efficiency from financial institutions

The importance of asset management business is increasing as it requires less capital compared to other businesses such as proprietary trading

##### 2 Profit stability

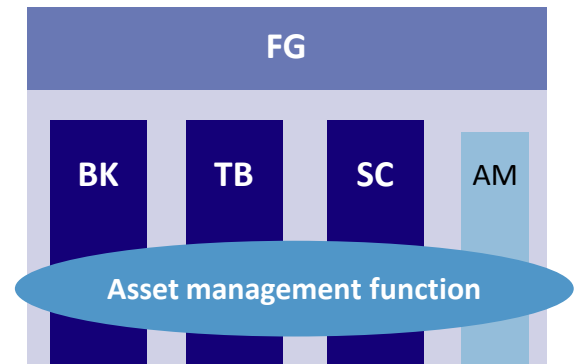
Improvements in investment environment due to the introduction of NISA\* and expansion of eligibility in DC plan

Individuals are taking advantage of the newly introduced programs, and building a medium- to long-term investment portfolio

The importance of asset management business is increasing as income is stable since fees are linked to the size of the AUM

### Differentiation

#### (3) Integrated management between banking, trust, securities functions and asset mgt companies



##### Mizuho's differentiation strategy

Offering asset management services through the integrated management between banking, trust, securities functions and asset management companies

Maximize the group-wide profit opportunities by responding to various customer needs

Source: Prepared by Mizuho based on data from The Investment Trusts Association, Japan

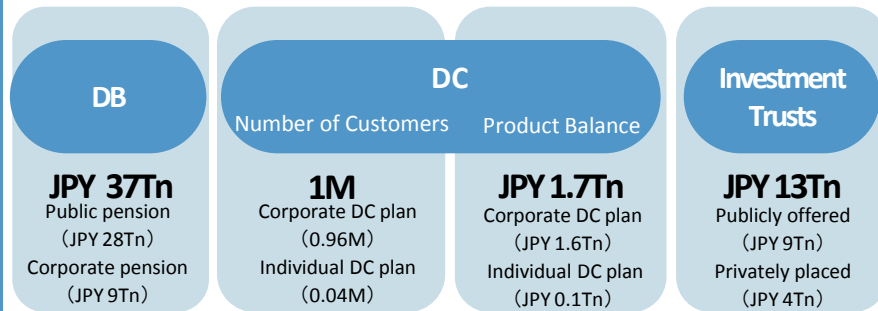
\* NISA: Nippon Individual Savings Account

The above information includes forward-looking statements within the meaning of the United States Private Securities Litigation Reform Act of 1995. See “Forward-looking Statements” on P.1 of this presentation

# Make Asset Management the “Fourth Pillar” of Our Business

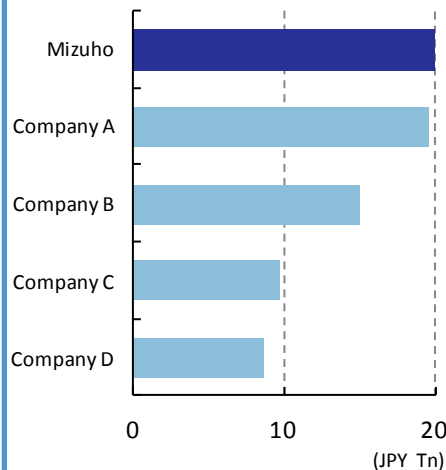
## Position of <Mizuho>

As of March 2015



AUM entrusted by GPIF

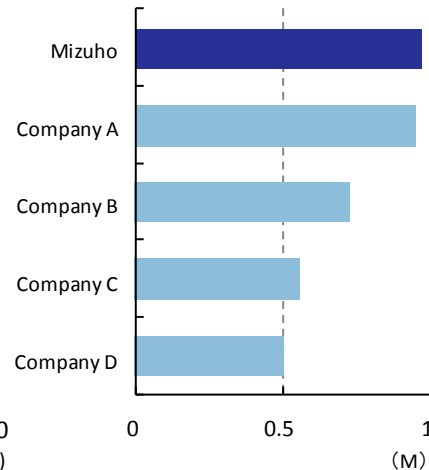
(As of March 2014)



Source : Website of GPIF

Number of corporate DC plan customers

(As of May 2014)



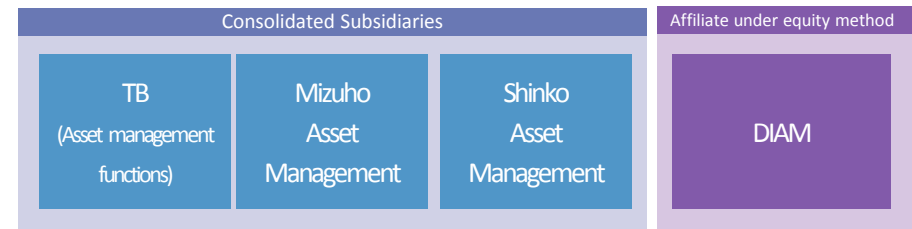
Source : Newsletter on Pensions & Investment

## Strategy of <Mizuho>

### 1 Promote integration of the group-wide asset management functions

**AUM JPY 50Tn**

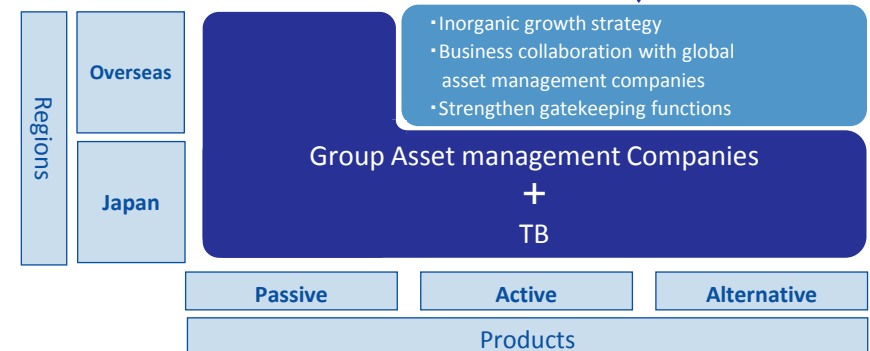
Formulate Japan's first asset management company business model with unified investment trust, investment advisory and trust asset management functions



### 2 Strengthen capability to respond to customer needs

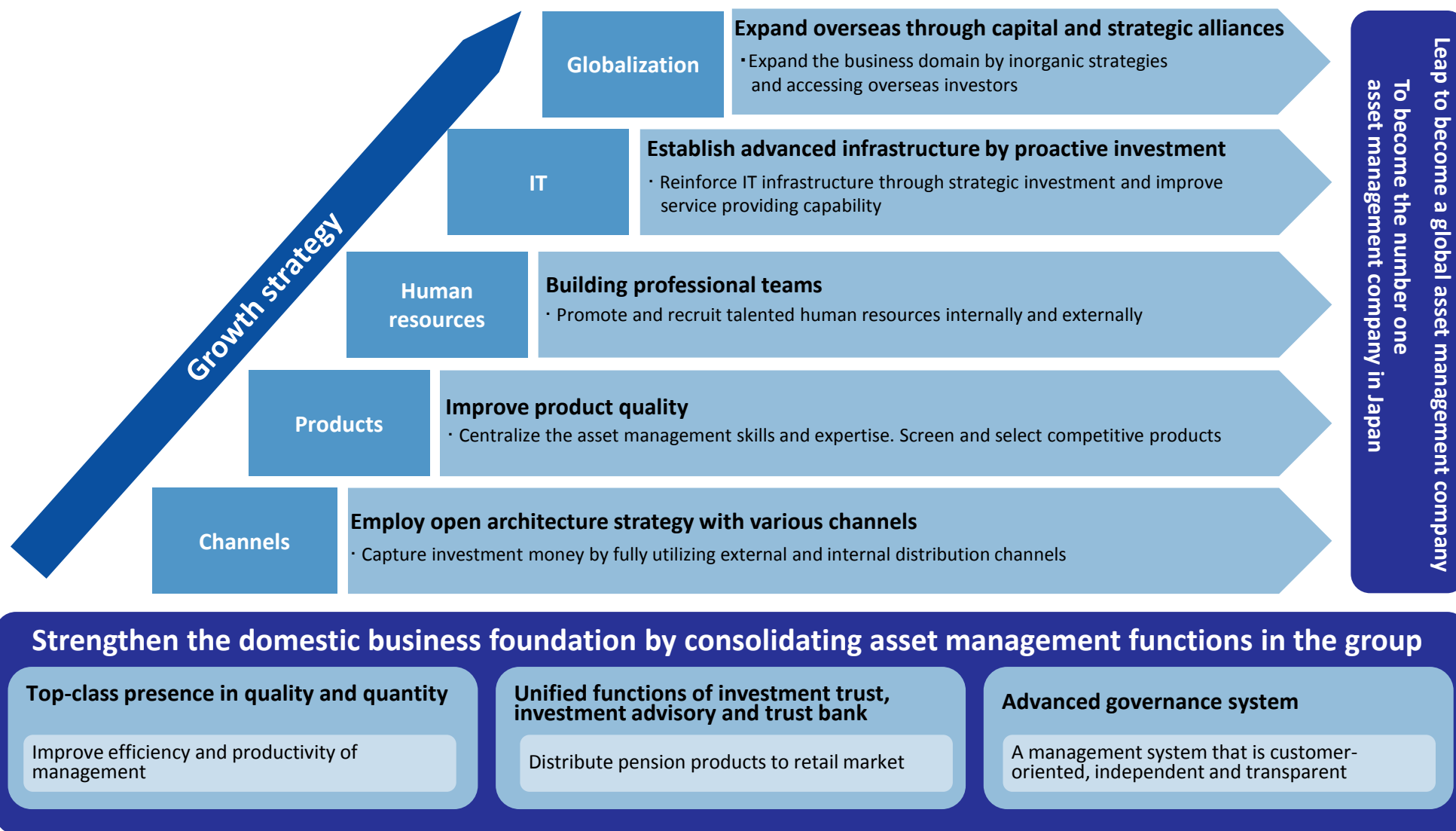
**Strengthen domestic and foreign products offering capability**

Enhancement of global asset management functions



Realizing the asset management business as the “Fourth Pillar”

# Promote Integration of the Group-wide Asset Management Functions



# Strengthen Capability to Respond to Customer Needs

