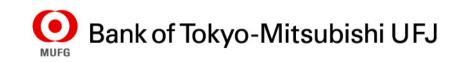
# Japan's economic recovery and opportunities for The Bank of Tokyo-Mitsubishi UFJ

Norimichi Kanari



February 2006

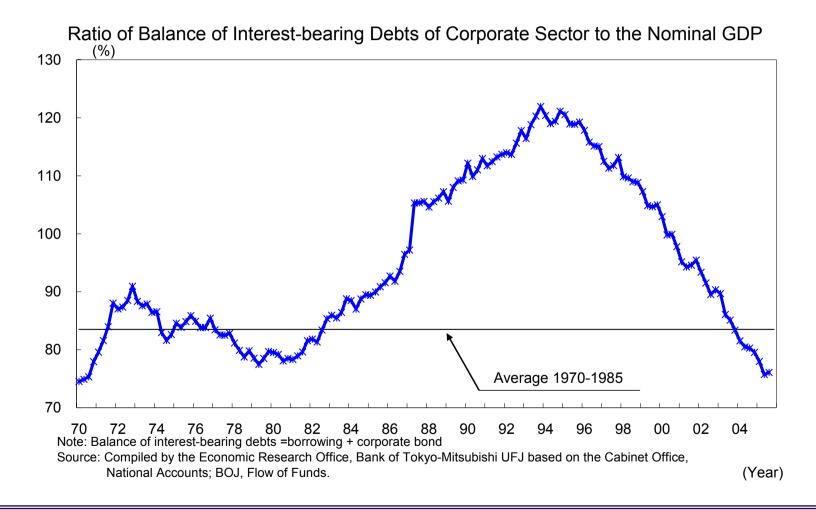
# Japan's economy break out of the "lost decade"

- Economy moving toward a "normalization."
  Elimination of three excesses (debt, employment, and equipment)
  Elimination of the macro supply-demand gap, and breaking out of
  - 2. Elimination of the macro supply-demand gap, and breaking out of deflation in sight

→Corporate capital investment and hiring becoming aggressive

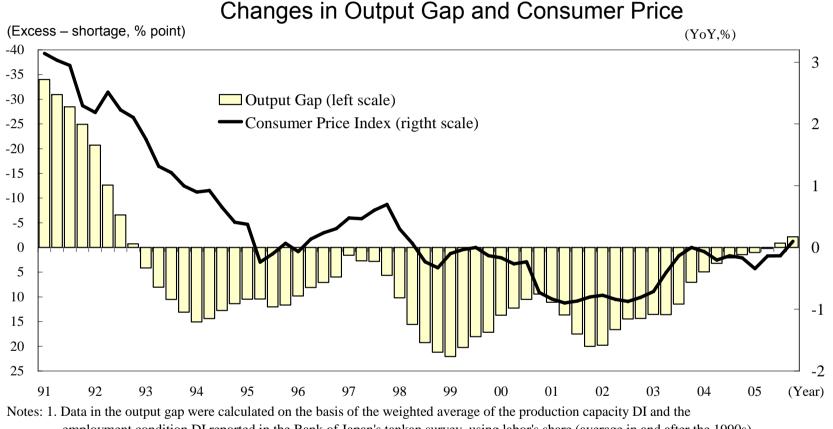


## Excess Debt Eliminated (Bad-loan Problems)





*Supply-Demand Gap Eliminated* → *End of Deflation in Sight* 



employment condition DI reported in the Bank of Japan's tankan survey, using labor's share (average in and after the 1990s). Seasonally adjustments were made by the Research Office of the Bank of Tokyo-Mitsubishi.

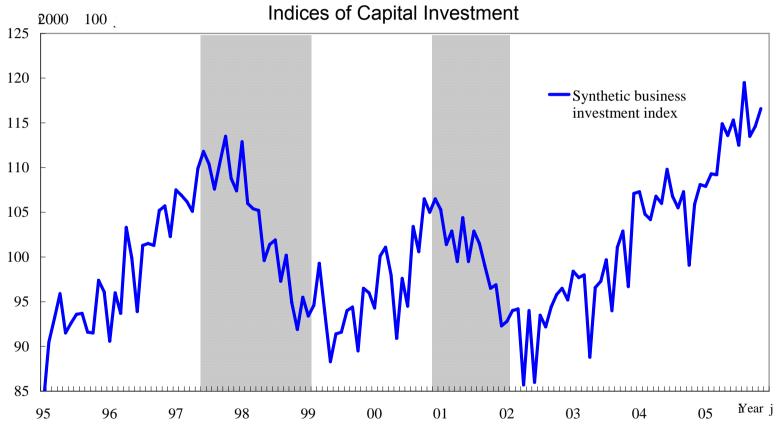
2. Data for the third quarter of 2003 and earlier are on the basis of former standards.

Source: Compiled by the Economic Research Office, Bank of Tokyo-Mitsubishi UFJ, based on Bank of Japan

"short-Term Economic Survey (tankan)", Ministry of Internal Affairs and Communications "Consumer Price Index"



Japanese Corporations Turning Aggressive (i) Conspicuous increase in capital investment



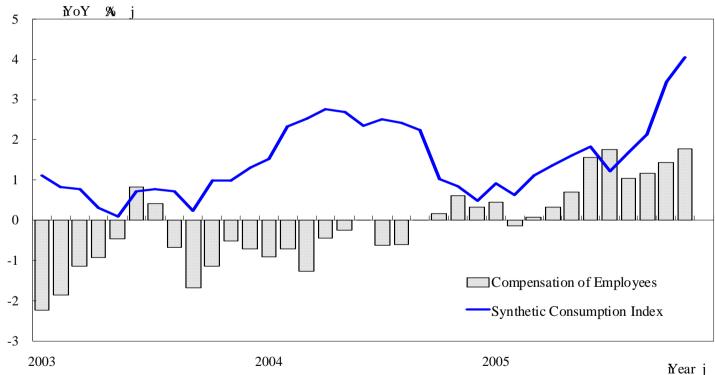
Note: Shaded portion indicates recession.

Source: Compiled by the Economic Research Office, Bank of Tokyo-Mitsubishi UFJ based on CAO, "Synthetic business investment index".

#### Japanese Corporations Turning Aggressive

(ii) Taking an aggressive stance toward hiring  $\rightarrow$  Favorable impact on private consumption

Changes in Personal Consumption and Compensation of Employees

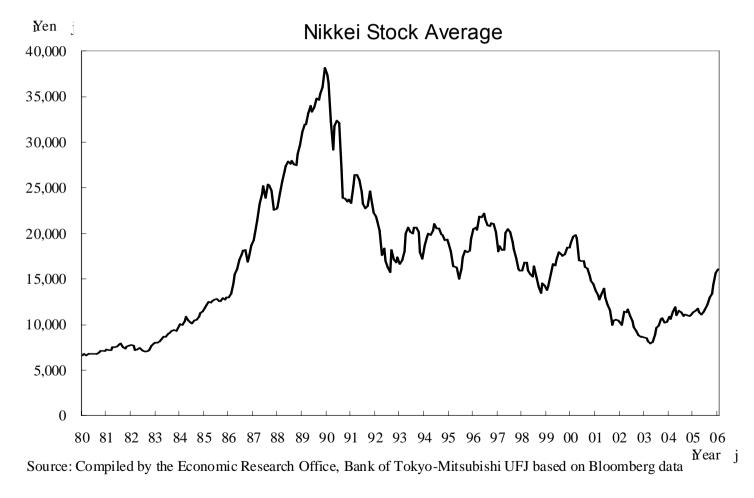


Note: Compensation of Employees: Three month moving average.

Sources: Compiled by the Economic Research Office, Bank of Tokyo-Mitsubishi UFJ based on Ministry of Health, Labor and Wealfare "Monthly Labor Statistics", @ @ Ministry of International Affairs and Communications, "Lobor Force Survey", Cabinet Office" Synthetic Consumption Index".

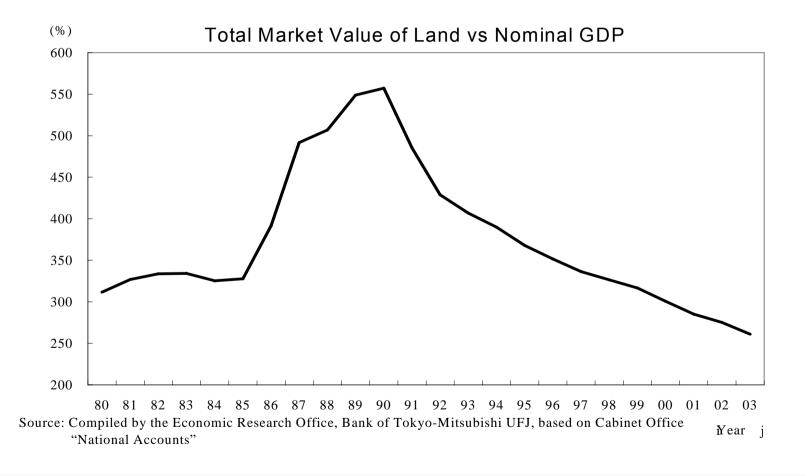


*"Normalization" of Asset Values (i) Strengthening rise in stock prices* 



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### *"Normalization" of Asset Values (ii) Elimination of the sense of excessive land prices*



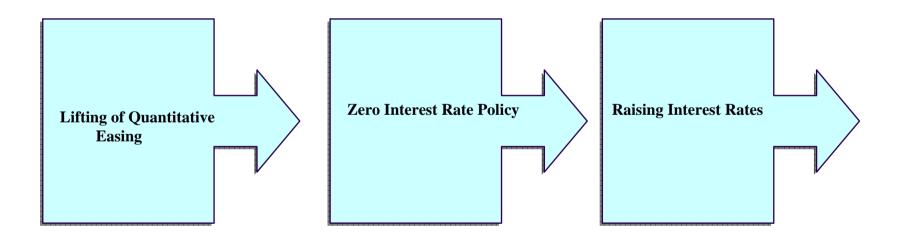
The Japanese economy has dealt with the pressure for structural adjustments and now steadily proceeding toward development.

For the remainder of the year, it is our view that the recovery will continue.



"Normalization" of Monetary Policy Coming into Sight

Process of "normalizing" monetary policies





"Normalization" of the money flow facing a crucial period Public financial institutions accounting for a high share of deposits and loans

	Dep	posits	Loans		
Private Financial	Banks	553	Banks	445	
Institutions	Other	348	Other	169	
Postal Savings		219		4	
Governmental		-	Housing	52	
Financial Institutions			Other than Hous	<sup>ing</sup> 98	
Total		1,120		768	

Share of Public Financial Institutions Deposits: 14% Loans: 20% ( ) Loans secured by deposits

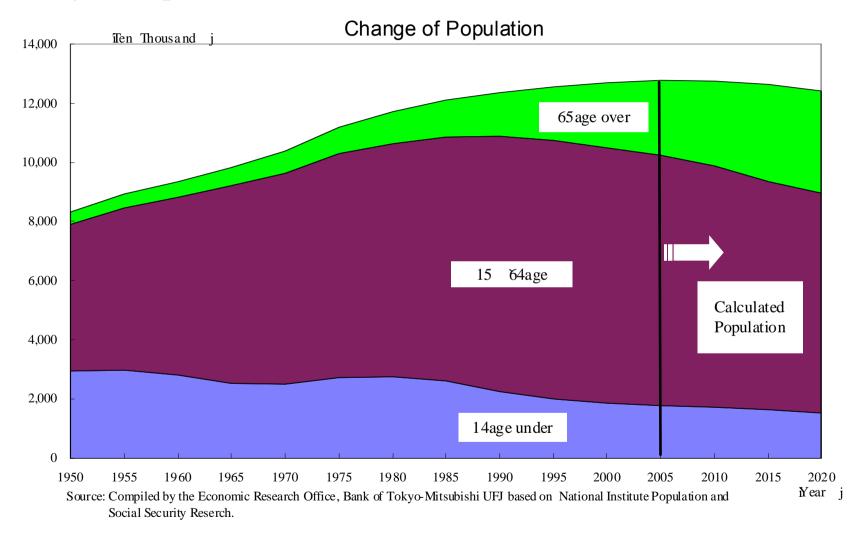
Loans to local public entities



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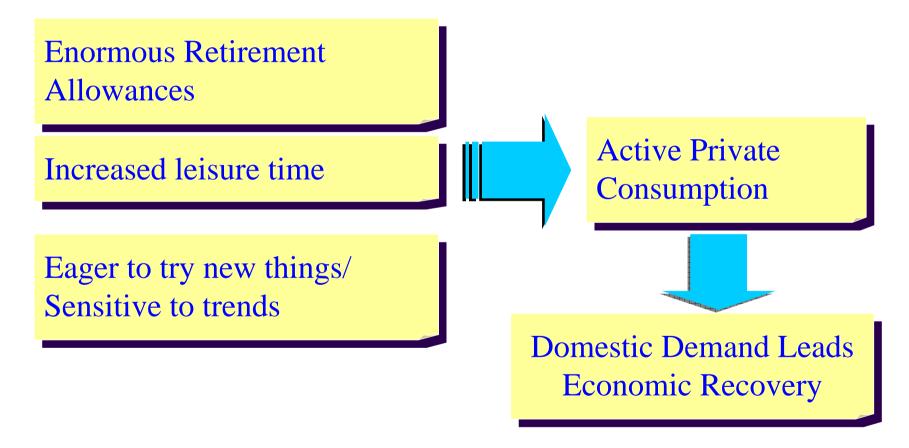
### Changes in the Population Structure is a Medium-term Issue for Japan



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Anticipation of vitality of the Post-Retirement Baby-Boomers





## Asian and Oceania Economic Outlook

**Real GDP growth outlook** 

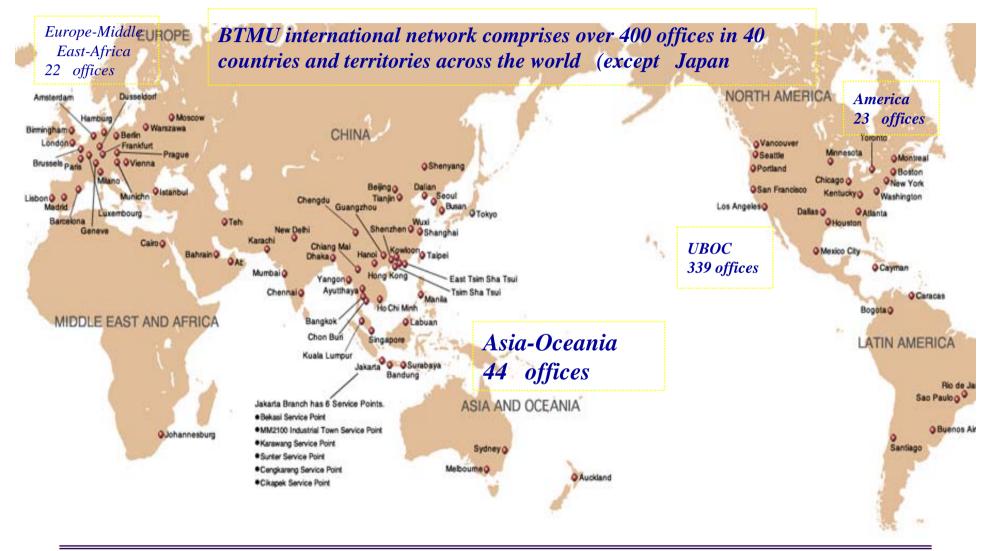
	nominal GDP	Actual GDP growth rario							
	2004	(compared to previous year,%)							
	US\$bil j	2004	2005	2006	2007	2008	2009	2010	
China	1931.6	10.1	9.9	9.6	9.9	9.7	9.3	9.8	
S.Korea	680.9	4.6	4.0	4.5	5.2	5.4	4.9	4.9	
Taiwan	305.4	5.7	3.6	4.4	4.8	4.9	4.6	4.6	
Hongkong	163.0	8.2	7.1	5.2	4.8	5.1	4.5	5.0	
Singapore	106.8	8.8	6.0	5.4	5.7	4.9	4.3	4.6	
Indonesia	257.6	5.1	5.4	5.1	5.5	5.8	5.9	6.0	
Malaysia	118.3	7.1	5.3	5.6	5.8	5.5	5.4	5.5	
Thailand	163.4	6.1	4.6	5.5	5.9	6.0	5.4	5.5	
Philippine	84.6	6.0	5.1	4.8	5.0	5.2	4.9	4.8	
India	624.6	7.5	7.7	7.3	7.5	7.0	7.3	7.5	
Vietnam	45.3	7.8	8.4	8.3	8.2	8.2	8.0	7.9	
Australia	616.8	3.2	2.6	3.1	3.4	3.4	3.2	3.1	

(Source: BTMU Economic Research Office)

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As a whole : Continue to grow through 2006 China and India : Steady expansion NIEs and ASEAN: Fundamentals are solid and steady Australia : Further moderate expansion

## **BTMU** International Network



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# BTMU's business strategy in Asia & Oceania

China

- > Aggressive expansion
- Positioned top tier amongst foreign banks

**Other Asia and Oceania** 

- > Identify new opportunities
- > Broaden focus to Non-Japanese corporations
- Lending target :

**Non-Japanese** > **Japanese** (within 5 years)



# MUFG's business strategy

- **MUFG Group subsidiaries**
- Bank of Tokyo-Mitsubishi UFJ
- Mitsubishi UFJ Trust Bank (Trust Banking)
- > Mitsubishi UFJ Securities (Securities Business)
- > ACOM (Consumer Finance)
- UFJ NICOS (Credit Card)
- Put together expertise and skills within group
- Develop all-round financial services



## BTMU's business strategy in Australia

#### **Australian Market**

- Steady economic growth expected
- Continuous Project Finance /Infrastructure opportunities

#### **BTMU's target**

- > Take advantage of solid Asian and Oceania network
- > Utilize huge retail customer base in Japan

