

- ➤ I am Sakai of Mizuho Financial Group. Thank you very much for participating in our FY2021 interim results briefing.
- First, I would like to offer deep apologies once again for causing much trouble to the members of the investor community due to a series of system failures at Mizuho Bank.
- ➤ To reassure our customers that they will be able to use us without any problem, in view of the failures that have occurred since August, we are now reviewing the plan to prevent reoccurrence of such incidents that we announced back in June. The plans, once reviewed and revised, will be shared with you, the members of the investor community, at an appropriate timing.
- ➤ Today, I will present the interim results for FY2021 and our management policy for the second half of this fiscal year using the presentation material.
- > Without further ado, please turn to page 3.

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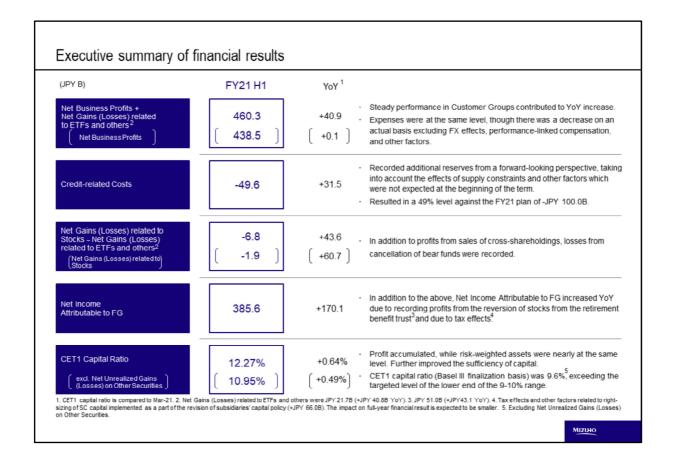
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## Management policy for FY2021 H2

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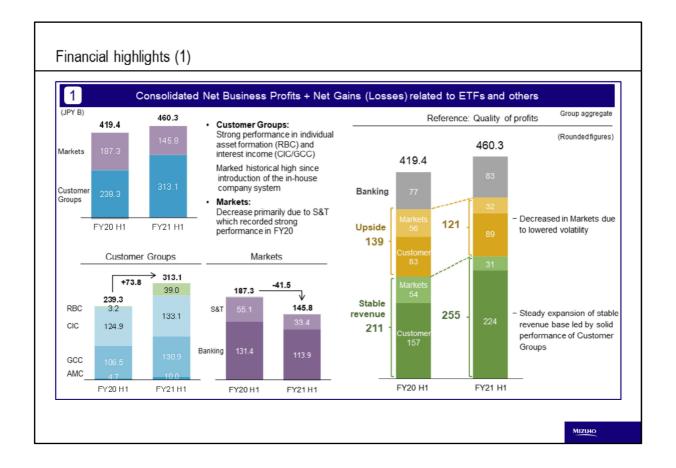
## Appendix

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## Page 3 Executive summary of financial results

- > I'll first provide an outline of the interim results.
- ➤ Net Business Profits were JPY46.3 billion, up by JPY40.9 billion YoY. The rate of progress against the annual plan of JPY790 billion is 58%, indicating a robust performance, particularly around Customer Groups.
- ➤ For Net Gains and Losses related to Stocks, we continued to reduce cross shareholdings, while with respect to the bear funds, which were introduced with the purpose of partially fixing unrealized gains on stocks, we posted cancellation losses commensurate to the gains from the sales of the stocks in view of the accumulation of capital and rising stock prices. As a result, Net Gains and Losses related to Stocks were negative JPY6.8 billion, up by JPY43.6 billion compared to the last year when impairment losses were posted.
- ➤ In addition to the above, we made further progress in reverting stocks from the retirement benefit trust that we have been working on as part of our financial structural reform initiative. There were also other factors, such as the tax effect related to the revision of our subsidiaries' capital policy. As a result, Net Income attributable to FG came to JPY385.6 billion, up by JPY170.1 billion, with a progress rate of 75% against the annual plan of JPY510 billion.

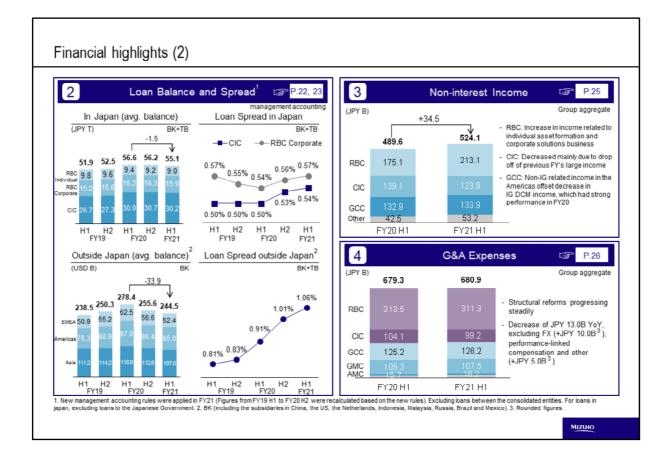


## Page 4 Financial highlights (1)

> The next 3 pages provide the highlights of the interim results.

#### Net business profits + Net gains (losses) related to ETFs and others:

- ➤ Net Business Profits for Customer Groups were JPY313.1 billion, up by JPY73.8 billion YoY, mainly driven by revenue from individual asset formation and interest income from loans and deposit outside of Japan. All the in-house companies in Customer Groups recorded increase in Net Business Profits YoY. Compared against the interim results in the past, historically, the results of this time exceeded the performance in FY2015, which was before the negative interest rates were introduced. We are having a record high for 4 consecutive years since we introduced the in-house company system in FY2016.
- ➤ For Markets, Net Business Profits were JPY145.8 billion, down by JPY41.5 billion YoY. Last fiscal year was an anomaly in terms of the market environment due to COVID-19. This fiscal year, gains from selling bonds and banking revenue declined, and S&T revenue fell, as well, due to subdued market volatility.
- ➤ On the right, we talk about the quality of profit. We can see that expansion of stable revenue, which we have said we will aim at in our financial structural reform initiative in the 5-year Business Plan, is proceeding far ahead of the plan, led by the performance of Customer Groups.



#### Page 5 Financial highlights (2)

#### **Loan Balance and Spread:**

- ➤ First, average loan balance for both Japan and overseas declined with the peak in the first half of FY2020 due to increased funding support provided under COVID-19. For Japan, loan balance decreased by JPY1.1 trillion compared to the second half of FY2020. In overseas, centering around non-Japanese customers in Europe and Asia, a drop of USD11.1 billion was posted.
- ➤ For the loan spread, in Japan, with the disbursement of product lending and progress seen in the repayments of COVID-19 related short-term loans with relatively low loan spreads, the loan spread improved by 1 basis point for both RBC and CIC. For outside Japan, in addition to the above-mentioned factors, the review of our target customers and the initiatives to improve the spread, which have been ongoing from before, went well, resulting in an increase of loan spread by 5 basis points, compared to the second half of FY2020.

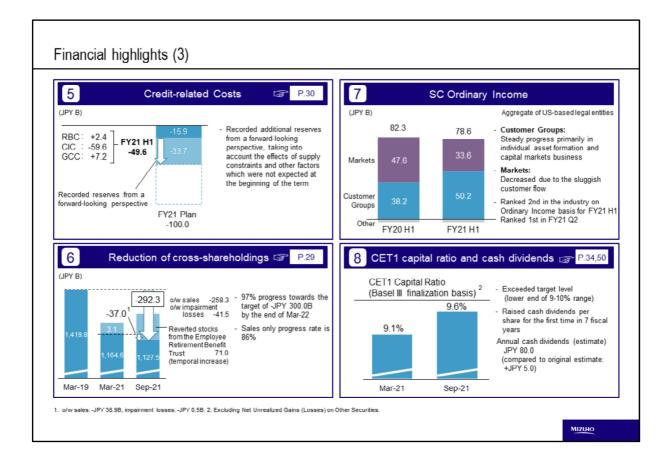
#### Non-interest Income (Customer Groups):

- ➤ For RBC, revenue was JPY213.1 billion, up by JPY38 billion YoY, as individual asset formation business, focusing on the appeals of long-term diversification and continuation, performed well on the back of last year's good results and corporate solutions also grew briskly.
- ➤ For CIC, revenue was JPY123.9 billion, down by JPY15.2 billion YoY, mainly because this year was without the large solutions deal posted last year, but derivatives and solutions continued to be strong.

For GCC, DCM for investment grade corporates, which performed well last year due to the increased issuance, declined this time, while product-related revenue, including those from non-investment grade corporates in the Americas, made up for the loss. As a result, revenue for GCC increased to JPY133.9 billion, up by JPY1 billion YoY.

## **G&A Expenses:**

➤ Structural reform continues to be pursued, and thus the expenses were appropriately controlled. Excluding impact from foreign exchange and performance-linked compensation, which was up by JPY15 billion, expenses were down by JPY13 billion YoY.



#### Page 6 Financial highlights (3)

#### **Credit Related Costs:**

➤ In view of the concerns over the supply side globally, which we had not expected at the beginning of the term, in preparation for the credit risks in the future, an additional JPY33.7 billion was provisioned on a forward-looking basis. Credit-related Costs were a negative JPY49.6 billion, down by JPY31.5 billion YoY.

## **Cross-shareholdings:**

➤ The actual reduction in cross-shareholdings by the end of September 2021 was JPY292.3 billion on a cumulative total. The progress rate is 97% against the plan to reduce by JPY300 billion by the end of March 2022. The figure for sales alone, excluding impairment, was a JPY258.3 billion with the progress rate of 86%. We will continue to proceed with this effort to achieve a reduction of JPY300 billion with the sales alone. Stocks reverted from the retirement benefit trust of JPY71 billion is posted on the balance sheet temporarily, but it is to be sold by the end of this fiscal year.

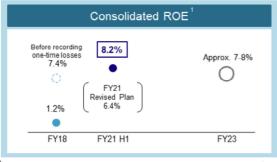
#### **SC Ordinary Income:**

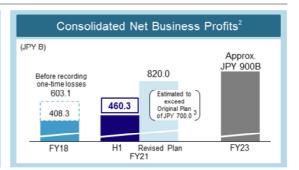
➤ Led by the solid performance in Customer Groups, Mizuho Securities' ordinary income on the basis of simply including the US business came to JPY78.6 billion, which was ranked second in the industry. And by the way, the performance for the second quarter on a stand-alone basis was number 1 in the industry.

- ➤ Overall, our assessment is that we have been able to post strong results. We were able to achieve growth in the revenues of our core businesses centering around Customer Groups, although they were some special factors as well, such as the tax effect, and under uncertainties in our business environment due to COVID-19, we allocated a forward-looking reserves additionally and also canceled bear funds in anticipation of what's to come.
- ➤ Please skip to Page 39.

## Reference: Progress against the 5-Year Business Plan

## Financial Targets





## Common Equity Tier 1 (CET1) Capital Ratio target level





Progress rate: 97%
Sales: -258.3
(Progress rate: 86%)

Mar-19

Sep-21

Mar-22

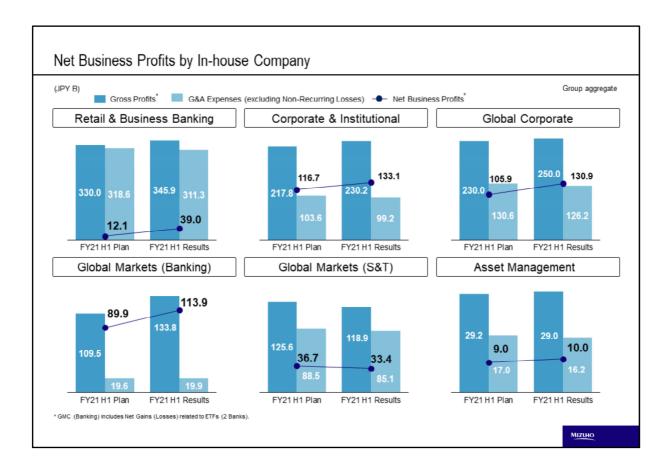
[Assumed financial indicators for FY23 targets] JGB (10-yr): 0.15%, Nikkei 225: JPY 22,100, USD/JPY: JPY 101

1. Excluding Net Unrealized Gains (Losses) on Other Securities. Calculation of numerator of FY21 H1: (Net Income - SC tax effects) times two + SC tax effects. 2. Consolidated Net Business Profits + Net Gains (Losses) related to ETFs and others. 3. FY21 original target in the 5-Year Business Plan. 4. Basel III finalization fully-effective basis, excluding Net Unrealized Gains (Losses) on Other Securities. 5. Acquisition cost basis. 6. Excluding temporal increase due to reverted stocks from the Employee Retrement Benefit more).

# Financial results by In-house Company

(JPY B)				Group aggregate					
	Gross Profits <sup>1</sup>		G&A Expenses (excl. Non-recurring Losses and others)		Net Business Profits <sup>1</sup>				ROE
	FY21 H1	YoY <sup>2</sup>	FY21 H1	YoY <sup>2</sup>	FY21 H1	YoY <sup>2</sup>	FY21 H1	YoY <sup>2</sup>	FY21 H1
Retail & Business Banking	345.9	+31.7	-311.3	+2.2	39.0	+35.9	36.6	+43.2	3.6%
Corporate & Institutional	230.2	+3.6	-99.2	+4.8	133.1	+8.2	114.9	+62.8	6.3%
Global Corporate	250.0	+24.0	-126.2	-1.0	130.9	+24.5	93.7	+38.9	7.9%
Global Markets	253.7	-39.3	-107.5	-2.2	145.8	-41.5	96.9	-25.3	11.8%
Asset Management	29.0	+5.2	-16.2	-0.5	10.0	+5.3	4.6	+2.3	8.7%

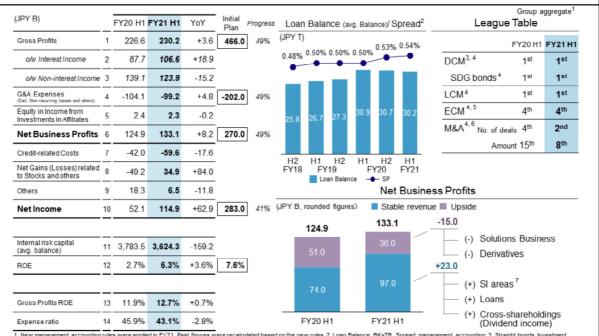
1. Global Markets includes Net Gains (Losses) related to ETFs (2 Banks), 2. New management accounting rules were applied in FY21. Figures for YoY are recalculated based on the new rules



#### Retail & Business Banking Company Group aggregate<sup>1</sup> FY20 H1 **FY21 H1** Initial Plan YoY Progress Loan Balance (avg. Balance)/ Spread<sup>2</sup> League Table (JPY T) +31.7 698.0 50% FY20 FY21 H1 0.60% 0.57% 0.55% 0.54% 0.56% 0.57% 139.0 132.7 IPO number<sup>3</sup> 1st 2nd 24.9 25.0 25.2 25.6 25.4 24.9 o/w Non-interest Income 3 +38.0 Mar-21 Sep-21 Assets in Custody (JPY T) G&A Expenses (Excl. Non-recurring losses and others) 4 -313.5 -311.3 +2.2 **-628.0** 50% 53.8 o/w SC 4 (JPY T) Equity in Income from Investments in Affiliates 48.3 48.6 Avg. holding period of equity investment trusts<sup>5</sup> 4.1 yrs. **4.6 yrs.** Net Business Profits 6 3.2 39.0 +35.9 **75.0** 52% Industry wide avg. 5, 6 3.1 yrs. 3.2 yrs. Credit-related Costs -20.2 2.4 +22.6 H2 H1 H2 H1 H2 H1 FY18 FY19 FY20 FY21 Net Gains (Losses) related to Stocks and others 13.8 +6.6 Net Business Profits 10.0 369% (JPY B, rounded figures) ■ Stable revenue ■ Upside Net Income -6.6 36.6 +43.2 39.0 (+) Asset Management (Sales Fee and other) 11 2,172.7 **2,030.4** -142.3 (avg. balance) (+) Solutions Business 3.2 (+) Loans to corporates (+) Asset Management (Fiduciary income and other) Gross Profits ROE 13 28.8% **34.0%** 99.8% -9.8% FY20 H1 FY21 H1

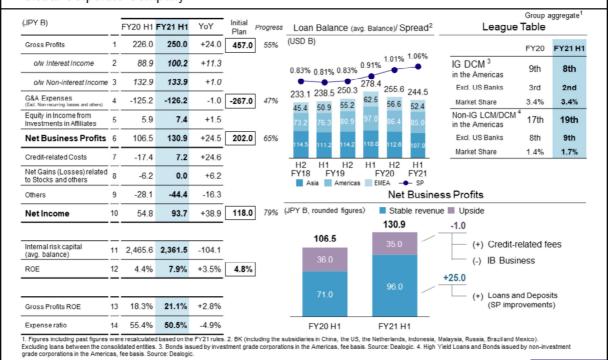
1. New management accounting rules were applied in FY21. Past figures were recalculated based on the new rules. 2. Loan Balance: 2 Banks, Spread, management accounting, 3. IPO bookrunner number source: Capital Eye 4. For Retail & Business Banking segment. 5. Calculated by dividing previous year's average balance by total cancellations/redemption value. 6. Prepared based on data published by Investment Trust Association, Japan.

## Corporate & Institutional Company

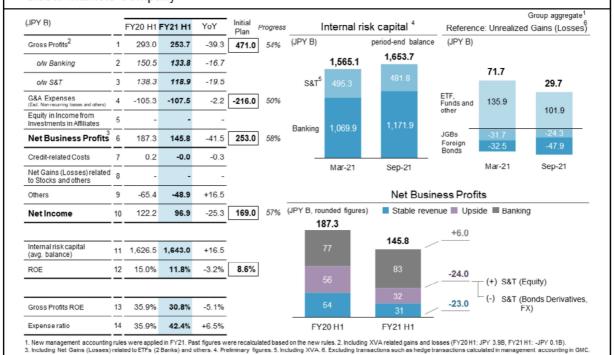


1. New management accounting rules were applied in FY21. Past figures were recalculated based on the new rules. 2. Loan Balance: BK+TB, Spread: management accounting. 3. Straight bonds, Investor corporation bonds, Zato institution bonds, Municipal bonds (Lead manager method only), Samurai bonds and Preferred securities (excluding own debt). 4. Source: Refinitiv. 5. Equity Underwriting amount. Book runner basis. 6. Any Japanese involvement announced (excluding real estate deals). 7. Strategic investment (SI) area, including the equity/mezzanine business.

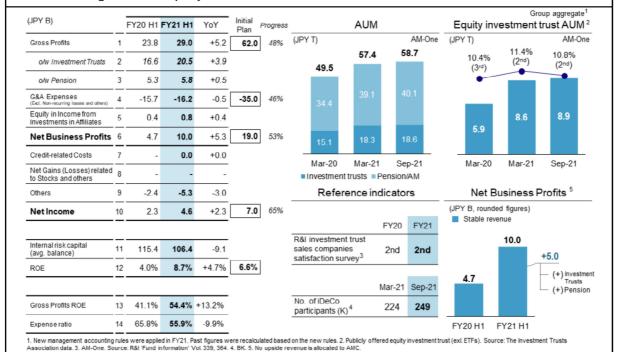
## Global Corporate Company



## Global Markets Company



## Asset Management Company

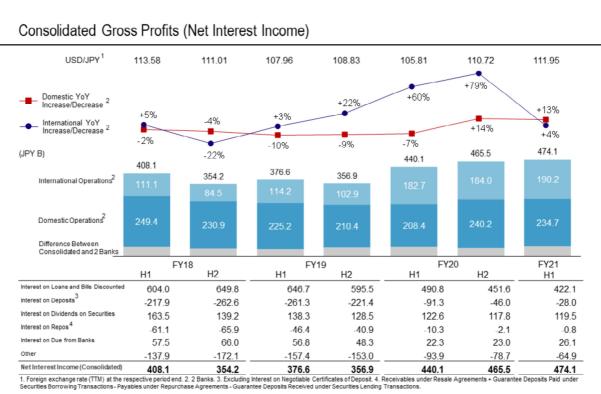


## Overview of Income Statement

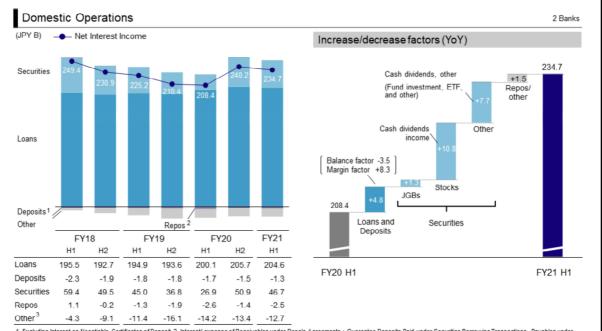
PY B)			FY2021 H1		YoY			
		FG	BK + TB	SC Consolidated	FG	BK + TB	SC Consolidated	
Consolidated Gross Profits + Net Gains (Losses) related to ETFs and others*	1	1,130.6	908.0	168.3	+37.3	+15.0	+11.0	
Consolidated Gross Profits	2	1,108.8	885.1	169.4	- 3.5	- 28.2	+13.4	
Net Interest Income	3	474.1	468.3	1.6	+34.0	+32.1	+0.0	
Net Fee and Commission Income + Fiduciary Income	4	360.1	277.4	69.5	+13.4	+6.6	+6.4	
Net Trading Income + Net Other Operating Income	5	274.4	139.3	98.1	- 50.9	- 67.0	+7.0	
Net Gains (Losses) related to Bonds	6	21.1	21.1	-	- 24.1	- 24.1		
General and Administrative Expenses	7	-667.5	-504.8	-121.2	+13.6	+13.5	- 3.	
Consolidated Net Business Profits + Net Gains (Losses) related to ETFs and others *	8	460.3	399.5	46.7	+40.9	+23.4	+6.	
Consolidated Net Business Profits	9	438.5	376.6	47.8	+0.1	- 19.8	+8.	
Consolidated Net Business Profits from core business operations (9-6)	10	417.3	355.4	47.8	+24.2	+4.2	+8.	
Credit-related Costs	11	-49.6	-49.6	0.0	+31.5	+32.0	-0.	
Net Gains (Losses) related to Stocks  - Net Gains (Losses) related to ETFs and others*	12	-6.8	-6.3	0.4	+43.6	+49.8	+0.	
Net Gains (Losses) related to Stocks	13	14.9	16.5	-0.6	+84.4	+93.1	- 1.	
Equity in Income from Investments in Affiliates	14	16.5	17.1	-0.9	+4.9	+4.8	- 0.	
Other	15	-23.7	-18.1	-0.0	+0.5	+6.9	-0.	
Ordinary Profits	16	399.3	346.2	46.6	+131.7	+122.2	+7.	
Net Extraordinary Gains (Losses)	17	47.2	47.5	-2.2	- 18.4	- 10.2	- 0.	
Income before Income Taxes	18	446.6	393.8	44.3	+113.2	+111.9	+7.	
Income Taxes	19	-54.6	-143.1	-8.3	+61.3	- 40.9	- 1.	
Profit Attributable to Non-controlling Interests	20	-6.3	-1.2	-0.1	- 4.4	- 2.3	+0.	
Profit Attributable to Owners of Parent	21	385.6	249.4	35.7	+170.1	+68.6	+5.	

\* FY20 H1: -JPY 19.0B, FY21 H1: JPY 21.7B.

#### Overview of Balance Sheet (Sep-21) Total Assets: JPY 227T (+1.6T) Trends in Non-JPY Loans and Consolidated, () represent changes from Mar-21 Non-JPY Funding Deposits (USD B) BK4 management accounting (USD B) BK, management accounting Deposits/NCDs Loans Loans Customer Deposits Proportion of Deposits to Loans 194.0 Medium and LT Funding JPY 82T (-JPY 1.5T) 278.1 75% 74% 78.7 70% JPY 148T (-JPY 1.9T) JPY 51T Market Operations Non-JPY 1 USD 278.1B 121.2 121.1 JPY<sup>1</sup> Other JPY 125T Non-JPY 1, 2 USD 194 0B 62.1 67.6 JPY 43T (+JPY 0.0T) Mar-20 Mar-21 Sep-21 Reference: COVID-19 related loans Other Liabilities Foreign Bonds JPY 14.4T (JPY T) management accounting Japanese Stocks JPY 3.6T 5.1 4.6 JPY 69T (+JPY 3.3T) 1.1 8.0 = GCC Other Assets 0.5 1.8 ■ CIC Net Assets 1.7 JPY 101T (+JPY 3.0T) ■ RBC Mar-20 Sep-20 Mar-21 Sep-21 Cash and Due from Banks oAv Bank of Japan Current Account Balance<sup>3</sup> JPY 37.8T JPY 9T (+JPY 0.2T) Loans guaranteed by Credit Guarantee Corporations (COVID-19 related) 0.0 0.4 0.5 0.5 1. Management accounting basis, rounded figures. 2. Customer Deposits. 3. 2 Banks. 4. New management accounting rules were applied in FY21 (Figures from FY19 were recalculated based on the new rules). Including Non-JPY loans/customer deposits in Japan and subsidiaries in China, the USA, the Netherlands, Indonesia, Malaysia, Russia, Brazil and Mexico.

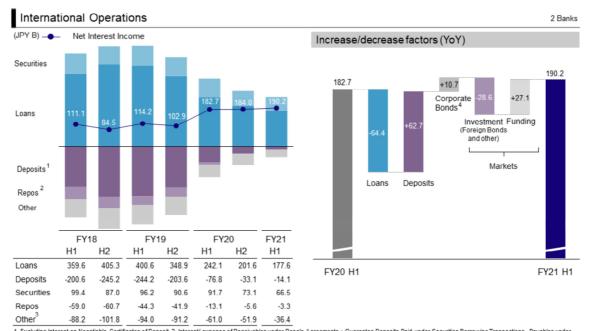


## Net Interest Income - Domestic Operations



1. Excluding Interest on Negotiable Certificates of Deposit. 2. Interest/ expense of Receivables under Resale Agreements + Guarantee Deposits Paid under Securities Borrowing Transactions - Payables under Repurchase Agreements - Guarantee Deposits Received under Securities Lending Transactions. 3. Including Interest on Due from Banks.

## Net Interest Income - International Operations



1. Excluding Interest on Negotiable Certificates of Deposit. 2. Interest/ expense of Receivables under Resale Agreements + Guarantee Deposits Paid under Securities Borrowing Transactions - Payables under Repurchase Agreements - Guarantee Deposits Received under Securities Lending Transactions. 3. Including Interest on Due from Banks. 4. Including loans payable.

## Consolidated Gross Profits (excluding Net Interest Income)

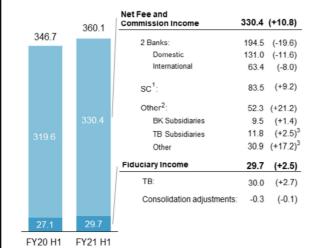
## Net Fee and Commission Income/Fiduciary Income

#### Net Trading Income/Net Other Operating Income

(JPY B) Consolidated, Figures in ( ) represent YoY

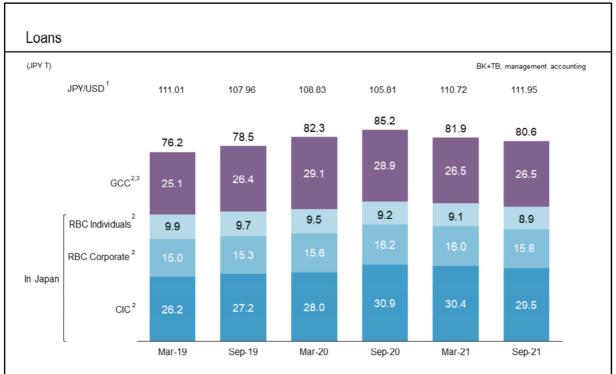
(JPY B)

Consolidated, Figures in ( ) represent YoY



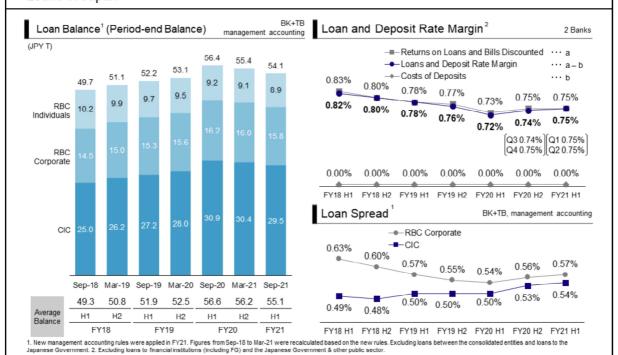


1. Including Mizuho Securities USA LLC. 2. Including consolidation adjustments. 3. Due to the establishment of RT in April 2021, Mizuho Trust Systems Co. Ltd. was reclassified from TB Subsidiaries to Other. (FY20 H1: JPY 7.3B). 4. After consolidation adjustments, including subsidiaries. 5. Net Trading Income - SC Underwriting and Selling Fees + Net Gains (Losses) related to Bonds + Net Gains (Losses) on Foreign Exchange Transactions 6. Net Gains (Losses) on Derivatives Trading Transactions + Net Gains (Losses) on Foreign Exchange Transactions.

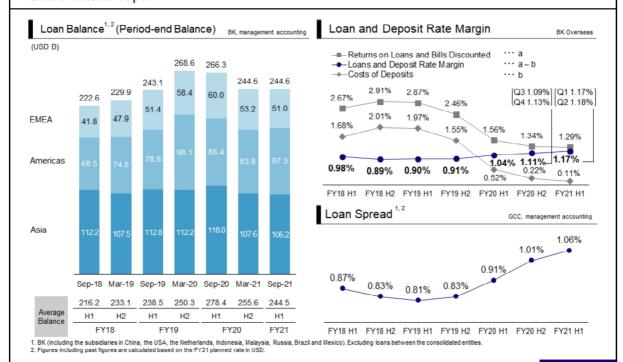


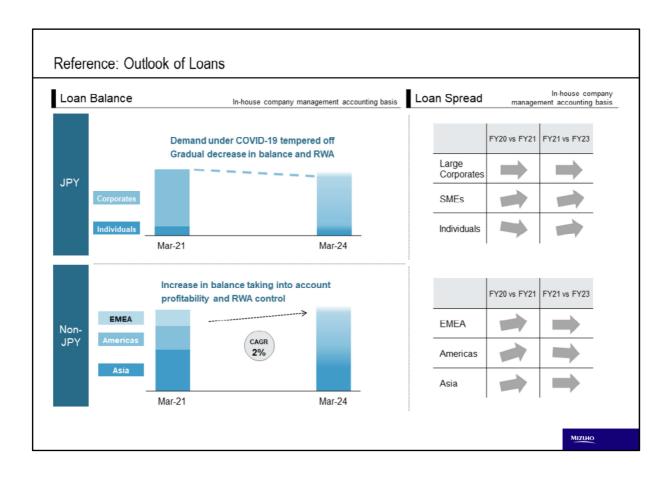
1. Foreign exchange rate (TTM) at the respective period end. 2. New management accounting rules were applied in FY21. Figures from Mar-19 to Mar-21 were recalculated based on the new rules. Excluding loans between the consolidated entities. For loans in Japan, excluding loans to the Japanese Government. 3. BK (including the subsidiaries in China, the US, the Netherlands, Indonesia, Malaysia, Russia, Brazil and Mexico).

## Loans in Japan

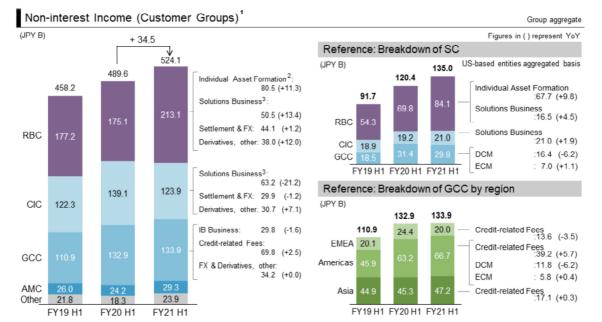


## Loans outside Japan





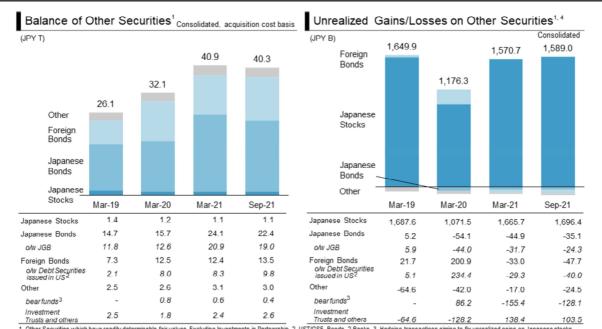
#### Non-interest Income



1. Recalculated past figures based on FY21 planned rate and other factors such as expansion and refinement of scope of consolidated subsidiaries. Including impact of the changes to the in-house company in charge due to reorganization of branches. The original figures before recalculation were FY19 H1: JPY 456.0B and FY20 H1: JPY 488.0B. 2. BK investment trusts, annuities + SC individual segment, PB segment. 3. Including fees related to investment banking business and real estate brokerage.

#### General and Administrative Expenses General and Administrative Expenses (excl. Non-recurring losses and others) Consolidated (JPY B) Investments in focus areas and other Responding to structural issues -27 680.9 679.3 Structural reform of IT systems Overseas cost structure reforms FX effects FM cost structure reforms -13.0 Corporate performance linked compensation and other Reference FY20 H1 FY21 H1 G&A Expenses 681.2 667.5 Undoing of the impact of COVID-19 o/w Non-Recurring Losses -4.1 -19.1 O/W Amortization of Goodwill and other items (6AA Expenses (excl. Non-recurring losses and others) 679.3 New business areas and other Costs of responding to regulations and other 5.8 680.9 FY20 H1 FY21 H1 \* Breakdowns are in rounded figures, management accounting basis. MIZUHO

## Securities portfolio

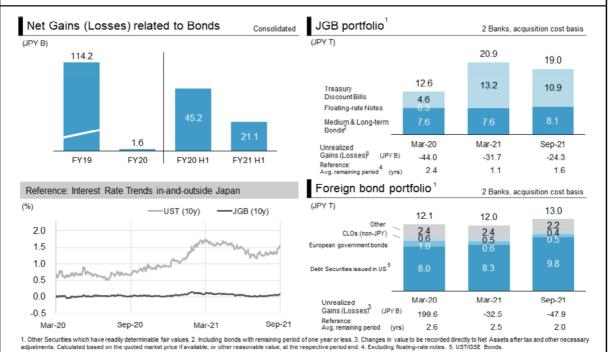


Trusts and others 2.5 1.8 2.4 2.6 Trusts and others — 64.6 —128.2 138.4 103.

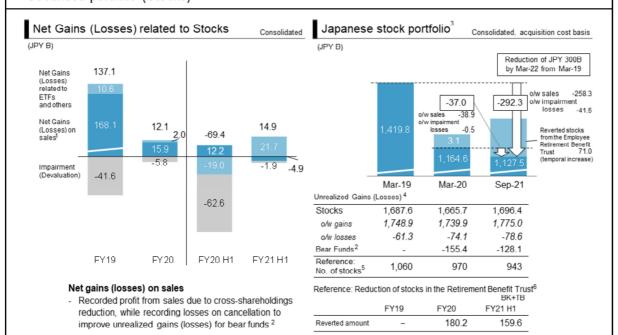
1. Other Securities which have readily determinable fair values. Excluding Investments in Partnership. 2. UST/GSE Bonds. 2 Banks. 3. Hedging transactions aiming to fix unrealized gains on Japanese stocks.

4. Changes in value to be recorded directly to Net Assets aftertax and other necessary adjustments. Mar-19, Mar-20: Japanese Stocks were calculated based on the average market price of the month. Others are calculated based on lari values at the end of the month.

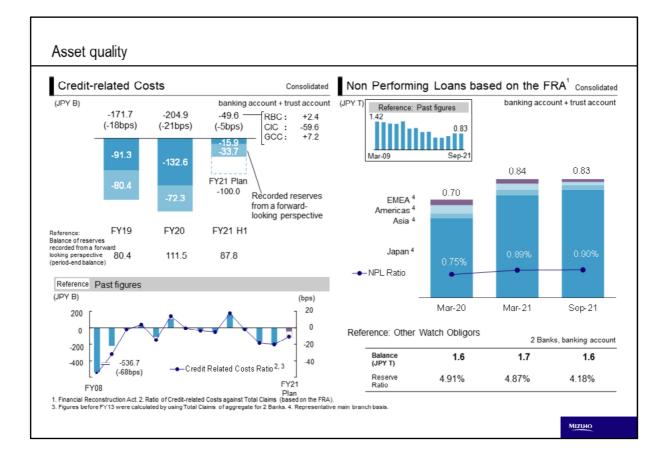


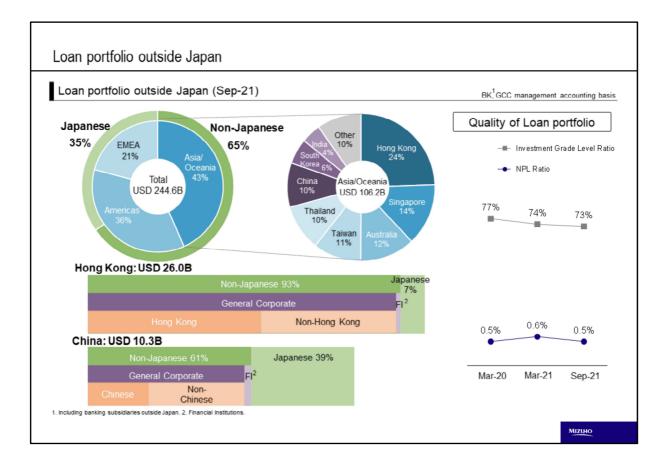


## Securities portfolio (Stocks)



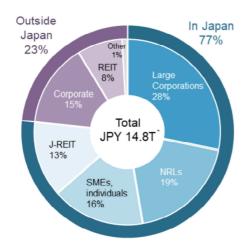
1. Net Gains (Losses) on sales of stocks + Net Gains (Losses) on Derivatives other than for trading. 2. Hedging transactions aiming to fix unrealized gains on Japanese stocks. 3. Other Securities which have readily determinable fair values. 4. Changes in value to be recorded directly to Net Assets after tax and other necessary adjustments. Mar-19. Japanese Stocks were calculated based on the average market price of the month. 5. EK, Stocks listed in Japan. 6 Partially includes amount recorded as assets of BK or TB. Management accounting basis.





## Exposure in real estate sector

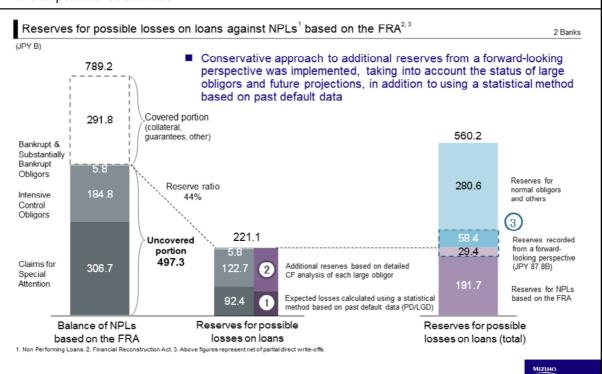
Management accounting



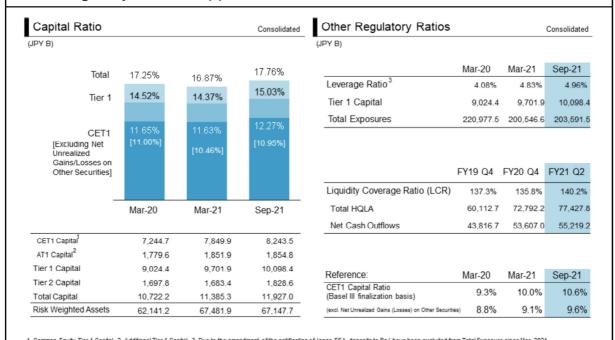
- In Japan Large corporations, J-REITs
  - Investment grade and equivalent: over 90%
  - Non-recourse loans (NRLs)
    - For assets deemed strongly affected by COVID-19
      Hotels: Selectively originating deals while strengthening monitoring
      Commercial facilities: Closely monitoring each deal as business condition recovers
  - · SMEs and individuals
    - Selectively originating deals based on comprehensive evaluation, including analysis of cash flow under stress scenario
  - · Clients outside Japan
    - Investment grade and equivalent: approx. 90%
    - Chinese clients: Approx. 1% of total exposure, out of which investment grade and equivalent exposure is over 90%

<sup>\*</sup> BK (consolidated) and TB (non-consolidated). Total exposure amount of loans, foreign exchange, and unused committed lines of credit and other.

## Credit portfolio soundness

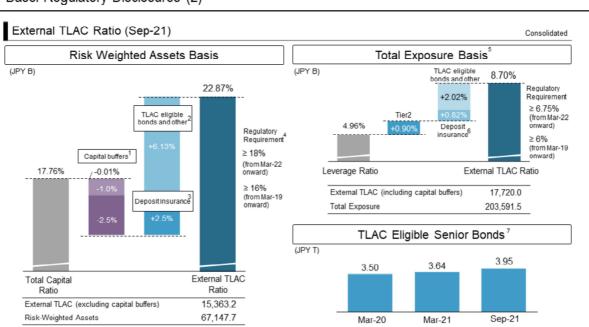


# Basel Regulatory Disclosures (1)

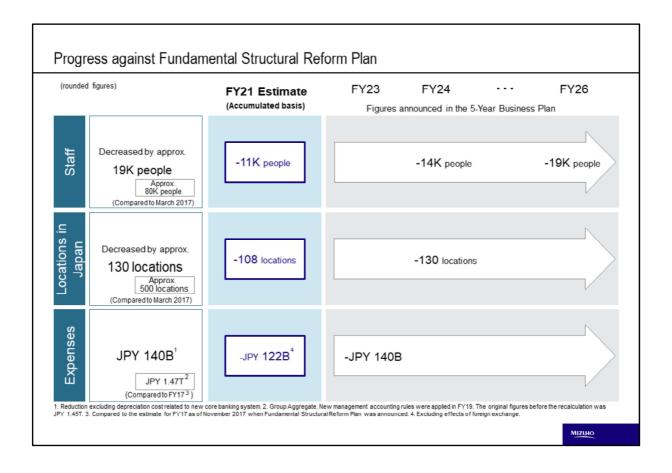


1. Common Equity Tier 1 Capital. 2. Additional Tier 1 Capital. 3. Due to the amendment of the notification of Japan FSA, deposits to BoJ have been excluded from Total Exposure since Mar. 2021. (before exclusion: Mar-21: 4.03%, Sep-21: 4.17%)

# Basel Regulatory Disclosures (2)



1. Capital Buffer = Capital Conservation Buffer (2.5%) + G-SIBs Capital Buffer (1.0%) + Countercyclical Capital Buffer (0.01%), 2. TLAC Eligible Senior Bonds, including other adjustments.
3. Deposit insurance fund reserve is allowed to count towards Japanese G-SIBs' external TLAC, 3.5% of RWA from Mar-22. 4. Minimum TLAC requirement based on FSB's final TLAC standard as of Nov. 9, 2015. Minimum TLAC requirement applied as of Sep-21 is 16%, 5. Due to the amendment of the notification by Japan FSA, deposits to BoJ have been excluded from Total Exposure. (Before exclusion: Leverage Ratio. 4.17%, External TLAC Ratio: 7.32%, 8. Deposit insurance fund reserve equivalent amount on total exposure basis calculated based on RWA basis of 2.5%, 7. Includes JPY denominated for Mar-20.



#### Sustainability KPIs/targets Reduction of outstanding credit balance for coal-fired power generation<sup>1</sup> Preliminary Sustainable finance performance 4 cumulative total +2.8 Total -29.2(-9.7%) 9.9 9.9 3.9 FY21 H1 6.0 o/w environmental finance 1.7 1.5 3.2 7.1 By FY30 -50% FY19-30 JPY 25T By FY40 zero balance (Environmental: JPY 12T) FY19 FY21 H1 FY20 FY21 H1 GHG<sup>2</sup>emission reduction Diversity & Inclusion Provisional Most recent<sup>7</sup> (Kt CO2) Target Scope1, 2 (Mizuho Group) $Management \, positions \, filled \, by \, women^{5}$ -7.7% General Manager equivalent 10% Jul-24 7% Total of General Manager and 20% Jul-24 Manager equivalent Level to be maintained Most recent By FY30 Reduce by 35% continuously By FY50 Carbon neutral Management positions filled by employees hired outside Japan Percentage of new graduates hired for management track jobs who are female 5 64%8 65% 37% 9 FY19 FY20 $\hbox{Paid annual leave taken by employees}^5$ 70% 70% 10

1. Reduction target based on Environmental and Social Management Policy for Financing and Investment Activity. Compared to FY19. 2. Greenhouse Gas 3. FG, BK, TB, SC, RT, AM-One, Mizuho Private Wealth Management, and Mizuho Americas. Compared to FY19. 4. Financing to support and facilitate clients' response to ESG/SDG-related areas, including financing requiring clients to meet certain related conditions, and providing consulting and assessment of clients' response to ESG/SDG-related areas, 5. Total for July 18. Co. 6. Total for outside Japan (BK, TB, SC). 7. As of Jul-21. 8. As of Mar-21.

Eligible male employees who take childcare leave<sup>5</sup>

Scope3 (Financing and Set and disclose medium- to long-term

investment clients)

targets by the end of FY22

MIZUHO

98% 10

100%

		Management policy for FY2021 H2		
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### Today's key message

# Stable business operations

- The highest priority is to establish stable operations, including IT systems
- Flexibly review the allocation of corporate resources in light of IT system failures since August

# FY21 revised earnings plan

- Revised the earnings plan upward based on the steady business performance in H1, while uncertain business environment continues.
- Considering the CET1 capital ratio level and earnings outlook, raised the dividend payout for the first time in 7 years.

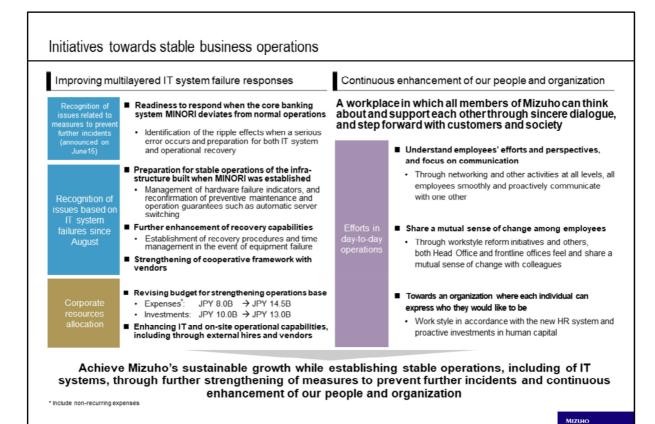
# Approach to capital utilization/ Growth strategy

- Continuous enhancement of our people and organization through investment in human resources and IT/digital domains
- Expand and deepen existing business portfolio and accelerate initiatives in new business areas

MIZUHO

# Page 39 Today's key message

- > From this point onward, I will explain our management policy for the second half of the fiscal year.
- > There are 3 points I would like to convey to you.
- ➤ Point number 1, the highest priority for the management is to establish stable business operations, including those of the IT systems. We will flexibly review the allocation of the management resources to that end.
- ➤ The next point is our consideration for revising the plan based on the actual first half performance as an uncertain business environment continues, and the thinking that led to increasing dividend payments for the first time in 7 years.
- And the last point is, as we look to utilize our capital concretely, what is going to be our strategy and direction toward further growth for Mizuho.



# Page 40 Initiatives towards stable business operations

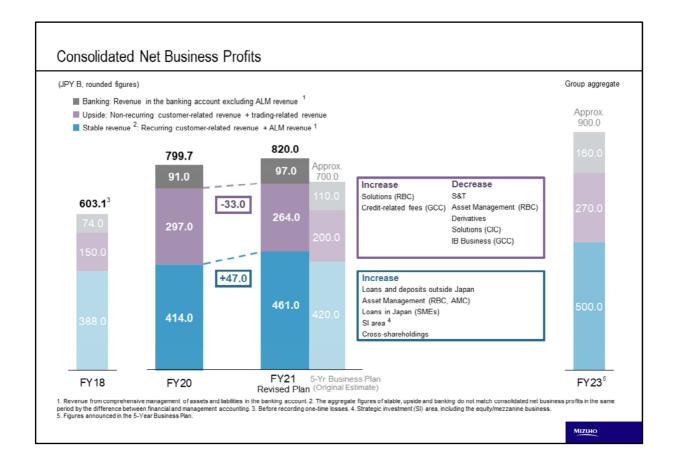
- > Please proceed to the next page, in terms of initiatives for stable business operations, and look at recognition of issues for measures to prevent further incidents.
- ➤ First of all, we will improve our multilayered IT systems failure response capability in terms of IT systems and crisis management. I would like to skip the details, but the measures to prevent further incidents announced in June will be reviewed based on the recognition of the issues in light of the IT system failures that occurred since August. We are currently reviewing our measures in order to make them even stronger based on the recognition described above.
- ➤ And in the lower part, with respect to the review of corporate resources allocation, in order to make steady progress in our efforts to prevent further incidents, we are reviewing the budget for strengthening the operations base announced in May. In order to make steady progress for that, we have increased the budget by a total of JPY9.5 billion to allow room for future cost and responses expenses are up by JPY6.5 billion and investment by JPY3.0 billion. We have also flexibly increased the number of necessary personnel in IT sales.
- Next, increasing the sustainability of human resources in organizations. In addition to changes in workstyles and lifestyle mix as an effect of COVID-19 since last year, we have been undergoing major changes, such as reorganizations of domestic sales branches, the introduction of Industry Group system at CIC, and the reform of our HR system, as represented by job track elimination.

- ➤ It is precisely at times like these when it becomes important for all employees to think about each other's situation and roles and to communicate vertically, horizontally, and diagonally.
- ➤ In order to move forward while steadily carrying out each task at hand, we need to make daily operations easier and better than before. And management will continue to be committed so that it can be felt by everyone. In addition, it's important for both headquarters and front offices to feel the changes through networking at each level and to be able to share the same feeling.
- As I will note later, one of the pillars of our growth strategy is to invest in human resources. So, we will create an organization where we can get close to each individual, allowing each individual to be able to say what they want to do, a win-win relationship, so that everyone can be proud to be part of the organization.

#### Economic outlook Japan: Vaccine roll-out and mobility improvement lead to recovery in the economy, however, the resurgence of COVID-19 is anticipated in 2022. The economic outlook factors in certain downward pressure on corporate earnings due to semiconductor shortage, restrictions on procurement from ASEAN, soaring energy prices, and delayed recovery of private consumption. In the sub-scenario, the downward pressure from the resurgence of COVID-19 in 2022 is reflected more severely. US: Growth is expected to remain solid. Long-term interest rates are expected to rise moderately at a lower level compared to the initial scenario announced in May, due to unstable movement in the first half of the FY caused by inflation concerns and other factors. The impact of inflation trends on monetary policy warrant attention. TOPIX 2 Real GDP (USA) USA 10Y treasury interest rate<sup>2</sup> Real GDP (Japan) (pt) (%) 2,200 Currently (2021 Q4) 2.5 Currently (2021 Q4) Currently Currently (2021 Q4) 110 (2021 Q4) 2.0 2.000 105 105 Resurgence of COVID-19 1.800 1.5 100 100 Resurgence 1,600 1.0 95 95 1,400 0.5 2020 2021 2022 2023 2020 2021 2022 2023 2020 2021 2022 2023 2020 2021 2022 2023 1. Using quarterly average of 2019 as a baseline of 100. 2. Quarterly average MIZUHO

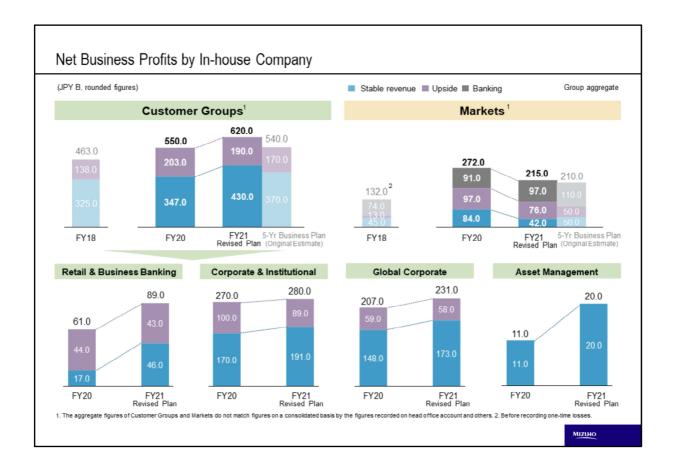
# Page 41 Economic outlook

> This page shows the economic outlook, which was the premise of the revised plan.



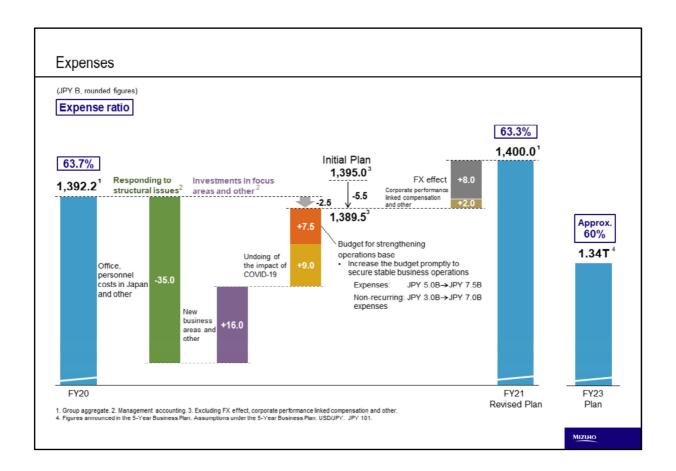
# Page 42 Consolidated Net Business Profits

- ➤ When we announced our 5-Year Business Plan, we set a target of JPY700 billion in Consolidated Net Business Profits for FY2021. With regard to stable revenue, which is the most important factor in strengthening the quality of our earnings, we have made steady progress in reducing expenses and increasing Gross Profits by expanding lending and asset management related income and working on the strategic investment (SI) area.
- ➤ Based on the steady progress of the interim results in FY2021, we expect stable revenue in the revised plan to be JPY461 billion, exceeding the JPY420 billion assumed in the 5-year Business Plan, an increase of JPY47 billion over FY2020.
- ➤ On the other hand, upside revenue for FY2021 are expected to be JPY264 billion, a significant progress as compared to the original plan, while it decreased from the previous fiscal year when we were able to capture earnings opportunities in an active market.
- ➤ Overall, in terms of the portfolio mix of earnings, we have been continuously strengthening our stable revenue base and steadily capturing upside revenue opportunities. Our strategy is steadily bearing fruit. We feel that we're on track to exceed our Consolidated Net Business Profits target of around JPY900 billion in FY2023.



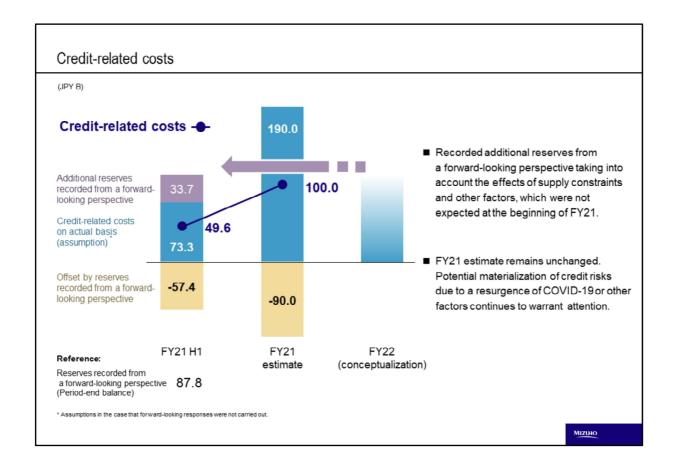
# Page 43 Net business profits by in-house company

- ➤ This is the forecast of Net Business Profits and tis breakdown based on the quality of revenue by in-house company. This is the first time to disclose this.
- ➤ I will not go into details, but you can see that stable revenue base has been steadily strengthened, especially in Customer Groups.



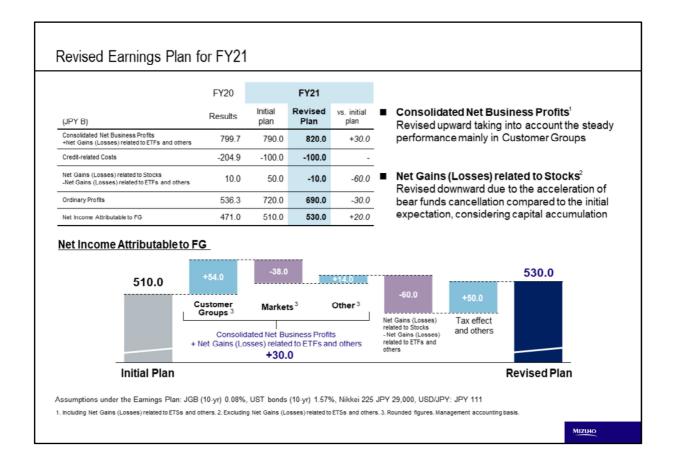
# Page 44 Expenses

- ➤ Excluding foreign exchange effects and performance-linked compensation, which was supported by strong business performance, expenses have been kept under control in real terms compared to both the previous year and the initial plan.
- ➤ In light of the IT systems failures, we increased the budget for strengthening operations base, which had been set up with a certain buffer, and continue to invest in focus areas as we firmly implement cost control overall.



## Page 45 Credit-related costs

- ➤ In the first half of FY2021, additional discretionary forward-looking provisions were recorded. We continue to be cautious about the emergence of credit risks in service industry and supply constrained industries due to the resurgence of COVID-19, especially in Japan, therefore the full-year forecast for Credit-related Costs remains unchanged.
- > We will continue to implement proactive credit management to prevent new creditrelated costs.



# Page 46 Revised earnings plan for FY21

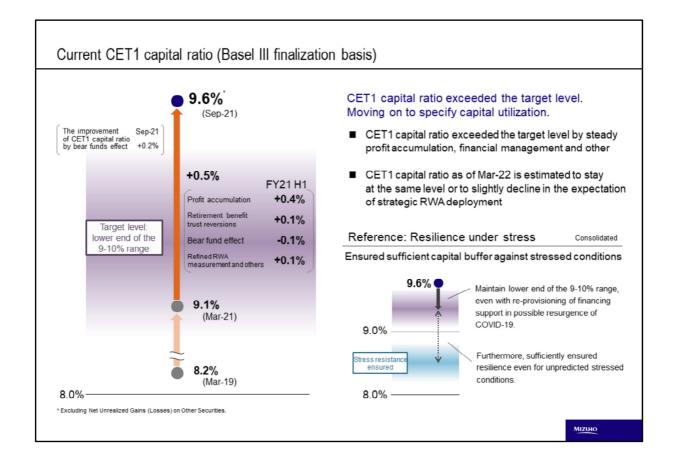
- > As I have explained so far, Consolidated Net Business Profits were revised upward by JPY30 billion to JPY820 billion.
- ➤ In Markets, considering our market trends, including the forecast overseas interest rate, a more cautious management was considered to be required, so there was a downward revision. But this was more than offset by Net Business Profits for Customer Groups, which were firm, both in and outside Japan.
- ➤ Net Gains (Losses) related to Stocks have been revised downward by JPY60 billion to negative JPY10 billion, the same level as the first half. With respect to bear funds aimed at partially fixing unrealized gains, we originally expected to gradually cancel over about 3 years, starting from FY2022, however, the cancellation is being accelerated in view of CET1 ratio reaching 9.6%, exceeding our target range, and the realization of unrealized gains through the progress of sales of cross-shareholdings.
- ➤ In addition to these, there were the positive impacts of tax effect related to the review of our subsidiaries' capital policy, which was recognized in Q1. As a result, Net Income attributable to FG was revised upward by JPY20 billion to JPY530 billion.
- > So, in general, the plan is conservative, considering the present and future economic and market situation and the acceleration of the initiatives given the current capacity that we have.

# In-house Company Revised Plan

Group aggregate

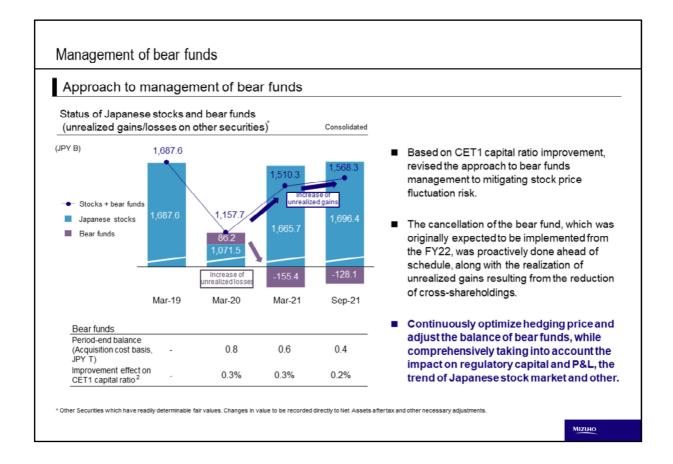
	Net Business Profits 1, 2		Net Income <sup>3</sup>			ROE	
	FY21 H1	FY	21	FY21 H1	H1 FY21		FY21
	Results	Revised Plan	vs. original plan	Results	Revised Plan	vs. original plan	Revised Plan
Retail & Business Banking	39.0	89.0	+14.0	36.6	52.0	+42.0	2.6%
Corporate & Institutional	133.1	280.0	+10.0	114.9	270.0	-13.0	7.6%
Global Corporate	130.9	231.0	+29.0	93.7	154.0	+36.0	6.5%
Global Markets	145.8	215.0	-38.0	96.9	142.0	-27.0	7.9%
Asset Management	10.0	20.0	+1.0	4.6	8.0	+1.0	7.2%
In-house Company Total	458.9	835.0	+16.0	346.8	626.0	+39.0	
FG Consolidated	460.3	820.0	+30.0	385.6	530.0	+20.0	6.4%

<sup>1.</sup> GMC includes Net Gains (Losses) related to ETFs (2 Banks). FG Consolidated figures include Net Gains (Losses) related to ETFs (2 Banks) and Net Gains on Operating Investment Securities (SC Consolidated). 2. Each in-house company's figures are Gross Profits-Net Gains (Losses) related to ETFs-G&A Expenses (Excl. Non-recurring Losses and others) +Equity in income from investments in Affiliates-Amortization of Goodwill and other items. FG Consolidated figures are Consolidated Net Business Profits+Net Gains (Losses) related to ETFs and others. 3. FG Consolidated figures are Net Income Attributable to FG



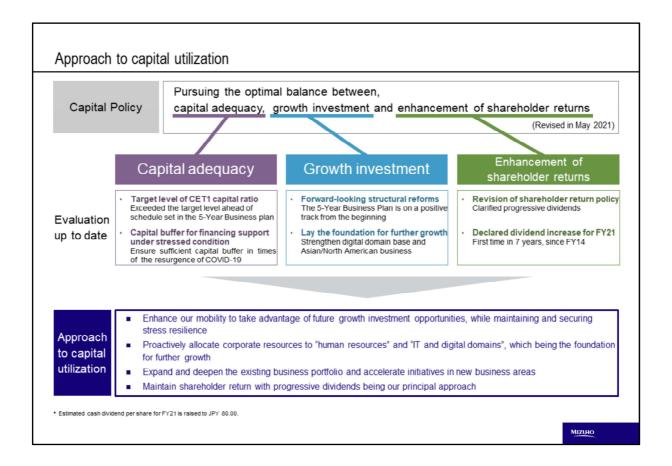
# Page 48 Current CET1 capital ratio (Basel III finalization basis)

- ➤ The CET1 capital ratio based on the Basel III finalization basis was 9.6% as of September 2021, which improved by 0.5% from the end of March and exceeded our target level of the lower end of 9-10% range earlier than we initially expected. 9.6% includes the hedging effect by the bear funds of around 0.2%. The breakdown of the improvement in the first half is shown on this page.
- ➤ Because our CET1 capital ratio as of September is in good condition, we estimate the CET1 capital ratio as of March 2022 to stay at a similar level or slightly decline in expectation of strategic risk-weighted asset deployment in the second half.
- ➤ It is possible to maintain a lower end of 9% to 10% range, even with the reprovisioning of financing support in case of the resurgence of COVID-19. We realized that there's sufficient resilience ensured even for excessive stressed conditions.



# Page 49 Management of bear funds

- ➤ Here, I'd like to explain our views about the bear funds, which were held for partially fixing unrealized gains on cross-shareholdings.
- ➤ Originally in the 5-Year Business Plan, from next fiscal year, we planned to gradually reduce the bear funds over about 3 years. However, as I have already mentioned, CET1 ratio has exceeded the level that we targeted earlier than we had assumed, our approach is to cancel the bear funds proactively ahead of schedule, along with the realization of unrealized gains resulting from the reduction of cross- shareholdings.
- > Starting from the second half of FY2020, the balance of bear funds has been ratably reduced and the balance as of the end of September was nearly half of the peak.
- ➤ Going forward, from a perspective of mitigating stock price fluctuation risk, we will continuously optimize hedging price and adjust the balance of bear funds, taking into account the impact on regulatory capital, P&L and the trend of Japanese stock market and others.



# Page 50 Approach to capital utilization

- ➤ Here, I'd like to talk about the improvement of CET1 ratio and our approach to capital utilization given a steady improvement of the revenue base.
- ➤ Our capital policy that was revised in May remains unchanged, pursuing optimal balance between capital adequacy, growth investment and enhancement of shareholder returns.
- ➤ For capital adequacy, we will enhance our mobility to take advantage of future growth investment opportunities while maintaining and securing stress resilience. For growth investment and enhancement of shareholder returns, I will explain on the following slides.

### Enhancement of shareholder returns

Shareholder return policy

Progressive dividends being our principal approach while executing flexible and intermittent share buybacks

- As for the dividends, we will decide based on the steady growth of our stable earnings base, taking 40%
  of the dividend payout ratio as a guide into consideration

#### FY21 approach

#### (Previous announcement as of May)

- Maintain the dividend estimates as of now based on the prolonged uncertainty in the business environment under the COVID-19 pandemic
- Adjust FY21 dividend estimates as and when appropriate, closely monitoring the likelihood of this fiscal year's target being reached
- Share buybacks in accordance with the shareholder return policy

#### (Revised as follows)

- Uncertainty remains in the business environment due to the expected resurgence of COVID-19 and downward pressure on corporate earnings, including procurement constraints and soaring natural resource prices.
- On the other hand, FY21 earnings plan is revised upward based on the steady H1 results and the outlook for H2.
- In light of the CET1 capital ratio situation and steady growth in earnings from core operations, FY21 dividend estimate is increased to JPY 80.00.
- · Share buybacks in accordance with the shareholder return policy. (unchanged)

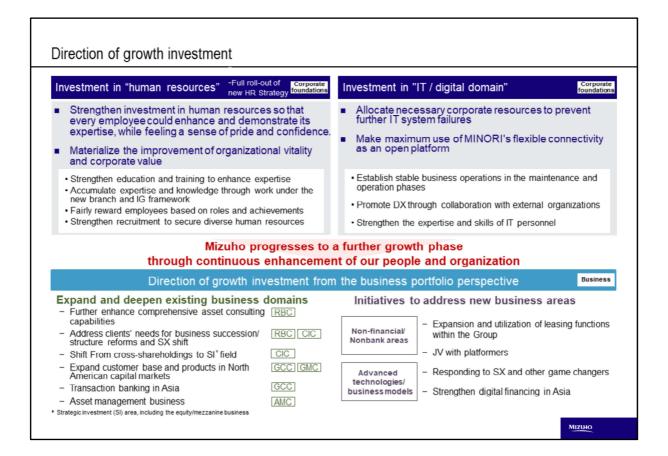
Cash dividend per share FY21 (estimate): JPY 80.00 (+JPY 5.00 from previous estimate)
Interim cash dividend: JPY 40.00

Fiscal year-end cash JPY 40.00 dividend (estimate):

Mizulo

# Page 51 Enhancement of shareholder returns

- ➤ As of May, we maintained the dividend estimates for FY2021 at JPY75 based on the prolonged uncertainty in the business environment under COVID-19 pandemic.
- ➤ Uncertainties in the business environment still remain with the possibility of resurgence of COVID-19. On the other hand, we see steady growth of stable revenue base centered on Customer Groups, based on the results of the first half and outlook for the second half, and CET1 capital ratio exceeded our target level. In light of these factors, the FY2021 dividend estimate was increased to JPY80, up by JPY5 YoY, taking 40% of the dividend payout ratio as a guide into consideration.
- As for share buyback, as you can see on the top part of the slide, based on the shareholder return policy, we will make decisions.



# Page 52 Direction of growth investment

- ➤ In terms of growth investment, our priority is to make investments into human resources and IT and digital domain, which will further support the growth of Mizuho. Human resources and IT are the core of our growth.
- ➤ As far as investment in human resources, as we have moved into the new branch system and Industry Group framework, development of human resources with expertise has become essential in all areas, including retail banking, corporate banking, IT, administration, and SI and SX. In addition, with COVID-19, a sense of value about working is getting more diverse, which is accelerating, and the human resources market is changing significantly.
- ➤ Under such a situation, we will strengthen investment into human resources for each individual employee, which supports competitive advantage of Mizuho, and we will deploy the new human resources strategy to all employees. We will strengthen education training to enhance expertise that will lead to expansion of each individual's career opportunities, and we realize sustainable growth by implementing equal treatment.
- ➤ To support our customers in all business areas, we will make an environment where our employees can work with a feeling of pride and confidence. In addition, we will strengthen recruiting promotions aiming at securing diverse human resources that will support future of Mizuho and materialize the improvement of organizational vitality and corporate value.

- ➤ On the right-hand side is investment into IT and digital domain. As I have explained already, we will strengthen measures to prevent system failures as we have announced in June and allocate necessary corporate resources for the purpose. And on top of that, we will make maximum use of MINORI's flexible connectivity as an open platform, which is our strength, and promote DX through collaboration with our external parties in areas of business and other business operations.
- ➤ We will progress to the further growth phases through continuous strengthening of our people and organization.
- ➤ The bottom part of the slide shows the direction of growth investment from the business portfolio perspective.
- ➤ The left-hand side shows existing business domains we are expanding and deepening. The slide shows such business domains of each company. For details, please refer to the following pages, but I highlight some of them here.
- For individual asset formation business that led to good results from the last year, with the separation of corporate and retail at sales branches, expertise has been developed for each segment to provide service close to our customers.
- ➤ Also, considering the society post-COVID-19, we will support growth strategies and business structure reforms of our customers and further accelerate approaches in the SI sector, which is showing results, including SX domain.
- ➤ In addition, we will expand customer base and products in North American capital markets. Also, there is sufficient room to further expand and deepen the Asia transaction banking business.
- ➤ The right-hand side of the slide shows new business areas. We are thinking about potential inorganic means for team lifting in the existing business areas, as well, but these are new business areas.
- ➤ In our new business areas, in addition to game changes like SX and non-financial and nonbank areas, the approaches to advanced technologies and business models are the keys.
- As one example of a new business creation through integration of financial and non-financial areas, today we announced cooperation with Mercari, a top Japanese brand in flea market apps, and that unmanned Mercari posts will be set in the ATM corners of Mizuho Bank, with which users can send their products. Our real Network is integrated to the virtual network in this case, and this will lead to integration of customers for both entities as well.
- ➤ As for others individual growth investments that are listed here, including overseas, some are close to realization. I would like to explain about them at an appropriate time.
- ➤ The following slides, pages 53 to 58 show the business strategies by in-house company. Because of time limitations, I will not cover the detailed explanation 1 by 1. But for example, on page 55, the bottom left shows our approaches in the SI area and this is a good example demonstrating that the strategy promoted by each company is leading to better capital efficiency and increased gross revenue

# Retail & Business Banking Company (Face-to-face consulting business)

**Customer-centered operation** 

Unified trust remunerations

rate for all index funds linked to an identical index

# Retail business

- Accelerated unified group management and comprehensive asset management consulting with the reorganization of branch network
- Promote long-term, diversified, and continuous investment to accumulate AUM and strengthen the stable revenue base

### Balance of investment trusts 1



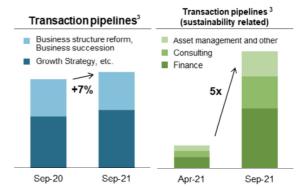
#### Service quality improvement

In light of the measures to prevent further IT system failures

- Assign service quality improvement promoters to all branches
- Assign front office communicators / head office tutors
- Establish VoC²data analysis team

# Corporate business

- Strengthen the Group's integrated sales force with the full-scale roll-out
  of the new branch / area scheme
- Build-up pipelines through support for clients' business succession, growth strategies and business structure reforms in the post-COVID 19 situation
  - M&A, SX, DX, etc., for business expansion
  - Involvement in clients' financing deals



1. Publically-offered equities investment trusts (excl. ETF). 2. Voice of Customer 3. Expected revenue basis

# Retail & Business Banking Company (remote/digital business)

# Direction of initiatives

 Established a new dedicated organization in July 2021 to strengthen ability to respond to remote/digital business needs



- Remote/digital shift of existing business
- Advancement of digital marketing



- Promote alliances with platformers

### Promotion of alliances

 Develop business with customers Mizuho has challenges to reach, through platformers

#### SoftBank

#### No. of PayPay users: approx.43M





Shareholders: SoftBank1 , SC





Shareholders: SoftBank, BK

## Advancement of digital marketing



- Plan to improve UI/UX applications to accelerate the shift to remote/digital transactions
- Systematically integrate customer data and plan personalized marketing

#### LINE

#### No. of LINE users: approx.89M



**LINE Credit** 

Shareholders: LINE Financial BK, etc.

riphone-based generation base LINE Bank Preparatory Company 2 Shareholders: LINE Financial

BK

#### Intended effects

Strengthen capabilit to respond to customer needs

Shift to digital services in OTC operations

Improve profitability of mass business



Other Fls



No. of J-Coin users: approx. 720K

No. of participating merchants: 1,058 K locations  $^3$  No. of participating financial institutions: 97

1. Includes indirect ownership through Z Holdings Corporation. 2. Scheduled to establish a new bank in FY2022, subject to approval by the relevant authorities. 3. Includes tentative agreements

#### Corporate & Institutional Company Promoting deal origination through IG/RG<sup>1</sup> system Real estate business value chain strategy Client Client Client Retain sales deals based on business, financial, and real estate strategy. Capture real estate business in value chain on a group wide basis. C-Suite level proposal Matching Buy-side needs Sell-side needs Transition Knowledge accumulation through feedback Business, financial, and Business portfolio restructuring Brokerage Risk taking real estate strategy BK SC Front office (IG/RG) Real estate finance Brokerage, CRE consulting FA for fund origination ECM, DCM, M&A Sustainable Strengthen risk-Value co-creation business taking capability FG Team in charge of real estate business strategy IG-specific credit SI<sup>2</sup>dept Mizuho Leasing Mizuho Realty One Sustainability dept. examination depts. Leasing, mezzanine loans Asset management Management of listed/privately offered REIT <sup>4</sup> Shift from cross-shareholding to SI area<sup>2</sup> Collaboration with NSKRE<sup>3</sup> Real estates finance Internal risk capital Gross Profits ROE Real-estate-related fee income 6 outstanding balance Cross-shareholding SI area<sup>2</sup> Cross-shareholding SI area<sup>2</sup> (Mar-19=100) CAGR 7.6% Investment Grade 141 118 FY20 Mar-19 Mar-20 Mar-21 Sep-21 FY18 FY19 FY20 FY21 H1 1. Industry Group/Regional Group 2. Strategic investment, including equity/mezzanine business. 3. Signed an MOU for business cooperation with Nippon Steel Kowa Real Estate (NSKRE) in Aug. 21. 4. Asset management for One REIT and One Private REIT commissioned to a subsidiary. 5. NRL+REIT targeting loans. 6. Brokerage, FA, loan upfront and other fees, etc.

# Global Corporate Company

### Further growth in US capital markets business

Expanding client base and products by leveraging Mizuho's strengths (sector knowledge, presence in DCM/LCM market, etc.) accumulated through relationship with G300 clients



### Further enhance transaction banking business in Asia

- Strengthening proposal-based sales, etc. led to enhancement of transaction banking earnings in Asia
  - FX revenue enhancement: strengthening proposals based on foreign exchange risk analysis
  - Current deposits: proposing pooling or other schemes to enhance clients' cash management
- Targeting non-Japanese local corporates and multinational corporates that are expected to grow trade volume going forward
- → Obtained new transactions by leveraging cooperation with offices in EMEA and the Americas







#### League table

Gross profits by product <sup>3</sup>(Non-interest)

FY19 FY20 3.3% 3.4% 3.4% IG DCM (9<sup>th</sup>)(8th)

Non-IG LCM/DCM <sup>2</sup> 1.0% 1.4% (25<sup>th</sup>)(17<sup>th</sup>) (19<sup>th</sup>)







1. Bonds issued by investment grade corporations. Fee basis. Source: Dealogic. 2. HY loans and bonds, borrowed and issued by non-investment grade corporations. Fee basis. Source: Dealogic 3. Capital markets business in the Americas

# Global Markets Company

# Banking: Focus on the balance between realized gains and unrealized gains/losses

- Maintaining healthy portfolio by pursuing optimal asset allocation across fixed income, equities, and funds
- Thorough flexible portfolio management by timely capturing market trend changes
- Improving unrealized gains toward US rate hike phase is an on-going challenge



## Prioritizing carry income<sup>1</sup>

#### Initiatives to lower Non-JPY funding cost



\* Company management basis.

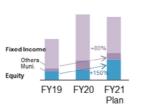
# Monitoring balance gap

- Monitoring balance gap
  between loans and deposits
  and funding environment
- Appropriately controlling deposit amount through flexibly adjusting funding rate under collaboration with client facing in-house companies

### S&T: Deepening cross-BK-SC integrated operations



# Outcome from framework building in Americas FY20



Gross Profit in Americas 1

- Sophisticating proposal capabilities through the collaboration with client facing in-house companies
- Diversifying profit base by expanding product line-ups; equity derivatives, US municipals derivatives and other

#### Initiatives in Japan

FY21

- · Improving risk-return through centralizing trading books
- Deeply understand various clients' needs and providing multiproduct solutions

# Asset Management Company

#### Publicly offered investment trust business

Accumulate AUM through product strategies that meet asset formation needs



# Strengthened product governance

Strengthen asset management capabilities by redeeming poorly performing funds and less efficient small-sized funds

Avg. market value balance per fund (publicly offered investment trust)



#### Sustainability

Grow AUM of ESG investment products<sup>1</sup> in response to investor needs



Expand ESG product lineups and enhance information disclosure related to ESG

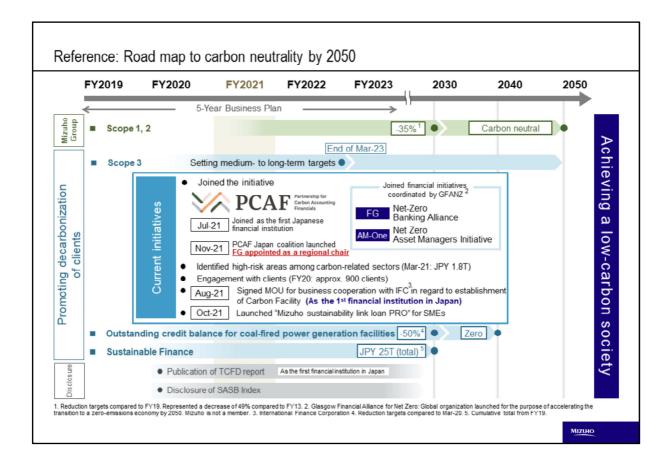
Lead the asset management industry toward the further establishment of ESG investment

### Net Zero Asset Managers initiatives (NZAM)2

- AM-One participated in NZAM Advisory Group as a sole member from Asia among 6 companies
- AM-One disclosed the interim target in line with the attainment of net zero emissions across AUM in Sep-21.

2030 (interim target) Achieve net zero for 53% of AUM³ (JPY 30T)
 2050 Achieve net zero for all AUM

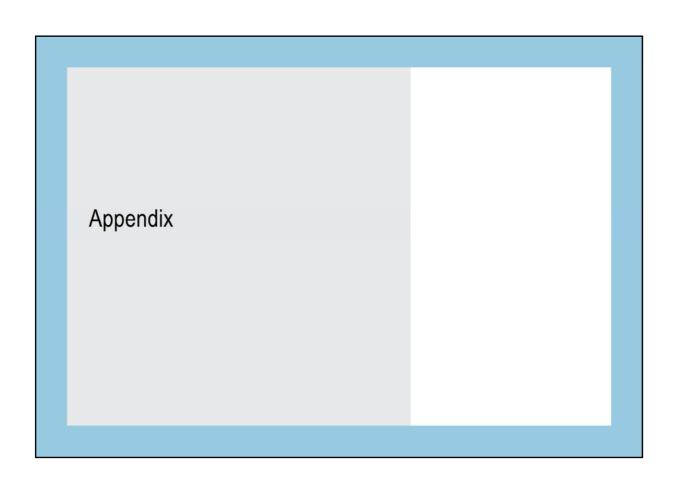
1. Products that clearly incorporate ESG elements into their investment philosophy and processes, 2. An international group of asset managers committed to support investment aligned with net zero emissions. 3. JPY 57T as of Mar-21.



# Page 59 Roadmap for carbon neutral by 2050

- Mizuho has included sustainability in the 5-year Business Plan. And now this is one of our top priority agendas.
- ➤ In the middle of our page, you can see Scope 3; we have committed to setting the long-term target by FY2022. Aiming at measuring and disclosing emission levels, we are actively participating in various global initiatives. Also, we have identified high-risk areas in transition risk, and started to take approaches to reduce exposure.
- Our primary business model is not a divestment model, in which we withdraw our loans if a business with high carbon emissions is not stopped, but rather an engagement model in which we thoroughly engage in constructive dialogue with our customers and make the society and economy as a whole closer to an internationally agreed framework.
- ➤ For example, large companies are reorganizing their business portfolios beyond their traditional industries. Also, small and medium-sized companies, as suppliers, face various challenges in their business structures and are being forced to respond to them.
- ➤ By combining the functions of our group companies, we can provide a wide range of services to these customers, including upstream research and consulting, midstream services such as M&A and business succession, and downstream financial services such as loans and capital market transactions. It is another characteristic of our company that we provide comprehensive support for our clients.

- ➤ In particular, in finance, we have established Japan's first transition finance and transition-linked loans that contribute to transitions that are tailored to the realities of Japan's energy situation and industrial structure. We also provide a wide range of financial products such as sustainability-linked loans to small and medium-sized customers.
- Furthermore, through our partnership with IFC, we are actively working to meet the demand for emissions trading in line with Japan's carbon supply and demand balance.
- As for our future tasks, we would like to contribute to strengthening the competitiveness of the industrial structure while making the most of the manufacturing tradition and technological capabilities that are rooted in Japanese industry, and we would also like to provide our services in a way that is in tune with the changing values of individuals, such as DX and SX while looking ahead to the post-COVID society.
- ➤ For example, in terms of retail services, we have already started fund-raising activities through J-Coin or donating money commensurate to passbook-less accounts of customers. We would like to further improve and develop these services in various ways.
- > In closing, I would like to say a few words.
- ➤ The interim results for fiscal 2021 were generally favorable. Although we need to be mindful of the current uncertainty about the future, such as the COVID-19 pandemic resurgence and concerns about the slowdown in the pace of economic recovery, we are now entering the phase of making concrete use of capital, as we reached the turning point of Mizuho's 5-Year Business Plan.
- ➤ While forming corporate foundation, such as human resources and IT and digital domains, which is part of the platform of our structural reforms, we will steadily evolve our existing strategies, including expanding our business portfolio and linking them to further growth.
- ➤ All the executives and employees of the Group will continue to work together to make progress, and I would like to ask for your understanding and support in my opening remarks. Thank you for listening to my presentation.



# Economic outlook - main indicators

			Initial plan		Revised plan	
			2021	2021	2022	2023
Real GDP	Global <sup>1</sup>	(%)	5.7	5.4	4.1	3.2
growth rate	Japan <sup>2</sup>	(%)	2.7	3.0	2.6	1.3
Policy interest	Japan	(%)	-0.10	-0.10	-0.10	-0.10
rate <sup>3</sup>	US	(%)	0.00-0.25	0.00-0.25	0.00-0.25	0.50-0.75
Long-term	Japan	(%)	0.10	0.08	0.11	0.18
interest rate 4 (on 10-yr gov't bonds)	US	(%)	1.80	1.57	1.76	2.11
	Nikkei225	(JPY)	29,700	29,000	30,200	30,800
Stock price⁴	TOPIX	(pt)	2,000	1,980	2,090	2,130
	Dow Jones	(USD)	33,000	34,600	34,900	35,100
Exchange rate4	JPY/USD	(JPY)	108	111	113	115

# Measures to expand opportunities for diverse employees

## New HR Strategy

#### FY20 FY19 FY21 FY22---

· Dual within and External part-time

FY21 H2

- Flexible job grade management
- external part-time

  Freshie po grade a miningstructure job grade and shift to bonus-based compensation
  - Cross-entity management after consolidation of BK/TB/SC markets operations

Job track elimination

- · Introduction of expertise evaluation systems
- · New HR management after RT integration
  - · Job track elimination

#### Efforts to increase the percentage management positions filled by women

### June 2021

- · Joined 30% Club Japan
- Strengthen support for women's career development

### October 2021

· Management positions filled by women

Ш	ed by women		ıarge
	Equivalent to general managers	Additional Setting	10%
	Equivalent to managers and above		20%

#### Measures to support female employees' skills and career development

Promote a systematic "strategic development program" for management-level employees









- Various training programs Transforming
- mindsets, etc

Employee network, etc.

Purpose

Maximizing employee's universally recognizable value

Job **Barrier** 

Provide a wide range of opportunities for

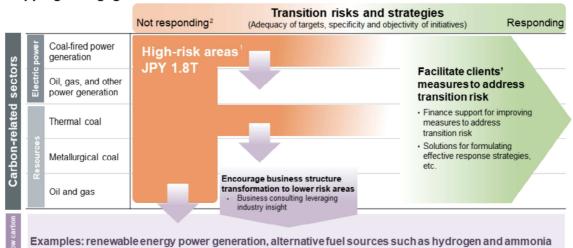
all employees by eliminating job barriers

- Each expands its role through assignment that meets one's aptitude and capability, and is rewarded based on one's role and contribution
- Contribute to the sustainable growth of  $\langle \text{Mizuho} \rangle$  by harnessing the power

# Creating business and strengthening risk management through engagement

- Through engagement with clients to encourage initiatives to address transition risks and to transform their business structure, we are identifying financial and solutions needs that could lead to business opportunities.
- Strengthened our climate change risk management system with an aim to reduce our exposure in high risk areas¹ over the medium to long term.

### Mapping of engagement in carbon-related sectors



1. Classified high-risk areas by assessing risk along two axes—our clients' sectors and our clients' measures to address transition risk—using Mizuho's own standards (JPY 1.8T figure includes project finance).

2. Clients whose responses to transition risks are at a low level (who have not been confirmed to have effective strategies for addressing transition risks).

# Sustainable finance - examples

#### Transition loan/ Transition-linked loan

# K"LINE

Mar. 2021

- Arranged a transition loan (specified use of funds) to build a next-generation environmentally friendly car carrier ship fueled by LNG as part of efforts to transition to a low-carbon society
- The Climate Transition Finance Handbook (ICMA<sup>1</sup>) and the Green Loan Principles (LMA<sup>2</sup>) compliant loan

Sep. 2021

- · Arranged a transition-linked loan (unspecified use of funds)
- · Largest scale of ESG loan in Japan
- · Set targets\*(SPTs3) for achieving a decarbonized society and linked target achievement status to interest rate conditions

\*(i) Total GHG emissions target

- (ii) CO2 emission targets per ton-mile
- (iii) CDP evaluation (a third party)

#### Sustainability-linked loans (SLL)



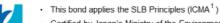
- Arranged an SLL focused on reducing green house gases and aquatic resource conservation
- Thai
  Union KPIs include strengthening traceability management related to procurement of aquatic resources



Arranged an SLL aimed at achieving targets under the non-financial KPI\* in the client's medium-term business plan

\*Reduction rate of CO<sub>2</sub> emissions in the construction business

### Sustainability-linked bonds (SLB)







Arranged an SLB aimed at achieving the client's SPTs<sup>3</sup>

1. International Capital Market Association. 2. Loan Market Association. 3. Sustainability Performance Targets

# ESG-related recognition and awards

# Third-party evaluation

# ESG Finance Awards Japan

Health & Productivity Stock Selection 2021





SC BRONZE



Markets Choice 2021



Incorporation in social responsibility indices<sup>5</sup>

STOXX

ESG Leaders Indices

MSCI ESG Leaders Indexes

FTSE4Good Index Series

STOXX Global ESG Leaders Index





Vigeo World 120

Bloomberg Gender-Equality Index

#### PRIDE indicators 2021





Mizuho Americas LLC received the "Positive Change Award for Diversity, Inclusion & Belonging"

ESG score					
	Mizuho	MUFG	SMFG		
S&P SAM 1	81	72	75		
FTSE <sup>2</sup>	3.7	3.3	3.4		
SUSTAINALYTICS ESG Risk Rat	ing 3 <b>21.4</b>	19.2	25.7		
MSCI <sup>4</sup>	Α	BBB	Α		

# **GPIF** selected **ESG** indices

General Index Themed Index



2021 CONSTITUENT MSCI日本株



FTSE Blossom Japan Index

MSCI Japan Empowering Women Index (WIN)

S&P/JPX Carbon Efficient Index

- 1. S&P SAM: Percentile ranking. Those near 100 are evaluated highly. Source: Bloomberg (as of Nov.12, 2021). 2. FTSE. Overall ESG. Score (as of Jun. 2021): Maximum score of 5.
  3. Sustainalytics ESG. Ranking compares ESG risk with peers in the same industry. The lower the score, the higher the evaluation (as of Nov. 12, 2021). 4. CCC-AAA 7-grade rating (as of Nov. 12, 2021).
  5. As of Nov. 2021. 6. https://www.mizuhogroup.com/sustainability/mizuhocsr/rating.

# Corporate governance - Highlights

# Composition of the Board of Directors1 6 outside 5 directors / directors executive officers 7 internal directors 8 non-executive directors Tenure of directors<sup>1</sup> 6 or more years Less than 3 years 2 directors 8 directors 3 years or more but less than 6 years 3 directors

#### Main initiatives for improving the effectiveness of the **Board of Directors**



### Offsite meetings on management issues

Outside directors and the business execution line share information and exchange opinions thereby deepening mutual understanding



Outside Director Sessions
Meetings attended only by outside directors, at which discussions on future initiatives are held after reflecting on past activities and sharing issues

#### **Director training**

Continually provide and facilitate opportunities to acquire and improve knowledge

#### All directors

- · Individual sessions, training, etc. by executives or guest speakers Outside directors
- · Ensuring the prior explanation and follow-up of proposals to the Board of Directors

#### Evaluating the effectiveness of the Board of Directors

Perform an analysis and evaluation of the effectiveness of the Board of Directors each year and disclose a summary of the results

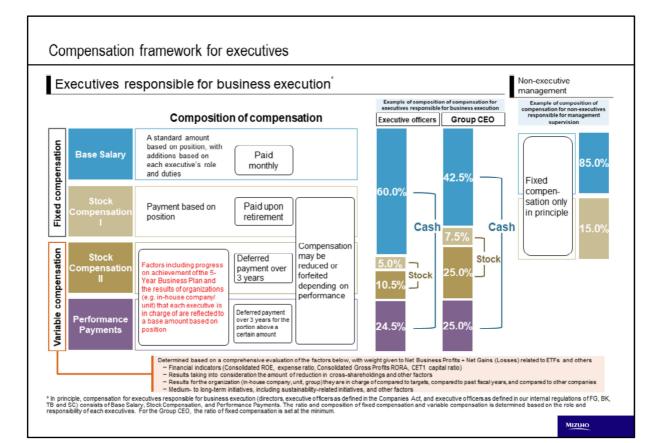
FY20 assess-ment <sup>2</sup> Both the Board of Directors and legally required committees under the Companies Act of Japan have achieved overall effectiveness with respect to their purpose and expected functions

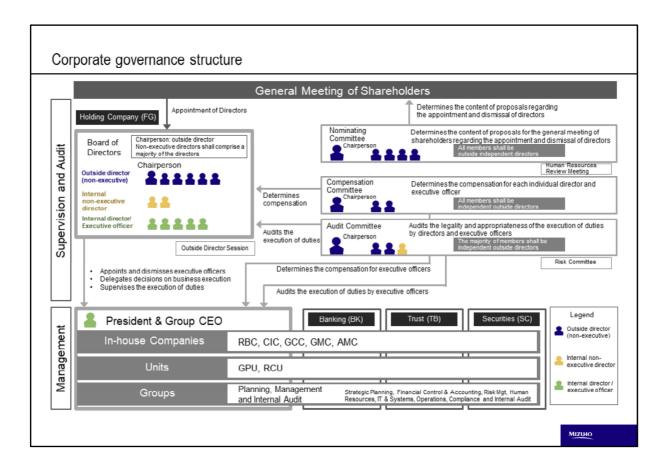
1. After the 19 $^{\circ}$  Ordinary General Meeting of Shareholders. 2. June 2020 – June 2021.

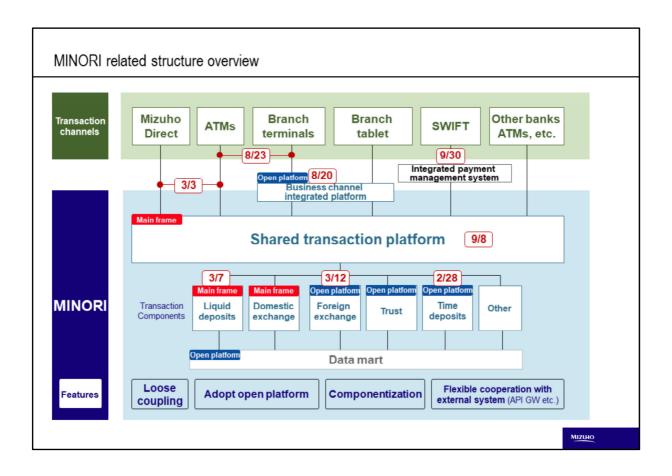
# Board of Directors' skills

 $^{*}$  The fields in the chart above are not representative of all of the areas of expertise the directors possess.

								Chairperson
					Experience 8	and expertise	e*	
	Name Position/ Responsibility/ Committee  Nom=Nominating Com=Compensation  Ma		Management	Legal affairs and Risk management	Finance and Accounting	Sustainability	International business	Technology and Cybersecurity
	Tatsufumi Sakai	President & Group CEO	•		•	•	•	
	Seiji Imai	Deputy President & Senior Executive Officer			•	•	•	
directors	Makoto Umemiya	Senior Executive Officer Group CFO		•	•		•	
	Motonori Wakabayashi	Senior Executive Officer Group CRO		•	•	•		•
nternal	Nobuhiro Kaminoyama	Senior Executive Officer Group CHRO			•	•		
	Yasuhiro Sato	Chairman (Kaicho) Non-executive	•	•	•	•	•	
	Hisaaki Hirama	Non-executive Audit Risk		•	•			
	Tatsuo Kainaka	Nom Com Audit		•		•		
ors	Yoshimitsu Kobayashi	Nom	•			•	•	•
directors	Ryoji Sato	Audit		•	•		•	
Outside	Takashi Tsukioka	Nom Com Audit	•			•	•	
O	Masami Yamamoto	Nom Com	•			•	•	•
	Izumi Kobayashi	Chair Nom Risk	•	•	•	•	•	







#### Measures taken after past IT system failures

- system failures in 2002 and 2011
  - Developed and migrated to MINORI, the new core banking system
  - Set up rules, frameworks, and contingency plans for system development & operation, risk management, responses in the event of system failure, etc.

### Summary of causes identified by the Special Investigative Committee

- rganizational capability to respond to crisis situations
- 2. Deficient IT system management [ (1) Issues with the reassignment of IT personnel (2) Insufficient preparations for
- stable IT system operation, (3) Points in common with the causes of pastIT system failures]

  Deficient focus on the customer's perspective [ (1) Issues related to ATM capturing mechanisms for bankbooks and cards, (2) Lack of consideration of the customer when responding to the system failure, (3) Lack of acknowledgement of customers using ATMs ]

\*From the Special Investigative Committee's report

# Improving multilayered IT system failure responses: In addition to enhancing IT systems and response to customers / crisis management, Insure integrated management of these elements to build a multilayer defense mechan

### IT systems

#### Set up structure suited to the characteristics of MINORI

- Change ATM specifications and improve monitoring system
- Comprehensive MINORI-related inspection
- Re-examine services that have never been used (6%)
- Conduct mock tests to force an error leading to a serious failure and check the ripple effects and countermeasures
- In addition to drills on the system develop and operation side, run drills with participation by customer divisions and drills for errors on
- Visualize staff portfolios and enhance organizational control

Main measures to prevent further incidents

- List up staff skills and experience in detail, and assign the appropriate person for each role (including external hires)
- Enhance the control structure, including setting up a technology and quality management organization and managing vendors

# Response to customers / Crisis management

#### Ensure we always focus on the customer's perspective, in normal times and contingencies

- Organizational response that accounts for
- customer opinion Assign a service quality improvement officer (at all
- Launch an organization at Head Office for analyzing social media and other data
- Establish a framework centered on the impact on customers and settlements
- Divide individual BCP formats into larger groups (approx. 30 groups) and integrate with SCP based on a configuration diagram for each IT system
- Shift from the conventional "check the manual" approach to hands-on drills and training which encourages independent thinking about potential impact on customers
- Develop service-specific, cross-organizational networks at Head Office. Hold response meetings within an hour of a failure being detected

  Create an executive position in charge of crisis
- management

#### Continuous enhancement of our people and organization, in step with our customers and society

Further enhance ability to take organizational action, transcending rules and scopes of responsibility

- hance our people and organization
  n addition to the points on the left, we will enhance our people and
  organization by methods including utilizing specialists with broad
  perspectives

  Develop careers across multiple relevant departments and utilize
  external hires
  Personnel performance reviews that prioritize constructive
  feedback

feedback

- Simplify executive positions (abolish Senior Managing Executive
Officer and Managing Executive Officer roles, etc.)

Steadily promote structural reforms while continuing to pay due
attention to the necessary allocation of corporate resources (in FY21,
expanded personnel/expenses budget in advance)

[Fansform bahaylor.

#### Transform behavior

- Transform behavior

  Introduce mechanisms for more active communication, aimed at strengthening our ability to enhance organizational action (also enhance effectiveness of the in-house company system and dual-hat system at each company)

  Shift from communication centered on documentation to "discussion first" communication. Stop negative evaluations for administrative errors and give positive evaluations for proposing measures for improvement. Create the positions of "branch communicator" and "Head Office instructor" and develop networks between them

- measures to prevent further incidents so as to ensure their effectiveness

Senior management will clarify the aims of these implement the measures with a sense of purpose

We will set up an IT system failure response committee within both the supervision and execution lines, and implement regular follow-ups

Mizulo

# Business improvement order (September 22, 2021)

#### Banking Act of Japan, Article 52-33, Paragraph 1

FG

- 1. Verify the results of Mizuho Bank's reassessment and review of its plan for scheduled upgrades and updates to its IT system. Also, verify Mizuho Bank's plan to ensure an effective management framework.
- 2. Submit the findings from the verification in 1 above by Friday, October 29, 2021.

### Banking Act of Japan, Article 26, Paragraph 1

- 1. Reassessment and review of the plan for scheduled upgrades and updates to the IT system
  - (1) Reassess and review the plan for scheduled upgrades and updates to the IT system (including any hardware upgrades, hardware updates, or maintenance operations which may have an impact on customers). Give consideration to past system failures, the necessity and urgency of such upgrades and updates, and the risks to banking operations.

BK

- (2) If, following the reassessment and review in (1) above, there is a need to perform any system upgrades or updates, ensure an appropriate management framework for said system upgrades and updates (including a framework for responding to customers in the event of a failure).
- 2. In regard to the plan for scheduled upgrades and updates to the IT system, submit the results of the reassessment and review based on 1-(1) above and the plan to ensure an appropriate management framework based on 1-(2) above by Friday, October 29, 2021 (the plan for the period until the end of October by Wednesday, October 6, 2021). Promptly implement the plan. Further, promptly report any changes or additions to the plan should they occur.

# Press release in light of the Business improvement order (October 6, 2021) (1)

#### Reassessment and review of the plan for scheduled upgrades and updates to the IT system

In regard to the business improvement order's direction to reassess and review with consideration to past system failures, the necessity and urgency of upgrades and updates to the IT system, and the risks to banking operations, we have clarified our confirmation and decision—making criteria for scheduled releases as below.

We will integrate releases fulfilling these confirmation and decision—making criteria into our implementation plans. However, we will delay any releases that require additional measures and time to fulfill the confirmation criteria as well as any releases that do not fulfill the decision—making criteria.

#### (1) Measures in light of past system failures

In light of past system failures, we have clarified the following conditions for releases in which the greatest consequence in the event of a system failure would be a critical impact on a large number of customers and/or on settlement operations:

- In principle, avoid releases at times when there is a high system load due to online processing, batch processing, or similar and to avoid releases at the beginning and end of the month.
- In advance of migration processing of large volumes of data, conduct performance assessments accounting for processing volume on the date of the migration, including the load on other systems with potential to have an impact.

In addition, we have added review of system quality, release plans, and appropriate scheduling to our project screening process.

#### (2) Measures in light of the necessity and urgency of upgrades and updates to the IT system

We have further clarified our decision-making criteria for necessity and urgency. The specific criteria are as follows:

- 1) Upgrades/updates necessary to prevent further system failures and to ensure stable system operation
- 2) Upgrades/updates to enhance security and ensure protection of users
- 3) Upgrades/updates that respond to requests or complaints from customers and that would cause inconvenience to customers if delayed
- 4) Upgrades/updates necessary in connection with changes to various frameworks or with changes to in–use or linked external systems, platforms, operating systems, or similar
- 5) Upgrades/updates related to preserving and maintaining hardware and addressing obsolescence and similar issues

In considering delays to releases of upgrades/updates other than those above, we will also account in our decision—making for the possibility of such delays causing releases to overlap and thus affecting our ability to secure an adequate release framework.

# Press release in light of the Business improvement order (October 6, 2021) (2)

#### (3) Measures in light of risks to banking operations

Releases that could have a significant impact on banking operations critical for a large number of customers or for settlement systems require even stronger risk control. As such, we will analyze the greatest potential risks and engage in more cautious development and preparation of release frameworks. In addition, we will further enhance our inspection and checking in this area not only by reconfirming the comprehensiveness of our system contingency plan and the procedures and required time for restoration but also by establishing and enhancing business contingency plans and managing risks.

#### Securing an effective management framework for upgrades and updates to the IT system

We have been endeavoring to secure an effective management framework for upgrades and updates to the IT system, in doing so confirming the results of system quality evaluations and preparations for system operation. In light of the recent series of system failures, we have reviewed our confirmation and evaluation process as follows and added more multifaceted checks.

#### (1) Additional approval process accounting for impact on customers

When the department with jurisdiction over the system determines that there is a potential risk of a release leading to a system failure with an impact on customers, either in regard to settlements or in regard to a broader range of services, the department with jurisdiction over the relevant operations, products, or services will take part in the approval process. Through the process, based on the nature and extent of the potential impact, we will assess and confirm the adequacy of measures to respond to customers and decide on the implementation of the release.

#### (2) Additional approval process accounting for upgrades/updates requiring multifaceted checks

In regard to upgrades/updates that require multilayered confirmation of large-volume data processing and technical features as well as of impact on customers, the IT Infrastructure & Project Management Department newly established in July 2021 will take part in the approval process. Through the process, we will assess the adequacy of the contingency plan and the management framework and decide on the implementation of the release.

#### Reporting by October 29 deadline set in the business improvement order

In response to the business improvement order, Mizuho Bank will report the plan for scheduled upgrades and updates to the IT system based on the approach outlined above.

In addition, Mizuho Financial Group will verify the results of Mizuho Bank's reassessment and review of the plan and also verify the plan to ensure an effective management framework

### **Abbreviations**

FG	: Mizuho Financial Group, Inc.	RBC
BK	: Mizuho Bank, Ltd.	CIC
ТВ	: Mizuho Trust & Banking Co., Ltd.	GCC
SC	: Mizuho Securities Co., Ltd.	GMC
AM-One	: Asset Management One Co., Ltd	AMC
RT	: Mizuho Research & Technologies, Ltd.	GPU
		RCU

#### Foreign exchange rate

TTM at the respective period end	Mar-20	Mar-21	Sep-21
USD/JPY	108.83	110.72	111.95
EUR/JPY	119.65	129.76	129.90
Management account	ting FY2	21 Revised F	Plan rate
USD/JPY		111.00	)
EUR/JPY		130.95	i

#### **Definitions**

#### Financial accounting

- Consolidated Net Business Profits
- Net Gains (Losses) related to ETFs and others
- G&A Expenses (excl. Non-Recurring Losses and others) - Net Income Attributable to FG
- Consolidated ROE
- CET1 Capital Ratio (excl. Net Unrealized Gains (Losses)
- CET1 Capital Ratio (Basel III finalization basis)
- : BK + TB on a non-consolidated basis (financial accounting)

: Retail & Business Banking Company : Corporate & Institutional Company : Global Corporate Company : Global Markets Company : Asset Management Company : Global Products Unit : Research & Consulting Unit

- : Consolidated Gross Profits G&A Expenses (excl. Non-Recurring Losses) + Equity in Income from Investments in Affiliates and certain other consolidation adjustments
- : Net Gains (Losses) related to ETFs (2 Banks) + Net Gains on Operating Investment Securities (SC Consolidated) : G&A Expenses (excl. Non-Recurring Losses) - Amortization of Goodwill and other items
- Profit Attributable to Owners of Parent
- Calculated dividing Net Income by (Total Shareholders' Equity + Total Accumulated Other Comprehensive Income (excluding Net Unrealized Gains (Losses) on Other Securities))
- Includes the effect of partially fixing unrealized gains on Japanese stocks through hedging transactions
  [Numerator] Calculated by excluding Net Unrealized Gains (Losses) on Other Securities and its associated
  Deferred Gains or Losses on Hedges
- [Denominator]Calculated by excluding RWA associated with Net Unrealized Gains (Losses) on Other Securities (stocks)
- Estimated figures reflecting the effect of Basel III finalization. The capital floor is calculated after deducting the associated reserves from RWA using the standardized approach

#### **Definitions**

#### Management accounting

- Customer Groups : RBC + CIC + GCC + AMC

- Consolidated Net Business Profits, Net Business Profits by In-house Company

- Stable revenue : Recurring customer-related revenue + ALM revenue (comprehensive management of assets and liabilities in the banking account)

- Upside : Non-recurring customer-related revenue + trading-related revenue - Banking : Revenue in the banking account excluding ALM revenue

 $As for \ Net \ Business \ Profits, expenses \ are \ calculated \ based \ on \ the \ expenses \ allocation \ based \ on \ initial \ plan.$ 

- Group aggregate : BK + TB + SC + AM-One + other major subsidiaries on a non-consolidated basis

: Figure of the respective in-house company

 In-house company management basis
 Net Business Profits by In-house Company : Gross Profits - G&A Expenses (excluding Non-Recurring Losses) + Equity in Income from Investments in Affiliates - Amortization of Goodwill and other items

: Risk capital calculated taking account of factors such as regulatory risk-weighted assets (RWA) and interest rate risk in the banking account. Internal risk capital of RBC, CIC, GCC are calculated from Basel III finalization fully-effective basis Internal risk capital

- ROE by In-house Company : Calculated dividing Net Income by each company's internal risk capital

#### Forward-looking Statements

Financial information in this presentation uses figures under Japanese GAAP unless otherwise stated (including management accounting basis).

This presentation contains statements that constitute forward-looking statements including estimates, forecasts, targets and plans. These statements reflect our current views with respect to future events and are subject to risks, uncertainties and assumptions. Such forward-looking statements do not represent any guarantee of future performance by management.

Further information regarding factors that could affect our financial condition and results of operations is included in our most recent Form 20-F and our report on Form 6-K.

We do not intend to update our forward-looking statements. We are under no obligation, and disclaim any obligation, to update or alter our forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by the rules of the Tokyo Stock Exchange.

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