# Mitsubishi UFJ Financial Group

# Summary of 3rd Quarter Results of Fiscal Year Ending March 2010 (From April 2009 to December 2009)

# February 3, 2010



# Agenda



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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 other adjustments)

# Statement of operations summary

# (Consolidated)

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## Net business profits

- Net interest income increased due to higher lending income, market product income and a consolidation of ACOM
- G&A expenses decreased due to an intensive corporate-wide cost reduction as well as the effect of the system integration
- As a result, net business profits significantly increased

Even excluding impact from the consolidation of ACOM, net business profits increased by ¥93.0bn

## Total credit costs

Consolidated credit costs increased due to higher credit costs from our overseas subsidiary and the consolidation of ACOM Non-consolidated credit costs almost flat

### Net gains (losses) on equity securities

Net losses on equity securities significantly decreased mainly due to decrease in writedown of equity securities

## Other non-recurring gains (losses)

Other non-recurring losses increased mainly due to higher retirement benefit costs

Inc	come statement (¥bn)	FY08	FY09		
		Q1-Q3	Q1-Q3	Change	excluding ACOM
1	Gross profits (before credit costs for trust accounts)	2,492.8	2,689.8	196.9	13.7
2	Net interest income	1,410.1	1,651.1	241.0	75.6
3	Trust fees + Net fees and commissions	815.8	793.4	(22.3)	-
4	Net trading profits + Net other business profits	266.9	245.2	(21.6)	-
5	Net gains (losses) on debt securities	79.6	63.0	(16.5)	-
6	G&A expenses	1,572.9	1,564.0	(8.9)	(79.3)
7	Net business profits	919.8	1,125.8	205.9	93.0
8	Credit costs <sup>*1</sup>	(434.4)	(627.7)	(193.3)	-
9	Net gains (losses) on equity securities	(326.3)	(20.0)	306.2	-
10	Other non-recurring gains (losses)	(45.2)	(121.9)	(76.7)	-
11	Ordinary profits	113.9	356.0	242.1	-
12	Net extraordinary gains (losses)	(3.2)	8.9	12.2	-
13	Total of income taxes-current and income taxes-deferred	90.3	98.6	8.2	-
14	Net income	(42.0)	217.0	259.1	261.3
15	Total credit costs <sup>*2</sup>	(433.5)	(627.7)	(194.2)	(93.7)
16	(Non-consolidated)	(291.6)	(313.7)	(22.0)	-

\*1 Credit costs= Credit costs for trust accounts + Provision for general allowance for credit losses

+ Credit costs (included in non-recurring gains/losses)

(Negative numbers refer to costs or losses)

\*2 Total credit costs = Credit costs + Reversal of reserve for contingent losses included in credit costs (Negative numbers refer to costs or losses)

#### Reference (¥)

17	EPS	(4.36)	17.47	21.84
18	ROE <sup>*3</sup>	(0.98%)	3.63%	4.62%

#### \*3

Net income for nine months × 4/3 – Equivalent of annual dividends on nonconvertible preferred stocks { {(Total shareholder' equity at the beginning of the period – Number of nonconvertible preferred shares at the beginning of the period × Issue price + Foreign currency translation adjustments at the beginning of the period) + (Total shareholder' equity at the end of the period – Number of nonconvertible preferred shares at the end of the period × Issue price + Foreign currency translation adjustments at the end of the period)}/2

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# **Balance sheet summary**



Loans

Decreased from End Sep. 09 due to lower overseas loans and exclusion of The Senshu Bank from consolidation. Domestic loan almost flat

### Investment securities

Significantly decreased from End Sep. 09 mainly due to JGBs and Foreign bonds

## Deposits

Decreased from End Sep. 09 due to lower deposits from overseas branches and exclusion of The Senshu Bank from consolidation, while Individual deposits significantly increased

## NPLs

NPL ratio up slightly from End Sep. 09 as a result of increase in FRL disclosed loans, but keeping a low level

### Net unrealized gains (losses) on securities available for sale

Improved from End Sep. 09 mainly due to improvement of appraisal losses on other securities, such as securitized products

#### Balance sheet (¥bn)

		End Sep. 09	End Dec. 09	Change from	
		-		End Sep. 09	
	Loans (Banking+Trust accounts)	88,207.2	85,559.3	(2,647.9)	
1	Loans (Banking accounts)	[88,032.0]	[85,392.5]	[(2,639.5)]	
2	Domestic corporate loans*1	48,113.1	48,081.1	(32.0)	
3	Housing loans <sup>*1</sup>	17,301.5	17,326.4	24.8	
4	Overseas loans <sup>*2</sup>	17,500.9	16,871.2	(629.6)	
5	Investment securities (Banking accounts)	57,384.3	54,155.5	(3,228.8)	
6	Deposits	122,043.7	119,124.7	(2,918.9)	
	Individual deposits				
7	(Domestic branches,	62,844.4	63,737.3	892.8	
	Non-consolidated)				
0	Loan-and-deposit rate margin	FY09 H1	FY09 Q1-Q3		
8	(Non-consolidated)	1.34%	1.33%	(0.00%)	
9	FRL disclosed loans <sup>*1</sup>	1,245.9	1,339.0	93.1	
10	NPL ratio <sup>*1</sup>	1.38%	1.48%	0.10%	
11	Net unrealized gains (losses) on securities available for sale	414.8	528.7	113.8	

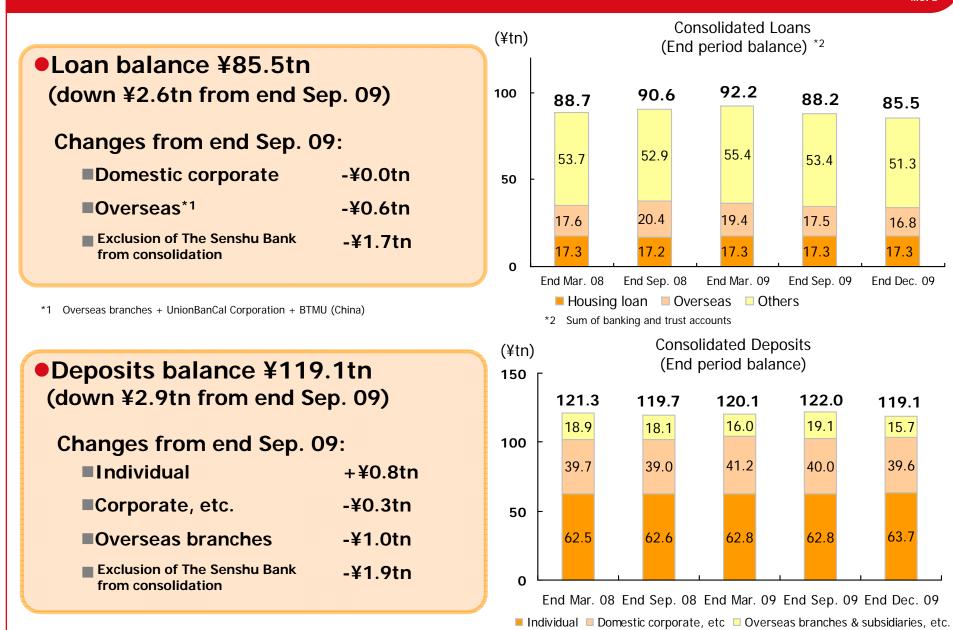
\*1 Non-consolidated + trust accounts

\*2 Loans booked in overseas branches, UnionBanCal Corporation and BTMU (China)

# Loans/deposits

## (Consolidated)

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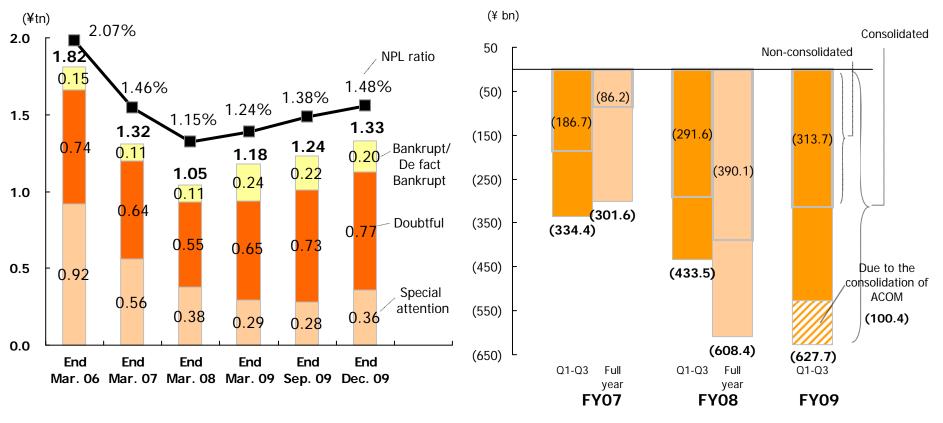
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## Loan assets

- NPL ratio up by 0.10% from the end of Sep. 09 to 1.48% due to increase in Doubtful and Special attention category loans
- Total credit costs showed an expense of ¥313.7bn on non-consolidated basis and ¥627.7bn on consolidated basis

Balance of FRL disclosed loans (Non-consolidated)

#### **Total credit costs**



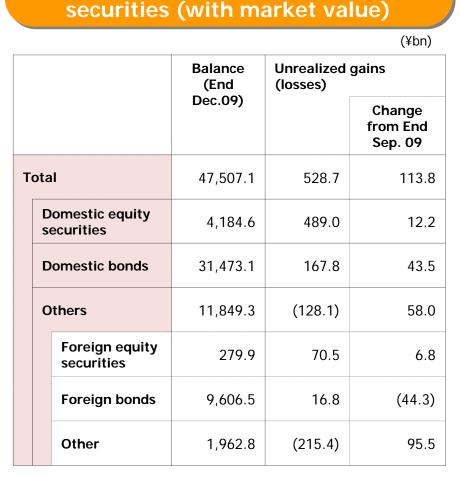
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# **Investment securities**

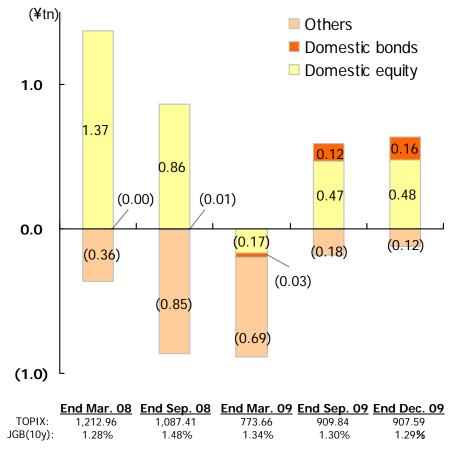


 Total unrealized gains on securities available for sale increased by ¥113.8bn from End Sep. 09 due to improvement of unrealized gains (losses) on domestic bonds and other securities



Breakdown of available-for-sale

# Unrealized gains (losses) on available-for-sale securities



# Securitized products

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#### Balance of investments in securitized products approx. ¥1.92tn (down ¥62bn from End Sep. 09)

Figures are on a managerial accounting basis and rounded off. Balance is the amount after impairment and before deducting net unrealized losses

- The balance of investments in securitized products decreased to ¥1.92tn (down ¥62bn from End Sep. 09), due to the sales of securitized products, which have risk of being downgraded or deteriorated, and redemptions
- Net unrealized losses improved by ¥57bn from End Sep.09 to ¥149bn
- The effect on the P/L for the nine months ended December 31, 2009 was a loss of ¥14bn mainly due to losses on sales

#### Balance, net unrealized gains (losses)

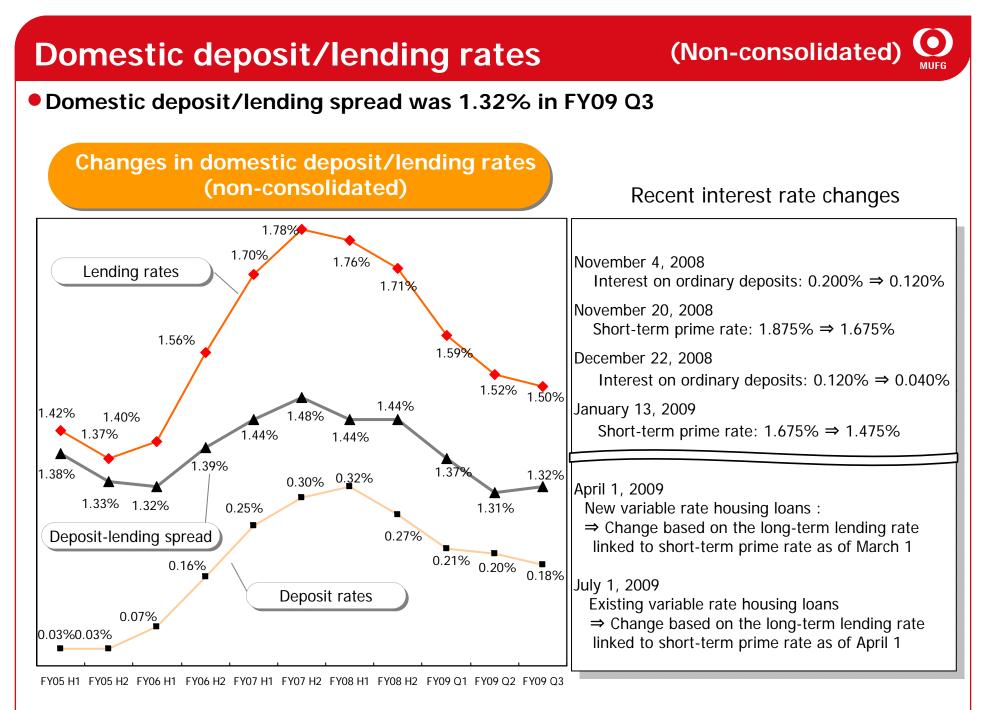
(As of End December 09)

		Balance		Unrealized gair		of which securities being held to maturity*		
	(¥bn)		Change from End Sep. 09		Change from End Sep. 09	Balance	Unrealized gains (losses)	
1	RMBS	102	(4)	(2)	3	0	0	
2	Sub-prime RMBS	32	(2)	2	2	0	0	
3	CMBS	24	(1)	(2)	0	0	0	
4	CLOs	1,566	0	(143)	44	1,243	(116)	
5	Others (card, etc.)	220	(53)	(2)	9	28	(1)	
6	CDOs	9	(5)	(1)	2	0	0	
7	SIV investments	0	0	0	0	0	0	
8	Total	1,921	(62)	(149)	57	1,271	(117)	

\* Following the publication of "Tentative Solution on Reclassification of Debt Securities" (Practical Issue Task Force No.26), some of our securitized products were reclassified into "securities being held to maturity" from "securities available for sale" at and after the end of January 2009. The balance and net unrealized gains (losses) of the securities being held to maturity in the above table are based on book value before reclassification







# **Exposure to securitized products 1: Overview**

#### Includes BTMU (including UB), MUTB and MUS

•Products covered: Securitized products on managerial accounting basis (<u>Includes Held To Maturity</u>). Do not include MBS arranged and guaranteed by U.S. GSEs, etc. (stated separately), Japanese RMBS such as Japanese Housing Finance Agency Securities, and products held by funds such as investment trusts

•As of End December 09. Approximate figures, rounded off. Balance is after impairment and before deducting net unrealized losses •Calculated based on US1 =¥92.10

## Overview of holdings of securitized products

(1) Balance, net unrealized gains(losses)

		-	Balance	_		realized losses)	(¥ bn) Of which, securities available for sale		
			Change from end Sep 09		0.	Change from end Sep 09	Balance	Net unrealized gains(losses)	
1	Se	ecuritized products	1,921	(62)	(149)	57	650	(32)	
2		RMBS	102	(4)	(2)	3	102	(2)	
3		Sub-prime RMBS	32	(2)	2	2	32	2	
4		CMBS	24	(1)	(2)	(0)	24	(2)	
5		CLOs	1,566	(0)	(143)	44	324	(27)	
6		Others (card, etc.)	220	(53)	(2)	9	192	(1)	
7		CDOs	9	(5)	(1)	2	9	(1)	
8		SIV investments	0	0	0	0	0	0	

#### (2) Distribution of balance by region

(¥ bn)
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Consolidated

	Americas	Europe	Asia	Japan	Total
1	1,441	429	4	48	1,921
2	79	23	-	-	102
3	32	-	-	-	32
4	1	3	-	20	24
5	1,147	401	-	19	1,566
6	210	-	0	10	220
7	4	1	3	_	9
8	0	-	-	-	0

#### (3) Distribution of balance by rating

			-	_				(¥ bn)
		AAA	AA	А	BBB	BB or lower	Unrated	Total
1	Securitized products	1,083	489	109	123	118	-	1,921
2	RMBS	37	11	16	15	22	-	102
3	Sub-prime RMBS	19	1	2	5	6	-	32
4	CMBS	12	7	3	1	1	-	24
5	CLOs	880	434	77	84	91	-	1,566
6	Others (card, etc.)	149	34	11	23	4	-	220
7	CDOs	5	3	1	-	0	-	9
8	SIV investments	-	-	-	-	0	-	0

#### (4) Simple securitized products<sup>\*1</sup>

ratio	(¥ bn)		
	Balance	%	
Simple securitized products <sup>*1</sup>	1,921	100.0%	
Re-securitized products <sup>*2</sup>	0	0.0%	
Total	1,921	100.0%	
*1 Securitized products	backed by i	non-securitize	b <i>e</i>

I Securitized products backed by non-securitized assets

\*2 Sub-prime ABS CDOs, Synthetic CDOs(squared)

# Exposure to securitized products 2: RMBS, CMBS Consolidated O

(¥ bn)

#### Residential Mortgage-Backed Securities (RMBS)

(1) Balance by underlying asset,

			(¥ bn)			
			Net unrealized gains(losses)	Net unrealized gains(losses) as a % of balance	Change from end Sep 09	
1	RN	/IBS	102	(2)	(2.4)%	2.8%
2		Sub-prime RMBS	32	2	6.6%	6.6%
3		Prime RMBS	70	(5)	(6.6)%	1.2%

# (2) Distribution of balance<br/>by region (¥ bn)AmericasEuropeAsiaTotal

	Americas	Europe	Asia	Total
1	79	23	-	102
2	32	-	-	32
3	47	23	-	70

	(3) Distribution of balance by rating							
			AAA	AA	А	BBB or lower	Total	
1	R	/IBS	37	11	16	38	102	
2		Sub-prime RMBS	19	1	2	12	32	
3		Prime RMBS	18	11	15	26	70	

	(4) Distribution of balance by vintage								
			Before 04	05	06	07	Total		
1	RMBS		8	25	50	19	102		
2		Sub-prime RMBS	-	8	22	2	32		
3		Prime RMBS	8	17	28	17	70		

#### (5) Distribution of Sub-prime RMBS

unrealized gains	(¥ bn)			
	05	06	07	Total
<sup>1</sup> Sub-prime RMBS <sup>*3</sup>	8	22	2	32
2 Net unrealized gains(losse	s) (0)	1	1	2
3 Net unrealized gains(losses) as a % of balance	(3.3)%	4.9%	62.6%	6.6%

\*3 Initial WAL (Weighted Average Life) was about 3.5 years

## Commercial Mortgage-Backed Securities (CMBS)

#### (1) Balance by underlying asset,

net unrealized gains(losses) (¥ bn)						
	Balance	Net	Net unrealized gains(losses) as a % of balance	Change from end Sep 09		
CMBS	24	(2)	(7.1)%	(0.6)%		

	Americas	Europe	Asia	Japan	Total
CMBS	1	3	-	20	24

#### (2) Distribution of balance by rating (Y ha)

AAA	AA	А	BBB or lower	Total
12	7	3	1	24

# Exposure to securitized products 3: CLOs, CDOs Consolidated

### Collateralized Loan Obligations (CLOs)

-	(1	I) Balance, net un	losses)	(¥ bn)		
	Net Balance unrealized		Net unrealized gains(losses)	Net unrealized gains(losses) as a % of balance	Change from end Sep 09	
1	CL	.Os	1,566	(143)	(9.1)%	2.8%
2		Arbitrage CLOs	1,190	(115)	(9.6)%	2.6%
3		Balance sheet CLOs, etc.	377	(28)	(7.4)%	3.6%

_	(3) Distribution of balance by region								
			Americas	Europe	Asia	Japan	Total		
1	CL	Os	1,147	401	-	19	1,566		
2		Arbitrage CLOs	1,046	143	-	-	1,190		
3		Balance sheet CLOs, etc.	100	258	-	19	377		

#### (2) Distribution of balance by rating (¥ bn)

	AAA	AA	А	BBB	BB or lower	Unrated	Total
1	880	434	77	84	91	-	1,566
2	600	397	44	62	86	-	1,190
3	280	37	33	22	5	-	377

Note:

Most of the CLOs are evaluated based on reasonably estimated amounts derived using our own calculation methods in order to enhance the accuracy of our valuation. The effects of the changes of the above valuation methods are as follows:

1) The balance as of end Dec 09 increased by approx. ¥51bn

2) The net unrealized losses as of end Dec 09 decreased by approx. ¥86 bn The effects on the P/L for 3Q results ended Dec 09 was approx. ¥51 bn

#### Collateralized Debt Obligations (CDOs)

#### (1) Balance, net unrealized gains(losses) (¥ bn)

		Balance	Net unrealized gains(losses)	Net unrealized gains(losses) as a % of balance	Change from end Sep 09
1	CDOs	9	(1)	(6.5)%	10.8%
2	Sub-prime ABS CDOs	0	-	-	-
3	Synthetic CDOs <sup>*4</sup>	4	(0)	(3.4)%	16.1%
4	Other CDOs <sup>*5</sup>	5	(0)	(9.4)%	4.8%

(2	) Distribution of balance by rat	ting (¥bn)

	AAA	AA	А	BBB	BB or lower	Total
	5	3	1	-	0	9
2	-	-	-	-	0	0
	1	2	1	-	-	4
ļ	3	1	-	-	-	5

\*4 CDOs using CDS of diversified investment-grade companies as the reference assets, price movements largely influenced by CDS index price trends

*...* 、

\*5 CDOs using leasing receivables, corporate bonds, etc. as the reference assets

#### (3) Distribution of balance by region

-							(¥ bn)
			Americas	Europe	Asia	Japan	Total
1	CI	DOs	4	1	3	-	9
2		Sub-prime ABS CDOs	0	-	-	-	0
3		Synthetic CDOs	1	-	3	-	4
4		Other CDOs	3	1	-	-	5

#### (4) Distribution of balance

	by	(¥ bn)		
	Simple securitized products	Re- securitized products	Total	
I	9	0	9	
2	-	0	0	
3	4	-	4	
1	5	-	5	

## Exposure to securitized products 4: SPEs, Leveraged Ioan, etc.



#### Monoline insurer related

•No credit outstanding and credit derivative transactions with monoline insurers

### Special Purpose Entities (SPEs)

#### [ABCP(Asset Backed CP)]

·We are engaged in sponsoring ABCP issuance for securitization of our clients's assets

- •The balance of assets purchased by ABCP conduits (special purpose companies for issuing ABCP) as of end Dec 09 was ¥3.72tn (¥0.93tn overseas)
- •The purchased assets are mainly receivables and they do not include residential mortgages

### Credit exposure related to leveraged loan

#### [Leveraged loan for structuring or distributing]

•Not engaged in origination and distribution of securitized products of leveraged loans, no balance of leveraged loan for securitization

#### [LBO loans]

	(1) Balance of LBO	loans	(¥ bn)
		Balance	Change from end Sep 09
1	LBO loans (commitment basis) <sup>*6</sup>	541	23
2	Booking basis	473	22

(2) Dis	tributio	n of bal	ance by	region	(¥ bn)

	Americas	Europe	Asia	Japan	Total
1	57	135	39	310	541
2	37	120	36	281	473

\*6 Includes balance after refinancing

## U.S. GSE related

	(1) Balance, net unrealized gains(losses)						
				Net		Net unrealized gains(losses)	
		Balance	Change from end Sep 09	unrealized gains(losses)	Change from end Sep 09	as a % of balance	Change from end Sep 09
	MBS <sup>*7</sup>	2,426	(452)	13	(12)	0.5%	(0.3)%
2	Agency Securities <sup>*8</sup>	740	231	(3)	(4)	(0.4)%	(0.6)%

\*7 Arranged and guaranteed by Fannie Mae, Freddie Mac and Ginnie Mae

\*8 Issued by the above three institutions and Federal Home Loan Banks



This document contains forward-looking statements regarding estimations, forecasts, targets and plans in relation to the results of operations, financial conditions and other overall management of the company and/or the group as a whole (the "forward-looking statements"). The forward-looking statements are made based upon, among other things, the company's current estimations, perceptions and evaluations. In addition, in order for the company to adopt such estimations, forecasts, targets and plans regarding future events, certain assumptions have been made. Accordingly, due to various risks and uncertainties, the statements and assumptions are inherently not guarantees of future performance, may be considered differently from alternative perspective and may result in material differences from the actual result. For the main factors that may effect the current forecasts, please see the Consolidated Summary Report, Annual Securities Report, Disclosure Book, Annual Report, and other current disclosures that the company has announced.

The financial information included in this financial highlights is prepared and presented in accordance with accounting principles generally accepted in Japan ("Japanese GAAP"). Differences exist between Japanese 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 Japanese 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 Japanese 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 highlights.