# Global Corporate Group

— Approaches to Large and Global Corporations, and Other Entities —

The Global Corporate Group provides highly-specialized, cutting-edge products and services to satisfy the needs of large corporations, multinationals and other entities, leveraging Mizuho's comprehensive financial capabilities through close cooperation between the global corporate banking sector and the wholesale securities sector.

# **Accelerated Global Strategy**

#### **New Global Expansion**

As a leading financial institution in Japan, Mizuho offers domestic and foreign clients engaged in global business activities the best available solutions by dynamically combining its rich experience in overseas markets with its powerful overseas network and its cutting-edge financial products.

#### Strategic Reinforcement of Office Network

In light of the increasing global expansion of its clients' business, MHCB continues to reinforce its network of branches and subsidiaries with a view to realizing more timely responses to clients' local needs overseas.

As part of its activities during fiscal 2007, it opened new branches in Milan in April and Dubai in June, and commenced business promotion activities at its Mexico Representative Office in May. In June, MHCB established Mizuho Corporate Bank (China) and placed its five existing China branches under the new subsidiary. Mizuho Corporate Bank (China) then opened its Tianjin Branch in July and its seventh office, the Dalian Economic & Technological Development Area Sub-Branch, in October. In Canada, MHCB completed the transfer of business operations from its wholly-owned subsidiary, Mizuho Corporate Bank (Canada), in November, and commenced operations at the newly established Canada Branch and Vancouver Office. Looking ahead, MHCB plans to open an office in Qingdao, China, and a branch in Taichung, Taiwan.

MHCB will continue to carefully analyze medium- to long-term economic conditions and client trends in these regions with a view to maintaining its flexible, proactive branch network development strategy.

#### Strengthening Alliances

The group complements those regions and products that its network cannot cover by strengthening relationships with leading local financial institutions through tie-ups and equity investments.

In October 2007, it concluded a memorandum concerning a business alliance with China CITIC Bank Corporation as part of its commitment to building cooperative relationships aimed at improving its responses to clients' needs.

# **Sharing Clients' Global Growth Strategies**

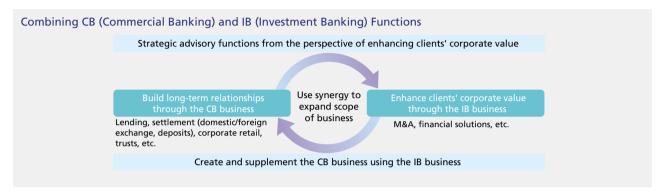
MHCB is drawing on its robust, long-term relationships with clients to develop its solutions business and thus help raise its clients' enterprise value from a medium- to long-term perspective.

Acting as relationship managers (RMs) for the entire group and employing a "strategic advisory service-based solutions business approach" as their code of behavior, MHCB's RMs identify the management issues clients face amidst intensifying global competition. They offer M&A advisory services, various forms of securitization, syndicated loans, pensions and cash management systems (CMS), and make maximum use of the banking, securities, trust and other specialist functions embodied within the group to offer the best possible financial solutions on a global basis.

# Global Corporate Group

— Approaches to Large and Global Corporations, and Other Entities —

The environment facing clients is changing rapidly as a result of growing activity in the area of strategic cross-border corporate alliances and increasingly fierce competition for market share in emerging markets overseas. MHCB's Industry Research Division has led the field of domestic industrial research for many years, and has now established its offices in New York and London to strengthen its industrial research capabilities on a global basis, allowing it to strengthen its functions as a global partner for its clients.



# Promoting Investment Bank-Type Finance Project Finance

Project finance requires sophisticated skills and a rich store of knowledge. MHCB is a global leader in the area of project finance, ranking second in the world on an arrangement value basis in January-September 2007. This kind of performance has greatly enhanced its reputation, to the extent that it was selected to act as the financial advisor for the Panama Canal expansion project.

It also uses project finance as part of its deep involvement in developing new forms of finance tailored to specific projects, from new businesses and business reorganization to PFI/PPP and privatization.

Project Finance Global Mandated Lead Arranger Table (January to September 2007)					
Rank	Company name	Amount (millions of U.S. dollars)	No. of transactions		
1	Royal Bank of Scotland Group	11,711.0	55		
2	Mizuho Financial Group	7,800.5	46		
3	BNP Paribas	7,476.6	53		
4	Calyon	6,817.4	42		
5	Societe Generale	5,757.5	32		
6	State Bank of India	5,173.8	14		
7	Dexia	5,134.0	36		
8	Bank of China	4,716.7	4		
9	Sumitomo Mitsui Financial Gro	up 4,593.0	39		
10	Citi	4,561.1	21		
Source: Thomson Financial					

# Leveraged Finance

MHCB has promoted the leveraged finance business in order to help clients raise their enterprise value through business restructuring using MBOs, LBOs and similar approaches. It has also adopted a proactive approach to cross-border deals, and has compiled an excellent track record in the sector for leveraged finance transactions at the global level.

Group companies, Mizuho Corporate Advisory and Mizuho Capital Partners, provide advisory services in connection with MBOs and financial strategies, as well as responding to clients' increasing sophisticated financial needs through its MBO funds and mezzanine funds investment.

# Global Corporate Group

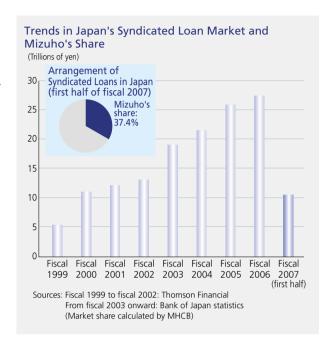
— Approaches to Large and Global Corporations, and Other Entities —

# **Global Syndication Business**

MHCB has been engaged in the syndication business since its inception, and has played a major part in the development of a sound market. It has contributed a great deal to market growth by originating a large number of deals, including cross-border syndicated loans ("Ninja Loans") for foreign companies and sovereign entities raising funds in the Japanese market, and financial solutions for total debt restructuring aimed at increasing clients' enterprise value.

Having deployed expert staff at its offices in New York, London and Asia, it will continue to provide appropriate solutions for clients expanding their global businesses in a wide range of areas.

Banks today must be able to use syndication functions as a means of responding to clients' total financial needs. Based on its "Investment Bank Declaration" and its "Global Declaration," MHCB's proactive involvement in the syndication business goes beyond traditional methodologies.



# **Approaches to the Global Alternative Investment Business**

Aimed at professional investors such as institutions and pension funds, the "alternative" asset management business is an area of the global wholesale market that is growing as the investment needs of institutional investors diversify. MHCB is the first Japanese bank to engage proactively in the global alternative investment business.

Centered on Mizuho Alternative Investments in the Americas and Mizuho Investment Management UK in Europe, the group is reinforcing its network across the Americas, Europe and Asia, including the planned establishment of an investment company in Tokyo, while responding to recent changes in the market environment. In this way, it is strengthening its access to global money, and creating superior investment opportunities.

It is also offering services that draw on the all-round strengths of group companies through appropriate cooperations with their various functions as represented by MHSC, which is strengthening its global network, MHTB, which has been commissioned to handle pension fund management, and Mizuho's asset management companies.

#### **Credit Portfolio Management**

MHCB has been proactively engaged in credit portfolio management (CPM) as part of its efforts to promote its "originate to distribute" business model. It is working to maintain and enhance the soundness and profitability of its credit portfolio by strategically rebalancing its assets and controlling credit risk by utilizing the credit market to respond to changes in the status of the bank's entire credit portfolio and the macro economic situation.

In order to respond more flexibly and timely to its clients' increasingly global and diversified finance needs, it intends to strengthen its efforts in the area of CPM by expanding its efforts in loan sales and hedging through CDS and securitization targeting domestic and foreign companies.

# Global Corporate Group

— Approaches to Large and Global Corporations, and Other Entities —

# **Boosting Sales and Trading Capabilities**

MHCB is making determined efforts to strengthen its product development capabilities in the sales and trading sector. As it works to secure a position as a top global player, it has expanded its product lineup to include credit and commodities as well as conventional items like interest rates and foreign exchange in order to provide clients with the optimal financial solutions for controlling financial and business risk. It also offers asset management products to its institutional investor and fund clients.

# **Promoting the Transaction Business at the Global Level**

MHCB offers solutions at the global level through cooperation between its specialist divisions, and its domestic and overseas offices. In addition to various forms of foreign exchange risk hedges, MHCB offers new forms of trade finance including trade receivable finance and commodity finance. For clients with overseas offices, it also provides sophisticated asset management services on a global basis through Mizuho Global CMS and the cross-border pooling service.

#### **Global Investment Bank**

MHSC offers high-quality, specialized solutions in response to the wide-ranging needs of clients such as domestic and international institutional investors, corporations, financial institutions, businesses and public sector entities. As an investment bank operating in the global arena, it aims to contribute to the realization of a better society that will continue to develop on an ongoing basis by ensuring thoroughgoing compliance while helping to nurture and develop the capital market through corporate activities.

## **Global Investment Banking Groups**

In the area of bond underwriting operations, one of its long-standing strengths, MHSC has sustained its sector-leading performance. It is also building long-term relationships of trust with its clients as a result of its powerful bond selling capabilities, its ability to set prices to reflect clients' demand with precision, and respond rapidly to changes in the market. MHSC is strengthening its initiatives in the equities underwriting business, which it sees as a strategic sector, and has grown to occupy a place as a major player by winning mandates as the lead manager in some major finance deals.

MHSC puts it among the market leaders in Japan in the structured finance sector, notably in securitizing real estate and monetary claims by using its personnel resources and know-how.

In the area of M&A advisory services, it draws on its advanced sectoral knowledge and know-how to provide advice that suits clients' management strategies, winning a top-class reputation for its capabilities that consistently places it on the top rungs of the advisory rankings.

It will reinforce its ability to put forward and execute proposals in line with clients' business strategy needs and create new business opportunities, while striving to further expand its M&A business.

#### Total SB League Table

(including samurai bonds and municipal bonds, and excluding subsidiary debt issue, self-led issue, and retail-targeted)
\*Lead managing amount basis. Total amount of issues: ¥6,034.1 billion.
(April to September 2007)

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Rank	Company name	Amount (billions of yen)	Share (%)	
1	Mizuho Securities	1,189.1	19.7	
2	Nomura Securities	1,143.7	19.0	
3	Daiwa Securities SMBC	1,005.6	16.7	
4	Mitsubishi UFJ Securities	907.7	15.0	
5	Nikko Citigroup	637.6	10.6	
Source: Calculated by MHSC, based on data of I-N Information Systems				

#### M&A Advisory Ranking

(Japanese target, any acquirer nation, deals announced) (January to September 2007)

Rank	Advisor	Amount (millions of U.S. dollars)	Share (%)
1	Nomura	26,937	30.7
2	Citi	15,280	17.4
3	Mizuho Financial Group	15,087	17.2
4	GCA Co Ltd	15,042	17.1
5	Mitsubishi UFJ Financial Grou	p 14,044	16.0
	Source: Thomson Financi		mson Financial

## Global Corporate Group

— Approaches to Large and Global Corporations, and Other Entities —

# **Global Markets & Products Groups**

Having carved for itself a position as a market leader in the bond business from the beginning, MHSC provides products that suit its clients' investment strategies, engaging proactively in market-making and offering high-quality information. It is also channeling its management resources into the equities business, rapidly enhancing its market presence and responding appropriately to clients' increasingly sophisticated needs. It will further respond to its clients' needs and expand its market presence at home and overseas by strengthening its ability such as selling to overseas investors, engaging in trading in overseas stocks, and arranging and offering a variety of high value-added products.

It will also channel its management resources into the middle retail business to respond to the change in money flow as the shift away from savings and towards investments spreads to individuals as well as institutional investors and industrial corporations, proactively engaging in the financial products sales (securities sales) agency business through regional financial institutions.

# **Merger with Shinko Securities**

Subject to the approval of the relevant authorities, etc., MHSC and Shinko Securities are due to merge in May 2008. As the group's core securities company, the newly-merged MHSC will aspire to become the top investment bank operating in the global arena, fusing the global platform that MHSC built up through its original investment banking business with Shinko Securities' nationwide client base and comprehensive securities network.

# Global Retail Group

— Targeting Individuals, SMEs and Middle-Market Corporations —

With the close cooperation of leading domestic and international companies, the Global Retail Group provides top-level products and services on a global scale in response to the needs of individuals, SMEs and middle-market companies.

# **Approaches to Individual Customers**

# **Mizuho Personal Squares**

MHBK is proactively deploying "Mizuho Personal Squares" with a view to providing more attractive branches that customers can visit for consultations with greater ease. As of the end of November 2007, the aggregate total of such branches was 115.

As part of this program, it established the Ashiya Branch "Mizuho Personal Square Ashiya" in July 2007, and the Gakuen-mae Branch "Mizuho Personal Square Gakuen-mae" in August. Both Ashiya in Hyogo Prefecture and Gakuen-mae in Nara Prefecture are in residential areas of Kansai that are noted for their convenient transportation links and attractive environments, and are expected to develop further in the future. MHBK plans to open further the Musashi-sakai Branch in the Tokyo Metropolitan area, and the Senri Chuo Branch in Kansai.

The bank will gradually enhance its branch functions by establishing more "Premium Salons" within its "Mizuho Personal Squares" to allow customers to consult its staff about asset management and housing loans in a relaxed and comfortable atmosphere, and utilizing lobby space for dispensing financial information.

#### "Mizuho Mileage Club" Membership Services Enhanced

By November 2007, over 5 million people had signed up for MHBK's "Mizuho Mileage Club" membership service, a strategic product for individual customers that allows members to accumulate points according to their usage of MHBK services.

In October 2007, MHBK started to offer the "Mizuho Mileage Club Card/ANA" in a tie-up with All Nippon Airways (ANA). The new card embodies an IC ATM card with biometric identification and an IC credit card, together with its frequent flyers program "ANA Mileage Club," easy check-in service "Skip" and Electronic Money "Edy" functions in a single card, and incurs no annual fees. To coincide with its current "Happy Bank Day to You" campaign, MHBK is planning to hold a "Mizuho Happy Travel Photo Contest" from January to March 2008, inviting participants to submit photos on the theme "Happy Moments of My Travels."

# **Responses to Customers' Consulting Needs**

#### **Strengthening Consulting Services**

MHBK is putting a great deal of effort into strengthening consulting services, designed to build long-term relationships with customers based on trust by responding more precisely to their diverse consulting needs mainly on asset management. It has trained personnel specializing as financial consultants and can provide optimal specialist consultations. It increased the number of financial consultants to 2,500 as of the end of September 2007. As of the end of November 2007, it had established "Premium Salons" to provide customers with exclusive space for consultations at 291 branches throughout the country as part of its efforts to create an atmosphere where customers can consult its staff in a relaxed and comfortable manner.

To make it easier for customers to attend, it also holds seminars and consultations on asset management at irregular intervals on weekends and holidays.

# Global Retail Group

— Targeting Individuals, SMEs and Middle-Market Corporations —

# "Special Consulting Program for Retirees" Launched

MHBK offers services under the "Special Consulting Program for Retirees," which provides comprehensive retirement allowance management proposals to members of the generation who are starting to plan for a new start in life following retirement.

It responds to customers' needs for consultations in connection with post-retirement lifestyle planning or managing their retirement allowances by offering information through "Money Life Simulations" and the informational magazine "The Second Act."

Customers who are thinking seriously about retirement allowance management can avail themselves of the proposals put forward in the "Mizuho Money Plan Set — Retirement Allowance Investment Plan" and the "Special Interest Rate Plan for Retirement Allowance Time Deposits."

In addition to MHBK, MHTB and MHIS also offer the "Special Consulting Program for Retirees" as a comprehensive response to customers' various needs in the areas of banking, trusts and securities.

#### **Expanding Asset Management Products**

To support customers' asset management needs, MHBK is endeavoring to expand its product lineup in such areas as investment trusts, insurance and foreign currency deposits.

It has started handling four products in the area of investment trusts—the "HSBC China Equity Fund Quarterly Type," the "Shinko Pure India Equity Fund," the "Asia 3 Asset Balanced Fund," the "Fidelity 3 Basic Fund." In the area of insurance, it started handling the "Nenkindayori" pension resource guaranteed type variable personal pension insurance. It also handles special interest rate plans for foreign currency time deposits.

#### Enhancing Comprehensive Financial Services through Cooperation with Group Companies

MHBK is working to enhance its comprehensive financial services by strengthening its ties with group companies.

MHIS has been setting up "Planet Booths" in the lobbies of MHBK branches, bringing the nationwide total as of the end of November 2007 to 115. MHBK continues to roll out its one-stop service program with a view to eventually ensuring access to MHIS at every branch.

MHBK also handles a variety of MHTB trust products at head office and all branches using the agent system for trust banking business. In particular, there is steady annual growth in the number of consultations in connection with testamentary trust services, which provide help in preparing, keeping and executing wills, and estate distribution services, which handle tangled inheritance procedures on behalf of customers.

#### **Personal Loans**

#### **Housing Loans**

To satisfy customers' diversified needs in respect of housing loans more flexibly, MHBK offers various products that take into consideration factors like life stage variations and changes in the interest rate environment.

To enable customers who are busy during the daytime to consult banks about loans in a more relaxed atmosphere, it proactively increased the number of housing loan consultations held on weekday evenings, holidays and weekends during the first half of fiscal 2007. It also increased the number of "My Home Plazas," which offer extended office hours and specialize in completing contract procedures in order to better accommodate customers' schedules when they need to visit a branch to sign contracts. Likewise, it has expanded its "Housing Loan Business Promotion Centers," which serve as specialist channels where customers consult or apply for housing loans through housing sales companies.

# Global Retail Group

— Targeting Individuals, SMEs and Middle-Market Corporations —

## **Unsecured Loans**

MHBK is working proactively to expand the number of customers using unsecured "Mizuho Orico Card Loans," launching a "Summer Cash Back Campaign" in August and September 2007.

In July 2007, it also launched the "Mizuho Multipurpose Loans (Housing Loan Users Special Account)," an unsecured loan product for which customers who have been using MHBK housing loans for a certain length of time may apply.

# Global Retail Group

— Targeting Individuals, SMEs and Middle-Market Corporations —

#### Targeting SMEs and Middle-Market Corporations

# **Strengthening Proposal Capabilities and Customer Contact Points**

MHBK has established a solutions business promotion framework to enable it to respond to the varied and sophisticated needs of SMEs and middle-market corporations, and offer highly specialized services. By reviewing its existing branch network and redeploying its RMs (relationship managers), it will build up a framework that will allow it to offer even more expert services. At the same time, it will further strengthen its points of contact with customers by strategically redeploying headquarters personnel to branches. It believes that this kind of framework will enable it to make the most of its strengths in a wide range of areas, from consulting on asset management to improving the efficiency of settlement operations and making proposals on management issues, as well as funding.

#### **Approach to Funding Needs**

In order to respond proactively to funding demand among SMEs and middle-market corporations, MHBK is working to expand the ¥1 trillion "Super Wide" strategic loan fund and other unsecured loan products as a means of satisfying the varied needs of companies of all sizes. It is making every effort to develop products that respond precisely to customers' needs including "environmentally aware finance schemes" that offer preferential interest rates to support environmentally conscious customers. It is also developing and offering new loan products that do not rely excessively on real estate collateral or personal guarantees, proposing loan asset securitization schemes from the perspective of balance sheet controls and making asset-based lendings that use accounts receivable or inventories and other operating revenue assets as collateral. Additionally, it is improving its responses to new business funding needs by, for example, devising schemes to exploit intellectual property rights.

# **Alliance with Orient Corporation**

Through an alliance with Orient Corporation, MHBK is making use of the credit enhancement capabilities offered by Orico and the debt servicer know-how offered by Japan Collection Service, a member of the Orico group, to develop a number of unsecured loan products for SME customers and respond promptly to their borrowing needs.

#### **Approach to Small-Scale Corporate Customers**

MHBK is proactively engaged in the lending business, and has concentrated its overall lending operations for small-scale companies in Mizuho Business Financial Center, a subsidiary specializing in lending. Mizuho Business Financial Center deploys its staff of 600, most of them veterans who are well versed in the lending business, and works proactively to satisfy the funding needs of small-scale customers through loans with guarantees from the Credit Guarantee Corporation and unsecured loan products in cooperation with Orico.

# Becoming the Top Bank in Providing Solutions for SMEs and Middle-Market Corporations Further Promoting the Solutions Business

A team of approximately 350 MHBK professionals specializing in corporate banking is working together with its branches to provide optimal solutions that make the most of the bank's expertise as a specialist in transactions with SMEs and middle-market corporations. The solutions offered are ranging from financing deals in areas like structured finance and syndicated loans to solutions associated with business strategies such as business inheritance, M&As and business matching, and advisory services on overseas business expansion.

# Global Retail Group

— Targeting Individuals, SMEs and Middle-Market Corporations —

#### **Mobilizing Group Strengths**

Business inheritance needs are an extremely important management issue for the owner-managers of SMEs and middle-market corporations. To deal with customers' individual needs in such areas as the inheritance of management rights and business restructuring, MHBK set up the Corporate Consulting Office to specialize in providing bold, high-quality proposals in cooperation with MHTB and other group companies.

MHBK responds to the needs of customers planning IPOs through organized collaboration with other group companies: Mizuho Capital serves as a venture capital investor and provides advice on going public; MHIS provides broadly based support as a securities company; and MHTB provides advisory and stock transfer agency services.

With regard to the development of customers' overseas business, specialist staff in Japan and overseas who are well versed in overseas business use the group's most extensive Asian network of any Japanese bank to provide optimal information and services accurately and quickly according to the needs and stage of development of the business in question, whether this means a local feasibility study, the establishment of a local subsidiary, or the start of operations. Specialist staff also offer solutions pertaining to customers' wide-ranging overseas business needs, including the global CMS, operational support for import and export transactions, and foreign exchange risk mitigation needs.

As part of its CSR (corporate social responsibility) activities, it supports environmentally-conscious management at SMEs and middle-market corporations. It is strengthening its environmental business matching initiatives for introducing customers of Mizuho who possess sophisticated technologies, know-how and equipment in various environmental areas to customers who are tackling environmental issues proactively.

# Global Asset & Wealth Management Group

Dealing with Clients' Demands for Asset Management and Administration

The Global Asset & Wealth Management Group provides top-level products and services on a global scale in response to the diversified and advanced clients' needs in the business areas of trust and custody, and private banking.

#### **Asset Management Trusts**

In the case of its "Asset Management Trust" products, MHTB separately establishes and manages trusts for each client, primarily by accepting their stocks, bonds and other securities. Making the most of the know-how it has accumulated through its asset management business as a trust bank, it uses its trust functions to provide solutions to various issues ranging from support for asset management and investment to methods for dealing with acquisitions or disposals of treasury stocks, which require special care.

#### **Testamentary Trusts**

In contemporary Japan, the advent of an aging society with falling birthrates and heightened awareness of individual rights has fueled an increase in the number of inheritance problems. Each year, more and more clients are making use of the trust banks' testamentary trust business as a means of preventing such inheritance problems from arising.

MHTB's testamentary trust business covers three services: consent to allow the bank to undertake the execution of wills so that their provisions are fulfilled; will custody trust services; and entrustment by all heirs to allow the bank to act as their agent in the inheritance and thus the distribution of the estate. As of the end of September 2007, over 12,300 wills had been entrusted to MHTB, thereby placing the futures of their families in its hands where asset inheritance is concerned.



# **Securitization of Monetary and Other Claims**

MHTB makes full use of its trust functions in developing asset financing schemes on an order-made basis, and proposing them to its clients. Utilizing the high-level structuring capabilities it has built up on the basis of its strong track record, MHTB offers various solutions to corporate clients' needs for fund procurement, cutbacks in assets and liabilities and better financial indices. As a result, the balance of monetary claims and other claims in trust stood approximately ¥7.0 trillion at the end of September 2007.



# Global Asset & Wealth Management Group

— Dealing with Clients' Demands for Asset Management and Administration —

#### **Real Estate Securitization**

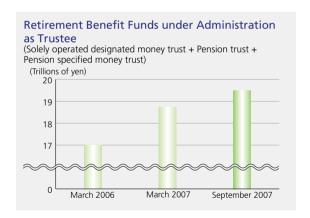
In recent years, real estate securitization has come into increasingly active use because of the need to overhaul strategies relating to real estate holdings in response to changes in the business environment. These include the growing need to make more efficient use of assets, the diversification of fund investment and procurement needs, and changes in the accounting system.

Fully utilizing the know-how it has built up over many years, MHTB is engaged in a wide range of securitization deals involving office buildings and other commercial facilities. At the same time, it is proactively engaged in real estate development methods that utilize securitization mechanisms. MHTB's capabilities and performance in arranging real estate securitization deals have earned high marks among Japanese and overseas rating agencies and investors. As of the end of September 2007, it had a total balance of securitized assets under administration as a trustee in excess of ¥5.0 trillion



#### **Pensions Business**

Amidst the renewed attention being paid to corporate pensions, MHTB proposes appropriate solutions to each client's requirements by offering the services and product packages needed for corporate pension schemes, which range from pension plan design and the management of pension policyholders and recipients, to asset investment and management.



#### **Full-Scale Wealth Management Services**

Mizuho offers the best solutions to individual clients' diversified needs.

Mizuho Private Wealth Management is providing ultra-high-networth clients\* with comprehensive, integrative and continued services similar to those available in the U.S. and Europe to the extent permitted under Japanese laws and regulations.

Based on the open-architecture concept of "providing clients with the best around the globe," it will continue to offer products and services of the highest level.

With regard to non-financial services, it will provide premium services to meet clients' diverse needs in relation to art, automobiles and similar areas, in collaboration with prestigious companies, as well as high-quality solutions in connection with areas such as philanthropy and concierge services.

<sup>\*</sup>Clients who have entrusted Mizuho with extremely large amounts of investment assets.