Appendix

Five Competitive Advantages
Highly Complementary Business
Highly Complementary Networks
Strong Capital Base
Progress in UFJ’s NPL Disposition
Market Value Based Ranking among Global Financial Institutions
ROE Target Comparison
Opportunities and Strategies across Business Lines (Retail/Corporate/Trust Assets)
Branches and Direct Channels
Basic Policy of System Integration
Management Structure of the New Group
Key Financials
Five Competitive Advantages

- Japan’s Preeminent Global Banking Network
- Strong Business Foundation Based on Retail Deposits and Diverse Customer Base
- Strong Financial/Capital Foundation
- Highly Complementary Business and Networks
- Strong Corporate Governance and Transparent Management Appropriate for an NYSE-listed Company
Highly Complementary Business

Lending Portfolios (As of end of 9/2004)

MTFG
- Large corporations: 44%
- Individuals: 19%
- SMEs: 27%
- Overseas: 10%

UFJ
- Large corporations: 30%
- Individuals: 28%
- SMEs: 37%
- Overseas: 5%

New Group (Simple Combined)
- Large corporations: 37%
- Individuals: 23%
- SMEs: 32%
- Overseas: 8%

Note: MTFG figures are the sum of the non-consolidated figures of BTM and MTBC (Banking accounts + Trust accounts). UFJ figures are the sum of the non-consolidated figures of UFJ Bank (including two separate subsidiaries) and UFJ Trust Bank (Banking accounts + Trust accounts).
Highly Complementary Networks

Domestic and Overseas Network (9/2004)

Note: For MTFG, sum of BTM and Mitsubishi Trust; for UFJ, sum of UFJ Bank and UFJ Trust

Note: For MTFG, sum of BTM and Mitsubishi Trust; for UFJ, sum of UFJ Bank and UFJ Trust

Note: For MTFG, sum of BTM, Mitsubishi Trust and Mitsubishi Securities; for UFJ, sum of UFJ Bank, UFJ Trust and UFJ Tsubasa Securities
## Strong Capital Base

- MTFG has JPY 1.65 Tn in Retained Earnings with no Gov’t Fund
- Ability to Accelerate Repayment of JPY 1.4 Tn Gov’t Funds, Taking Advantages of New Group’s Anticipated High Profitability

### Capital Base (As of 9/2004)

<table>
<thead>
<tr>
<th></th>
<th>MTFG (JPY Tn)</th>
<th>UFJ (JPY Tn)</th>
<th>MUFG (Combined)*1 (JPY Tn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier 1</td>
<td>4.02</td>
<td>2.20</td>
<td>5.52</td>
</tr>
<tr>
<td>Gov’t Funds</td>
<td>0.00</td>
<td>1.40</td>
<td>1.40</td>
</tr>
<tr>
<td>Retained Earnings</td>
<td>1.65 ▲</td>
<td>1.44</td>
<td>0.21</td>
</tr>
<tr>
<td>Tier 2</td>
<td>2.81</td>
<td>2.15</td>
<td>4.97</td>
</tr>
<tr>
<td>Deduction Items</td>
<td>▲ 0.89</td>
<td>▲ 0.07</td>
<td>▲ 0.26</td>
</tr>
<tr>
<td>RWA</td>
<td>54.45</td>
<td>43.20</td>
<td>97.66</td>
</tr>
<tr>
<td>BIS Ratio (%)</td>
<td>10.92</td>
<td>9.92</td>
<td>10.48</td>
</tr>
<tr>
<td>Tier1 Ratio (%)</td>
<td>7.39</td>
<td>5.10</td>
<td>5.66</td>
</tr>
</tbody>
</table>

(Reference) Tier1 (ex. Gov’t Funds)

<table>
<thead>
<tr>
<th></th>
<th>MTFG (JPY Tn)</th>
<th>UFJ (JPY Tn)</th>
<th>MUFG (Combined)*1 (JPY Tn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier1</td>
<td>4.02</td>
<td>0.80</td>
<td>4.12</td>
</tr>
<tr>
<td>Tier1 Ratio (%)</td>
<td>7.39</td>
<td>1.85</td>
<td>4.21</td>
</tr>
</tbody>
</table>

(Reference) MUFG Net Income Target (JPY Tn)

<table>
<thead>
<tr>
<th></th>
<th>MTFG (Combined)*1 (JPY Tn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier1 Ratio (ex Gov’t Funds)</td>
<td>5%</td>
</tr>
<tr>
<td>Tier1 (B)</td>
<td>4.88</td>
</tr>
<tr>
<td>(B)-(A)</td>
<td>0.76</td>
</tr>
</tbody>
</table>

(Reference) MUFG Net Income Target (JPY Tn)

<table>
<thead>
<tr>
<th></th>
<th>MTFG (Combined)*1 (JPY Tn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2008 (Target)</td>
<td>1.1</td>
</tr>
</tbody>
</table>

*1 Excludes MTFG’s JPY700 Bn investment in UFJ Bank’s Preferred Stock from Tier 1 and deduction items
Progress in the Disposal of UFJ’s NPLs

- Drastically Reduce Major NPLs and Enhance Financial Soundness

### NPLs under FRL Law *

![Chart]

- **Support by IRCJ**
  - Daiei, Misawa, Daikyo

- **Debt-Equity Swap and Drastic Asset Restructuring**
  - Sojitsu

- **Collection and Sale of Loan**
  - APLUS

*Simple combined base of MTFG+UFJ*
## Market Value-based Ranking among Global Financial Institutions

- Ranked #9 Globally (As of 12/2004) in Terms of Market Value on a Simple Combined basis
- Aim to Rank within the Global Top 5 by FY2008

### Market Value (As of 12/31/2004) (JPY Tn)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Financial Institutions</th>
<th>Market Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Citigroup INC</td>
<td>26.0</td>
</tr>
<tr>
<td>2</td>
<td>HSBC Holdings</td>
<td>19.9</td>
</tr>
<tr>
<td>3</td>
<td>Bank of America Corp</td>
<td>19.7</td>
</tr>
<tr>
<td>4</td>
<td>AIG</td>
<td>17.8</td>
</tr>
<tr>
<td>5</td>
<td>J.P.MORGAN CHASE &amp; CO.</td>
<td>14.4</td>
</tr>
<tr>
<td>6</td>
<td>BERKSHIRE HATHAWAY</td>
<td>11.6</td>
</tr>
<tr>
<td>7</td>
<td>ROYAL BANK OF SCOTLAND</td>
<td>11.0</td>
</tr>
<tr>
<td>8</td>
<td>WELLS FARGO &amp; CO.</td>
<td>10.9</td>
</tr>
<tr>
<td>9</td>
<td>MTFG + UFJ</td>
<td>10.1</td>
</tr>
<tr>
<td>10</td>
<td>UBS AG</td>
<td>9.8</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Rank</th>
<th>Financial Institutions</th>
<th>Market Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>15</td>
<td>MTFG</td>
<td>6.9</td>
</tr>
<tr>
<td>16</td>
<td>ING Group</td>
<td>6.8</td>
</tr>
<tr>
<td>17</td>
<td>BNP Paribas</td>
<td>6.6</td>
</tr>
<tr>
<td>21</td>
<td>Mizuho FG</td>
<td>6.2</td>
</tr>
<tr>
<td>31</td>
<td>SMFG</td>
<td>4.7</td>
</tr>
<tr>
<td>47</td>
<td>UFJ</td>
<td>3.2</td>
</tr>
</tbody>
</table>

Source: Data Stream
**ROE Target Comparison**

- Aim to Achieve Approx. 17% ROE in FY2008

**Notes:**
1. Excluding Trust Preferred Securities
2. Circles indicate the Net Income size

**Source:**
Company Disclosure based on publicly available IR materials of each company
(As of 3/04 for Japanese banks; as of 12/03 for US Banks)
Retail-1~ New Group’s Visions and Strategies

Aim to Maximize Customer Satisfaction and Revenues by Providing Leading Products and Services

New Group’s Vision and Business Strategies

Maximize Shareholders’ Value

- Maximize Profit while Maintaining Sound B/S
- Seek High Business Efficiency (Net Income per Employee, Expense Ratio)
- Provide Regionally Diverse and Trusted Customers with Leading Products and Services
- Make Consumer Finance Business an Important Source of Revenues by Leveraging Strengths in Credit Cards and Consumer Loans
- Develop Overseas Business with Strong Global Network

Maximum Customer Satisfaction

- Provide Services that Satisfy Customer Needs and Increase Repeat Customers
- Branch Layout, Staff and Products which Meet Customer Needs
- After-hours/Weekend Services Available
- Convenient Services, incl. “Super IC Card” with Advanced IT Technology
- Provide Comprehensive Financial Services Across Various Business Lines including Banking, Trust, Securities and Global Operations

Provide Training focused on “Personality” and “Career Development”

Participative and Respectful Corporate Culture

Social Responsibility and Contribution

- Establish Advisory Committee
- Contribute Certain Portion of Profit (after public fund repayment)
- Contribute to Promote Investment Education
- Launch Educational Campaigns to Prevent Overborrowing

Compliance

- Establish Reliable Compliance Standard
- Thoroughly Prepare for Information Security, “Personal Data Protection Law” (incl. Acquisition of ISO Certification)
Retail-2 ~ Consumer Finance Business

★ Explore New Business Opportunities by Responding to Diverse Needs of Individual Customers in the Developing Market

★ Increase Revenue by Fully Utilizing New Group’s Expertise, Customer Base and Infrastructure

**Sample: Retail Revenue Breakdown of a Financial Institution in US**

<table>
<thead>
<tr>
<th>A Bank</th>
<th>B Bank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail Banking 42%</td>
<td>Retail Banking 63%</td>
</tr>
<tr>
<td>JPY 1.1Tn</td>
<td>JPY 0.3Tn</td>
</tr>
<tr>
<td>Credit Card 37%</td>
<td>Credit Card 25%</td>
</tr>
<tr>
<td>Consumer Loans 20%</td>
<td>Consumer Loans 7%</td>
</tr>
</tbody>
</table>

**Loan Increase Plans (MTFG)**

<table>
<thead>
<tr>
<th>Target by FY07</th>
<th>Customers</th>
<th>Interest Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>IC Card (Revolving/Cashing)</td>
<td>Approx. 300Bn</td>
<td>Existing Individual Customers</td>
</tr>
<tr>
<td>Acom Affiliated Products</td>
<td>100~200Bn</td>
<td>Existing Customers with Lending Needs</td>
</tr>
<tr>
<td>DC Cash-One</td>
<td>100 Bn+</td>
<td>New Customers with Lending Needs (Direct Channel)</td>
</tr>
<tr>
<td>Total</td>
<td>500~600Bn</td>
<td>--</td>
</tr>
</tbody>
</table>

**Integration of Group’s Card Companies**

Unified Management

- UFJ Nicos
- Mobit
- DC Cash-One
- DC
- UFJ Card
- Nicos

**Major Strategies**

★ **Business Model**
- Reorganize and Crystallize New Group’s Expertise and Infrastructure
- Utilize Advantages of Bank-issued Credit Cards
- Utilize Cutting-edge IT Technology

★ **Product Strategy**
- Feature IC Card with High Security Capability
- Strengthen Product Line ups including Affiliated Products with Acom

★ **Resource Commitment**
- Increase Sales Staff in Branches
Retail-3 ~ Residential Mortgage Loans

- **Strong Prospects in Residential Mortgage Loan Market due to Decreasing Role of the Public Sector and Increasing Number of Households**
- **Aim to Significantly Expand Sales of Residential Mortgage Loans by Combining Strengths of Both Groups**

### Residential Mortgage Loan Market

#### Major Strategies

- **Business Model**
  - Utilize UFJ’s Sales Skills through Housing Developers and MTFG’s Product Development Capability
  - Focus on Corporate Market and Actively Promote Affiliated Loans
  - Regional Expansion
- **Product Strategy**: Strengthen MTFG’s Product Development Capability
- **Resource Commitment**: Establish a Residential Mortgage Loan Specific Department within the New Commercial Bank

#### Projected Number of Households

- **Annual growth rate from 5 yrs average**

#### Residential Loan Balance/Origination Target

- **FY04 Forecast**: Up to 600 Bn
- **FY08 Target**: Includes Construction funds for Rental property
Corporate-1 ~ Domestic Investment Banking

- In Expected Market Growth Environment, Provide Global Customer Base with Comprehensive and Innovative Financial Services by Strategically Allocating Resources

### Business Model

- Provide Large Corporations with Customized Services while Promoting Mass Sales for SMEs
- Promote New Businesses Based on Market Needs
- Strengthen Growing Businesses such as Derivatives, Syndicated Loans and Securitization
- Enhance Efficiency in Developed Businesses such as Bond Issuance

### Resource Commitment

- Reallocate Staff to Focus Areas by Reducing Staff in Headquarters and Back Offices

---

#### Domestic Syndicated Loans Market*¹

<table>
<thead>
<tr>
<th>Year</th>
<th>FY04</th>
<th>FY05</th>
<th>FY06</th>
<th>FY07</th>
<th>FY08</th>
</tr>
</thead>
<tbody>
<tr>
<td>(JPY Tn)</td>
<td>20</td>
<td>30</td>
<td>40</td>
<td>50</td>
<td>60</td>
</tr>
</tbody>
</table>

#### Real Estate Securitization Market*¹

<table>
<thead>
<tr>
<th>Year</th>
<th>FY04</th>
<th>FY05</th>
<th>FY06</th>
<th>FY07</th>
<th>FY08</th>
</tr>
</thead>
<tbody>
<tr>
<td>(JPY Tn)</td>
<td>4.0</td>
<td>4.5</td>
<td>5.0</td>
<td>5.5</td>
<td>6.0</td>
</tr>
</tbody>
</table>

---

#### Revenue Target*²

<table>
<thead>
<tr>
<th>Year</th>
<th>FY03</th>
<th>FY06 Forecast</th>
<th>FY08 Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>(JPY 100Mn)</td>
<td>2,400</td>
<td>3,000</td>
<td>3,600</td>
</tr>
</tbody>
</table>

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*¹ MTFG estimates as of 2/2005. Subjective forward-looking figures with risk of not being achieved

*² Domestic Investment Banking Revenue from Banks and Trust Banks
Corporate-2 ~ Settlement Business

- Establish Strong Presence by Combining UFJ’s and MTFG’s Competitive Strengths (Domestic Settlement and FX Service)

**Major Strategies**

- **Business Model**: Reorganize the Product Line-ups in Accordance with Customer Needs
- **New Product Strategy**: Create New Products with Advanced IT Technology
- **Resource Commitment**: Train Staff in Settlement and IT Skills

**Business Model**
- Leverage Japan’s Leading Global Network

**New Product Strategy**
- Provide Leading FX Services and Products

**On-line Corporate Banking Services**

- Aim to increase # of Contracts by 1.5x Compared to FY04

**Transfer to Other Domestic Banks**

- Number of Transfers (Left-axis)
- % of Shares (Right-axis)

**FX Volume (Trade Volume Share)**

- Bank A (FY03)
- Bank B (FY03)
- Simple Combined (FY03)
- New Bank (FY08 Target)

**Income Statement**

- FY03
- FY04 Forecast
- FY05 Target
- FY06 Target
- FY07 Target
- FY08 Target

(AUD 10Bn)

(USD 10Bn)

(Number of Contracts: Thousand)
Corporate-3 ~ Asia Operation

- Establish Strong Business Relationships with Multi-national and Local Corporations, through Branch Network and Processing Services, incl. CMS and Investment Banking, while Maintaining Leading Share of Services for Japanese Corporations

**Major Strategies**

- **Business Model**
  - Support customers expanding to foreign countries following the business localization overseas
  - Firmly support Japanese corporations which operate in PRC

- **Product Strategy**
  - Strengthen CMS and settlement function in Asian countries
  - Strengthen Syndicated loans, derivatives and trade finances

- **Resource Commitment**
  - Upgrading Asian main system
  - Allocate strategic resources into PRC

**Overseas Revenue Driver**

- Breakdown of Changes in Gross Profit Growth from FY04 forecast to FY08 target

**Japanese Companies in Asia**

- **India/Vietnam**
- **ASEAN**
- **NIES**
- **China**

**Overseas Offices**

- New Group
- SMBC
- Mizuho

**Notes:**
- *1 Breakdown of Changes in Gross Profit Growth from FY04 forecast to FY08 target
- *2 Total overseas offices, including branches and satellite offices of banks and trust banks based on each company’s disclosure report as of FY2003)
Trust Assets-1 Pension Business

- Retain High Share and Increase Revenues by Focusing on More Profitable Products

**Corporate Pension Shares**

- New Trust Bank (MTB+UTB)

**Major Strategies**

- **Business Model**
  - Promote More Profitable Products by Specialist Sales Force with Consulting Skills

- **Product Strategy**
  - Expand Product Line-ups by Combining Expertise

- **Resource Commitment**
  - Enhance Product Supply by Promoting Affiliated Products

**Profitable Products Balance**

- FY02 FY03 FY04 FY05 FY06 FY07 FY08

**Pension Product Mix**

- FY04
  - JPY 12.6 Tn
  - Profitable Products, etc.
  - Balanced
  - Passive

- FY08 (Target)
  - JPY 20.2 Tn

**Pension Commission Rates**

- Actual Sales vs. Sales Plan
- Enhanced Passive, Specified Passive, Alternatives

- FY03 FY04 FY05 FY06
Trust Assets-2 Investment Trust Business

- Aim for Significant Revenue Increase in Growing Investment Trust Market
  (#3 in Asset Management, #1 in Administration Services)

Expanding Investment Trust Market (Net Asset Basis)

Investment Trusts Management Balance (Net Asset Basis)

Investment Trusts Administration Balance

Major Strategies

<Asset Management>
- Business Model
  ✓ Establish United Brand through Integration
- Product Strategy
  ✓ Develop New Products by Taking Advantage of Platforms Established through Annuity Management
- Resource Commitment
  ✓ Strengthen Sales Support Staff, Co-operate with Retail Sales

<Asset Administration>
- Business Model
  ✓ To Establish De Facto Standards in Administrating Equity Investment Trusts by Further Expanding Leading Market Share

Increase in Administrating amount of Profitable Equity Investment Trust

*Publicly Placed Inv. Trust figures based on Japan Center for Economic Research Estimates. Privately Placed Inv. Trust figures based on MTB Estimates

*Sum of Mitsubishi AM and UFJ Partners AM (Before the Establishment of Mitsubishi AM, Used the Sum of Tokyo Mitsubishi AM, Mitsubishi Trust AM and UFJ Partners AM)
Branches and Direct Channels

- Respond to the diverse needs of customers, and organize a highly convenient network of branches, ATMs and direct channels which can be accessed “whenever” and “wherever”

**Network of new group (End of Sept 04)**

- In general, overlapping locations are planned to be merged of the integration date

**Overseas**
- Over 40 countries 408 locations (Including 301 locations of UBOC)

**Domestic**
- Central Japan Retail: 170 branches Corporate: 75 locations
- East Japan Retail: 475 branches Corporate: 185 locations
- West Japan Retail: 267 branches Corporate: 123 locations

**UBOC** (301 locations)

- Currently studying whether to merge or abolish the overlapping locations (mostly in the metropolitan area, approx. 200 retail/90 corporate)

**Convenience store ATM**
- Approx. 16,000 locations

**Non-branch ATM**
- Approx. 2,100 locations

- Establish outlets focused on handling transactions for large corporations
- Develop outlets focused on mid to small-sized companies in areas where there is currently no presence

**Further develop Convenience store ATM**

- Further develop branches focused on consulting or Plus-type branches

- Further develop UFJ24

- Number of domestic branches are the sum of banks, trust banks and securities companies

※ The number of overseas branches are the sum of banks, trust banks and UBOC
Basic Policy of Systems Integration

- Aiming to realize the benefits of the integration at an early stage by implementing systems integration in two stages
- Basic policy is to maintain and enhance customer convenience as well as to safeguard the security and stability of relevant systems

Mitsubishi Tokyo UFJ Bank

- On the Integration Date
  - Domestic operations/information systems: Separately Maintain BTM and UFJ Bank’s Existing Systems
    (sort customer transactions using “Front-end Transfer Method”)
  - Market-related systems/Overseas systems: Complete Integration into BTM’s System
- Full-scale Systems Integration (by December 2007)
  - Adopting BTM’s system for basic systems, including OS. Incorporating and utilizing the strong points of UFJ’s systems featuring year-round 24-hour ATM service.

Mitsubishi UFJ Trust and Banking

- On the Integration Date
  - Most systems remain separate including domestic accounting systems.
    Certain systems including international and market-related systems: complete integration into MTB’s system.
- Full-scale System Integration (by the end of FY07)
  - Planning to adopt MTB’s systems for domestic operations, trust assets operations, and real estate operations, while adopting UFJ Trust’s systems for pension plan administration and stock transfer agency businesses (stock administration)

Mitsubishi UFJ Securities

- To Complete Integration of all systems by the Integration Date
  - (Systems for the wholesale business will be integrated into Mitsubishi Securities’ systems, while systems for the retail business will be integrated into UFJ Tsubasa Securities’ systems.)
Management Structure of the New Group

- Introduce “integrated business group system” to the new group (Will provide flexible financial services with regional characteristics taken into consideration)
- Implement a strong internal control system, such as CSA (Control Self Assessment), based upon COSO framework, as is appropriate for a global “top 5” financial institution
- Full compliance with the U.S. Sarbanes-Oxley Act and risk management system as a NYSE-listed company

Integrated business group system

- BSC Approach (Cascading down of Strategic Objectives)
- Corporate staff
  - Corporate Planning
  - Financial Planning
  - Accounting
  - Corporate Communications/IR
  - General affairs/Secretariat

Corporate Risk Management
- Risk management framework
  - Credit risk
  - Market risk
  - Operational risk
  - Information risk
  - Compliance
- Compliance framework

Internal audit framework
- Assess effectiveness of internal control

Implementation of a strong internal control system in compliance with COSO framework (Establish strong internal control system such as CSA)
### Key Financials 1

#### Key retail products and services (End of March 2004) (¥bn)

<table>
<thead>
<tr>
<th></th>
<th>MTFG</th>
<th>UFJ</th>
<th>New group</th>
<th>SMBC</th>
<th>Mizuho FG</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Balance of loans to individuals</strong></td>
<td>8,345.4</td>
<td>10,959.9</td>
<td>19,305.3</td>
<td>13,875.9</td>
<td>12,335.6</td>
</tr>
<tr>
<td>Year on year growth</td>
<td>600.3</td>
<td>713.2</td>
<td>1,313.5</td>
<td>210.0</td>
<td>▲513.1</td>
</tr>
<tr>
<td><strong>Retail deposits</strong></td>
<td>33,402.3</td>
<td>26,754.3</td>
<td>60,156.6</td>
<td>31,631.8</td>
<td>30,465.3</td>
</tr>
<tr>
<td>Year on year growth</td>
<td>1,237.9</td>
<td>171.9</td>
<td>1,409.8</td>
<td>421.6</td>
<td>▲163.7</td>
</tr>
<tr>
<td><strong>Retail foreign currency deposits</strong></td>
<td>944.1</td>
<td>537.5</td>
<td>1,481.6</td>
<td>571.3</td>
<td>N.A</td>
</tr>
<tr>
<td><strong>Cumulative sales of investment annuities</strong></td>
<td>360.9</td>
<td>254.0</td>
<td>614.9</td>
<td>482.9</td>
<td>N.A</td>
</tr>
<tr>
<td><strong>Balance of investment trusts</strong></td>
<td>1,387.2</td>
<td>1,016.3</td>
<td>2,403.5</td>
<td>2,005.7</td>
<td>1,214.5</td>
</tr>
<tr>
<td>Year on year growth</td>
<td>491.7</td>
<td>174.4</td>
<td>666.1</td>
<td>330.8</td>
<td>313.5</td>
</tr>
</tbody>
</table>

Note: Figures are the sum of the 2 banks of MTFG and UFJ on a non-consolidated basis (excluding securities companies). Figures for other companies are derived from each companies’ disclosed materials such as Disclosure Report and IR materials. Investment trust balances are sourced from Kinyuuzaiseijijo magazine. Circed figures indicate ranking among Japanese financial institutions as of the end of March 2004.

#### Testamentary trusts/Real estate commissions (End of March 2004 and FY2003) (No./¥bn)

<table>
<thead>
<tr>
<th></th>
<th>MTBC</th>
<th>UFJ Trust</th>
<th>New group</th>
<th>Sumitomo Trust</th>
<th>Mizuho Trust</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Number of testamentary trusts (with execution)</strong></td>
<td>8,626</td>
<td>5,423</td>
<td>14,049</td>
<td>1,953</td>
<td>4,877</td>
</tr>
<tr>
<td><strong>Real estate commissions</strong></td>
<td>22.0</td>
<td>14.5</td>
<td>36.4</td>
<td>N.A</td>
<td>N.A</td>
</tr>
</tbody>
</table>

Note: Real estate commissions are on a management accounts basis, and include commissions of housing sales subsidiaries. Figures for other companies are sourced from the Nikkei Financial Daily.
### Corporate customers after integration (image) (End of August 2004)

<table>
<thead>
<tr>
<th>Revenue</th>
<th>BTM+UFJ</th>
<th>Sumitomo Mitsui</th>
<th>Mizuho</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Number</td>
<td>% of total</td>
<td>Number</td>
</tr>
<tr>
<td>¥100 bn +</td>
<td>1.3</td>
<td>0.5%</td>
<td>1.1</td>
</tr>
<tr>
<td>¥10 bn - ¥100 bn</td>
<td>9.7</td>
<td>3.4%</td>
<td>7.8</td>
</tr>
<tr>
<td>¥3 bn - ¥10 bn</td>
<td>18.5</td>
<td>6.5%</td>
<td>14.2</td>
</tr>
<tr>
<td>Up to ¥3 bn</td>
<td>255.3</td>
<td>89.7%</td>
<td>199.8</td>
</tr>
<tr>
<td>Total</td>
<td>284.8</td>
<td>100.0%</td>
<td>222.9</td>
</tr>
<tr>
<td>Publicly listed companies</td>
<td>3.1</td>
<td>1.1%</td>
<td>2.5</td>
</tr>
</tbody>
</table>

Note: Based on data from Teikoku Data Bank Cosmos II

### Comparison of loan balances to corporations/mid to small-sized business loan balances (End of March 2004)

<table>
<thead>
<tr>
<th></th>
<th>MTFG+UFJ</th>
<th>SMFG</th>
<th>Mizuho FG</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loan balance to corporates*1</td>
<td>69.7</td>
<td>41.5</td>
<td>53.8</td>
</tr>
<tr>
<td>Mid to small-sized business loan balances*2</td>
<td>28.3</td>
<td>21.5</td>
<td>27.1</td>
</tr>
</tbody>
</table>

*1 Consolidated loan balances (the sum of bank accounts and trust accounts) excluding consumer loan balances.

*2 Domestic Loan balance to SMEs excluding consumer loan balances, both extracted from each company’s disclosure. (MTFG refers to Bank of Tokyo-Mitsubishi + Mitsubishi Trust Bank, UFJ refers to UFJ Bank + UFJ Trust + certain subsidiary companies, SMFG refers solely to the Sumitomo Mitsui Bank on a non-consolidated basis, and Mizuho FG refers to Mizuho Bank + Mizuho Corporate Bank + Mizuho Trust + certain special subsidiaries established for rehabilitation purposes.)
### Pension Trusts, Securities Trusts, and other trust products

*(Asset balances at end of March 2004)*

<table>
<thead>
<tr>
<th></th>
<th>MTBC</th>
<th>UFJ trust</th>
<th>Total</th>
<th>Estimated Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pension trusts</td>
<td>7,818.7</td>
<td>4,782.2</td>
<td>12,600.8</td>
<td>No. 1</td>
</tr>
<tr>
<td>Independently operated designated money trusts</td>
<td>7,120.4</td>
<td>3,844.2</td>
<td>10,964.6</td>
<td>No. 1</td>
</tr>
<tr>
<td>Specified money trusts</td>
<td>4,090.3</td>
<td>1,873.3</td>
<td>5,963.6</td>
<td>No. 1</td>
</tr>
<tr>
<td>Investment trusts</td>
<td>9,527.3</td>
<td>12,582.1</td>
<td>22,109.4</td>
<td>No. 1</td>
</tr>
</tbody>
</table>

Note: Welfare pension fund and defined benefit pension fund in market value, others in book value.  
Source: Internal estimates from each trust bank.