

Financial and Business Results
First Half Fiscal Year 2007
Investors' Meeting

Shinsei Bank

**November 15, 2007** 



## Forward Looking Statement

- ✓ The following materials contain statements that constitute forward-looking statements, plans for the future, management targets, etc. relating to the Company and its subsidiaries. These forward-looking statements are based on current assumptions of future events and trends, which may be incorrect. Actual results may differ materially from those in the statements as a result of various factors.
- ✓ Unless otherwise noted, the financial data contained in these materials are presented under Japanese GAAP. The Company disclaims any obligation to update or to announce any revision to forward-looking statements to reflect future events or developments. Unless otherwise specified, all the financials are shown on a consolidated basis.
- ✓ Information concerning financial institutions other than the Company and its subsidiaries are based on publicly available information.
- ✓ These materials do not constitute an invitation or solicitation of an offer to subscribe for or purchase any securities and neither this document nor anything contained herein shall form the basis for any contract or commitment whatsoever.







## **Consolidated Financial Highlights and Topics**

Thierry Porté, President and Chief Executive Officer



Rahul Gupta, Senior Managing Executive Officer, Chief Financial Officer

- » Funding Composition
- » Financial Stability and Asset Quality

## **The Three Strategic Business Pillars**

Rahul Gupta, Senior Managing Executive Officer, Chief Financial Officer

- » Institutional Banking
- » Retail Banking
- » Consumer and Commercial Finance

APLUS Co., Ltd.: Clark Graninger, Representative Director and President (CEO)



# Consolidated Financial Summary: First Half Ended September 30, 2007

>Strengthening business for future growth with firm balance sheet and solid capital ratios

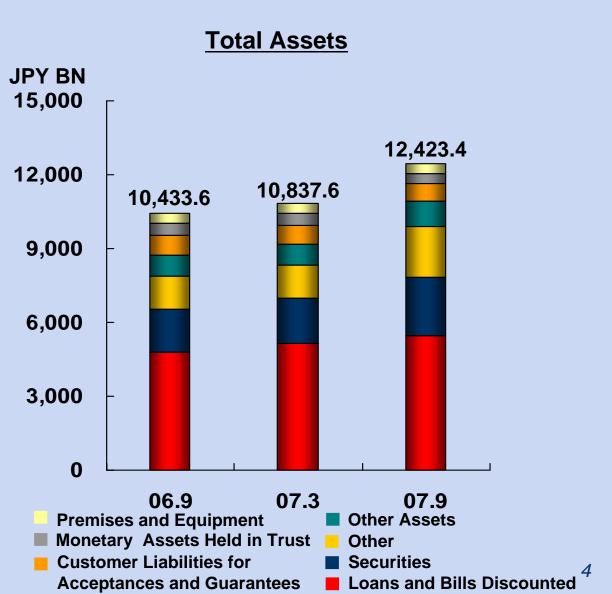
JPY BN

	2007.4-9	2006.4-9	Change %
Total Revenue	138.7	138.5	+0.2%
Ordinary Business Profit	61.3	62.8	-2.3%
Net Income	23.1	38.8	-40.3%
Diluted Net Income Per Share (JPY)	12.72	19.54	-34.9%
ROE (Annualized)	7.2%	9.7%	-
ROA (Annualized)	0.4%	0.8%	-
	2007.9	2007.3	Change %
Total Assets	12,423.4	10,837.6	+14.6%
Diluted Equity Per Share (JPY)	354.04	355.09	-0.3%
Total Capital Adequacy Ratio	12.4%	13.1%	-
Tier I Capital Ratio	7.6%	8.1%	-
Non-Performing Loan Ratio*	0.82%	0.53%	-

<sup>\*</sup>Non-performing loan ratio under the Financial Revitalization Law on a non-consolidated basis



➤Total assets up 14.6% on March 31, 2007 due mainly to an increase in call loans, securities and loans



### **Main Points**

Increase in call loans due mainly to an increase in call money

Increase in securities due to increase in corporate bonds, including non-recourse bonds, overseas securities and JGBs

Growth in loans due to increase in demand for non-recourse and housing loans



## Total Revenues: Net Interest Income, Non-Interest Income and Net Interest Margin

➤ Steady revenues of Institutional Banking helped balance lower revenues in Consumer and Commercial Finance and Retail Banking

### **Total Revenues & Net Interest Margin** JPY BN 2.05 % 1.90% 200 2.00 % 150 1.50 % 138.7 138.5 1.00 % 100 **50** 0.50% 0.00% 0

07.4-9

▲ Net Interest Margin (rhs)

06.4-9

**Net Interest Income (Ihs)** 

Non-Interest Income (Ihs)

#### **Main Points**

Net interest income up due mainly to increase in interest on loans due to higher balance

Non-interest income down due mainly to U.S. residential mortgage mark-downs and losses recorded at our consumer finance affiliate

Net interest margin down compared to 1H FY06, but up on FY07 (1.84%)



➤ Ordinary business profits held steady as a result of efforts to control costs

## **Ordinary Business Profit** JPY BN 100 80 62.8 61.3 60 40 20 0 06.4-9 07.4-9

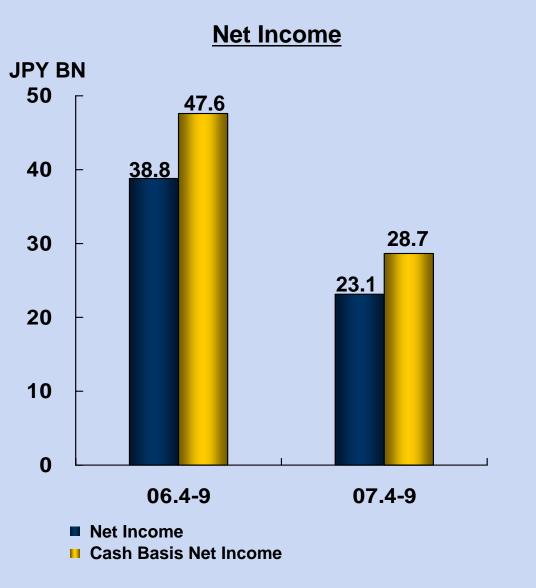
#### **Main Points**

Personnel expenses up only slightly due to costs incurred at Institutional and Retail Banking to support business growth

Expense rationalization and restructuring activities at APLUS contributed to control of costs



➤Net income lower due mainly to increased provisions related to U.S. residential mortgage exposure and higher credit costs in consumer finance



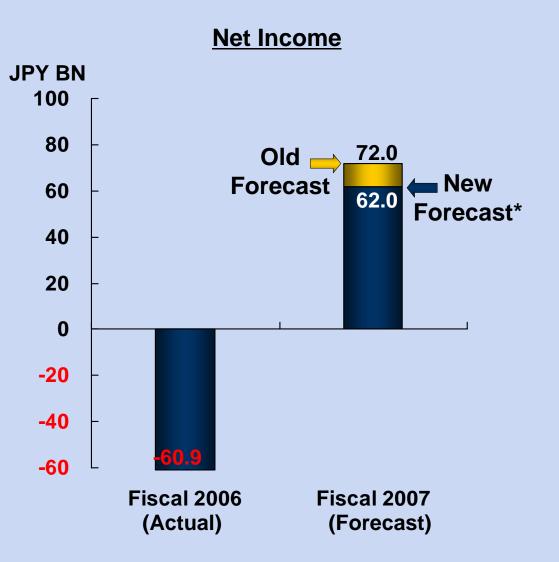
#### **Main Points**

Higher provisions in Institutional Banking due to U.S. residential mortgage exposure and higher credit costs in Consumer and Commercial Finance had negative impact on net income

Other gains and income tax increased due mainly to sale of Life Housing Loan



➤ Net income forecast revised down to 62.0 billion yen for fiscal year ending March 31, 2008



#### **Reasons for Revision**

Mark-down and provisions related to U.S. residential mortgage market

Impact from losses related to consumer finance-related equity method affiliate Shinki



<sup>\*</sup> Revised on October 25, 2007.



## U.S. Residential Mortgage Market Exposure:

#### **Mark-Downs and Provisions**

>Exposure to U.S. residential mortgage market aggregates to less than US\$500 million

#### **Total Mark-Downs and Provisions Related to U.S. Residential Mortgages**

**US\$ Million** 

	2006 Fiscal Year	2007 Fiscal Year		
	4Q (Jan 1-Mar 31, 2007)	1Q (Apr 1-June 30, 2007)	2Q (July 1-Sept 30, 2007)	
Mark-Downs	12	*17	*48	
Provisions	5	**0	**107	
Total	17	17	155	

<sup>\*</sup> Total mark-downs were equivalent to JPY7.4 billion in 1H FY07



<sup>\*\*</sup> Total provisions were equivalent to JPY12.3 billion in 1H FY07

## Government Preferred and Common Shares: Details

➤ As of September 30, 2007 the Japanese government owned 10.8% of Shinsei Bank

✓ On April 1, 2008, the Japanese government stake may increase to about 25% upon conversion of Class A preferred shares into common shares

#### **Details of Government Preferred and Common Shares**

Type of Preferred Shares	Issue Date	# of Shares Issued	Gov't Issued Amount (1) (JPY BN)	Conversion Price (2) (JPY)	Conversion Date	Remaining # of Shares Upon Conversion (1)/(2)	Sale Price Per Share (JPY)	Gov't Proceeds (JPY BN)
Class A	March 31, 1998	74,528,000	96.9	*360.0	April 1, 2008	* 269,128,888	Not yet converted	N/A
Class B	March 31, 2000	300,000,000	120.0	599.9	July 31, 2006	**200,033,338	753	150.6
Class B	March 31, 2000	300,000,000	120.0	600.0	Aug 1, 2007	200,000,000	Still held by gov't	N/A
Total		674,528,000	336.9			469,128,888		150.6

<sup>\*</sup> In the case of conversion right before the conversion date.

<sup>\*\*</sup>Shinsei Bank purchased 175,466,000 shares of the 200,033,000 shares sold by the Japanese government at JPY753/Share in August 2006 and subsequently cancelled 85,000,000 shares in November 2006.

➤ Shinsei Bank is committed to its strategy in consumer finance focusing on both quality white zone installment sales credit and consumer loans

## APLUS@68.9%

-Installment Sales Credit-

Focusing on quality assets through profitable merchants and white zone customers

Revenues down in line with expectations, but efforts to reduce expenses through restructuring starting to have positive impact

Credit costs up as expected, but starting to see flattening in grey zone claim refund requests in 2Q



## **Shinki@36.4%**

-Consumer Loans-

All new loans being made in white zone while migrating existing customers into white zone

Additional credit and grey zone provisions recorded

Shinsei Bank intends to subscribe to Shinki's rights offering







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### **Financing and Asset Quality**

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- » Funding Composition
- » Financial Stability and Asset Quality



## The Three Strategic Business Pillars

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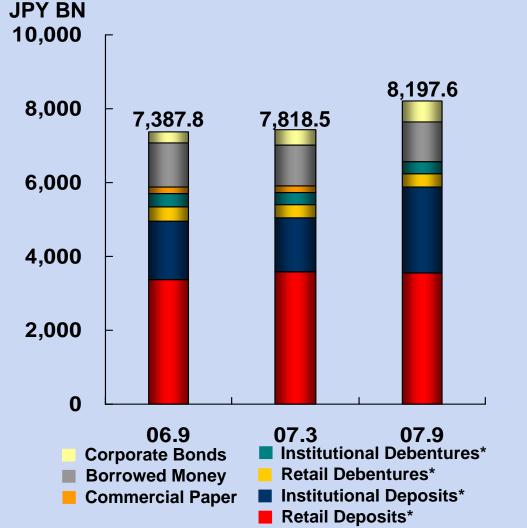
APLUS Co., Ltd.: Clark Graninger, Representative Director and President (CEO)



➤ Focus on liquidity management and diversification to meet funding needs

✓ Customer-based funding making up about 80% of total funding

#### **Funding Composition**



#### **Main Points**

Maintaining good balance between customer-based\* and non-customer based funding

Strong growth in institutional deposits and steady balance of retail deposits

Large increase in corporate bonds

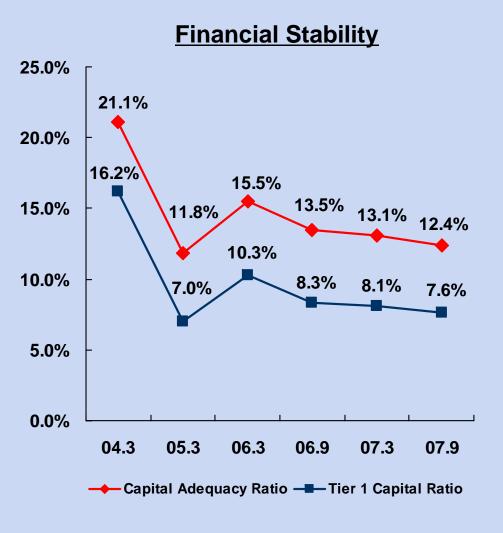
\* Customer-based funding

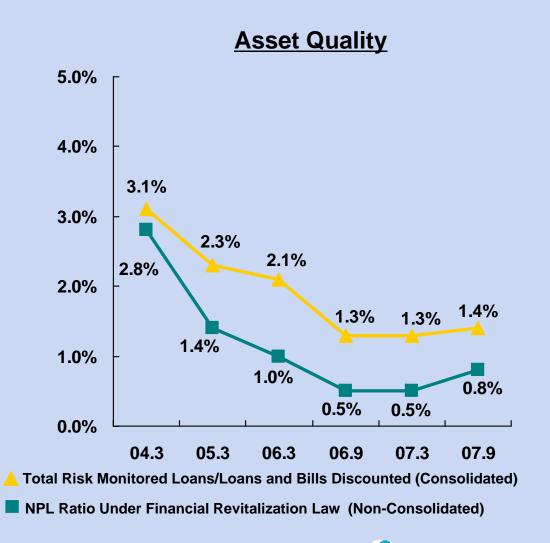




## **Financial Stability and Asset Quality:**

➤ Maintaining solid financial stability and healthy asset quality









## **Consolidated Financial Highlights and Topics**

Thierry Porté, President and Chief Executive Officer



### **Financing and Asset Quality**

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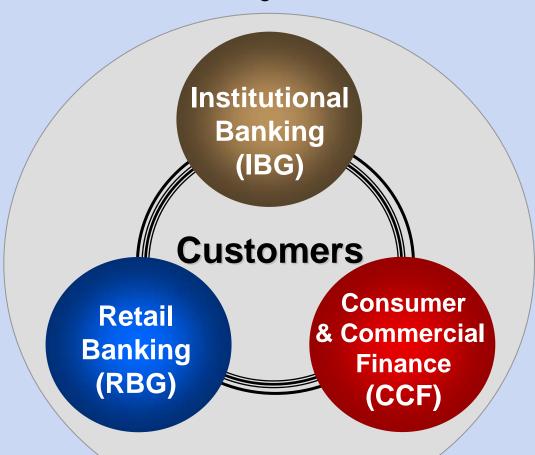
**✓**APLUS Co., Ltd.: Clark Graninger, Representative Director and President (CEO)



## Business Line Overview: Institutional Banking, Retail Banking

#### Institutional Banking, Retail Banking, Consumer and Commercial Finance

➤Three-pillar business strategy focused on Institutional Banking, Consumer & Commercial Finance and Retail Banking



Institutional Banking focuses mainly on corporate customers providing lending, securitization, credit trading, capital market, advisory, wealth and asset management services

Retail Banking provides deposit services, mutual funds, annuity/insurance and mortgage loans

Consumer & Commercial Finance provides consumer finance, commercial finance, leasing, business finance and specialty property finance to retail and corporate customers

Risk Management Technology Platform

Corporate Governance

Compliance



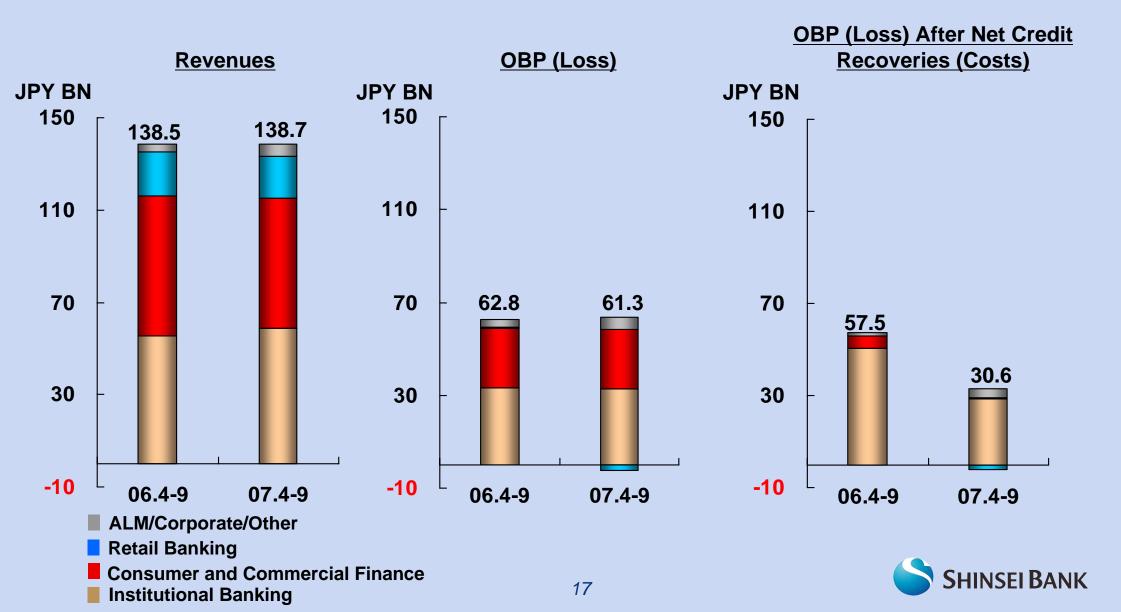
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## **Business Line Overview:**





➤Institutional Banking continues to account for majority of operating business profits (OBP) after credit (costs) recoveries

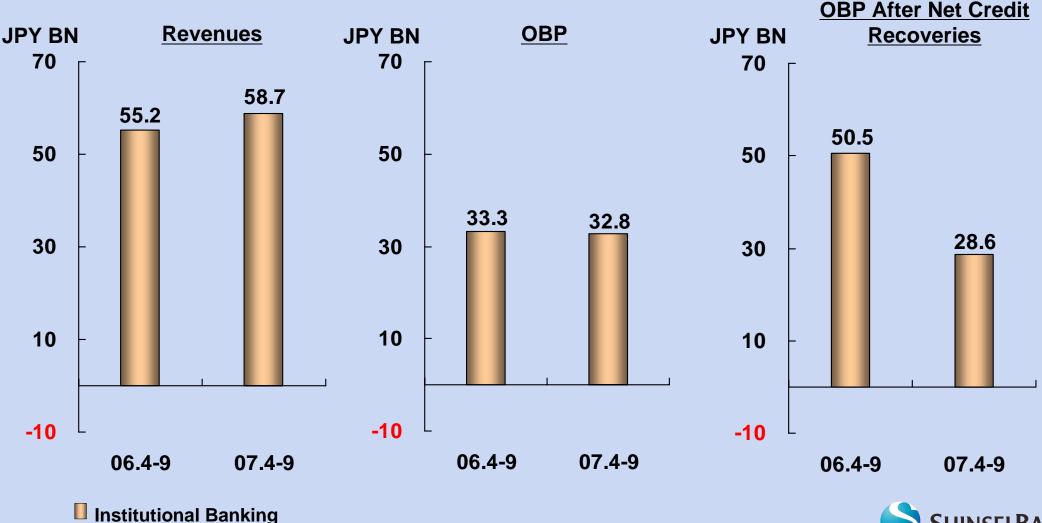






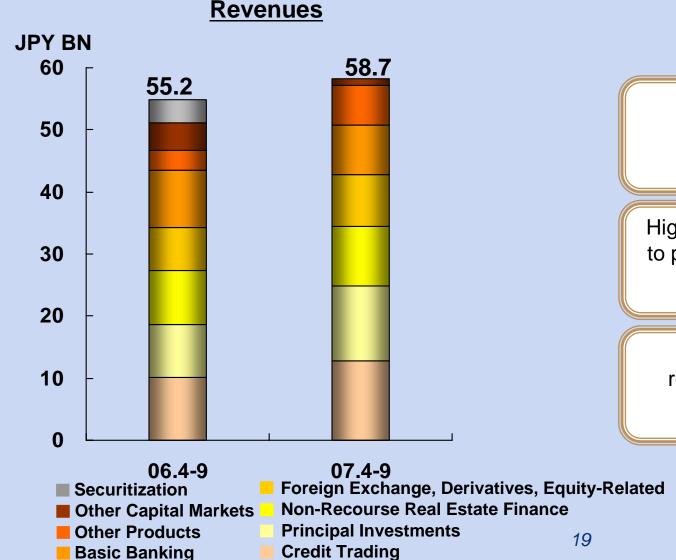
>Revenues up due to higher net interest income, but increase in general and administrative expense due largely to hiring of new employees to support business expansion led to lower OBP

>Provisions related to the U.S. residential mortgage market resulted in lower OBP after net credit recoveries





➤ Revenue diversification ensures earnings stability in Institutional Banking



#### **Main Points**

Net interest income up while noninterest income flat

Higher revenues due to increases related to principal investments and strong credit trading business

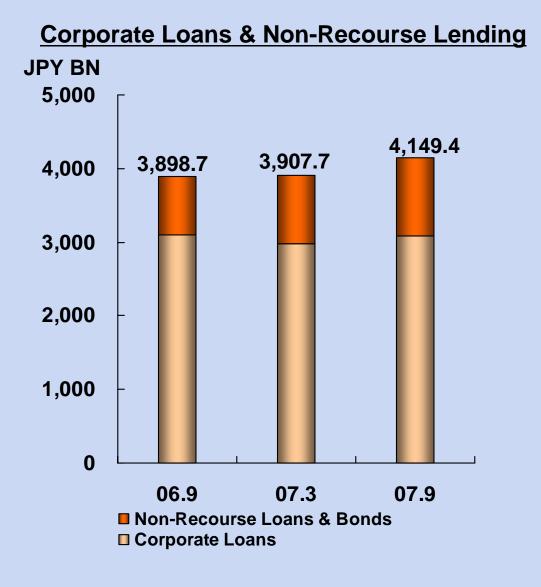
Mark-downs related to our U.S. residential mortgage exposure had a negative impact

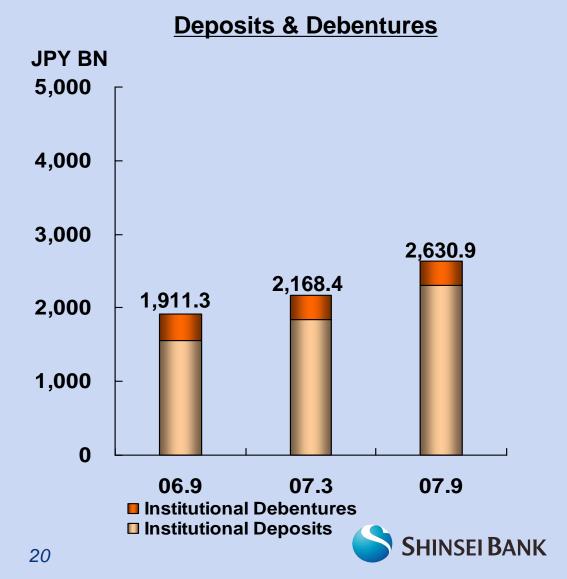






- ➤ Stable base of corporate loans with strong growth in non-recourse loans
- ➤ Strong growth in institutional deposits

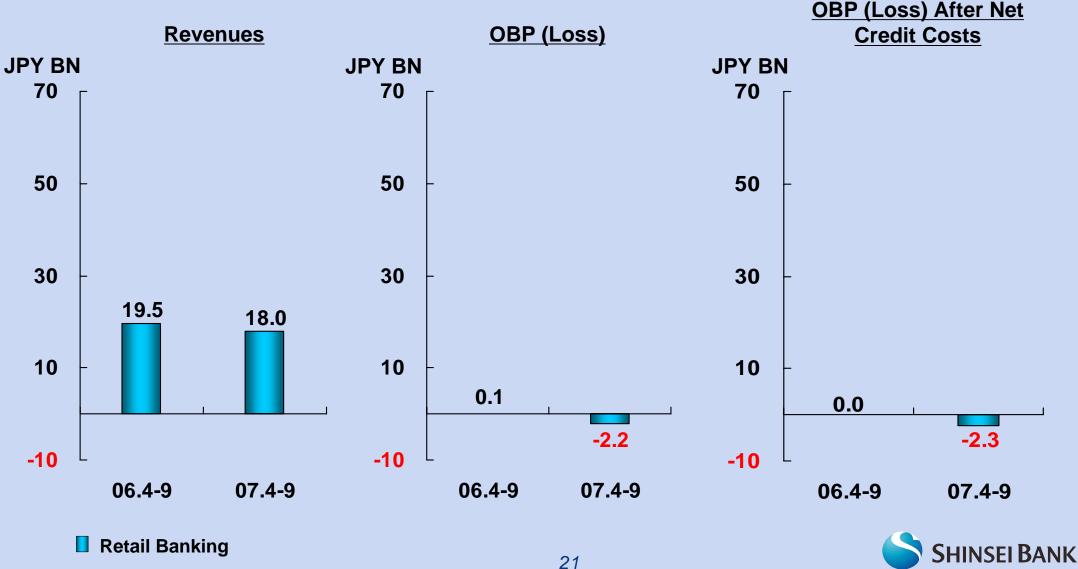








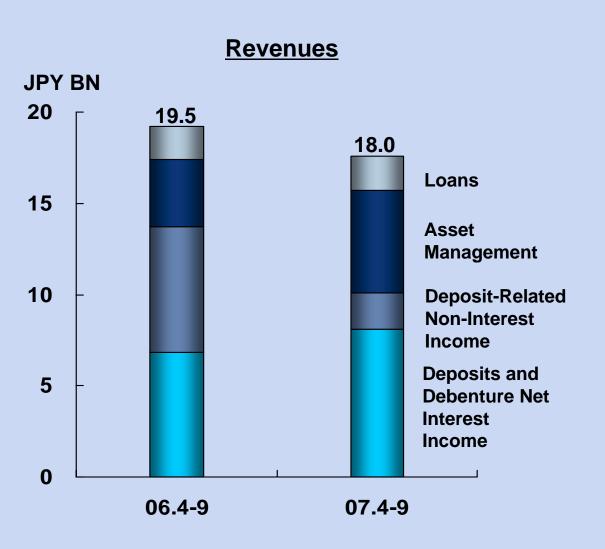
> Challenges continue to face the Retail Banking business as revenues, OBP and OBP after credit costs were down year on year







➤ Continued focus on diversifying revenue sources with less reliance on upfront option income



#### **Main Points**

Net interest income increased while non-interest declined

Lower deposit-related non-interest income (option income) related to structured deposits

Rise in asset management revenues due to increase in sale of mutual funds and variable annuities

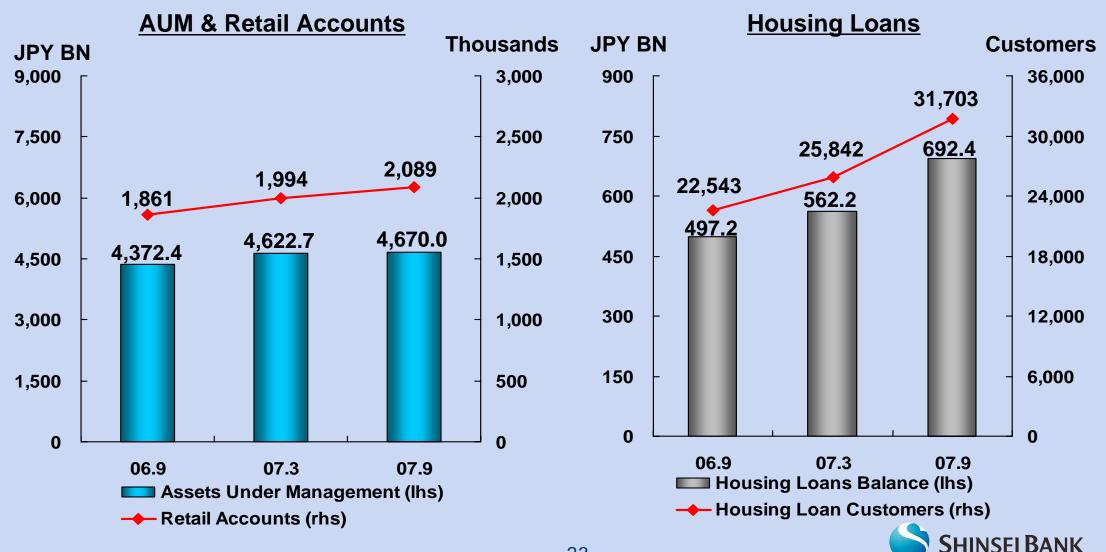


## Retail Banking:





- ➤ Steady balance of AUM centered on retail deposits, mutual funds and variable annuities
- Strong increase in housing loan customers leading to strong growth of housing loans

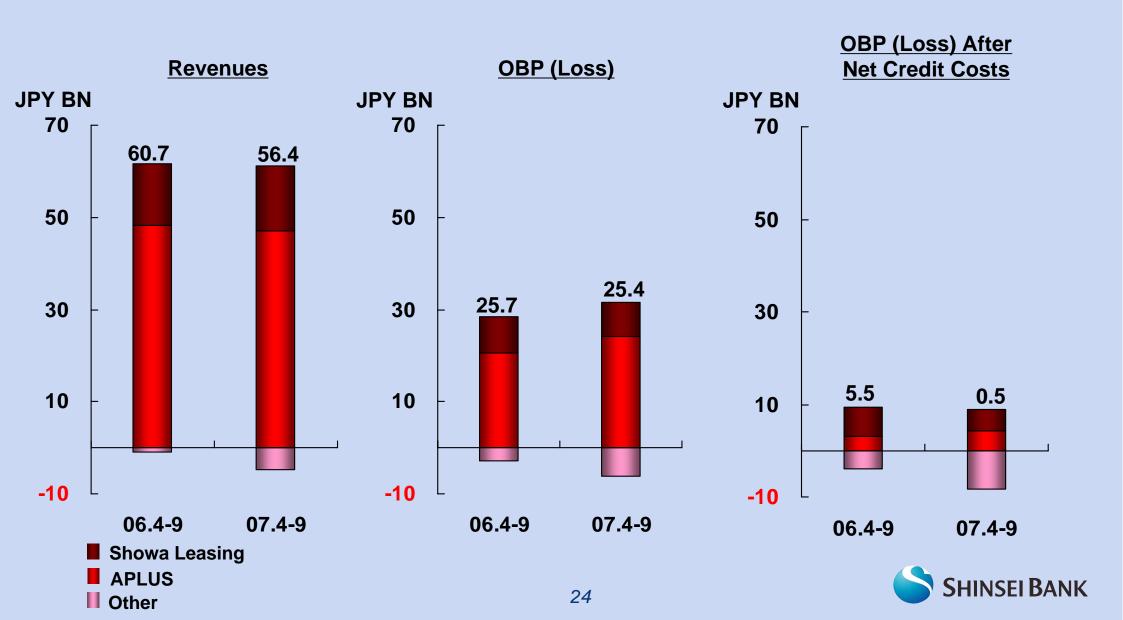








➤ Maintaining OBP on lower revenues due mainly to Shinki losses, but fall in OBP after credit costs



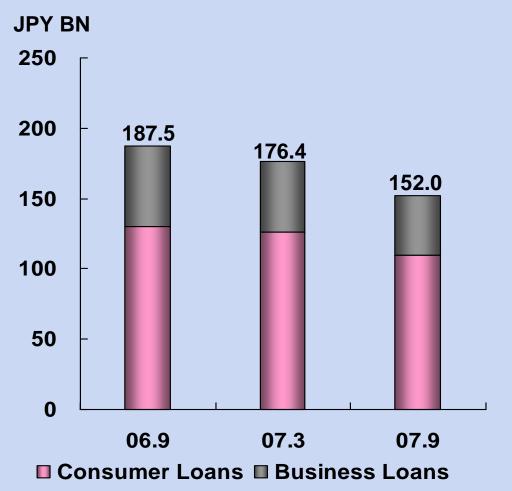


Other subsidiaries: Shinki



➤ Shinki's focus on quality white-zone lending to both consumers and businesses resulted in lower balance of loans

#### **Shinki Consumer & Business Loans\***



#### **Main Points**

Lower balance of consumer and business loans due to focus on reducing grey zone customers

Presently migrating existing customers into white zone with all new loans being made in the white zone

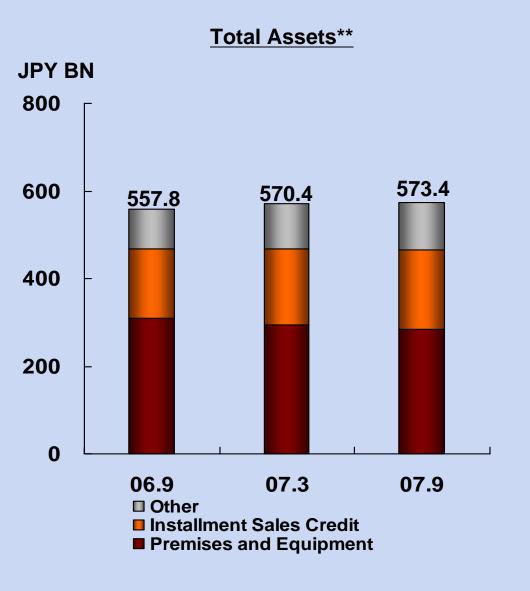




### **Showa Leasing**



➤ Showa Leasing's business being supported by steady balance of leasing assets\* and installment sales credit



#### **Main Points**

Slight rise in total asset balance due mainly to rise in installment sales credit

<sup>\*</sup>Showa Leasing consolidated data after reclassification to conform to bank's financial statements, before consolidating to Shinsei Bank



<sup>\*</sup>Leasing assets are included in premises and equipment



Cash

Other

Reserves

Total Assets

Grey Zone

Debt

Other

Liabilities

**Equity** 

Reserves

Receivables

A.

В.

## Consumer and Commercial Finance:

#### **APLUS First Half Summary of Key Figures**



#### **Balance Sheet\***

JPY BN

06.9

74.0

07.9

61.4

	07.9	06.9
C	124.3	141.7
D	1,160.1	1,310.8
	224.5	205.1
E	-46.5	-49.4
	1,462.4	1,608.2
F	9.4	2.4
	534.8	597.3
	856.7	934.5
	1,400.9	1,534.2

#### Income Statement\*

JPY BN

	06.4-9	07.4-9
Total Revenue	48.8	47.7
Expenses	27.0	22.1
ОВР	21.7	25.6
Net Credit Costs	17.5	19.8
Grey Zone Provisions	1.5	1.7
Other Losses	0.6	0.3
Income before		
Income Taxes and Minority Interests	2.1	3.8

#### **Explanation of Key Items**

#### **Balance Sheet**

- A. Receivables: Smaller overall portfolio, expected and viewed as positive: reducing merchants to focus on quality.
- B. Debt: Successful bond issuance in first half, bank debt market is still supportive.

#### **Income Statements**

- C. Revenues: YOY decrease. expected and in line.
- D. Expenses: 18% reduction, positive impact of restructuring in FY06.
- E. Credit Cost: Increase YOY was expected and a result of delayed collections during implementation of restructuring measures in FY06. Expect normalization going forward.
- F. IBIT\*\*: Gain on stock sale contributed to IBIT.

<sup>\*\*</sup>Income before income taxes and minority interests









> Focus on card business and efficiency in shopping credit business

#### **Product Profitability\***

JPY BN

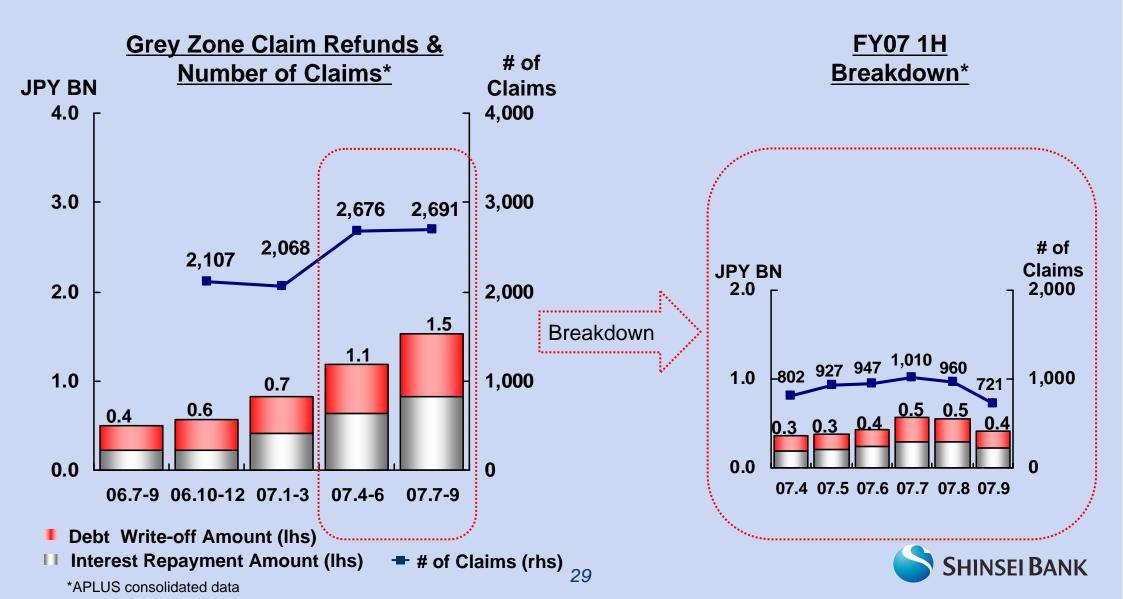
	07.4-9 % of Total Revenues	07.4-9 IBIT**	07.4-9 Average Operating Assets	07.4-9 ROA (Annualized)
Shopping Credit	34%	0.5	1,131.8	0.1%
Credit Card	23%	-2.7	109.3	-5.0%
Loans	22%	2.3	122.5	3.9%
Zen-nichi	9%	0.2	62.7	0.7%
Settlement	4%	1.0	-	-
Guarantees, Capital Gain and Others	8%	2.5	111.7	-
Total	100%	3.8	1,538.0	0.5%







➤Number of claims for grey zone refunds increased in 1Q, but has started flatting out in 2Q
✓Continuing to monitor the trend and apply the appropriate level of provision





#### **APLUS Vision and Strategic Initiative**



## <u>REAL</u> CHALLENGES

- Grey zone.
- Lower interest rates on consumer loans as we transition to white zone.
- Regulatory risk on core shopping credit business.

## <u>REAL</u> <u>OPPORTUNITIES</u>

- Turning our card business around.
- Balance of power with merchant and Shinpan is changing.
- Strong demand for solutions banks can't cover.
- One step ahead of competition in restructuring providing us with a window of opportunity.

### **Next Generation Shinpan:**

#### What does it mean?

- Complete upgrade of IT platform- use methods successfully employed in Shinsei Bank's retail bank.
- Highly differentiated from the market in terms of IT investment, running cost, ability to customize to business partners needs quickly. Impacts all product offerings.
- Not reliant on being the biggest.
   Available technology is cheap, don't get much cost advantage from being huge.
- Sales force offers solutions to complex merchant business challenges, back office is highly automated.
- A very different way of doing businessthe work has started.





## Color your life





