## Mitsubishi UFJ Financial Group

Financial Highlights under Japanese GAAP for 1st Quarter of Fiscal Year Ending March 31, 2012 ( From April 1, 2011 to June 30, 2011)

J uly 29, 2011

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Definitions of figures used in this document
Consolidated Mitsubishi UFJ Financial Group (consolidated)

Non- Bank of Tokyo-Mitsubishi UFJ (non-consolidated) + Mitsubishi UFJ Trust and Banking
consolidated
Corporation (non-consolidated) (without any adjustments)

## I ncome statement summary

## - Net business profits

- Gross profits decreased due to lower net interest income, such as consumer-finance income, and net trading profits.
- G\&A expenses decreased due to an ongoing intensive corporate-wide cost reduction.


## - Total credit costs

Non-consolidated credit costs remained almost unchanged. Meanwhile, consolidated credit costs significantly decreased due to lower credit costs from other subsidiaries.

## - Net gains (losses) on equity securities

Decreased mainly due to a lower gains on sales of equity securities reflecting weak stock performance in general stock market.

## - Other non-recurring losses

- Significantly increased due to a negative goodwill recorded as a result of completion of conversion of Morgan Stanley convertible preferred stock into Morgan Stanley common stock.


## - Net income

- Increased even without one-time effect of negative goodwill.

I ncome statement( $¥$ bn)

|  |  | FY11 1Q | FY10 1Q | Change |
| :---: | :---: | :---: | :---: | :---: |
| 1 | Gross profits <br> (before credit costs for trust accounts) | 854.9 | 910.6 | (55.6) |
| 2 | Net interest income | 470.9 | 501.6 | (30.6) |
| 3 | Trust fees+Net fees and commissions | 247.9 | 248.2 | (0.3) |
| 4 | Net trading profits + Net other business profits | 136.0 | 160.6 | (24.6) |
| 5 | Net gains (losses) on debt securities | 77.7 | 78.3 | (0.5) |
| 6 | G\&A expenses | 505.5 | 515.1 | (9.6) |
| 7 | Expense ratio | 59.1\% | 56.6\% | 2.6\% |
| 8 | Net business profits | 349.4 | 395.4 | (46.0) |
| 9 | Credit costs ${ }^{* 1}$ | (37.6) | (70.3) | 32.6 |
| 10 | Net gains (losses) on equity securities | (22.4) | 1.1 | (23.5) |
| 11 | Other non-recurring gains (losses) ${ }^{* 2}$ | 311.9 | (27.1) | 339.0 |
| 12 | Ordinary profits | 601.2 | 299.1 | 302.1 |
| 13 | Net extraordinary gains (losses) | 10.2 | (11.3) | 21.6 |
| 14 | Total of income taxes-current and income taxes-deferred | (79.9) | (95.5) | 15.6 |
| 15 | Minority interest | (31.0) | (25.8) | (5.1) |
| 16 | Net income (losses) | 500.5 | 166.3 | 334.2 |
| 17 | Total credit costs ${ }^{* 3}$ | (18.9) | (54.1) | 35.1 |
| 18 | Non-consolidated | (13.8) | (13.3) | (0.5) |

${ }^{* 1}$ Credit costs for trust accounts+Provision for general allow ance for creait losses
+Credit costs (included in non-recurring gains/losses)
for credit Possits (losses) from investments in affiliates, provision for losses on interest repay ment, Reversal of allowance of allow ance for credit losses, Reversal of reserve for contingent losses included in credit costs and Gains on loans
written-off were recorded in Net extraordinary gains(losses) at FY10 10
$* 3$ Credit costs+Reversal of allow ance for credit losses+Reversal of reserve for contingent losses included in credit costs
+Gains on loans written-off. + Gains on loans written-off.
Reference( $¥$ )

| 19 | EPS | 35.40 | 11.76 | 23.63 |
| :--- | :--- | ---: | ---: | ---: |
|  | ROE $^{* 4}$ | $13.00 \%$ | $7.98 \%$ | $5.02 \%$ |
|  |  |  |  |  |

*4 The one-time impact of Morgan Stanley becoming an equity-method affiliate of MUFG is adjusted.
$\frac{\text { Net income } \times \times \text {-Equivalent of annual dividencos on noncorvertible preferred stocks }}{\{\text { (Total shareholders 'equity at the beginning of the period }- \text { Number of noncorvertible preferred stocks at the beginning }} \times 10$ of the periodx 1 ssue price + Forierign currency translation adiustments at the beginning of the period)
+(Total shareholdcers' equity at the end of the period -Number of noncorvivertible preferesed stocks at the end of the period $\times 1$ ssue price + Foreign currency translation adiustments at the end of the period) $\} \div 2$

## Balance sheet summary

## Loans

Decreased from End Mar. 11 mainly due to lower domestic corporate loans, partially offset by an increase in overseas loans.

## - Investment securities

- Decreased from End Mar. 11 mainly due to an lower J apanese government bonds.


## - Deposits

Decreased from End Mar. 11 mainly due to lower deposits from corporate, partially offset by an increase in individual deposits.

## - Total net assets

- Increased from End Mar. 11 mainly due to an increase in retained earnings.
- Non performing loans ("NPLs")

NPL ratio slightly deteriorated from End Mar. 11, but keeping at a low level.

- Net unrealized gains (losses) on securities available for sale
- Improved from End Mar. 11 mainly due to increases in net unrealized gains on J apanese government bonds and foreign bonds.

|  | Balance sheet( $¥$ bn) | End Jun. 11 | End Mar. 11 | Change <br> from End Mar. 11 |
| :---: | :---: | :---: | :---: | :---: |
| 1 | Total assets | 206, 196.4 | 206,227.0 | (30.6) |
| 2 | Loans(Banking+Trust accounts) | 79,609.9 | 80,142.3 | (532.3) |
| 3 | Loans(Banking accounts) | 79,459.6 | 79,995.0 | (535.3) |
| 4 | Domestic corporate loans ${ }^{* 1}$ | 42,735.9 | 43,916.9 | $(1,181.0)$ |
| 5 | Housing loans ${ }^{* 1}$ | 17,110.8 | 17,300.6 | (189.8) |
| 6 | Overseas loans*2 | 17,289.8 | 16,422.1 | 867.6 |
| 7 | Investment securities (banking accounts) | 69,171.5 | 71,023.6 | $(1,852.0)$ |
| 8 | J apanese government bonds | 42,777.2 | 44,941.8 | $(2,164.5)$ |
| 9 | Total liabilities | 194,864.7 | 195,412.6 | (547.9) |
| 10 | Deposits | 122,398.5 | 124,144.3 | $(1,745.7)$ |
| 11 | Individual deposits (Domestic branches) | 65,436.5 | 64,384.6 | 1,051.9 |
| 12 | Total net assets | 11,331.7 | 10,814.4 | 517.3 |
| 13 | Deposit/lending spread <br> (Domestic, non-consolidated) | $\begin{array}{r} \text { FY11 1Q } \\ 1.29 \% \end{array}$ | $\begin{array}{r} \text { FY10 4Q } \\ 1.30 \% \end{array}$ | Change from FY 1040 $(0.01 \%)$ |
| 14 | FRL disclosed loans ${ }^{* 1 * 3}$ | 1,467.4 | 1,430.7 | 36.7 |
| 15 | NPL ratio ${ }^{* 1}$ | 1.74\% | 1.68\% | 0.06\% |
| 16 | Net unrealized gains(losses) on securities available for sale | 483.8 | 327.6 | 156.2 |

* 1 Non-consolidated+trust accounts
* 2 Loans booked in overseas branches, UnionBanCal Corporation and BTMU(China)
* 3 FRL=the Financial Reconstruction Law


## Loans/ deposits



## Domestic deposit/ lending rates

- Deposit/ lending spread in FY11 $1 Q$ was $1.29 \%$, virtually unchanged


## Changes in domestic deposit/ lending rates (non-consolidated)



## Interest rate changes

November 4, 2008
Interest rate on ordinary deposits: $0.200 \% \Rightarrow 0.120 \%$
November 20, 2008
Short-term prime rate: $1.875 \% \Rightarrow 1.675 \%$
December 22, 2008
Interest rate on ordinary deposits: $0.120 \% \Rightarrow 0.040 \%$ J anuary 13, 2009

Short-term prime rate: $1.675 \% \Rightarrow 1.475 \%$

April 1, 2009
Variable rate on new housing loans :
$\Rightarrow$ Changed based on the long-term lending rate linked to short-term prime rate as of March 1

July 1, 2009
Variable rate on existing housing loans :
$\Rightarrow$ Changed based on the long-term lending rate linked to short-term prime rate as of April 1

September 6, 2010
Interest rate on ordinary deposits: $0.040 \% \Rightarrow 0.020 \%$

## Loan assets

- NPL ratio increased 0.06\% from End Mar. 11 to $1.74 \%$, but keeping at a low level.
- Total credit costs of Non-consolidated were $¥ 13.8 \mathrm{bn}$ and those of Consolidated were $¥ 18.9$ bn.


## Balance of FRL disclosed loans (Non-consolidated)




## Holdings of investment securities

- Total unrealized gains (losses) on securities available for sale increased by $¥ 156.2 b n$ from End Mar. 11.
- An increase in unrealized gains on J apanese government bonds and foreign bonds, partially offset by a decrease in those on equity securities.


## Breakdown of securities available for sale (with market value)

|  | ( $\ddagger$ bn) | Balance |  | Unrealized gains(losses) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | End Jun. 11 | Change from End Mar. 11 | End Jun. 11 | Change from End Mar. 11 |
| 1 | Total | 65,250.2 | $(1,948.2)$ | 483.8 | 156.2 |
| 2 | Domestic equity securities | 3,485.2 | (81.0) | 250.1 | (31.1) |
| 3 | Domestic bonds | 46,156.8 | $(1,941.5)$ | 140.9 | 70.1 |
| 4 | Government bonds | 42,025.2 | (1,949.3) | 80.7 | 56.7 |
| 5 | Others | 15,608.0 | 74.3 | 92.7 | 117.2 |
| 6 | Foreign equity securities | 174.6 | (107.5) | 72.6 | (11.0) |
| 7 | Foreign bonds | 13,555.4 | (82.1) | 95.5 | 142.3 |
| 8 | Others | 1,878.0 | 264.0 | (75.4) | (14.0) |

Unrealized gains (losses) on securities available for sale


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The financial information included in this financial highlights is prepared and presented in accordance with accounting principles generally accepted in J apan ("J apanese GAAP"). Differences exist between J apanese GAAP and the accounting principles generally accepted in the United States ("U.S. GAAP") in certain material respects. Such differences have resulted in the past, and are expected to continue to result for this period and future periods, in amounts for certain financial statement line items under U.S. GAAP to differ significantly from the amounts under J apanese GAAP. For example, differences in consolidation basis or accounting for business combinations, including but not limited to amortization and impairment of goodwill, could result in significant differences in our reported financial results between J apanese GAAP and U.S. GAAP. Readers should consult their own professional advisors for an understanding of the differences between J apanese GAAP and U.S. GAAP and how those differences might affect our reported financial results. To date, we have published U.S. GAAP financial results only on a semiannual and annual basis, and currently do not expect to publish U.S. GAAP financial results for the period reported in this financial highlights.

