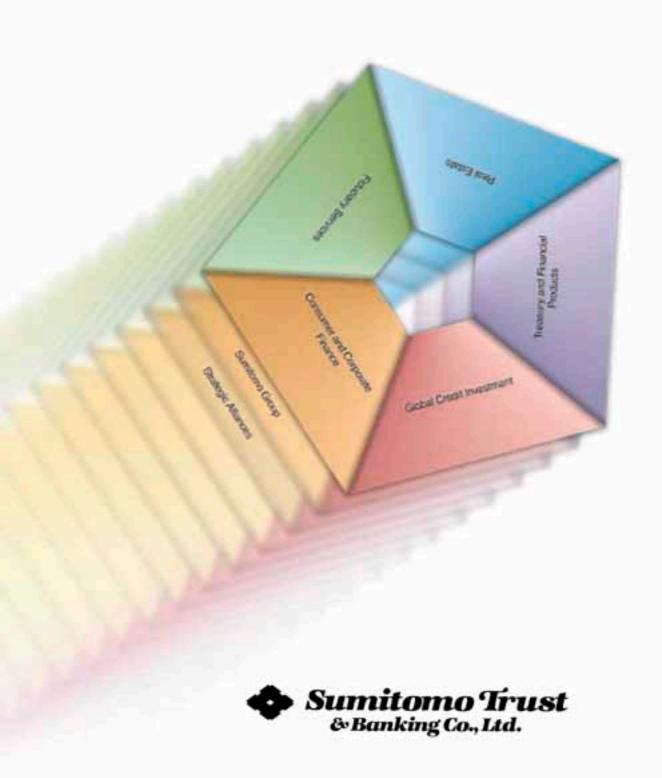
# ANNUAL REPORT Year Ended March 31, 2001



# **Sumitomo Trust's Corporate Mission**



Hitoshi Murakami
Chairman of the Board
(Right)

A. Jof wlach Atsushi Takahashi President and CEO (Left)

# An Asset Management Financial Institution that can provide sophisticated investment management and precise operation

Established in 1925, Sumitomo Trust's history as one of Japan's leading players in the trust business extends back to the pre-war period. A new era opened for the Bank in 1952, when it took advantage of the enactment of the Loan Trust Act to launch a trust product with long-term deposit features that matched the needs of Japan's growing middle class. Utilizing the capital it accumulated through the popular Loan Trust, it played an important role in providing the long-term financing that fueled the development of major industries during Japan's period of high economic growth. Today, Sumitomo Trust is poised to play yet another new role, responding to the rapidly growing investment needs of Japan's maturing society by offering sophisticated asset management services and trust and custody services.

The mission of Sumitomo Trust is to provide value-added asset management services and quality infrastructure for investments, as well as offer a wide variety of investment products to our valued customer base of corporate clients and individuals. Our unmatched expertise in the trust business and our cross-selling ability constitute a competitive edge that, we believe, will allow us to accomplish this mission. Moreover, we are convinced that, in pursuit of this mission, we will be able to establish one of the most successful and realistic business models in the Japanese financial industry — one which results in income growth without expanding asset base or, in other words, improved ROE. Our goal is nothing less than making Sumitomo Trust a leader in creating value in today's fast-changing financial industry. We will make winning efforts to meet the expectations and all the support that we get from our shareholders, employees and customers.

# **Financial Highlights**

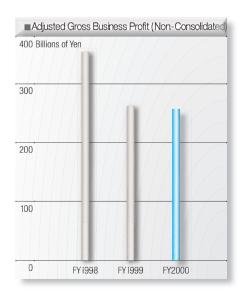
|                                          | Billions of Yen       |                       |                       |                       |  |  |
|------------------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|--|--|
| _                                        | Non-Consc             | olidated              | Consoli               | dated                 |  |  |
|                                          | FY2000<br>(4/00-3/01) | FY1999<br>(4/99-3/00) | FY2000<br>(4/00-3/01) | FY1999<br>(4/99-3/00) |  |  |
| Adjusted Gross Business Profit*          | ¥270.0                | ¥275.8                | ¥284.0                | ¥291.4                |  |  |
| General and Administrative Expenses      | (125.9)               | (131.0)               | (138.0)               | (142.8)               |  |  |
| Adjusted Net Business Profit (Loss)**    | 144.1                 | 144.7                 | 145.9                 | 148.6                 |  |  |
| Credit Costs (Banking A/C and Trust A/C) | (146.8)               | (150.0)               | (151.5)               | (157.7)               |  |  |
| Net Other Non-recurring items            | 75.5                  | 82.1                  | 83.8                  | 89.3                  |  |  |
| Net Operating Profit (Loss)(keijo-Rieki) | 72.9                  | 76.7                  | 78.2                  | 80.2                  |  |  |
| Net Income (Loss)                        | 42.6                  | 33.0                  | 41.0                  | 32.2                  |  |  |

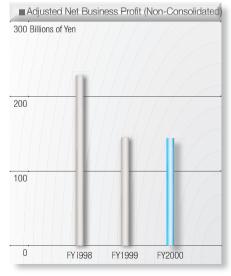
<sup>\*</sup> Adjusted Gross Business Profit = (Gross Business Profit) + (Trust Account Credit Costs)

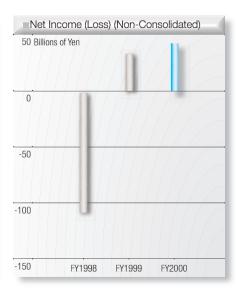
\*\* Adjusted Net Business Profit (Loss) = (Net Business Profit) + (Trust Account Credit Costs) + (Net Transfer to General Reserve)

Net Busiess Profit = (Gross Business profit) - (General and Administrative Expenses) - (Net Transfer to General Reserve)

| Cash Dividends per Common Share              | ¥7.00  | ¥7.00  | _      | _      |
|----------------------------------------------|--------|--------|--------|--------|
| Net Income (Loss) per Common Share (Diluted) | ¥28.62 | ¥22.05 | ¥27.54 | ¥21.50 |
| Return (Net Income) on Equity                | 6.5%   | 5.3%   | 6.2%   | 5.1%   |
| BIS Capital Adequacy Ratio                   | 11.69% | 11.39% | 11.41% | 11.23% |
| BIS Tier 1 Ratio                             | 6.94%  | 6.67%  | 6.80%  | 6.62%  |







# **Facts About Sumitomo Trust**

With a solid foundation in the rapidly growing trust business as its core competence, Sumitomo Trust is making remarkable strides in creating a new business model for trust banking in Japan.

In the banking sector in Japan, Sumitomo Trust is noted for its relatively solid financial position and steady improvement in financial performances, resulting in a 18.7% ownership ratio of foreign shareholders.

# **Asset Management Services**

Sumitomo Trust manages a total of 14 trillion yen of securities investments under its asset management services for corporate pension funds and public pension funds and is the third largest asset manager in Japan.

# **Trust and Custody Services**

In October 2000, Sumitomo Trust started operations of the Japan Trustee Services Bank, Ltd., a joint venture with Daiwa Bank, specializing in trust and custody services.

#### **Real Estate Services**

Sumitomo Trust earned 14.0 billion yen of gross profit from its real estate services, a 12% increase from fiscal year 1999. It is the top-ranking manager in real estate securitization with entrusted assets over 1 trillion yen in the real estate management trusts.

# **Problem Loans**

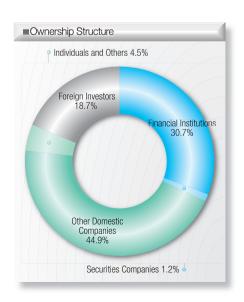
The balance of classified assets based on the Financial Reconstruction Law has declined 237 billion ven to 533 billion ven, and the ratio of them to total balance of loans dropped from 6.9% to 4.8% with the ratio of coverage by collaterals and reserves at 94%.

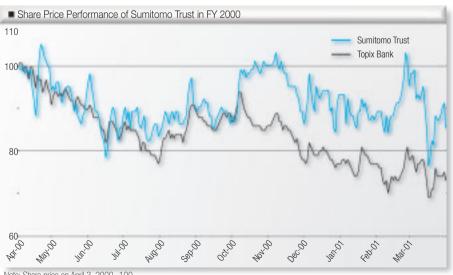
# **Corporate Customer Base**

Sumitomo Trust is providing multiple financial solutions — covering both banking and trust services — to 51% of its 7,000 core corporate clients.

#### **Individual Customer Base**

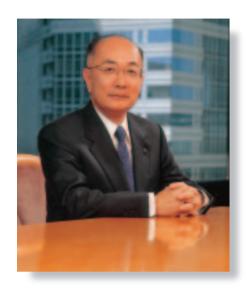
Sumitomo Trust has 1.6 million individual core clients with time deposits (\*). Among them, 190,000 have deposits of more than 10 million yen with us (\* Including loan trusts and jointly-operated money trusts — JOMTs.)





Note: Share price on April 3, 2000=100

# To Our Shareholders, Employees and Customers



Atsushi Takahashi President and CEO

Sumitomo Trust's net income improved for two consecutive years and its consolidated ROE increased from 5.1% to 6.2% on a year-over-year basis. While credit costs of fiscal year 2000 declined only slightly from the previous year, the Bank's credit costs have steadily decreased to one-fourth of their 600 billion yen peak in fiscal year 1995, due to the proactive and continuous workout of non-performing loans since the mid-1990s. At Sumitomo Trust, we are in the final stage of settling the non-performing loan problem.

Japanese financial business environments are now experiencing rapid transformations, and the Bank strategically executes business developments in order to enable trust business to thrive and flourish. As an optimum management approach, Sumitomo Trust maintained independence with management autonomy to implement our business strategy, while effectively promoting cooperation with Sumitomo Group financial institutions, and at the same time pursuing opportunities to expand its business horizon in alliance with non-Sumitomo financial institutions.

# **Overview**

The Japanese economy in fiscal year 2000 cruised in the recovery stream during the first half, but then experienced a slowdown due to weak consumer spending, affected by stagnant growth of the individual income, slow recovery in small and mid-sized companies, and declining stock prices. Deceleration in the U.S. economy further hindered the Japanese economy from escaping out of a state of slow growth and deflationary effects. This trend crept into the first half of fiscal year 2001 and the Japanese economy exhibited no clear sign of immediate recovery.

Coupled with economic weakness, the proliferation of globalization and information technology brought about significant changes to Japanese economic and political systems, such as reshuffling of industries and wide-ranging deregulations. In the banking sector, where large scale consolidations were under way, the Big Four financial groups: Mizuho, Sumitomo-Mitsui, Mitsubishi-Tokyo, and UFJ finally made their debut in the market. Sumitomo Trust on the other hand maintained its independence by choosing not to participate in any group. Such a decision was the natural consequence of our commitment to pursue the Bank's business strategy to further develop trust business. We consider management autonomy essential to implementing this strategy in a quick and effective manner.

In the market, financing is gaining more liquidity and marketability through modern techniques such as securitization, while institutional investors have become more and more selective with the quality of service providers in asset management and custody services.

I believe our strategy is in line with such market movements that enable us to further expand our business opportunities.

# **Highlights of Financial Results**

Our consolidated net income for fiscal year 2000 soared 27% to 41.0 billion yen, on a year-over-year basis, and net income per common share (after deduction of dividends for preferred stocks) were 27.54 yen, representing an ROE of 6.2%. The Bank is ranked in the top-tier bracket among the major Japanese banks in terms of both EPS and ROE.

The Bank's shareholders' equity rose 3.6% to 762 billion yen, while consolidated retained earnings rose 17% to 225 billion yen. The BIS capital adequacy ratio was 11.41% with a Tier 1 ratio of 6.80%. Along with the positive net unrealized gains of investment securities as well as the consistently decreasing non-performing loan balance, these figures show that the financial position of Sumitomo Trust remains relatively strong among Japanese major banks. A preferred stock amount of 100 billion yen is owned by the governmental body, which represents the lowest figure among major Japanese banks, (with the exception of the Mitsubishi-Tokyo Financial Group, which has refinanced its preferred stock), and the Bank is in the most probable position to repay it.

The net unrealized gains of listed and unlisted securities held by the Bank significantly decreased from the previous year, due to the decline in the Japanese stock market. Despite that, the Bank possessed an unrealized gain of 73 billion yen (64.8 billion yen for the consolidated banking account and 8.5 billion yen for the trust account). The Bank is steadily eliminating cross-holding stocks, with 140 billion yen (at book value) of stocks sold out in fiscal year 2000.

# Gross / Net Business Profit by Category (on Non-consolidated and Managerial Accounting Basis)

Trust business decreased by a gross profit amount of 1.3 billion yen (2%) and by a net profit amount of 1.6 billion yen (5%), from the previous year. Our asset management services and trust and custody services declined due to the payment of a 5.1 billion yen retrusting fee (outsourcing fee), paid to the newly established affiliate, Japan Trustee Services Bank, Ltd.(JTSB), and the elimination of a 2.1 billion yen transaction agency fee, which we had received from securities houses in fiscal year 1999. On the other hand, real estate services showed a constant growth in profit, due to the resurrection of market activities. In addition, stock transfer agency services also showed a steady growth in profit with an increase in the numbers of companies and shareholders under management.

Treasury operations, negatively affected by the historic low interest rates of the Yen and inverted yield curves of the U.S. Dollar and Euro, still maintained a net profit of 21.5 billion yen, which, however, decreased by 13.3 billion yen from the previous year.

Domestic commercial banking increased its net profit by 11.9 billion yen mainly due to the decrease in general and administrative expenses, while the average loan-deposit spread for the three major accounts (bank deposits, loan trusts, and jointly-operated money trusts) was 1.29%, unchanged from the previous year's level.

On a consolidated basis, global custody services, conducted by local custody subsidiaries in New York and Luxembourg, contributed to the net business profit of trust and custody services by approximately 5 billion yen.

# Breakdown of Adjusted Gross/Net Business Profit (Non-consolidated)

|                                            |                 |               | Billions of Y   | en            |                 |               |
|--------------------------------------------|-----------------|---------------|-----------------|---------------|-----------------|---------------|
|                                            | FY 2000 (a)     |               | FY 1999 (       | D)            | Change (a)-     | (b)           |
|                                            | Gross<br>profit | Net<br>profit | Gross<br>profit | Net<br>profit | Gross<br>profit | Net<br>profit |
| Trust Business                             | 71.5            | 30.3          | 72.8            | 31.9          | (1.3)           | (1.6)         |
| Pension Asset Management                   | 34.9            | 16.9          | 39.5            | 22.0          | (4.6)           | (5.1)         |
| Retail Investment Management               | 2.1             | (0.5)         | 0.8             | (1.5)         | 1.3             | 1.0           |
| Trust & Custody Services                   | 8.0             | 2.5           | 9.3             | 4.0           | (1.3)           | (1.5)         |
| Stock Transfer Agency                      | 12.4            | 6.4           | 10.6            | 4.3           | 1.8             | 2.1           |
| Real Estate Services                       | 14.0            | 5.1           | 12.5            | 3.3           | 1.5             | 1.8           |
| Domestic Commercial Banking                | 159.5           | 86.9          | 152.7           | 75.0          | 6.8             | 11.9          |
| Overseas Commercial Banking                | 10.6            | 5.4           | 8.4             | 3.0           | 2.2             | 2.4           |
| Treasury Operations                        | 28.3            | 21.5          | 41.7            | 34.8          | (13.4)          | (13.3)        |
| Total (Adjusted Gross/Net Business Profit) | 270.0           | 144.1         | 275.8           | 144.7         | (5.7)           | (0.5)         |



# Credit Costs (on a Non-consolidated Basis)

Total credit costs for fiscal year 2000 equaled 146.8 billion yen, a slight decrease by 3.2 billion yen from the previous year's 150.0 billion yen. Included herein are 125.7 billion yen of write-offs and specific reserves for non-performing loans (including loans in bankruptcy & practically bankruptcy, and doubtful loans), and 21.1 billion yen of net transfer to the general reserve for special mention loans ("Yo-Chui-Saiken," including substandard loans "Yo-Kanri-Saiken").

The increase in the general reserve was responding to the lingering economic slump. We increased the general reserve for the unsecured portion of substandard loans from 15% to 25%. Furthermore, we allocated a 25% general reserve to the unsecured portion of loans to certain other deteriorated debtors. As a result, regarding the special mention

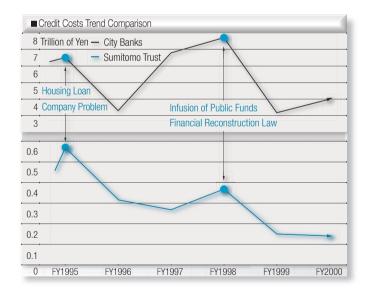
Coverage for Classified Assets under Financial Reconstruction Law Banking and Trust Accounts (After Partial Direct Write-Off)

|                               | Billions of Yen, except for percentages |                |                  |                |  |  |
|-------------------------------|-----------------------------------------|----------------|------------------|----------------|--|--|
|                               | Mar. 2                                  | 2001           | Mar.2            | Mar.2000       |  |  |
|                               | Non-consolidated                        | Coverage ratio | Non-consolidated | Coverage ratio |  |  |
| Bankrupt/Practically bankrupt | ¥ 85.4                                  | 100%           | ¥ 96.2           | 100%           |  |  |
| Doubtful                      | 412.0                                   | 95%            | 593.4            | 90%            |  |  |
| Substandard                   | 35.4                                    | 70%            | 80.4             | 84%            |  |  |
| Total                         | ¥532.8                                  | 94%(81%*)      | ) ¥770.0         | 91%(79%*)      |  |  |

<sup>\*</sup> Reserve Ratio of Unsecured Portion

loans including substandard loans, the general reserve ratio for the total loan balance increased from 4.1% to 6.7%, consisting of 15.1% for substandard loans and 6.3% for other special mention loans.

The balance of classified assets based on the Financial Reconstruction Law (including loans in bankruptcy & practically bankruptcy, doubtful loans, and substandard loans) declined by 237.2 billion yen from the previous year to 532.8 billion yen on March 31, 2001, and the ratio of the classified assets to the Bank's total loan balance dropped from 6.9% to 4.8%. The coverage ratio of collateral and reserves to classified assets increased from 91% to 94%, and the reserve ratio for the unsecured portion of them improved from 79% to 81%.



Compared to Japanese city banks, the Bank has been reducing its credit costs at a more consistent pace. The Bank posted credit costs of ¥600 billion for fiscal year 1995, when workouts of non-performing loans to non-bank and real estate industries, housing-loan companies in particular, were made on a large scale. Presently, credit costs have decreased to one-fourth of the peak level reached in fiscal year 1995, except for a temporary increase in fiscal year 1998.

Our credit exposure to the construction industry and retail industry, currently the subject of much attention, is relatively small, and exposure to the middle market, which could be adversely affected by the lingering economic slump, is also small. Furthermore, the reserve ratio was raised in fiscal year 2000 in response to a sluggish economy. In consideration of these factors, we expect that our credit costs will keep declining. Although the current economic environment requires some time to overcome it, I believe that the Bank is in the final stage of resolving distressed debt problems.

# **Business Strategy in Full Utilization of Competence**

The Bank's core competence prides itself on expertise and advanced quality services in the trust business of which the Bank has had a strong market presence for many years. As the importance of fee income is especially emphasized in today's competitive financial industry, Sumitomo Trust is recognized for its high ratio of fee income generated by the trust business, which currently accounts for 27% of total gross business profit (after retrusting fees paid to JTSB), while total fee income ratios of the Big Four financial groups range from 10% to 18%.

The Bank's business strategy is constructed on its firm customer base developed through its banking business, and we aim to further expand the franchise of our competent trust business to increase its fee income without increasing the balance sheet size. This strategy is designed to improve the capital efficiency and the ROE. The prospect for trust business is very promising, as it is associated with expanding investment markets in Japan. I am confident that we possess great possibilities for growth by maintaining trust business as our core competence.

#### **Overview of Trust Business**

Concerning asset management services, the Bank aims to be a strategic partner of pension funds by providing them with optimum solution portfolios through investment counseling tailored to individual pension funds. Recently, our continuous efforts to reinforce the investment process resulted in significant improvements in performance, as well as remarkable ratings comparable to foreign asset managers granted by domestic and overseas investment consultants. The Bank's high quality in asset management services enables us to accurately respond to the needs of pension funds, which are rapidly becoming ever more sophisticated.

Concerning trust and custody services, JTSB, a joint venture with Daiwa Bank specializing in trust and custody services, was launched in October 2000 and commenced full

operations in June 2001 with 70 trillion yen in trust assets. The Bank's trust and custody services will continue to provide advanced services, such as master trust services, with JTSB constituting its nucleus. The strategy of JTSB is to pursue economies of scale, which allows it to average out IT costs required to improve its service quality and price competitiveness. Such quality and competitiveness will enable us to further increase custodial assets.

The key to higher profitability for stock transfer agency services is service improvements and cost reductions in clerical work through automation. After introducing the new system, we successfully reduced marginal cost, which resulted in considerably higher profit ratios. In response to the recently increasing corporate interest in investors relations, the Bank is providing one of the most advanced IR support services.

The Bank has consistently been the market leader in services for real estate securitization, which vigorously surged in 1999. The Bank's outstanding balance of assets under management in real estate management trust, which is the major vehicle for real estate securitization, was over 1 trillion yen in March 2001, representing a 30% share of the market. While providing originators with high quality real estate management trust services, we see growing investors' interest in securitized real estate. To take advantage of this growing interest, we are developing our asset management capability in order to make it one of the most favorable alternative investment products for sophisticated investors.

# New Developments in the Banking Business

The customer base developed by our corporate lending business is critical for cross-sales of the trust business. Our affluent individual depositor base is increasing its importance as a driver for promoting our retail investment management services. In addition, we are aggressive in challenging the new waves of banking business.

In fiscal year 2000, we formed a Structured Finance Dept. to expand our corporate finance services in the area of securitization and other structured finance business areas. We also organized the Global Credit Investment Group to better capture credit investment opportunities both in Japan and overseas. These are both future-oriented new business areas, which fit current trends in customers' needs for financial instruments and the growth of secondary markets. Our buy-side expertise in securities investments will certainly help us to succeed in these areas.

In April 2001, we started a 40:60 joint venture, "BUSINEXT CORPORATION," in collaboration with AIFUL Corporation, a major player in the consumer finance industry. The joint



venture focuses on small business lending by integrating AIFUL's statistical approach and know-how of consumer finance and Sumitomo Trust's expertise in corporate lending.

# Organizational and Human Resource Management Reform

At the beginning of fiscal year 2000, we reorganized our business into five groups. The reorganization gave each group more autonomy and responsibility towards achieving the following objectives:

- Select the optimum strategic business model for the group.
- Maximize the risk-adjusted profitability within the risk capital allocated by corporate management.
- Establish the group's own competitive human resource management policies, including a remuneration structure best suited to the nature of its business.

We believe that the reorganization and adoption of performance-oriented human resource management will ensure profitability and move the company in line with the speed of today's highly competitive market.

In fiscal year 2000, we introduced the largest stock option program among Japanese financial institutions listed on the Tokyo Stock Exchange. An equivalent stock option program for the current fiscal year was also approved by shareholders.

# **Strategic Alliances**

The recent notable moves in the Japanese banking industry involved the establishment of the Big Four financial groups; that is to say, the formation of the large-scale universal banks. The shift towards bigger financial institutions also constitutes a world-wide trend. On the other hand, the focus and selection of business lines are emphasized for the corporate strategy to meet more complicated customers' needs and raise profitability. The Bank chose to be one of a few major Japanese financial institutions that have continued to be independent. This represents nothing but our commitment to pursue the Bank's business strategy, which could not be effectively conducted in any other way.

The Bank's business strategy is to expand the franchise of our competent trust business and increase its fee income without increasing the balance sheet size. The conditions required for pursuing such a strategy are: 1) critical mass for creating market dominance; 2) cross-selling of a wide range of products; 3) economies of scale that enable investments in IT and R&D to improve product/service quality as well as to reduce operation costs; and 4) organizational reforms aimed at improving market-oriented management

systems. Although the Bank has been adequately meeting these required conditions independently, it recognizes the importance of forming an alliance to accelerate the expansion of its trust business.

In the event that we consolidate with a universal bank, we may be able to reap certain positive effects for the execution of our business strategy. Nevertheless, I believe such positive effects are limited, as the further development of trust business requires a great deal of specialty and expertise. We historically maintained cooperative relations with Sumitomo Group financial entities; such relations are being strengthened to realize the "focus and selection" policy of each Group entity. I believe the strengthened relations effectively develop the required aforementioned conditions without entering into a consolidation. I am rather concerned that such a consolidation may hinder the quick and effective execution of our business strategy, due to difficulties in applying bold measures to promptly consolidate diverse organizations, as well as overcoming cultural conflicts. From this point of view, I believe that maintaining management autonomy is currently crucial in order to ensure quick and effective execution of the best business strategy for us.

The Bank's alliance strategy emphasizes management autonomy, while effectively strengthening cooperation with Sumitomo Group financial institutions; and at the same time, it pursues opportunities to expand the business horizon for the trust business through alliance with non-Sumitomo financial institutions. The execution of the strategy in fiscal year 2000 has resulted in the streamlining of overlapping businesses among Sumitomo Group financial entities (the trust banking subsidiaries of Sumitomo Bank and Daiwa Securities Group merged with us, whereas the Bank's corporate bonds underwriting business was transferred to Daiwa SMBC), and the establishment of JTSB, a joint venture with Daiwa Bank specializing in trust and custody services.

Ever since I was appointed President of Sumitomo Trust, I have increasingly become attached to the conviction that shareholders, employees, and customers have highly assessed the Bank's business strategy, as well as alliance strategy for realizing the business strategy. I believe that it is my mission to pursue and realize this business strategy most effectively. I would very much appreciate your understanding and support towards maximizing the corporate value of Sumitomo Trust. Thank you very much.

Atsushi Takahashi President and CEO

A. Takalashi

# Fee Businesses of Sumitomo Trust

# -The Japanese Financial Institution that Demonstrates the Feasibility of a Fee Business Model-

To improve the efficiency of capital utilization and ROE, the management of Japanese banks is focusing on, more than ever, fee income. In order to achieve a higher ROE, the Bank undertook a strategy to expand trust business, our core competence, whereby a steady flow of fee income will be generated from high growth markets.

In excess of one-fourth of the Bank's gross business profit is fee income, which derives from trust business, in the form of trust fees, servicing fees, and commissions. While the Japanese Big Four financial groups are also focusing on increasing their fee incomes, ratios to their gross profits still remain at less than 20%. Trust banks have traditionally enjoyed a high ratio of fee income generated from trust business; however, the recent consolidation of them into major financial groups resulted in the dilution of this advantage in trust fee income.

The Bank's trust business consists of four core businesses: asset management services, trust and custody services, stock transfer agency services—which are fiduciary services in the securities investment market—and real estate services. In terms of market share, the Bank occupies a top three position in each of these business sectors, and is highly regarded for its expertise and advanced quality of services.

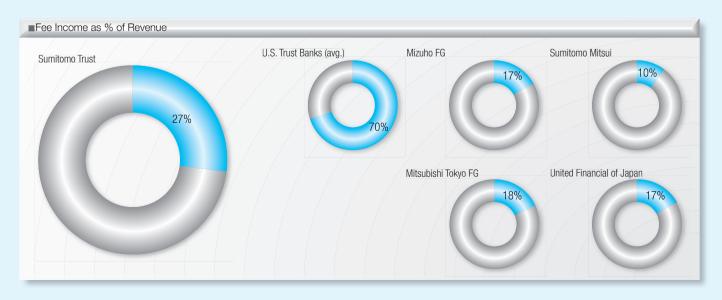
In addition, retail investment management services have a high growth potentiality, as financial assets held by individuals, totaling an estimated 1,400 trillion yen, are gradually shifting to investment markets. Our solid individual customer base, consisting of affluent depositors amassed through the Bank's banking business, is the foothold of future expansion.

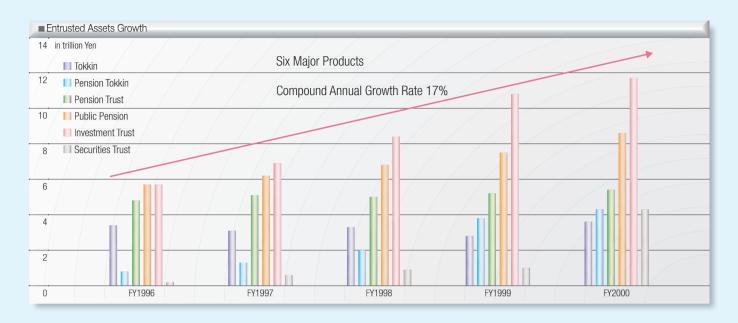
Furthermore, the Bank is quite competitive in securitization services, using a trust scheme as its vehicle. In the corporate finance services, we are one of the leading players in the securitization of various monetary claims such as the lease claim and ship charterage, with 1,785 billion yen in assets under our management. In real estate services, we are playing the leading role in real estate securitization with 1,013 billion yen in assets in our real estate management trust. These growing business areas are contributing to the Bank's fee income increases.

# Fiduciary Services of Sumitomo Trust

The total outstanding balance of six major trust assets, relating to our securities investment services to institutional investors, has been growing at a compound annual growth rate of 17% since fiscal year 1996, and stood at 39 trillion yen at March 2001. The Bank provides its pension trust and public pension (Shitei-tan) customers with asset management services and trust and custody services in a package, while offering various trust and custody services to the customers of other trust assets.

In the rapidly progressing trust and custody services area, our strategy is to reinforce competitiveness through the pursuit of





economies of scale. For that purpose, we started operation of the Japan Trustee Services Bank, Ltd., a joint venture with Daiwa Bank, in October 2000. JTSB is a trust bank specializing in trust and custody services to which major trust assets of the Bank and Daiwa Bank, in the amount of 70 trillion yen, have been fully retrusted in June 2001. In fiscal year 2000, the outstanding balance of securities trusts has jumped to 4.3 trillion yen after undertaking the settlement and custody services for a life insurance company to JTSB. The active undertaking of custodial services that other industries outsource constitutes a part of JTSB's strategy for the pursuit of economies of scale.

It should be noted that the Bank's global custody services to Japanese institutional investors, which are conducted by our subsidiaries in New York and Luxembourg, recorded a remarkable performance in fiscal year 2000. The subsidiary in New York possessed custodial assets worth 70.8 billion U.S. dollars as of January 2001, and recorded in fiscal year 2000 an all-time-high in both income before tax of 40.5 million U.S. dollars and ROE of 23.7% based on net income after tax of 21.6 million U.S. dollars. The Luxembourg subsidiary, as the foothold of the global custody business in EU, also recognized income before tax of 6.5 million U.S. dollars.

Concerning asset management services in the pension trust and

public pension, the total outstanding balance of assets under our management amounts to 14 trillion yen, which places the Bank in the number three position. The growth of the pension trusts of the Bank, however, remained slower than the growth of public pensions and other assets. Under such circumstances, the Bank has continuously focused on the reinforcement of investment processes and structures, which resulted in the recent significant improvement in performance as well as remarkable ratings as the highest quality domestic asset manager given by domestic and overseas investment consultants. Based on such quality and performance, the Bank aims to be a strategic partner of pension funds by providing them with optimum solution portfolios selected from our competitive multi-product lines, accompanied by our investment counseling tailored to individual pensions.

In the stock transfer agency services, the vital factor to success is an automation system that improves service quality and reduces operating costs. Due to contributions by our CAROL system, marginal costs have been significantly lowered to dramatically improve the profit ratio in the revenue increment. Gross profit and net profit increased 1.8 billion yen and 2.1 billion yen, respectively, in fiscal year 2000. In response to increased corporate interest in investor relations, the Bank is providing one of the most advanced IR support services and expanding its customer base. It organized the Focus Club in early 1999 in which IR information and advice are

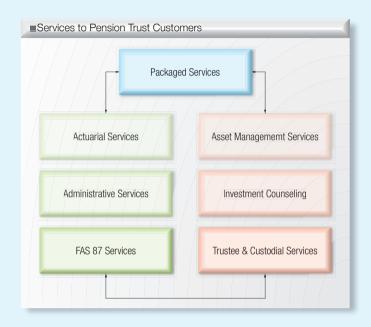
provided to member corporations. In fiscal year 2000, the Bank started an English web-site: Japan Investment Forum, which provides overseas investors with IR information of member corporations including information of the annual general meeting. Its members are 140 as of June 2001 including various top-notch corporations of Japan.

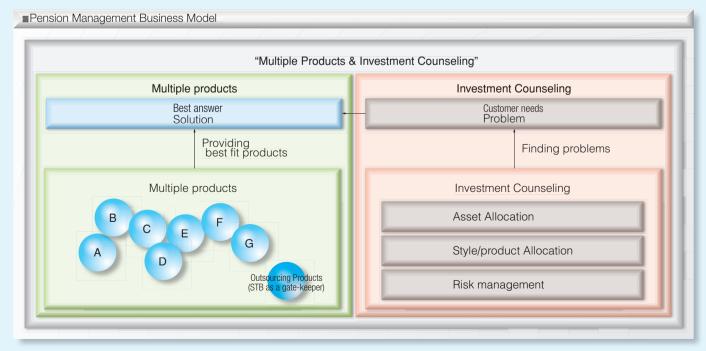
# (1) Strategic Partner of Pension Funds

Dynamic changes are underway in the environment surrounding asset managers in Japan. The deregulation of pension asset management in 1990 prompted asset management firms to rapidly enter into the market where trust banks and life insurance companies had traditionally dominated. The intensified competition in the asset management service is provoking a shift from balanced funds to specialized funds and emphasis on the style/product selection rather than the asset allocation. In the manager selection process, emphasis on high quality services is rapidly replacing the traditional emphasis on the relationship between sponsor companies and managers.

Sumitomo Trust has been continuously enhancing the quality of its product lines by reinforcing its investment organization structure, such as strengthening the bottom-up approach by building a

strong in-house analyst team including a global research network. We also have been improving product quality through the clarification of investment styles in pursuing style consistency including consolidation to a flagship fund for each style. As a result, the Bank significantly improved its performance and is rated as the most qualified Japanese asset manager by domestic and overseas investment consultants. Regarding domestic stocks and





# Line-up of Asset Management

|                                      | Number of Professionals |
|--------------------------------------|-------------------------|
| Domestic equities portfolio managers | 19                      |
| Global equities portfolio managers   | 15 (8 overseas)         |
| Global bonds portfolio managers      | 10                      |
| Analysts                             | 23                      |

bonds investments in particular, the Bank has been granted the highest ratings comparable to renowned foreign asset managers.

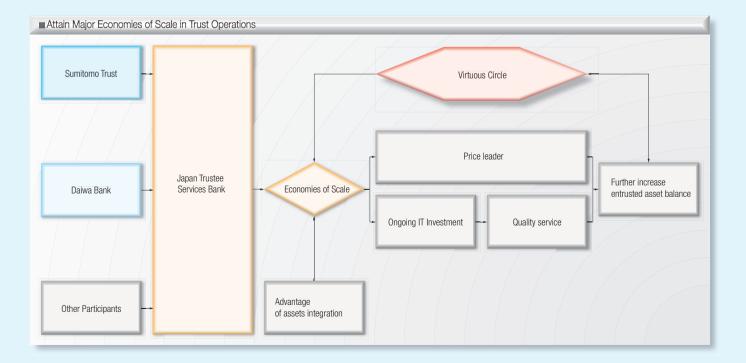
Based on such quality and performance, the Bank aims to be a strategic partner of pension funds by providing them with optimum solution portfolios selected from our competitive multi-product lines. This is accompanied by our investment counseling tailored to individual pension funds such as asset allocation advice, investment style advice, and risk management advice, in accordance with the character, size, and sophistication level of each fund.

The portfolio in the amount of 14 trillion yen under asset management services of the Bank consists of 86% of active funds and 14% of passive funds. In order to maximize the total volume of management fees, the Bank, on one hand, seeks a higher level of fees in active funds by providing competitive products, and on

the other hand, seeks asset volume in passive funds. The Bank's high quality of asset management permits the engagement of appropriate responses to the needs of pension funds, which are rapidly becoming ever more sophisticated. This is the catalyst that underpins the Bank's asset management business.

# (2) Japan Trustee Services Bank, Ltd.

The Japan Trustee Services Bank, Ltd., was launched in October 2000 and commenced full operations in June 2001, after both Sumitomo Trust and Daiwa Bank re-trusted their assets to this newly established company. Pressured by client demand, trust and custody services are being equipped with new services such as RTGS, MTM accounting, T+1, STP, and master trust services. The Bank and Daiwa Bank will expedite these advanced services with JTSB constituting its nucleus. With an ample equity capital of 50 billion yen, JTSB is currently rated AA by the Japan Credit



Rating Agency and A3 by Moody's. It is now underway to achieve entrusted assets in excess of 100 trillion yen, an expense ratio of less than 50%, and an ROE of 15%, by March 2004.

JTSB's strategy constitutes the pursuit of economies of scale and creation of a positive cycle; that is, economies of scale in JTSB's operations enable it to make investments in the state-of-the-art information technology, which in turn make it possible to capture further market share through competitive pricing and quality service. Furthermore, the strategy aims to reinforce competitive strength by establishing industry standards through increased market share. JTSB's outstanding balance of total entrusted assets stands at 60 trillion yen as of March 2001, and 70 trillion yen as of June 2001 when the parent banks have fully re-trusted their trust assets. The market shares of major entrusted assets are shown in the accompanying chart. Nearly the entire sum of the outstanding balances of Sumitomo Trust and Daiwa Bank were re-trusted to JTSB, which now possesses the largest market share of each asset class.

This business has been under severe pressure to lower its fees. JTSB is pursuing a strategy to increase profits by reinforcing pricing and quality competitiveness through economies of scale as described above, and by raising supplementary fee incomes derived from such services as securities lending and cash management. These fee incomes are now major constituents in the income-mix of our global custody services and we intend to

■JTSB's Market Shares of Trust Assets as of March 2001 Corporate Pension Pension Tokkin 25.89 37.484 19.541 billion yen billion yen JTSB( STB+Daiwa) Unders Investment Trust Public Pension Trust 29 99 14,546 62,830 bllion ver billion yen

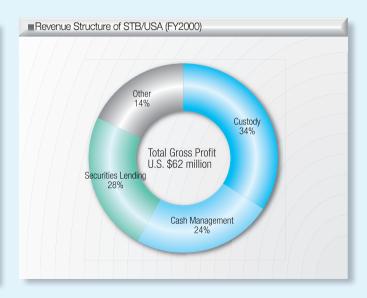
apply our experience and know-how to JTSB for the development of supplementary services.

# (3) Global Custody Services of New York Subsidiary

The Bank provides Japanese institutional investors with global custody services, and is one of a few Japanese financial institutions that can offer services comparable to leading overseas custodian banks. Our New York subsidiary plays a major role in the Bank's global custody services with custodial assets worth 70.8 billion U.S. dollars, as of January 2001.

The Bank has withdrawn from providing sub-custody services in Japan in 1997 because it produces quite low fee levels and no opportunity for supplementary services. Excluding the sub-custody service, our New York subsidiary ranks second among Japanese banks in global custody services after Tokyo-Mitsubishi. The Bank is also providing global custody services in EU through a Luxembourg subsidiary.

Our New York subsidiary produced income before tax of 40.5 million U.S. dollars, and net income after tax of 21.6 million U.S. dollars, representing an ROE of 23.7% in fiscal year 2000. Its gross profit before expenses, at 62 million U.S. dollars, consisted of an income-mix well balanced among incomes derived from custody fees, securities lending fees, and cash management fees, which demonstrates the subsidiary's capability in generating supplementary incomes other than custody fees and



competitiveness in the market. This is also the model JTSB intends to pursue in the domestic market and we believe our experience and know-how in global custody services will help JTSB develop opportunities for supplementary services.

#### (4) Real Estate Services of Sumitomo Trust

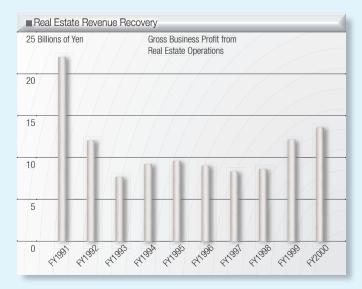
The Bank is one of the largest commercial real estate brokers in Japan, while having been the pioneer and major player in the land trust services, or real estate development services for landowners in the 1980s. Due to the burst of the bubble economy, fee income from real estate services in the middle of the 1990s declined to the 9 billion yen level, less than half of the peak level reached in fiscal year 1991. However, the Bank recovered from such a slump in fiscal year 1999 when fee income reached 12.5 billion yen. The Bank managed to generate fee income of 14 billion yen in fiscal year 2000, a 12% increase over fiscal year 1999.

One of the main factors underlying the recovery is the fee income generated from the real estate management trust service, which is an important vehicle generally used for real estate securitization. Since 1999, the volume of real estate securitization has surged and the Bank has always been the market leader by providing innovative and high-quality services. As of March 2001, we managed assets in real estate management trusts in excess of 1 trillion yen, representing about a 30% share of the market.

As corporations' needs for divestiture of real estate assets persist due to the pressure for balance sheet restructuring and introduction of mark-to-market accounting, the volume of real estate transactions, especially securitized ones, are anticipated to increase.

The Bank's real estate management capability, which was developed in the land trust services, is rated as unparalleled among trust banks. The Bank will continue to provide originators, including newly launched real estate investment trusts, with high quality real estate management trust services, and pursue profitability with our quality and forward-looking approach against which no other financial institution can compete.

As institutional investors are beginning to explore alternative investment opportunities and their interest in the securitized real estate is growing, the Bank is offering them real estate investment products as a part of our asset management services. We are also developing investment methods and tools that can satisfy the sophisticated investment methodology of institutional investors to support the healthy and continuing growth of the market. In accordance with the expansion and maturity of the market, we expect to play a leading role in asset management services for real estate investment.

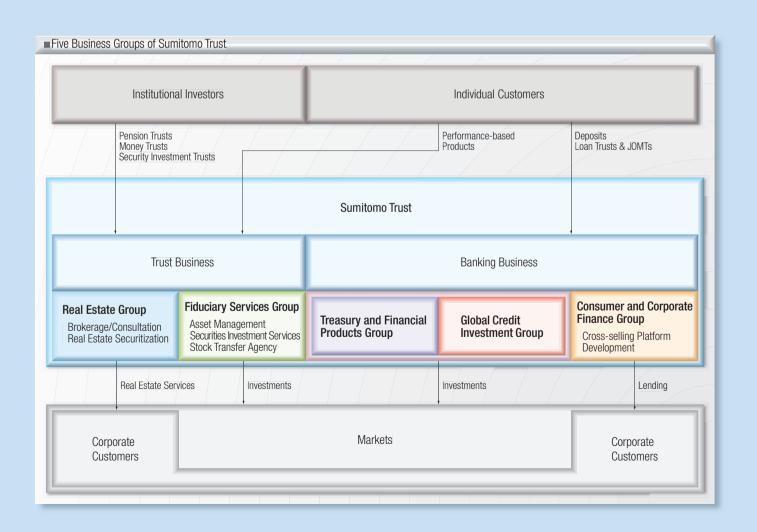






# **Overview of Operations**

In April 2000, Sumitomo Trust reorganized its business into five groups, giving each group more autonomy and responsibility, while striving to reinforce its competitiveness to ensure long-term sustainable growth.



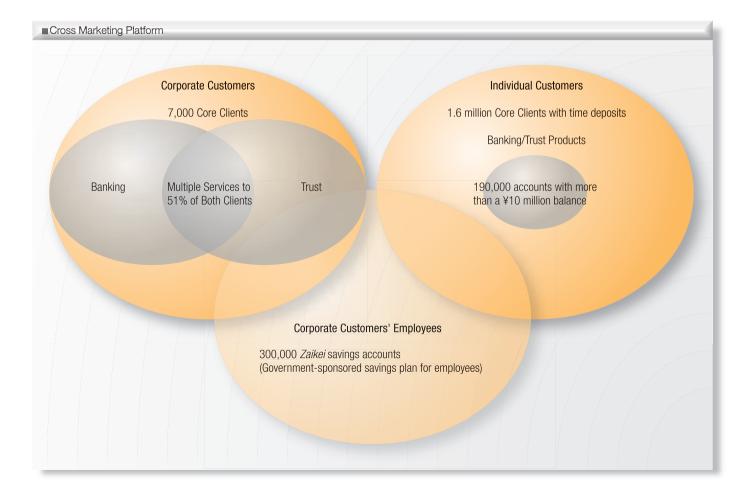
# (1) Consumer and Corporate Finance Group

# Creating solid customer base for cross selling

# Individual Market

The majority of our individual customers expect quality asset management as well as day-to-day settlement functions from Sumitomo Trust. To meet customers' expectations, we offer a variety of retail investment products, such as loan trusts, performance-based trusts, and investment trusts, as well as term deposits. MCIF (Marketing Customer Information File) functions as the central information system for our customer management, product development, and marketing. Also, PICS (Portfolio Investment Consulting System) is our effective consulting system for determining optimal portfolio compositions for individual customers. More than 50 experienced Financial Consultants provide personal consultations to our high net-worth customers.

Although our conventional branch network, consisting of 54 branch offices, is relatively small, we are developing new, efficient delivery channels to provide retail products. We have so far opened 10 Sumishin i-Stations — small specialty offices that are located in heavily populated suburban areas in Tokyo and Osaka, with extended business hours. Other new delivery channels, such as Internet banking and ATM terminals at post offices, started in fiscal year 2000. Further, marketing in the workplaces of our corporate customers, one of our unique delivery channels, has also served in providing retail products to our individual clients and will constitute a major channel for delivering investment products related to the Japanese 401(k) pension plan. We started providing Internet retail services through Intranet-based networks of corporate customers to enable access to investment consultations and marketing of investment products.



# **Corporate Market**

Our strategy in the corporate loan business is to cross-sell trust service to corporate customers while enhancing profitability by effectively managing credit risk under refined quantitative approaches. Also, we are endeavoring to apply appropriate loan spreads commensurate with the respective credit risks.

In the field of corporate finance services, we provide sophisticated financial derivative products and securitization services. We are one of the leading players in the securitization of leases and other financial claims, as well as real estate. The Corporate Finance Advisor, a managerial accounting system that we jointly developed with an accounting firm, operates as our effective consulting tool for providing asset-liability management solutions to our corporate customers.

#### **BUSINEXT**

In April 2001, Sumitomo Trust and AIFUL Corporation, one of four major players in the consumer finance industry, started a 40:60 basis joint venture called BUSINEXT Corporation. The joint venture provides lending services to small business entities by integrating AIFUL's statistical approach and know-how developed in the consumer finance field and Sumitomo Trust's expertise in the area of corporate lending. This is a unique business seeking to fill the niche market existing between traditional corporate middle market lending and consumer finance.





# (2) Global Credit Investment Group

# Integrating alternative investments from Japan and overseas

Sumitomo Trust took the opportunity to become the first Japanese bank to integrate the expertise earned through its overseas lending business and corporate bond investments in Japan into a specialized group under the concept of investing in marketable credit.

Traditionally, corporate loans have been the most common way to extend credit for banks and are normally held until maturity. However, as a result of progress in securitization techniques and development of the secondary market, corporate loans have gained liquidity and marketability. In the U.S., institutional investors recognize syndicated loans as an alternative investment vehicle and treat them as an established asset class comparable to stocks and corporate bonds. In recent years, Japan has seen both a rapid growth in asset-backed securities, and the gradual development of secondary markets for corporate loans. In the future, Japan's credit markets are expected to gain the same level of liquidity and marketability as those in the U.S.

Sumitomo Trust is leveraging the expertise of the group in global credit investment. This group has the following objectives: (1) To

establish a global alternative investment portfolio as our proprietary investment, and (2) To provide clients with opportunities in alternative investments.

In the domestic market, this group aims to build a well-balanced credit portfolio by purchasing corporate bonds and ABSs and investing in syndicated loans, which are relatively new to the Japanese market.

In the overseas markets, this group optimizes portfolios by diversifying investments in a wide range of credit, through three overseas branches in New York, London and Singapore, and a subsidiary in Hong Kong.

Besides debt investments, this group manages investments in private equities, with a view towards establishing a well-bal-anced alternative investment portfolio by undertaking venture capital activities in Japan and investing in selected private equity funds overseas.

# (3) Treasury and Financial Products Group

Seeking appropriate risk control and developing sophisticated financial products

# **ALM Operations**

The Treasury and Financial Products Group provides benchmark interest rates for our deposit and loan products, and manages the market position generated from the deposit and loan transactions with customers. Under the 24-hour global operating system linking domestic and overseas offices, such ALM operations function to maintain the optimal level of market risk of Sumitomo Trust's global position by applying flexible risk-hedge measures, such as securities investments and derivative transactions within the VaR-based risk allowance designated by the management.

# **Trading**

This group provides customers with the latest market information and cutting-edge financial products, including derivatives and foreign exchange with competitive pricing. Examples of our products using derivatives are Advance Series — loan products for corporate customers, Compass Series — deposit products for non-profit organizations, First Class — foreign currency deposit for individuals, and Top Runner — structured foreign currency deposit. These products are cross-sold to our customer base by the Customer and Corporate Finance Group. Also, by using advanced risk control methods, we are managing the short-term market risk of the position that results from transactions with customers, in such a manner as will maximize profitability.



# (4) Fiduciary Services Group

# Leading player with advanced services in the growing market

Fiduciary services, related to customers' investments in securities, are fast growing businesses to which Sumitomo Trust is committed in order to maintain its current leading position and further expand its market presence.

This group provides the following main services:

- (1) Asset management services for corporate pensions and public pensions. Actuarial and administrative services with consultation on pension planning for corporate pensions. We provide bundled services, including trust and custody services, to the majority of corporate pension customers.
- (2) Trust and custody services, including securities processing, settlement, reporting, and custody, for corporate pensions, public pensions, pension asset managers, investment trust managers, and other various institutions. Also, global custody services for Japanese institutional investors are provided by our overseas subsidiaries.
- (3) Stock transfer agency services, including shareholders registration, dividend calculation and payment, delivery of general

meeting documents for corporations as well as IR supporting services.

Fiduciary services are undergoing significant transformations due to deregulation, pension system reforms, and increased sophistication of investment methods and services. Our expertise and advanced quality services enable us to maintain a competitive position in this area.

In asset management services, we are assessed as the highest quality domestic asset manager and aiming for strategic partnerships with pension fund customers by providing them with our competitive multi-products and investment counseling.

In the trust and custody services, we started the Japan Trustee Services Bank, Ltd., a joint venture with Daiwa Bank, and formed the largest specialized institution in trustee services. In response to customers' increasing needs, JTSB is committed to providing better services, such as master trust, securities lending, and cash management.

Our new stock transfer agency service system, CAROL, is reputed for its accuracy, speed, stability, and handiness, and acknowledged as the industry standard. The IR supporting services of the Bank is also recognized as one of the most advanced.





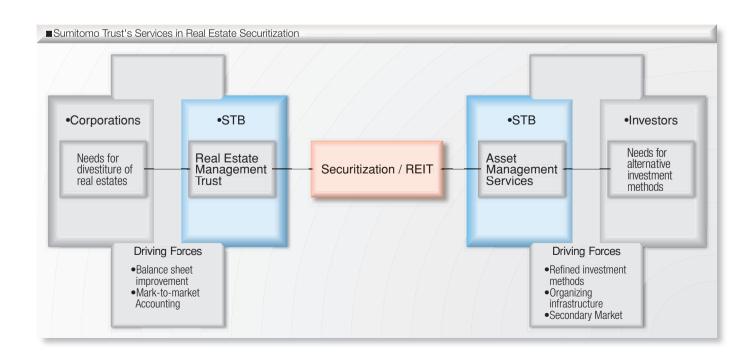
# (5) Real Estate Group

The Bank's real estate services are categorized into the following five functions:

- (1) Brokerage service for commercial and residential properties.
- (2) Securitization service provided as part of real estate management trust service.
- (3) Investment consultation.
- (4) Development service provided in the land trust service.
- (5) Appraisal service.

List of Selected Mandated Deals of Real Estate Securitization

| FY   | Originator                                         | Securitized<br>Property | Location      |
|------|----------------------------------------------------|-------------------------|---------------|
| 1999 | Sumitomo Real Estate                               | Office buildings        | Tokyo         |
| 1999 | Asahi Brewery                                      | Active plant            | Tokyo         |
| 1999 | NEC                                                | Head office building    | Tokyo         |
| 1999 | Mori Building                                      | Residential tower       | Tokyo         |
| 1999 | Dai-Ichi Life                                      | 5 office buildings      | Nation-wide   |
| 1999 | Izumiya                                            | Shopping mall           | Osaka         |
| 1999 | Sumitomo Real Estate                               | High-rise office tower  | Tokyo         |
| 1999 | Mitsui Real Estate/Sumitomo Life Insurance Company | 8 office buildings      | Nation-wide   |
| 1999 | Shin-Hankyu Hotel                                  | Hotel Property          | Osaka         |
| 1999 | Royal Hotel                                        | Hotel Property          | Osaka         |
| 2000 | Nankai Electric Railway                            | Shopping mall           | Osaka         |
| 2000 | Konoike Construction                               | Head office building    | Osaka/Fukuoka |
| 2000 | Hankyu Corporation                                 | 3 Hotel Properties      | Osaka, etc.   |
| 2000 | Sumitomo Life Insurance Company                    | Office buildings        | Tokyo         |
| 2000 | NKK                                                | Head office building    | Tokyo         |
| 2000 | Nippei Toyama Corporation                          | Shopping mall           | Yokohama      |
| 2000 | Mitsui Real Estate                                 | Residential building    | Tokyo         |
| 2000 | Mitsubishi Estate                                  | Office buildings        | Tokyo         |
| 2000 | ANA Hotel                                          | Hotel Property          | Tokyo         |



The Bank is one of the largest commercial property brokers in Japan. The market has begun to recover in 1999 and we expect corporations' needs for the divestiture of real estate assets to remain strong due to the pressure for balance sheet restructuring and the introduction of mark-to-market accounting. Our subsidiary, Sumishin Realty Co. Ltd., is also one of the major residential property brokers with approximately 40 offices in major metropolitan areas.

Our real estate securitization services are provided in the from of real estate management trust service, which include advice regarding securitization schemes, marketing of securitized products, and management of property, as well as due diligence and management of entrusted assets. The quality of the Bank's service is highly appreciated in the market and it has been playing the leading role in the securitization services with in excess of 1 trillion yen in assets in real estate management trusts at March 2001, representing a 30% share of the market.

The Bank has been engaged in consultation services on real estate investments for institutional investors including domestic and foreign investors. As investors' interest in securitized real estate is growing, we are also offering consultation for it as their alternative investment product. We are developing investment methods and tools that will support the healthy and continuous growth of the real estate investment market and reinforce our competitiveness in the evolving real estate asset management services.

The Bank was the pioneer and major player in land trust services in the 1980s, and provided landowners with comprehensive development services including project planning, construction management, marketing, and property management. We are proud of the high quality of our real estate management service, which enabled us to acquire ISO9001 certification in the area of real estate management in March 2000.



# **RISK MANAGEMENT SYSTEM**

# **OVERVIEW**

Business opportunities for financial institutions have expanded dramatically due to the deregulation and globalization of financial markets as well as the increased sophistication of financial technologies. On the other hand, financial institutions face an increasingly diverse and complicated range of risks. In this environment, ensuring that an institution's risk management system is capable of effectively handling these risks has become a central management issue. The Bank has made sophistication of its risk management system a top management priority and continually works to enhance its systems for identifying and analyzing various types of risks, determining appropriate risk exposure, carrying out proper management and control measures, and ensuring compliance with all relevant regulations.

# Risk Management System

With its fundamental risk management policies set at the board level, the Bank has established risk management sections that are independent of the business groups responsible for raising revenues. A department is appointed to carry out risk management activities for each category of risks. Each of thus appointed departments directly reports to the Board on measurement and analysis of the risk for which the department is responsible. For example, the Legal Department oversees compliance; the Systems Resources Management Department manages operations and systems risks; and the Risk Management Department manages credit risk, market risk and liquidity risk. In addition, to comprehensively manage the various types of risks, the Corporate Planning Department oversees cross-sectional risk management functions from a Bank-wide perspective.

#### Quantifiable Risk

With respect to credit risk, market risk and liquidity risk, risk-taking is indispensable for the Bank to raise revenues. Therefore, the primary objective with regard to these risks is to allocate appropriate risk exposure and to appropriately manage risks for maximizing earnings at a specified level of risk.

The Bank employs Value at Risk (VaR) measurement to quantify various risks in a consistent manner. The Bank has also begun to employ Shareholders Value Added (SVA)\* as a new management yardstick to monitor risk and return of the Bank's operations. The Bank continuously works to sophisticate its risk quantification and management system, in order to accurately identify and analyze the Bank's overall risk exposure with the aim of allocating capital in such a way that earnings are maximized at a specified level of risk.

\*SVA (Shareholders Value Added) = Net Business Profit – Capital Costs (gains which investors expect in return for investment risks). SVA above zero indicates that positive shareholders value is yielded.

#### Non-Quantifiable Risk

Compliance, operations and systems risks are managed with the objective of minimizing risks and retaining the customers' trust. As part of this process, the Bank implements rigorous and effective risk management measures, primarily through the departments responsible for managing each type of risk, and works to strengthen its internal inspection and audit system as well as introduce external audits. This is particularly important in the Bank's core business of trust services, due to the tremendous fiduciary responsibility of safekeeping entrusted assets. Accordingly, the Bank pursues highly efficient and effective measures to control operations and systems risks.

# **CREDIT RISK**

Credit risk is the risk of partial loss or complete collapse of the value of assets, including off-balance-sheet assets, due to such factors as the deterioration of a borrower's financial condition. Credit risk is one of the most significant risks that financial institutions face and is regarded as the most fundamental financial risk. The Bank takes the utmost care of its credit management by carrying out strict loan screening, and by avoiding the concentration of risks through credit portfolio management. In addition, the Bank works to allocate capital in an efficient and appropriate way through quantification of credit risk.

# Credit Risk Management System

The Bank has established a credit risk management system where various related Head Office departments closely cooperate and cross-examine to control credit risk to the fullest possible extent.

More specifically, based on credit policies and credit risk management policies formulated by the Board of Directors and the Credit Risk Committee,

 the branches carry out appropriate initial assessment and management of loans based on a variety of internal regulations;
 the Credit Supervision Departments carry out strict loan screening, provide appropriate guidance to branches, and conduct secondary assessment of loans;  the Research Department conducts industry analysis and assigns credit ratings based on quantitative analysis; and
 the Risk Management Department, which is independent of the Research and Credit Supervision Departments, audits the self-assessment of loans, quantifies risks, and carries out related monitoring.

#### Credit Exposure

The Bank controls credit exposure (total amount of credit given) by counterpart or by group of affiliated firms as a whole, irrespective of types of transactions involving credit risk. Off-balance-sheet transactions are monitored on a current exposure basis (actual market value of the credit amount).

The Bank also controls credit exposure by country (the aggregate amount loaned to counterparts located in the same country) as a measurement for country risk, in addition to credit exposure to each counterpart.

# Credit Rating System

The Bank has its own credit rating system that provides basic data for individual loan assessment and overall credit portfolio management. The Bank's credit rating system rates each counterpart's credit-risk level on a scale of 1 to 10 and reflects the expected default rate based on the statistical analysis of bank-



ruptcy data.

To maintain a sound credit portfolio, the Bank also writes off bad loans and take loan-loss reserves every fiscal year after assessing individual loans. The credit rating system and individual loan assessments are managed in a consistent manner to appropriately gauge each counterpart's credit-risk level.

# Appropriate Return for Risk

The Bank seeks to acquire loan spreads justifiable for their credit risks as well as to diversify its credit portfolio, so as to maintain and improve its financial strength. In addition, the Bank controls profitability from the viewpoint of risk and return. The Bank measures a profitability level in view of expense ratios and expected loss ratios for each credit rating, and prices individual loans in a manner commensurate with such a level.

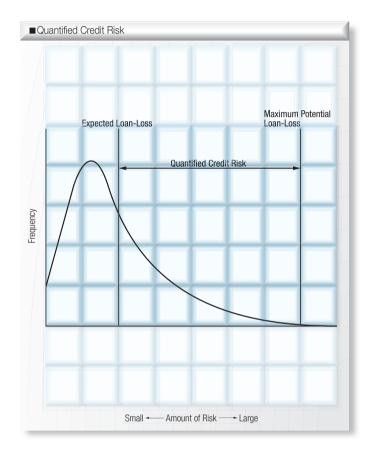
#### Credit Risk Quantification

The Bank quantifies loss probabilities its assets may incur as a result of defaults for one year to come. The Bank calculates the difference between the maximum potential default loss and the expected default loss by simulating 10,000 scenarios based on default rates and collection rates for each credit rating.

The Bank integrates and quantifies credit risks of domestic and overseas credit portfolios and monitors such integrated credit risks periodically. Thus, quantified credit risk serves as a basis for efficiently allocating capital to each business group and enables the Bank to check the appropriateness of capital allocation and the soundness of business operations. The monitored results are reported periodically both to the Board of Directors and the Credit Risk Committee.

Credit risk is usually quantified on the basis of historical data and future assumptions. At the same time, the Bank recognizes the importance of simulations that assume market fluctuations beyond expectations, in order to accurately evaluate credit risk. The Bank, therefore, conducts stress tests to gauge credit risk under various stress scenarios. The results of these tests are reported directly to the upper management. In managing a credit portfolio, the Bank makes the best use of the quantified credit risk and aims to maximize its earnings at a

specified level of risks through diversification. Moreover, the Bank is working to accumulate default and recovery rate data, in order to develop even more sophisticated methods of evaluating credit risk.



# MARKET AND LIQUIDITY RISKS

Market risk is the risk of loss caused by a change in the value of assets and liabilities as a result of market fluctuations. Liquidity risk involves the risk of failure to obtain necessary funds as well as the risk of failure to transact in a prompt manner at an appropriate price.

#### Risk Management System

The Board of Directors determines the allocation of capital commensurate with market risk, taking into consideration the Bank's financial strength and the trade-off relationship between risk and return, on a semi-annual basis. As an institution committed to managing and controlling market-related risks, the Bank has constituted the Asset and Liability Management (ALM) Committee and appointed the upper management including directors for prompt decision-making of matters relating to the monitoring of market and liquidity risks. Based on the market and business environment, the ALM Committee works to ensure the quality of the Bank's assets and liabilities as well as to maintain earning stability by controlling market and liquidity risks on a consolidated basis. The ALM Committee reports quarterly on its activities to the Board of Directors.

The ALM Committee determines basic policies relating to the management of market risk by establishing risk limits and loss amount limits that correspond to the particular characteristics of the individual position and business activity.

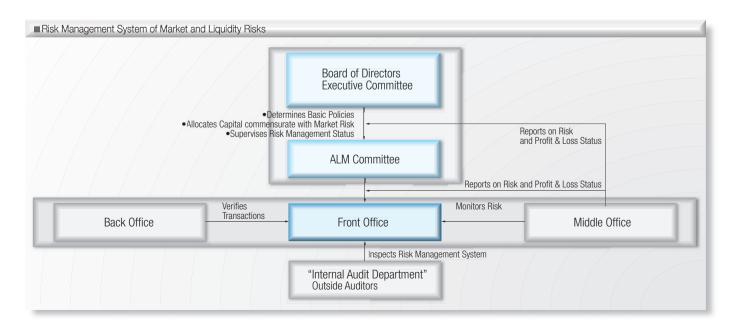
The ALM Committee also manages day-to-day liquidity by putting a ceiling on the amount of shortage in liquidity in the Bank's daily cash flow management. It also determines basic policies relating to the management of the liquidity risk by setting guidelines based on the expected amount of liquidity and the available amount of liquidity, and monitoring their implementation. In addition, the ALM prepares contingency plans to supplement monitoring of liquidity risk.

Adhering to the basic policies of the ALM Committee, the Risk Management Department, an independent risk management unit, performs middle-office functions of measuring, monitoring and reporting on market and liquidity risks, profit and loss, and compliance on risk limit and loss amount limit.

Furthermore, to ensure the highest possible level of system appropriateness, front-office activities with customers are routinely checked by the middle office and back office departments. In addition, the Bank's risk management system is inspected on a regular basis by the Internal Audit Department and is regularly checked by outside auditors as well.

#### Status of Risk Management

The Bank's market risk management system employs the Value at Risk (VaR) measurement as a method of assessing its exposure to market risk. VaR uses historical market volatility data to statistically



determine the specified percentile level of the portfolio value under specific assumptions. In addition to VaR, the Bank's market risk management system is capable of performing simulations and calculating various other risk management indicators, thereby providing a highly sophisticated means of controlling market risk. This system allows the Bank to integrate the delta method using covariance

matrices and historical simulation methods in calculating the non-linear risk associated with some options transactions.

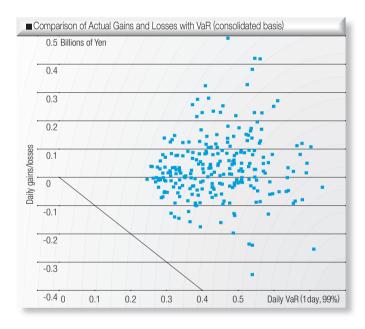
#### Market Value

The market risk for the Bank's trading activities in fiscal year 2000 is summarized below:

Value at Risk Management for Fiscal Year 2000

|                       |         | Billions of Yen |         |
|-----------------------|---------|-----------------|---------|
|                       | Maximum | Minimum         | Average |
| Interest rate risk    | 0.46    | 0.10            | 0.22    |
| Foreign exchange risk | 0.48    | 0.08            | 0.19    |
| Consolidated VaR      | 0.73    | 0.24            | 0.44    |

(99% confidence level, one-day holding period) \*The table above does not include the market risk for the shares retained for strategic shareholding (see "Strategic Shareholding Risk Management" below)



# Stress Tests

The Bank recognizes the importance of simulations that assume market fluctuations beyond expectations. The Risk Management Department, therefore, conducts stress tests to ensure that the capital is sufficient under various stress scenarios. The results of these tests are reported directly to upper management.

#### **Back Testing**

To verify the accuracy of its risk measurement model, the Bank carries out back-testing by comparing daily-calculated VaR with daily

actual gains and losses or simulated gains and losses within a fixed portfolio. The results of back testing for fiscal year 2000 confirm that the Bank's risk measurement method is appropriate, as actual gains and losses are all within the range predicted by VaR calculations.

# Strategic Shareholding Risk Management

The Bank owns shares of its strategically important customers as a stable shareholder with the aim of building long-term strategic relationships with them ("Strategic Shareholding"). Although the objective of these shareholdings is different from other market-related activities, the risk of share price fluctuation must be properly managed since such transactions are also subject to market risk. The Bank measures the risk of strategic shareholding by utilizing a market risk management system and manages the risk from overall viewpoints, taking into consideration the appropriateness of risk and return, and appropriate risk level in view of the Bank's financial strength.

# Settlement Risk

The Bank works to evaluate settlement risk within the frameworks of credit risk and liquidity risk, considering that settlement risk is closely related to these risks. Moreover, the Bank is committed to reducing foreign exchange settlement risk by participating in the Continuous Linked Settlement Bank (CLS Bank), which specializes in multi-currency payment clearing and settlement services.

#### **COMPLIANCE SYSTEM**

Trust banks engage in a wide array of activities that contribute to the stabilization of the financial system, development of the national economy, and enhancement of social welfare, through lending as well as trust and asset management services. Accordingly, to fulfill its responsibilities toward society and maintain solid public confidence, the Bank believes that a high level of commitment to compliance is required. Therefore, the Bank formulated an Ethics Charter outlining proper behavior for management and employees in April 1998. As stated in the Ethics Charter, the Bank has made compliance activities one of its top management priorities, vowing to "strictly adhere to all laws, rules and social regulations," "respect human rights and ethics and not trespass against moral law," and "behave with honesty and fairness."

For this purpose, the Bank works to achieve thorough compliance by strengthening its compliance system and implementing various compliance activities.

#### Compliance System

The Compliance Committee, chaired by the Executive Officer supervising the Legal Department, supervises as well as studies all compliance-related issues and reports their recommendations to the Board of Directors.

The Compliance Office in the Legal Department serves as a secretariat to the Compliance Committee, drafts plans and recommendations for the Bank's compliance system, and handles all compliance-related issues in collaboration with related sections. The Bank also designates compliance officers at all domestic and overseas branches who carry out compliance checks and counsel employees on compliance-related issues in close collaboration with the Compliance Office.

# **Compliance Activities**

1) Compliance Standards

The Bank has written a Compliance Standards manual that contains fundamental policies with which all employees must be familiar for carrying out their daily business activities in con-

formance with all relevant regulations.

2) Compliance Program

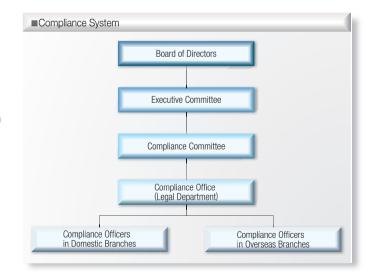
The Bank's Compliance Program provides an annual plan for the Bank's compliance activities.

- 3) Double Layer Compliance System
  - Primary compliance checks are made at all domestic and overseas branches by designated compliance officers. Further compliance checks are made by the Internal Audit Department.
- 4) Compliance Training

The Bank has allocated sufficient time for disseminating compliance-related issues during official employee-training sessions.

Branches are also encouraged to educate their employees about compliance-related issues during their voluntary training sessions.

In accordance with the Financial Products Sales Law enforced in April 2001, the Bank reinforced its long-standing policy to conduct appropriate solicitation and sales activities of financial products, from the customers' viewpoint, by establishing and disclosing "Promises to our customers," the Bank's solicitation guideline, as well as educating employees with necessary regulations and trainings.



# **OPERATIONS AND SYSTEMS RISK**

#### **Operations Risk**

Operations risk is the risk of loss caused from malpractice by the Bank's employees or failure to discharge their responsibilities in an appropriate manner.

In addition to banking activities, the Bank engages in a broad range of trust and custody businesses, including pension trusts, asset management, and stock transfer agency services. The Bank works to increase the accuracy and efficiency of its operations by upgrading operations and administrative systems, enhancing the capability of employees through training, and implementing more closely monitored procedures.

A high degree of expertise is required in the trust business and, therefore, the Bank has established sections responsible for overseeing the operations and administrative functions of each business area.

In June 2000, the Bank established Japan Trustee Services Bank, Ltd., a joint venture with Daiwa Bank, to improve the efficiency and quality of each other's securities processing services. Japan Trustee Services Bank, Ltd. is the first trust bank in Japan that specializes in securities processing services. As a result of the joint venture, the use of the latest financial and information technologies and the continuous sophistication of operations and administrative systems have been made possible.

Along with sophisticating the operation capability, the Bank works to strengthen the internal control system as mentioned above, and thus to earn the trust of customers.

#### Systems Risk

Computer systems have become indispensable to financial institutions. The disruption of services to customers caused by systems troubles and unexpected accidents as well as malfunctions and inappropriate use of computer systems will have far-reaching consequences of unexpected magnitude.

The Bank has taken steps to cope with such systems risk by stipulating information security management regulations and specific measures for the establishment, maintenance, and improvement of information security.

More specifically, the Bank first analyzes specific risks inherent in each system and then takes such measures as building multiple communication lines and backup systems and preparing contingency plans to cope with such risks. In daily operations, the Bank works to monitor the systems risk as well as prevent systems failures, and to recover systems promptly in accordance with restoration manuals when a problem is found. While the open network exemplified by the Internet makes our life more convenient, it creates a new risk of making the Bank's internal computer network vulnerable to outside attack, and endangering customers' privacy and the Bank's confidential information. To promptly find problems with the computer network and retrieve its normal functioning mode, the Bank watches out for attacks on the Internet on a 24-hour basis, as well as tries a new invading simulation on its own network every month.

The Bank also continues to educate its upper management and employees about the importance of information security management so that all of them can share the same understanding and act to protect the Bank's information system.

# Risk Management System Outline (As of July 1, 2001)

| Risk category              | Definition                                                                                                                                       | Major transactions                                                             | Front office:<br>sections that<br>execute<br>transactions                                                                          | Middle office:<br>risk management<br>sections that<br>calculate and<br>monitor risk | Back office:<br>operations and<br>administration<br>sections                                                                                  | Inspection                           | Commit-<br>tee                         | Policy-<br>Making<br>Commit-<br>tee |                             |                       |
|----------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------|----------------------------------------|-------------------------------------|-----------------------------|-----------------------|
| Credit risk<br>(Note 1)    | Risk of partial loss or<br>complete collapse of<br>the value of an asset<br>due to the deterio-<br>ration of a borrower's<br>financial condition | Loans, off-balance-<br>sheet transactions,<br>financial market<br>transactions | Branches<br>Financial Products<br>and Marketing<br>Department<br>Treasury Department<br>Securities Business<br>Planning Department | Risk Management<br>Department                                                       | Branches<br>Operations Support<br>Department<br>International Business<br>Operations Department<br>Securities Business<br>Planning Department | Internal<br>Audit<br>Depart-<br>ment | Product<br>Screening<br>Commit-<br>tee | Credit<br>Risk<br>Commit-<br>tee    | Executive<br>Commit-<br>tee | Board of<br>Directors |
| Market risk                | Risk of loss caused<br>by a change in asset<br>value as a result of<br>market fluctuations                                                       | Off-balance-sheet<br>transactions, financial<br>market transactions            | Branches<br>Financial Products<br>and Marketing<br>Department<br>Treasury Department<br>Securities Business<br>Planning Department |                                                                                     | Branches<br>International Business<br>Operations Department<br>Securities Business<br>Planning Department                                     |                                      |                                        | ALM<br>Commit-<br>tee               |                             |                       |
| Liquidity risk<br>(Note 2) | Risk of failure to obtain necessary funds and the risk of failure to conduct transactions in a prompt manner at an appropriate price             | Off-balance-sheet<br>transactions, financial<br>market transactions            | Branches<br>Financial Products<br>and Marketing<br>Department<br>Treasury Department<br>Securities Business<br>Planning Department |                                                                                     | Branches<br>International Business<br>Operations Department<br>Securities Buisiness<br>Planning Department                                    |                                      |                                        |                                     |                             |                       |

Notes 1: Includes credit risk related to settlement risk

2: Includes liquidity risk related to settlement risk

| Risk category                  | Definition                                                                                                                              | Major transactions                              | Oversight body                                                                                                                                                                  | Inspection                      | Committee                            |                                        |                             |                       |
|--------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------|--------------------------------------|----------------------------------------|-----------------------------|-----------------------|
| Compliance                     | Compliance with<br>domestic and overseas<br>laws and regulations                                                                        | All transactions,<br>all business activities    | Legal Department                                                                                                                                                                | Internal<br>Audit<br>Department | Compliance<br>Commit-<br>tee         | Product<br>Screening<br>Commit-<br>tee | Executive<br>Commit-<br>tee | Board of<br>Directors |
| Operations and<br>Systems risk | Risk of loss caused by<br>clerical mistakes and<br>the risk of loss caused<br>by the breakdown or<br>malfunction of<br>computer systems | All transactions                                | Systems Resources<br>Management<br>Department                                                                                                                                   |                                 | Operations<br>Risk<br>Commit-<br>tee | ice                                    |                             |                       |
| Legal risk                     | Risk of loss caused by failure to complete a transaction due to legal obstacles                                                         | All transactions                                | Business Planning Department Global Credit Portfolio Management Department Treasury Department Securities Business Planning Department Real Estate Business Planning Department |                                 |                                      |                                        |                             |                       |
| Event risk                     | Risk of loss caused by<br>emergencies such as<br>war and natural disasters                                                              | All transactions,<br>all business<br>activities | Corporate<br>Administration<br>Department                                                                                                                                       |                                 |                                      |                                        |                             |                       |



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### FEATURES OF TRUST BANK'S FINANCIAL STATEMENTS

### 1. Features of Trust Banks' Balance Sheets

Financial statements of trust banks include two balance sheets, one for the banking account and the other for the trust account (Statement of Trust Account). They are classified by whether businesses are conducted based on trust agreements or not. The balance sheet for the banking account is similar to those of ordinary commercial banks, whereas that for the trust account is unique to trust banks.

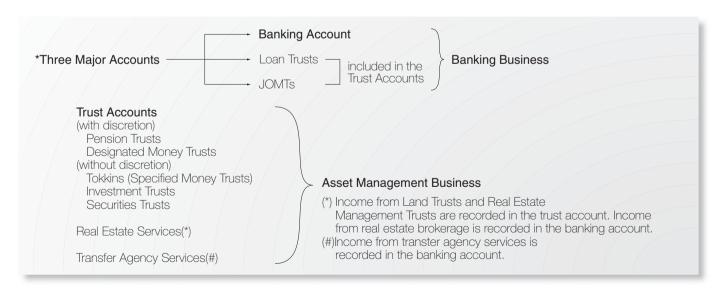
Among various trust accounts, Loan Trusts and Jointly-Operated Money Trusts ("JOMT") are subject to principal-guaranteed contracts provided by trust banks and covered by deposit insurance. From the viewpoint that the banking account bears contingent liability by virtue of principal-guaranteed contracts attached to these two types of trusts, these trusts are included in banks' risk assets for the purpose of calculating the BIS capital adequacy ratio. At present, 50% of the total principal amount after deduction of the loan amount from trust account to banking account is counted as risk assets.

Loan Trusts and JOMTs, mentioned above, are booked and administrated separately from the banking account. Sumitomo Trust, though, refers to the banking account, Loan Trusts, and JOMTs as the "three major accounts" and manage them as a part of the banking business. We manage profits and losses, conduct asset liability management, and control default risks of

the three major accounts in an integrated manner. As a case in point, our data for the loan-deposit margin "on three-major-account basis" are calculated upon the aggregation of assets and liabilities in the banking account, Loan Trusts, and JOMTs.

On the other hand, various trust accounts other than Loan Trusts and JOMTs are referred to as "fiduciary accounts" since their principals are not guaranteed and all returns and losses are attributed to beneficiaries. Broadly speaking, there are two types of fiduciary accounts: those in which trust banks have discretion over investments (including Pension Trusts, Designated Money Trusts, etc.), and those in which they do not have discretion (including Investment Trusts, Tokkins (Specified Money Trusts), Securities Trust, etc.). Statement of Trust Account discloses balances of all trust accounts including Loan Trusts and JOMTs. Separate balance sheets are also disclosed for Loan Trusts and JOMTs.

Loan Trusts and JOMTs have reserve accounts for possible losses called Reserves for Possible Impairment of Principal. The reserve account for Loan Trusts is stipulated in the Loan Trust Act. In accordance with the Act, trust banks are currently required to set no less than 2.5% and no more than 4.0% of loan trust fees aside for the reserve until it amounts to 0.5% of the total principal amount of Loan Trusts. The reserve account for JOMTs is set aside at the rate of 0.3% of the balance of



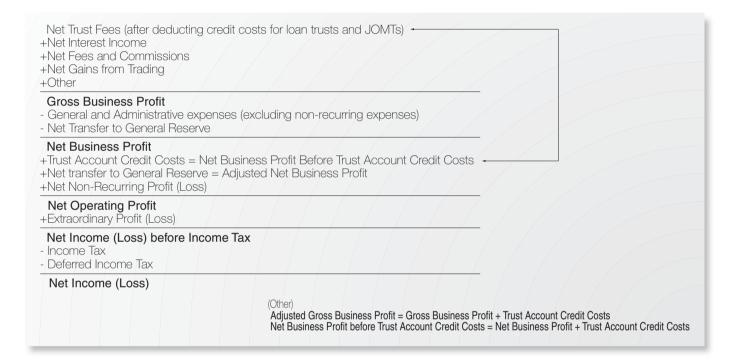
loans and other claims. For reference, non-performing claims of Loan Trusts and JOMTs are disposed of by direct write-offs to individual loans or other claims.

Balance sheets of trust banks feature accounts for inter-transaction between the banking account and the trust account. These are noted as the "borrowed money from trust account" (the banking account's borrowing from the trust account), which is posted on the liability side of the banking account, and "loans to

the banking account," posted on the asset side of the trust account. Please note that assets on the balance sheets for Loan Trusts and JOMTs are classified into "loans and bills discounted," "securities," and "other." "Other" accounts on them consist mainly of the loans to the banking account.

### 2. Features of Income Statement of Trust Banks

Main items comprising Income Statement of Trust Banks are as shown below:



# Structure of Trust Banks' Earnings - Trust Fees vs. Other Fees & Commissions

Among various accounts on the income statements of trust banks, "trust fees" and "fees and commissions" require special mention. For the purpose of financial statements, fees and commissions earned based on trust agreements are booked as "trust fees" and those earned without trust agreements are booked as "fees and commissions." Trust fees include 'trust fees from Loan Trusts and JOMTs' and 'other trust fees' derived from various trust businesses such as pension and institutional asset management, securities processing services (Investment Trusts and Tokkins), and real estate services (Land Trusts and Real Estate Management Trust). 'Fees and commissions' are those derived from trust businesses such as custody services, stock transfer agency services, and real estate brokerage services, as well as banking businesses such as guaranty, foreign exchange, and securitization.

\* Trust Fees

Trust fees from Loan Trusts and JOMTs

Other trust fees

- · pension and institutional asset management
- securities processing services (Investment Trusts and Tokkins)
- real estate services (Land Trusts and Real Estate Management Trust)
- \* Fees and Commissions

Fees from transfer agency services

Fees from real estate brokerage

Fees from securities custody services, etc.

Fees from banking business (foreign exchange, securitization, etc.)

\* Some of "other trust fees" are received only once in the second half of each fiscal year. As a consequence, the amount of "trust fees" for the second half of each fiscal year exceeds that for the

first half of the same fiscal year. Such imbalance is adjusted for the purpose of managerial accounting.

# 4. Managerial Accounting for Trust Banks

As we described above, while financial data of trust banks are classified into either the banking account or the trust account based on application of trust agreements for the purpose of financial statements, we are also providing financial data (Breakdown of Adjusted Gross/Net Business Profit; see page 6) for the purpose of managerial accounting based on the business lines, i.e., banking business and trust business. On the managerial accounting basis, financial data for the trust business exclude trust fees derived from Loan Trusts and JOMTs (which are included in the trust fees account of the financial statements but managed as the banking business by their business character), and include fees and commissions derived from such trust businesses as stock transfer agency services and real estate brokerage services (which are classified in the fees and commission account for the purpose of financial statements).

In our managerial accounting, our businesses are classified into the trust business, domestic commercial banking, overseas commercial banking, and treasury operations. The trust business is further broken down into pension asset management, retail investment management, trust and custody services, stock transfer agency services, and real estate services. Such managerial accounting helps evaluate the performance of each business line.

| Managerial Accounting            | Financial Statements                 |
|----------------------------------|--------------------------------------|
| Banking Business                 |                                      |
| Domestic Commercial Banking —    | Loan Trusts & JOMTs in trust account |
| Overseas Commercial Banking ———  | Banking account                      |
| Treasury Operations ————         | Banking account                      |
| Trust Business                   |                                      |
| Pensionl Asset Management ————   | Trust account                        |
| Retail Investment Management     | Banking account / Trust account      |
| Trust & Custody Services         | Banking account / Trust account      |
| Stock Transfer Agency Services — | Banking account / Trust account      |
| Real Estate Services             | Banking account / Trust account      |

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF OPERATING RESULTS

### Significant Financial Events

# Adoption of Accounting Standard for Employee Retirement Benefits

Since fiscal year 2000, the Bank has adopted the "Accounting Standard for Employee Retirement Benefits." As a result, the Bank's income before income taxes was negatively affected by ¥2.6 billion. Besides, the Bank has set up the Employee Retirement Trust, which had a positive impact on the Bank's income before income taxes by ¥25.3 billion.

## Adoption of Accounting Standard for Financial Instruments

Since fiscal year 2000, the Bank has adopted the "Accounting Standard for Financial Instruments" and thereby accounting policies for investment securities, derivative transactions, hedge-purpose transactions, etc. have been changed. As a result, the Bank's income before income taxes was negatively affected by ¥7.8 billion.

# Change in Presentation of Income/Loss of Hedge-Purpose Financial Derivatives

Due to the adoption of Accounting Standard for Financial Instruments, income/losses arising from hedge-purpose financial derivatives are stated on a net basis in the statements. As a result, both operating income and operating expenses decreased by ¥221.3 billion (Income before income taxes remained unchanged).

# Enterprise Tax

Since fiscal year 2000, enterprise taxes other than those assessed on net income before income taxes are included in other operating expenses. Enterprise taxes assessed by Tokyo Metropolitan Government, which was previously stated in income taxes (current) is included in other operating expenses, since these are no longer assessed on income under the "Municipal Ordinance concerning Special Treatment of Tax Base for Enterprise Tax on Banking Industries in Tokyo Metropolis" enforced on April 1st, 2000. As a result, other operating expenses increased by ¥2.2 billion.

## Establishment of Japan Trustees Services Bank, Ltd.

In June 2000, Japan Trustee Services Bank, Ltd., a joint venture with Daiwa Bank, was established with the aim of focusing on securities processing services.

### Features of Financial Results of the Bank

### High Percentage of Fee Income

One of the most important characteristics of the Bank's income structure is a higher percentage of fee income. For fiscal year 2000, the Bank's fee income exceeded one-quarter of the total gross business profit, still maintaining a higher percentage of fee income than any other banks in Japan (see Fee Income as % of Revenue on page 12). This high rate of fee income will help the Bank achieve a higher ROE.

# Low Percentage of Non-Performing Loans; Decreasing Credit Costs (analysis on a non-consolidated basis)

With respect to the non-performing loans (on a non-consolidated basis) as classified under the Financial Reconstruction Law, the total amount in the banking and trust accounts combined decreased by ¥237.2 billion to ¥532.8 billion, thereby decreasing the percentage of non-performing loans to total loan amount from 6.9% to 4.8%. The coverage ratio, which shows the ratio of collateral and reserves to problem loans, is 94% (the banking and trust accounts combined), up 3% from fiscal year 1999. Also, the reserve ratio for the uncovered portion improved by 2% to 81%.

Total credit costs for fiscal year 2000 equaled ¥146.8 billion, a decrease of 3.2 billion yen from the previous year's ¥150.0 billion. Included herein are write-offs and specific reserves for non-performing credit (bankrupt & practically bankrupt loans and doubtful loans), which totaled ¥125.7 billion, while net transfer to the general reserve for special mentioned loans ("Yo-Chui-Saiken," including substandard loans, or "Yo-Kanri-Saiken") and ordinary loans stood at ¥21.1 billion. It should be emphasized that the amount of credit costs has been decreasing since fiscal year 1995. With relatively low exposure to small to mid-sized companies as well as construction industry, this down-slope trend of credit costs is expected to continue.

During the second half of fiscal year 2000, the percentage of the general reserve for the uncovered portion of substandard loans and loans to other deteriorated debtors, belonging to such industries as are struggling in the current stagnant economic circumstances, was raised to 25% (15% for the first half of fiscal year 2000), reflecting the default/loss ratios during the past three years. As a result, with respect to the special mentioned loans (including substandard loans), the general reserve ratio for total loan balance increased from 4.1% as of the end of fiscal year 1999 to 6.7%, with 15.1% for the total balance of substandard loans and 6.3% for special mentioned loans other than substandard loans.

### Overview of Fiscal Year 2000 Results

The Bank's consolidated income before income taxes and consolidated net income were ¥89.9 billion and ¥41.0 billion. respectively, significantly improving from ¥80.1 billion and ¥32.2 billion, respectively, in fiscal year 1999. The Bank's efforts in enforcing profitability of each business group as well as its endeavor in further rationalizing and enforcing effectiveness in management, as exemplified by its appropriate level of write-offs and reserves based on its self-assessment of loans, have led to such an improved outcome. Along with such improvements in financial results, the Bank's diluted EPS (Earnings per Share) improved from \(\frac{1}{2}\) 21.50 in fiscal year 1999 to \(\frac{1}{2}\)7.54, and its ROE (Return on Equity; on a net income basis) improved from 5.1% in fiscal year 1999 to 6.2% in fiscal year 2000. These figures are among the top tier in Japan's banking sector. The Bank's BIS capital adequacy ratio and Tier I ratio improved by 0.18% to 11.41% and 6.80%, respectively, still illustrating the Bank's sound and strong capital base. In fiscal year 2000, the dividends on the common stock was ¥7 per share, the same as fiscal year 1999. The dividends on the preferred stock was ¥6.08 per share, also the same as fiscal year 1999.

### (Net Trust Fees)

Net trust fees saw a slight decrease of ¥0.4 billion, or 0.44% to ¥95.8 billion. Although the trust fees from Loan Trusts and Jointly-Operated Money Trusts (JOMTs) significantly decreased (by ¥25.0 billion, or 24.9%), the decrease in trust accounts credit costs (by ¥23.2 billion) and steady growth in other trust fees from entrusted assets (by ¥1.4 billion) helped the net trust fees remain at the same level as fiscal year 1999.

## (Net Interest Income)

Net interest income decreased by ¥25.5 billion, or 26.4% to ¥71.2 billion, with a decrease of ¥44.7 billion in interest income and a decrease of ¥19.1 billion in interest expenses, under the influence of a historic low-level Yen interest rate and unfavorable interest rate changes in the U.S. dollar and Euro on treasury operations.

# (Net Fees and Commissions)

Net fees and commissions decreased by ¥2.3 billion, or 6.8% to ¥31.8 billion, mainly on account of approximately ¥5.1 billion of outsourcing fees paid to Japan Trustee Services Bank, Ltd. But for this factor, net fees and commissions would have resulted in a steady growth from fiscal year 1999.

### (Net Trading Account Revenue)

Net trading revenue increased by 44.5 billion to 410.5 billion on account of large increases in revenue from trading securities and derivatives (by 41.8 billion) and revenue from trading-related financial derivatives transactions (by 42.4 billion).

### (Net Other Operating Income)

Net other operating income significantly increased by ¥39.6 billion to ¥43.0 billion, primarily due to the large decrease in losses on sale of bonds (by ¥51.6 billion), which surpassed the decrease in gains on sale of bonds (by ¥14.1 billion).

### (General Administrative Expenses)

General Administrative Expenses decreased by ¥4.7 billion or 3.3% to ¥138.0 billion, due to the Bank's continuous efforts to decrease personnel expenses.

### (Net of Other Income and Expenses)

Net of other income and expenses decreased by ¥10.8 billion to minus ¥24.5 billion, one of whose factors being a decrease of ¥30.6 billion in net of securities gains and losses, mainly on account of unwinding the cross-shareholding. Expenses relating to problem loans (here, the banking account only; on a consolidated basis) increased by ¥17.0 billion, mainly due to increased amounts in claims written-off and provision for reserve for possible loan losses reflecting bankruptcies and deteriorated financial conditions of certain borrowers.

### Operating Results (Consolidated)

| Millions of Yen                     |          |          |          |        |
|-------------------------------------|----------|----------|----------|--------|
| YEARS ENDED MARCH 31                | 2001     | 2000     | Changes  | 2001   |
| Net Trust Fees                      | ¥ 95,807 | ¥ 96,228 | ¥ (420)  | \$ 773 |
| Net Interest Income                 | 71,298   | 96,874   | (25,576) | 575    |
| Net Fees and Commissions            | 31,885   | 34,209   | (2,323)  | 257    |
| Net Trading Account Revenue         | 10,535   | 6,007    | 4,528    | 85     |
| Net Other Operating Income          | 43,023   | 3,365    | 39,658   | 347    |
| General and Administrative Expenses | 138,088  | 142,807  | (4,718)  | 1,115  |
| Net of Other Income and Expenses    | (24,540) | (13,723) | (10,817) | (198)  |
| Income before Income Taxes          | 89,922   | 80,155   | 9,766    | 726    |
| Net Income                          | 41,017   | 32,214   | 8,803    | 331    |

### Net Trust Fees

Net trust fees consist of two types of fees. One is trust fees from Loan Trusts and Jointly-Operated Money Trusts ("JOMTs"), which can be categorized as income from quasi-banking business, and the other is fees from other trust products, such as Pension Trusts, Designated Money Trusts, and Securities Investment Trusts, etc. With respect to the former, before elimination of credit costs in the trust accounts, it equaled ¥75.6 billion, down 24.9% from fiscal year 1999. The decrease is mainly attributable to the net loss of ¥17.1 billion on sale of securities in the trust accounts, a decrease of ¥19.0 billion from fiscal year 1999. In addition, the decreases in the balances in Loan Trusts and

JOMTs had a negative impact on these types of trust fees. However, such decreases are substituted by increases in floatrate deposit products.

Other trust fees from trust products other than Loan Trusts and JOMTs reached ¥51.6 billion, up 2.8% from fiscal year 1999, due to the steady increase in the volume of entrusted assets. Among them, the increase of entrusted assets for real estate securitization was remarkable (See Balance of Real Estate Management Trust on page 17). Also, during fiscal year 2000, with an insurance company's transfer of its securities-related custodial business to the Bank, the balance of Securities Trusts was boosted by ¥4,317.4 billion to ¥5,284.3 billion.

## Net Trust Fees (Consolidated)

|                                                               |          |          | Millions of<br>U.S. Dollars |        |
|---------------------------------------------------------------|----------|----------|-----------------------------|--------|
| YEARS ENDED MARCH 31                                          | 2001     | 2000     | Changes                     | 2001   |
| Net Trust Fees                                                | ¥ 95,807 | ¥ 96,228 | ¥ (420)                     | \$ 773 |
| Trust Accounts Credit Costs (Eliminated)                      | 31,502   | 54,754   | (23,252)                    | 254    |
| Trust Fees from Loan Trusts and Jointly-Operated Money Trusts | 75,665   | 100,754  | (25,088)                    | 611    |
| (Excluding Credit Costs)                                      |          |          |                             |        |
| Profits and Losses on Sale of Securities                      | (17,156) | 1,864    | (19,021)                    | (138)  |
| Other Trust Fees                                              | 51,643   | 50,228   | 1,415                       | 417    |

### Net Interest Income

The Bank's net interest income decreased by ¥25.5 billion or 26.4% from fiscal year 1999 due mainly to the decrease in interest income on international business, on account of the long-term (1-year) yields for the U.S. dollar and Euro, which plunged to a level below short-term (3-month to less than 1-year) yields,

as well as the continuing low-level Yen yield, all of which had negative impacts on the Bank's treasury operations. On the other hand, the Bank saw a steady outcome in the field of domestic business, with the gross margin improving by 3 basis points from fiscal year 1999. (See Spread on page 48).

# Net Interest Income (Consolidated)

|                                        | Millions of Yen |          |           |         |  |
|----------------------------------------|-----------------|----------|-----------|---------|--|
| YEARS ENDED MARCH 31                   | 2001            | 2000     | Changes   | 2001    |  |
| Interest Income                        | ¥346,568        | ¥391,291 | ¥(44,722) | \$2,797 |  |
| Interest on Loans and Discounts        | 152,207         | 137,691  | 14,516    | 1,228   |  |
| Interest and Dividends on Securities   | 149,474         | 97,738   | 51,735    | 1,206   |  |
| Interest on Deposits with Banks        | 23,533          | 20,117   | 3,415     | 190     |  |
| Interest on Interest Swaps             | 1,069           | 81,747   | (80,678)  | 9       |  |
| Other Interest Income                  | 20,284          | 53,996   | (33,712)  | 164     |  |
| Interest Expenses                      | 275,270         | 294,416  | (19,146)  | 2,222   |  |
| Interest on Deposits                   | 90,462          | 57,773   | 32,688    | 730     |  |
| Interest on Borrowings and Rediscounts | 8,207           | 7,173    | 1,034     | 66      |  |
| Interest on Corporate Bonds            | 9,384           | 8,487    | 897       | 76      |  |
| Interest on Convertible Bonds          | 89              | 69       | 20        | 1       |  |
| Interest on Interest Swaps             | 39,397          | 115,838  | (76,441)  | 318     |  |
| Other                                  | 127,728         | 105,074  | 22,654    | 1,031   |  |
| Net Interest Income                    | ¥ 71,298        | ¥ 96,874 | ¥(25,576) | \$ 575  |  |

# Net Other Operating Income

Net other operating income showed a significant upsurge, increasing by ¥39.6 billion. The main reason is the improvement in net gains on bonds, which increased by ¥34.9 billion from fiscal year 1999, when the net loss of ¥5.1 billion on bonds was recorded. Decline of interest rates resulted in such an improved

outcome. Also, along with the adoption of the accounting standard for financial instruments, gains/losses on financial derivatives are added as items in other operating income/expenses. Income/expenses from stock index futures are included in these items.

# Net Other Operating Income (Consolidated)

|                                        | Millions of Yen |          |          |         |  |
|----------------------------------------|-----------------|----------|----------|---------|--|
| YEARS ENDED MARCH 31                   | 2001            | 2000     | Changes  | 2001    |  |
| Other Operating Income                 | ¥218,280        | ¥216,598 | ¥ 1,681  | \$1,762 |  |
| Gains on Foreign Exchange Transactions | 5,343           | 5,755    | (411)    | 43      |  |
| Gains on Sale of Bonds (1)             | 86,156          | 100,329  | (14,172) | 695     |  |
| Gains on Redemption of Bonds (+)       | _               | 1,160    | (1,160)  | _       |  |
| Gains on Financial Derivatives         | 1,976           | _        | 1,976    | 16      |  |
| Other                                  | 124,803         | 109,353  | 15,449   | 1,007   |  |
| Other Operating Expenses               | 175,256         | 213,232  | (37,976) | 1,414   |  |
| Losses on Sale of Bonds (2)            | 53,745          | 105,436  | (51,691) | 434     |  |
| Losses on Redemption of Bonds (*)      | _               | 6,991    | (6,991)  | _       |  |
| Losses on Devaluation of Bonds (3)     | 2,572           | 52       | 2,520    | 21      |  |
| Losses on Financial Derivatives        | 2,711           | _        | 2,711    | 22      |  |
| Other                                  | 116,226         | 100,752  | 15,474   | 938     |  |
| Net Other Operating Income             | ¥ 43,023        | ¥ 3,365  | ¥ 39,658 | \$ 347  |  |

<sup>(</sup>a) Gains and losses on redemption of bonds are excluded from the table above for fiscal year 2000 and allocated in "Interest Income/Expenses."

# Net Gains (Losses) on Bonds [(1)-(2)-(3)](#)

|                             |         | Millions of Yen |         |  |
|-----------------------------|---------|-----------------|---------|--|
|                             | 2001    | 2000            | Changes |  |
| Net Gains (Losses) on Bonds | ¥29,838 | ¥(5,159)        | 34,998  |  |

<sup>(#)</sup>For the purpose of comparison, the figures for Net Gains (Losses) on Bonds exclude those of gains/losses on redemption of bonds.

# General and Administrative Expenses

General and administrative expenses decreased by ¥4.7 billion, or 3.3%, from fiscal year 1999. The decrease is attributable to the reduction in personnel expenses, which were lowered by ¥4.4 billion compared with fiscal year 1999. The decrease in personnel expenses is mainly attributable to the Bank's cost reducing efforts

through rationalization as well as the effect of the accounting standard for employee retirement benefits adopted in fiscal year 2000. Other (non-personnel) expenses slightly increased as a result of the decreased system-development costs and the increased software costs, reflecting the so-called "software accounting" method adopted in fiscal year 1999.

# General and Administrative Expenses(consolidated)

|                                | Millions of Yen |          |           | Millions of<br>U.S. Dollars |
|--------------------------------|-----------------|----------|-----------|-----------------------------|
| YEARS ENDED MARCH 31           | 2001            | 2000     | Changes   | 2001                        |
| Personnel Expenses             | ¥ 72,425        | ¥ 76,888 | ¥ (4,462) | \$ 585                      |
| Other (Non-Personnel Expenses) | 60,054          | 59,912   | 142       | 485                         |
| Taxes Other Than Income Taxes  | 5,608           | 6,007    | (398)     | 45                          |
| Total                          | ¥138,088        | ¥142,807 | ¥(4,718)  | \$1,115                     |

### Net of Other Income and Expenses

Net of other income and expenses decreased by \$10.8 billion, to minus \$24.5 billion. Net of securities gains and losses decreased by \$30.6 billion, reflecting a large decline in gains on the sale of shares and other securities. However, the Bank processed the liquidation of cross-shareholding by selling approximately \$140 billion of securities.

Expenses relating to problem loans (i.e., credit costs) of the banking account amounted to \$120.0 billion with an increase of \$17.0 billion from fiscal year 1999, due to increases in claims written-off and provision for reserve for possible loan losses, reflecting bankruptcies as well as deteriorated financial conditions of certain

borrowers, most of which occurred during the first half of fiscal year 2000. However, with the credit costs in the trust accounts (decreased by ¥23.2 billion from fiscal year 1999) combined, the Bank's total credit costs on a consolidated basis decreased by ¥6.2 billion to ¥151.5 billion. Other expenses include ¥3.5 billion of costs incurred as a result of the initial adoption of the accounting standard for employee retirement benefits, and ¥2.3 billion of amortization of goodwill incurred due to mergers of the Bank's subsidiaries. Other gains include ¥17.6 billion arising from the sale of software to Japan Trustee Information Systems Ltd., an affiliate of the Bank.

# Net of Other Income and Expenses (Consolidated)

|                                                                  |            |            | Millions of<br>U.S. Dollars |         |
|------------------------------------------------------------------|------------|------------|-----------------------------|---------|
| YEARS ENDED MARCH 31                                             | 2001       | 2000       | Changes                     | 2001    |
| Net of Securities Gains and Losses                               | ¥ 45,105   | ¥ 75,740   | ¥ (30,634)                  | \$ 364  |
| Gains on Sale of Shares and Other Securities                     | 86,040     | 235,432    | (149,392)                   | 694     |
| Losses on Sale of Shares and Other Securities                    | 11,190     | 71,575     | (60,384)                    | 90      |
| Losses on Devaluation of Shares and Other Securities             | 29,743     | 88,116     | (58,373)                    | 240     |
| Expenses Relating to Problem Loans (Banking Account Credit Cost) | 120,014    | 102,979    | 17,035                      | 969     |
| Claims Written-Off                                               | 67,670     | 45,220     | 22,450                      | 546     |
| Provision for Reserve for Possible Loan Losses                   | 48,916     | 32,367     | 16,548                      | 395     |
| General Reserves                                                 | 19,737     | (5,405)    | 25,142                      | 159     |
| Specific Loan Loss Reserves                                      | 30,619     | 42,934     | (12,314)                    | 247     |
| Reserves for Loans to Restructuring Countries                    | (1,440)    | (5,161)    | 3,720                       | (12)    |
| Losses on Sale of Loans to the CCPC                              | 942        | 1,429      | (487)                       | 8       |
| Losses on Bulk Sales                                             | 910        | 1,473      | (562)                       | 7       |
| Reserve for Financial Support to Specific Borrowers              | (354)      | 18,203     | (18,558)                    | (3)     |
| Other Credit Costs                                               | 1,929      | 4,285      | (2,355)                     | 16      |
| Other Expenses                                                   | 39,287     | 8,804      | 30,483                      | 317     |
| Other Gains                                                      | 89,655     | 22,320     | 67,334                      | 724     |
| Net of Other Income and Expenses                                 | ¥ (24,540) | ¥ (13,723) | ¥ (10,817)                  | \$(198) |

# Credit Costs (Summary, Consolidated)

|                                     |          | Millions of Yen |           |        |
|-------------------------------------|----------|-----------------|-----------|--------|
| YEARS ENDED MARCH 31                | 2001     | 2000            | Changes   | 2001   |
| Trust Account Credit Cost           | ¥ 31,502 | ¥ 54,754        | ¥(23,252) | \$ 254 |
| Banking+Trust Accounts Credit Costs | 151,517  | 157,734         | (6,217)   | 1,223  |

### **Financial Condition**

### **Total Assets**

As of March 31, 2001, the Bank had total assets of ¥17,861.0 billion, an increase of ¥2,338.2 billion, or 15.1% from March 31, 2000. The increase was due mainly to increases in investment securities (by ¥1,701.4 billion, or 35.0%), loans and bills discounted (by ¥464.8 billion, or 6.0%), and trading assets (by ¥186.3 billion or 41.0%). Among investment securities, the growth of other securities, which include foreign bonds and shares, was remarkable.

# Total Liabilities and Stockholders' Equity

Total liabilities of the bank as of March 31, 2001 amounted to ¥17,008.2 billion, an increase of ¥2,310.7 billion or 15.7% from March 31, 2000. Remarkable increases can be observed in deposits (by ¥1,271.1 billion, or 19.7%), call money and bills sold (by ¥304.9 billion, or 269.9%), and collateral for lending securities (by ¥1,311.0 billion or 132.8%). The Bank's stockholders' equity totaled ¥761.6 billion, increasing by ¥26.1 billion, or 3.6% from ¥735.5 billion as of March 31, 2000.

### Capital

Both the BIS capital adequacy ratio and the Tier I capital ratio increased by 0.18%, totaling 11.41% and 6.80%, respectively. If the "Available-for-Sale Securities" are subjected to marked-tomarket accounting ("New Accounting Standard for Financial Instruments"), the Tier II portion will be boosted by ¥29.0 billion, thereby raising BIS capital adequacy ratio to 11.60%.

BIS Capital Adequacy Ratio

|                                                     | Billions of Yen, except for percentages |           |         |  |
|-----------------------------------------------------|-----------------------------------------|-----------|---------|--|
| As of MARCH 31                                      | 2001                                    | 2000      | Changes |  |
| Total Qualifying Capital                            | ¥ 1,381.2                               | ¥ 1,346.2 | ¥ 35.0  |  |
| Tier I Capital                                      | 823.6                                   | 794.2     | 29.3    |  |
| including: Non-cumulative Preferred Securities (*1) | (83.0)                                  | (83.0)    | _       |  |
| Tier II Capital                                     | 560.0                                   | 553.4     | 6.5     |  |
| Upper Tier II                                       | 267.6                                   | 223.0     | 44.6    |  |
| Subordinated Debts                                  | 170.6                                   | 144.9     | 25.6    |  |
| General Reserve for Possible Loan Losses            | 79.5                                    | 58.8      | 20.7    |  |
| Unrealized Gains on Land after 55% Discount         | 17.4                                    | 19.2      | (1.8)   |  |
| Lower Tier II                                       | 292.4                                   | 330.4     | (38.0)  |  |
| Deductive Items (-)                                 | 2.4                                     | 1.4       | 0.9     |  |
| Total Risk-Adjusted Assets                          | 12,098.2                                | 11,982.2  | 115.9   |  |
| On-Balance-Sheet Items                              | 10,279.1                                | 9,699.8   | 579.3   |  |
| Off-Balance-Sheet Items                             | 1,749.0                                 | 2,209.3   | (460.2) |  |
| Market Risk Equivalents                             | 70.0                                    | 73.1      | (3.0)   |  |
| Tier I Capital Ratio                                | 6.80%                                   | 6.62%     | 0.18%   |  |
| BIS Capital Ratio (*2)                              | 11.41%                                  | 11.23%    | 0.18%   |  |

<sup>(\*1)</sup> For detailed information of Non-cumulative preferred securities, see "Summary of Description of the Non-cumulative Preferred Securities ("The Offered Securities")" on page 49 (\*2) Adoption of New Accounting Standard for Financial Instruments to "Available-for-Sale Securities" will increase the Tier II by ¥29.0 billon, thereby increasing the BIS Capital Adequacy Ratio

to 11.60%

\*Figures for classified assets based on the Financial Reconstruction Law and spread analysis can be utilized only on a non-consolidated basis.

### Classified Assets under Financial Reconstruction Law

Classified assets under Financial Reconstruction Law, as of March 31, 2001, are as shown below. The amount of total categorized assets equalled ¥532.8 billion (the banking and trust

accounts combined), decreasing by ¥237.2 billion, or 30.8% from March 2000. For assets in the banking account, coverage ratios (i.e., ratio of assets covered by collateral, guarantees, or reserves) for "Bankrupt and Practically Bankrupt," "Doubtful," and "Substandard" are 100%, 95%, and 71%, respectively. For assets in the trust accounts, coverage ratios for these three classifications are 100%, 90% and 52%, respectively.

# Classified Assets under Financial Reconstruction Law Banking Account (After Partial Direct Write-Off) (Non-consolidated)

|                           |          |          |          | In billions of Yen |                         |          |          |          |
|---------------------------|----------|----------|----------|--------------------|-------------------------|----------|----------|----------|
| 011511                    | Bala     | Balance  |          | ge Ratio           | 0.11.11/D               |          | Reserve  | e Ratio  |
| Classification            | Mar.2001 | Mar.2000 | Mar.2001 | Mar.2000           | Collateral/Reserve      | Mar.2001 | Mar.2001 | Mar.2000 |
| Bankrupt and              | 70.3     | 77.9     | 100%     | 100%               | Specific Reserve        | 3.5      | 100%     | 100%     |
| Practically Bankrupt (A)  |          |          |          |                    | Collateral/Guarantee    | 66.8     |          |          |
|                           |          |          |          |                    | Uncovered               | 15.7     |          |          |
| Doubtful                  | 366.0    | 537.1    | 95%      | 91%                | Specific Reserve        | 124.7    | 89%      | 83%      |
| (Kiken-Saiken)(B)         |          |          |          |                    | Collateral/Guarantee    | 225.6    |          |          |
|                           |          |          |          |                    | Uncovered               | 9.5      |          |          |
|                           |          |          |          |                    | General Reserve         | 4.0      |          |          |
| Substandard               | 32.8     | 63.5     | 71%      | 82%                | Reserve for Financial   |          |          |          |
| (Yo-Kanri-Saiken)(C)      |          |          |          |                    | Assistance to Specific  | _        | 30%      | 65%      |
|                           |          |          |          |                    | Borrowers               |          |          |          |
|                           |          |          |          |                    | Collateral/Guarantee    | 19.3     |          |          |
|                           |          |          |          |                    | General Reserve         | 72.2     |          |          |
| Ordinary Assets           | 8,360.4  | 7,601.4  |          |                    | Reserve for Losses to   |          |          |          |
| (Seijo-Saiken)            |          |          |          |                    | Restructuring Countries | 2.9      |          |          |
| Total of (A), (B) and (C) | 469.1    | 678.5    |          |                    |                         |          |          |          |
| Total                     | 8,829.5  | 8,279.9  |          |                    |                         |          |          |          |

# Trust Accounts (Non-consolidated)

|                           |          |                        |          | In billions of Yen |                      |          |                        |  |          |
|---------------------------|----------|------------------------|----------|--------------------|----------------------|----------|------------------------|--|----------|
| Classification            | Bala     | Balance Coverage Ratio |          | Balance            |                      | ge Ratio | Collateral/Reserve     |  | Reserves |
| CidSSIIICdIIOTI           | Mar.2001 | Mar.2000               | Mar.2001 | Mar.2000           | - Collateral/Reserve |          | Reserves               |  |          |
| Bankrupt and              | 15.1     | 18.3                   | 100%     | 100%               | Collateral/Guarantee | 15.1     | Reserve for Loan Trust |  |          |
| Practically Bankrupt (D)  |          |                        |          |                    |                      |          | (Tokubetsu-Ryuhokin)   |  |          |
| Doubtful                  | 46.0     | 56.3                   | 90%      | 80%                | Uncovered            | 4.3      | 24.0                   |  |          |
| (Kiken-Saiken)(E)         |          |                        |          |                    | Collateral/Guarantee | 41.7     | Reserve for JOMT       |  |          |
| Substandard               | 2.6      | 16.9                   | 52%      | 90%                | Uncovered            | 1.2      | (Saiken Shoukyaku      |  |          |
| (Yo-Kanri-Saiken) (F)     |          |                        |          |                    | Collateral/Guarantee | 1.4      | Junbikin) 0.8          |  |          |
| Ordinary Assets           | 2,255.0  | 2,797.9                |          |                    |                      |          |                        |  |          |
| (Seijo-Saiken)            |          |                        |          |                    |                      |          |                        |  |          |
| Total of (D), (E) and (F) | 63.8     | 91.5                   |          |                    |                      |          |                        |  |          |
| Total                     | 2,318.7  | 2,889.4                |          |                    |                      |          |                        |  |          |

# Total Classified Assets (Banking and Trust Accounts Combined)

|                           |          |          |          | In billions of Yen |                         |          |          |          |
|---------------------------|----------|----------|----------|--------------------|-------------------------|----------|----------|----------|
| Classification            | Bala     | Balance  |          | ge Ratio           | Collateral/Reserve      |          | Reserve  | e Ratio  |
| CidSSIIICdIIOII           | Mar.2001 | Mar.2000 | Mar.2001 | Mar.2000           | Collateral/Reserve      | Mar.2001 | Mar.2001 | Mar.2000 |
| Bankrupt and              | 85.4     | 96.2     | 100%     | 100%               | Specific Reserve        | 3.5      | 100%     | 100%     |
| Practically Bankrupt (G)* |          |          |          |                    | Collateral/Guarantee    | 81.9     |          |          |
|                           |          |          |          |                    | Uncovered               | 20.0     |          |          |
| Doubtful                  | 412.0    | 593.4    | 95%      | 90%                | Specific Reserve        | 124.7    | 86%      | 80%      |
| (Kiken-Saiken)(H)         |          |          |          |                    | Collateral/Guarantee    | 267.3    |          |          |
|                           |          |          |          |                    | Uncovered               | 10.7     |          |          |
|                           |          |          |          |                    | General Reserve         | 4.0      |          |          |
| Substandard               | 35.4     | 80.4     | 70%      | 84%                | Reserve for Financial   |          |          |          |
| (Yo-Kanri-Saiken)(I)      |          |          |          |                    | Assistance to Specific  | _        | 27%      | 62%      |
|                           |          |          |          |                    | Borrowers               |          |          |          |
|                           |          |          |          |                    | Collateral/Guarantee    | 20.7     |          |          |
|                           |          |          |          |                    | General Reserve         | 72.1     |          |          |
| Ordinary Assets           | 10,615.4 | 10,399.3 |          |                    | Reserve for Losses to   |          |          |          |
| (Seijo-Saiken)            |          |          |          |                    | Restructuring Countries | 2.8      |          |          |
| Total of (G), (H) and (I) | 532.8    | 770.0    |          |                    |                         |          |          |          |
| Total                     | 11,148.3 | 11,169.3 |          |                    |                         |          |          |          |

# Breakdown of Credit Costs (Non-Consolidated; Banking and Trust Accounts)

|                                                     |           |          | Millions of U.S. Dollars |         |
|-----------------------------------------------------|-----------|----------|--------------------------|---------|
| YEARS ENDED MARCH 31                                | 2001      | 2000     | Changes                  | 2001    |
| Banking Account                                     | ¥ 115,311 | ¥ 95,329 | ¥19,982                  | \$ 931  |
| Claims Written-Off                                  | 63,382    | 42,541   | 20,840                   | 512     |
| Provision for Reserve for Possible Loan Losses      | 49,811    | 27,395   | 22,415                   | 402     |
| General Reserves                                    | 21,113    | (7,258)  | 28,372                   | 170     |
| Specific Loan Loss Reserves                         | 30,138    | 39,816   | (9,677)                  | 243     |
| Reserves for Loans to Restructuring Countries       | (1,440)   | (5,161)  | 3,720                    | (12)    |
| Losses on Sale of Loans to the CCPC                 | 942       | 1,429    | (487)                    | 8       |
| Losses on Bulk Sales                                | 116       | 1,473    | (1,357)                  | 1       |
| Reserve for Financial Support to Specific Borrowers | (354)     | 18,203   | (18,558)                 | (3)     |
| Other Credit Costs                                  | 1,413     | 4,285    | (2,871)                  | 11      |
| Trust Accounts                                      | 31,502    | 54,754   | (23,252)                 | 254     |
| Claims Written-Off                                  | 27,687    | 48,394   | (20,707)                 | 223     |
| Losses on Sale of Loans to the CCPC                 | 3,525     | 2,937    | 588                      | 28      |
| Losses on Bulk Sales                                | 289       | 3,422    | (3,132)                  | 2       |
| Total Credit Costs                                  | ¥146,813  | ¥150,084 | ¥ (3,270)                | \$1,185 |

# Spread

Both the average-yield on interest-earning assets and that on interest-bearing liabilities dropped to 1.36% and 0.64%, respectively. However, with a wider range of drop on interest-bearing lia-

bilities (dropping 0.50% on interest-bearing liabilities; 0.47% on interest-earning assets), the gross margin improved to 0.72%, up 0.03% from fiscal year 1999.

| Banking A/C                                       |       | Percentage points |         |
|---------------------------------------------------|-------|-------------------|---------|
| YEARS ENDED MARCH 31                              | 2001  | 2000              | Changes |
| Average Yield on Interest-Earning Assets (a)      | 1.36% | 1.83%             | (0.47%) |
| Loans and Bills Discounted (A)                    | 1.50% | 1.52%             | (0.02%) |
| Securities                                        | 1.25% | 1.56%             | (0.31%) |
| Average Yield on Interest-Bearing Liabilities (b) | 0.64% | 1.14%             | (0.50%) |
| Deposits (B)                                      | 0.47% | 0.45%             | 0.02%   |
| Gross Margin (a)-(b)                              | 0.72% | 0.69%             | 0.03%   |
| Loan-Deposit Margin (A)-(B)                       | 1.03% | 1.07%             | (0.04%) |

## Summary of 8,300 Floating Rate Noncumulative Preferred Securities, Liquidation Preference ¥10 million per Security (the "Securities") Issued by STB Preferred Capital (Cayman) Limited (the "Company")

The Securities are intended to provide holders (i) with rights to dividends that are equivalent to, and (ii) with rights to liquidation preferences that are the same as, those to which holders would be entitled if they had purchased noncumulative nonvoting perpetual preferred stock issued directly by The Sumitomo Trust and Banking Co., Ltd. (the "Bank"), except that these rights are against the Company and not against the Bank. Accordingly, if the Bank's financial condition were to deteriorate, including the occurrence of a Liquidation Event or the delivery of a Supervisory Period Dividend Instruction or the delivery of an Insolvency Certificate, the Company and the holders of the Securities could suffer direct and materially adverse consequences, including suspension of noncumulative dividends on the Securities and, if a Liquidation Event occurs with respect to the Bank, loss by holders of the Securities of their investment. The Bank determined to include the proceeds from the sale of the Securities in its Tier I capital on a consolidated basis as a qualified core capital without limitation because of their terms and conditions including but not limited to non-step-up feature in terms of the dividend rate.

#### The Company

STB Preferred Capital (Cayman) Limited (the "Company"), a wholly owned subsidiary of the Bank with capital of \(\xi\)2,000 million incorporated in Grand Cayman, the Cayman Islands, which issued the Securities to investors and funded a perpetual \(\xi\)85,000 million subordinated loan to the Bank.

#### The Securities

8,300 floating rate noncumulative preferred securities, liquidation preference ¥10 million per security, issued on March 26, 1999 in the euro market.

#### Dividend

#### (General)

Dividends are payable at a floating rate of 6 months Yen LIBOR plus 3.00% per annum, semi-annually in arrears on the 25th day of January and July in each year.

### (Dividend Limitation)

If the Bank declares less than full dividends on its preferred stock, the aggregate amount of dividends payable on the Securities will be limited to an amount representing the same proportion to the full dividends thereof as the proportion of so declared dividends to the full dividends on such preferred stock.

### (Distributable Profits Limitation)

The dividends on the Securities are limited to the amount of the Bank's distributable profit after deduction of any dividends and other distributions declared to be paid on (a) any class of preferred stock of the Bank, (b) securities issued by the Bank's other subsidiaries ranking on a parity with any class of the Bank's preferred stock as to dividends rights, and (c) Dividend Parity Shares (if any). However, if the aggregate amount of (p) the full dividends on the Securities and (q) full dividends and other distributions on (b) and (c) exceeds the Bank's distributable profit after deduction of dividends on (a), the dividends on the Securities shall be reduced to the portion thereof representing the same proportion that (p) bears to (p) plus (q).

### (Mandatory Dividends)

If the Bank pays any dividends on any of its common stock with respect to any financial year of the Bank, then the Company will be required to pay full dividends on the Securities for the applicable year, irrespective of whether a No Dividend Instruction or a Reduced Dividend Instruction is given, but subject to the condition under Insolvency Certificate, Distributable Profits Limitation, Supervisory Period Dividend Instruction, and Liquidation Period as described here.

### (Liquidation Period)

The Company may not pay dividends on the Securities if a Liquidation Event has occurred and is continuing. A Liquidation Event shall occur if (a) a liquidation proceeding of the Bank under the laws of Japan is commenced or (b) a competent court in Japan shall have (x) adjudicated the commencement of the bankruptcy proceeding or (y) approved a preparation of reorganization plan for liquidation of the Bank.

### (Insolvency Certificate)

In the event that the Bank becomes insolvent, the Bank shall promptly deliver to the Company an Insolvency Certificate and dividends may be suspended. Insolvency means that (x) the Bank is not or will not be able to pay its debts as they become due, or the Bank's liabilities would exceed its assets or (y) the Japanese administrative agency in charge of financial supervision determined that the Bank is insolvent.

### (No Dividend Instruction / Reduced Dividend Instruction)

Except for dividends required to be paid as described under Mandatory Dividends above, the Bank may deliver to the Company (a) a No Dividend Instruction not to pay dividends or (b) a Reduced Dividend Instruction to limit the payment of dividends to a proportion less than 100% of full dividends. In such cases the Company shall not pay dividends on the Securities in excess of the Bank's instruction.

### (Supervisory Period Dividend Instruction)

If the Bank's risk-adjusted total capital ratio or risk-adjusted core capital ratio were to decline below the minimum percentages required by Japanese banking regulations which are currently 8.0% and 4.0% respectively for Japanese banks engaged in international operation, the Bank may deliver a Supervisory Period Dividend Instruction to the Company, instructing it not to pay dividends on the Securities or limit them to less than 100%.

#### Redemption

The Securities may be redeemed in whole or in part on any dividend payment date on or after July 2009 at the option of the Company subject to the prior approval of the holders of the ordinary shares and applicable regulatory requirements. The Securities may not be redeemed prior thereto except in whole upon the occurrence of a Tax Event which will require the Company or the Bank to pay an additional tax amount with respect to the Securities, or a Capital Event in which the Securities are determined by the Bank, after consultation with the Japanese administrative agency in charge of financial supervision, not to be included in the core capital of the Bank. The redemption price is ¥10 million per security, plus unpaid dividends for the applicable dividend period.

### Use of Proceeds

The proceeds to the Company from the sale of the Securities and the issuance of the ordinary shares were \pmu 885,000 million. The company used such proceeds to advance the Subordinated Loan to the Bank for the use of its general corporate purposes.

### Subordinated Loan

The principal amount is ¥85,000 million. Interest is payable on the 25th day of January and July in each year, provided that any interest will not be due or payable and will be permanently forgiven if an Insolvency Certificate has been delivered. The Subordinated Loan will be repayable by the Bank at its option, subject to the approval of the Japanese administrative agency in charge of financial supervision, on any date on which the Securities are redeemed.

If a Liquidation Event shall be deemed to have occurred and is continuing, (i) the obligation of the Bank to make payments of interest will be suspended and (ii) the Subordinated Loan Agreement will represent or evidence a subordinated claim of the Company in the liquidation of the Bank. A Liquidation Event shall occur if (a) a liquidation proceeding of the Bank under the laws of Japan is commenced or (b) a competent court in Japan shall have (x) adjudicated the commencement of the bankruptcy proceeding or (y) approved a preparation of reorganization plan for liquidation of the Bank.

The Subordinated Loan Agreement does not provide for acceleration in any event even if an event of default occurs. An event of default shall be deemed to occur if the Bank fails to pay the full amount of interest on the Subordinated Loan.

The Subordinate Loan generates funds for distribution to the holders of the Securities

# CONSOLIDATED BALANCE SHEETS — The Sumitomo Trust & Banking Company, Limited March 31, 2001 and 2000

|                                                                                           | Millions     | of Yen                                | Millions of U.S. Dollars |
|-------------------------------------------------------------------------------------------|--------------|---------------------------------------|--------------------------|
|                                                                                           | 2001         | 2000                                  | (Note 1)<br>2001         |
|                                                                                           | 2001         | 2000                                  | 2001                     |
| Assets:                                                                                   |              |                                       |                          |
| Cash and Due from Banks                                                                   | 1 000,020    | ¥ 766,200                             | \$ 5,531                 |
| Call Loans and Bills Bought                                                               |              | 467,980                               | 774                      |
| Commercial Paper and Other Debt Purchased                                                 | 11,900       | 1,786                                 | 96                       |
| Trading Assets (Note 2,3 and 5)                                                           |              | 454,193                               | 5,170                    |
| Money Held in Trust (Note 4)                                                              |              | 67,619                                | 610                      |
| Investment Securities (Note 2, 5 and 9)                                                   | 6,566,313    | 4,864,909                             | 52,997                   |
| Loans and Bills Discounted (Note 6 and 9)                                                 | 8,193,779    | 7,728,968                             | 66,132                   |
| Foreign Exchanges                                                                         | 11,861       | 16,211                                | 96                       |
| Other Assets (Note 2, 7, 9 and 25)                                                        | 1,028,001    | 754,308                               | 8,297                    |
| Premises and Equipment (Note 2 and 8)                                                     | 155,717      | 172,469                               | 1,257                    |
| Deferred Tax Assets (Note 24)                                                             | 204,413      | 245,569                               | 1,650                    |
| Customers' Liabilities for Acceptances and Guarantees (Note 17)                           |              | 328,201                               | 3,065                    |
| Reserve for Possible Loan Losses (Note 2)                                                 | (188,057)    | (345,639)                             | (1,518)                  |
| Reserve for Losses on Investment Securities (Note 2)                                      |              | (0.10,007)                            | (0)                      |
| Total Assets (Note 27)                                                                    | ¥17,861,005  | ¥15,522,780                           | \$144,157                |
| Liabilities:                                                                              | 1 1          | +13,322,700                           | Ψ111,107                 |
| Deposits (Note 9 and 10)                                                                  |              | ¥ 6,448,689                           | \$ 62,307                |
| Negotiable Certificates of Deposit (Note 10)                                              | 973,014      | 1,225,371                             | 7,853                    |
| Call Money and Bills Sold (Note 9)                                                        | 417,997      | 113,000                               | 3,374                    |
| Trading Liabilities (Note 2 and 3)                                                        |              |                                       | •                        |
| Borrowed Money (Note 9 and 11)                                                            |              | 131,378                               | 1,607                    |
| Foreign Exchanges                                                                         |              | 371,035                               | 2,890                    |
| Corporate Bonds (Note 12)                                                                 |              | 4,434                                 | 63                       |
| Convertible Bonds (Note 12)                                                               | 443,609      | 432,162                               | 3,580                    |
|                                                                                           |              | 11,064                                | 54                       |
| Borrowed Money from Trust Account (Note 14)                                               |              | 3,912,799                             | 24,083                   |
| Collateral for Lending Securities                                                         |              | 987,512                               | 18,551                   |
| Other Liabilities (Note 16)                                                               |              | 671,134                               | 9,662                    |
| Reserve for Retirement Allowances (Note 2)                                                |              | 18,281                                | _                        |
| Reserve for Employee Retirement Benefits (Note 2 and 15)                                  |              | _                                     | 14                       |
| Reserves for Possible Losses on Loans Sold (Note 2)                                       |              | 6,002                                 | 27                       |
| Reserves for Financial Assistance to Specific Borrowers (Note 2)                          |              | 18,203                                | _                        |
| Other Reserves                                                                            |              | 10                                    | _                        |
| Deferred Tax Liabilities (Note 24)                                                        |              | 1,068                                 | 1                        |
| Deferred Tax Liabilities on Revaluation Reserve for Land (Notes 8 and 24)                 |              | 17,134                                | 121                      |
| Consolidated Differences                                                                  | 2,100        | _                                     | 22                       |
| Acceptances and Guarantees (Note 17)                                                      | 379,695      | 328,201                               | 3,065                    |
| Total Liabilities                                                                         | 17,008,260   | 14,697,487                            | 137,274                  |
| Minority Interest                                                                         | 91,076       | 89,776                                | 735                      |
| Stockholders' Equity:                                                                     |              | · · · · · · · · · · · · · · · · · · · |                          |
| Preferred Stock (No Par Value) (Note 18)                                                  | 50,000       | 50,000                                | 404                      |
| Common Stock, par value ¥50 per share (Note 18)                                           | 233,985      | 232,068                               | 1,888                    |
| Capital Surplus (Note 18)                                                                 | 237,405      | 235,487                               | 1,916                    |
| Revaluation Reserve for Land, Net of Tax (Note 8 and 18)                                  | 23,653       | 25,605                                | 191                      |
| Retained Earnings (Note 18)                                                               | 225,110      | 192,475                               | 1,817                    |
| Foreign Currency Translation Adjustment (Note 2)                                          |              |                                       | (51)                     |
| Treasury Stock (Note 18)                                                                  |              | (119)                                 | (18)                     |
| Total Stockholders' Equity                                                                | 761,668      | 735,516                               | 6,147                    |
| Total Stockholders' Equity  Total Liabilities, Minority Interest and Stockholders' Equity | ¥ 17,861,005 | ¥15,522,780                           | \$144,157                |
| Total Elabilition, millionty interest and elebitioliders Equity                           | + 17,001,003 | +10,022,700                           | ψ144,107                 |

|                               |   | Yen    |   |        |    | U.S. Dollars<br>(Note 1) |  |
|-------------------------------|---|--------|---|--------|----|--------------------------|--|
| Net Assets per Share (Note 2) | ¥ | 456.65 | ¥ | 440.07 | \$ | 3.69                     |  |

See accompanying notes.

# CONSOLIDATED STATEMENTS OF INCOME — The Sumitomo Trust & Banking Company, Limited March 31, 2001 and 2000

|                                               | Millions o | Millions of<br>U.S. Dollars<br>(Note 1) |        |
|-----------------------------------------------|------------|-----------------------------------------|--------|
|                                               | 2001       | 2000                                    | 2001   |
| Income:                                       |            |                                         |        |
| Trust Fees                                    | ¥ 95,807   | ¥ 96,228                                | \$ 773 |
| Interest Income:                              |            |                                         |        |
| Interest on Loans and Discounts               | 152,207    | 137,691                                 | 1,228  |
| Interest and Dividends on Securities          | 149,474    | 97,738                                  | 1,206  |
| Other Interest Income (Note 19)               | 44,887     | 155,862                                 | 362    |
|                                               | 346,568    | 391,291                                 | 2,797  |
| Fees and Commissions                          | 49,767     | 43,887                                  | 402    |
| Trading Revenue (Note 20)                     | 10,569     | 6,102                                   | 85     |
| Other Operating Income (Note 21)              | 218,280    | 216,598                                 | 1,762  |
| Other Income (Note 22)                        | 175,695    | 257,753                                 | 1,418  |
| Total Income (Note 27)                        | 896,688    | 1,011,861                               | 7,237  |
| Expenses:                                     |            |                                         |        |
| Interest Expenses:                            |            |                                         |        |
| Interest on Deposits                          | 90,462     | 57,773                                  | 730    |
| Interest on Borrowings and Rediscounts        | 8,207      | 7,173                                   | 66     |
| Other Interest Expenses (Note 19)             | 176,600    | 229,470                                 | 1,425  |
|                                               | 275,270    | 294,416                                 | 2,222  |
| Fees and Commissions                          | 17,881     | 9,677                                   | 144    |
| Trading Expenses (Note 20)                    | 34         | 95                                      | 0      |
| Other Operating Expenses (Note 21)            | 175,256    | 213,232                                 | 1,414  |
| General and Administrative Expenses (Note 23) | 138,088    | 142,807                                 | 1,115  |
| Other Expenses (Note 22)                      | 200,236    | 271,476                                 | 1,616  |
| Total Expenses (Note 27)                      | 806,766    | 931,706                                 | 6,511  |
| Income before Income Taxes (Note 27)          | 89,922     | 80,155                                  | 726    |
| Income Taxes: (Note 24)                       |            |                                         |        |
| Current                                       | 4,368      | 3,300                                   | 35     |
| Deferred                                      | 40,562     | 41,735                                  | 327    |
| Minority Interest In Net Income               | 3,973      | 2,906                                   | 32     |
| Net Income                                    | ¥ 41,017   | ¥ 32,214                                | \$ 331 |

|                                               |   | Yen   |   |       | U.S. Dollars<br>(Note 1) |
|-----------------------------------------------|---|-------|---|-------|--------------------------|
| Net Income per Share (Note 2)                 | ¥ | 27.88 | ¥ | 21.89 | \$<br>0.23               |
| Net Income per Share (fully diluted) (Note 2) |   | 27.54 |   | 21.50 | 0.22                     |

See accompanying notes.

# CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY—The Sumitomo Trust & Banking Company, Limited Years Ended March 31, 2001 and 2000

|                                                                                            | Number                            | Number of Shares of Millions of Yen |                    |                 | Millions of Yen    |                                   |                               |                                                  |                                |
|--------------------------------------------------------------------------------------------|-----------------------------------|-------------------------------------|--------------------|-----------------|--------------------|-----------------------------------|-------------------------------|--------------------------------------------------|--------------------------------|
|                                                                                            | Preferred<br>Stock<br>(Thousands) | Common<br>Stock<br>(Thousands)      | Preferred<br>Stock | Common<br>Stock | Capital<br>Surplus | Revalution<br>Reserve<br>for Land | Retained<br>Earnings          | Foreign<br>Currency<br>Translation<br>Adjustment | Common<br>Stock in<br>Treasury |
| Retained at March 31, 1999                                                                 | 125,000                           | 1,424,057                           | ¥50,000            | ¥227,005        | ¥230,425           | ¥25,416                           | ¥169,361<br>32,214<br>(9,706) | ¥ –                                              | ¥ (5)                          |
| of Convertible Bonds  Net Change  Adjustment due to Change in  Effective Tax Rate and Sale |                                   | 20,250                              |                    | 5,062           | 5,062              |                                   |                               |                                                  | (113)                          |
| of Revalued Property                                                                       |                                   |                                     |                    |                 |                    | 188                               | 606                           |                                                  |                                |
| Net Income                                                                                 | 125,000                           | 1,444,307                           | 50,000             | 232,068         | 235,487            | 25,605                            | 192,475<br>41,017<br>(10,860) | -                                                | (119)                          |
| of Convertible Bonds  Net Change  Adjustment due to Sale                                   |                                   | 7,670                               |                    | 1,917           | 1,917              |                                   |                               | (6,315)                                          | (2,051)                        |
| of Revalued Property                                                                       |                                   |                                     |                    |                 |                    | (1,951)                           | 2,477                         |                                                  |                                |
| Balance at March 31, 2001                                                                  | 125,000                           | 1,451,977                           | ¥50,000            | ¥233,985        | ¥237,405           | ¥23,653                           | ¥225,110                      | ¥(6,315)                                         | ¥(2,170)                       |

|                               | Millions of U.S. Dollars(Note 1) |                 |                    |                                   |                      |                                                  |                                |  |
|-------------------------------|----------------------------------|-----------------|--------------------|-----------------------------------|----------------------|--------------------------------------------------|--------------------------------|--|
|                               | Preferred<br>Stock               | Common<br>Stock | Capital<br>Surplus | Revalution<br>Reserve<br>for Land | Retained<br>Earnings | Foreign<br>Currency<br>Translation<br>Adjustment | Common<br>Stock in<br>Treasury |  |
| Balance at March 31, 2000     | \$404                            | \$1,873         | \$1,901            | \$207                             | \$1,553              | \$ -                                             | \$ (1)                         |  |
| Net Income                    |                                  |                 |                    |                                   | 331                  |                                                  |                                |  |
| Cash Dividends Paid           |                                  |                 |                    |                                   | (88)                 |                                                  |                                |  |
| Shares Issued upon Conversion |                                  |                 |                    |                                   |                      |                                                  |                                |  |
| of Convertible Bonds          |                                  | 15              | 15                 |                                   |                      |                                                  |                                |  |
| Net Change                    |                                  |                 |                    |                                   |                      | (51)                                             | (17)                           |  |
| Adjustment due to Sale        |                                  |                 |                    |                                   |                      |                                                  |                                |  |
| of Revalued Property          |                                  |                 |                    | (16)                              | 20                   |                                                  |                                |  |
| Balance at March 31, 2001     | \$404                            | \$1,888         | \$1,916            | \$191                             | \$1,817              | \$ (51)                                          | \$(18)                         |  |

See accompanying notes.

|                                                                                                          | Millions of     | Yen               | Millions of<br>U.S. Dollars<br>(Note 1) |
|----------------------------------------------------------------------------------------------------------|-----------------|-------------------|-----------------------------------------|
|                                                                                                          | 2001            | 2000              | 2001                                    |
| Cash Flows from Operating Activities :                                                                   |                 |                   |                                         |
| Income before Income Taxes and Others                                                                    | ¥ 89,922        | ¥ 80,155          | \$ 726                                  |
| Depreciation                                                                                             | 7.920           | 7,618             | 64                                      |
| Amortization of Consolidation Differences                                                                | (935)           | (O)               | (8)                                     |
| Equity in Losses of Affiliates                                                                           |                 | (O)               | 1                                       |
| Increase (Decrease) in Reserve for Possible Loan Losses                                                  |                 | (117,002)         | (1,302)                                 |
| Increase (Decrease) in Reserve for Losses on Investment to Securities                                    |                 | _                 | 0                                       |
| Increase (Decrease) in Reserve for Possible Losses on Loans Sold                                         |                 | (5,589)           | (21)                                    |
| Increase (Decrease) in Reserve for Financial Assistance to Specific Borrowers                            | ` ' '           | 18,203            | (147)                                   |
| Increase (Decrease) in Reserve for Retirement Allowances                                                 |                 | (1,523)           | (148)                                   |
| Increase (Decrease) in Reserve for Employee Retirement Benefits                                          | 1,665           | _                 | 13                                      |
| Interest Income                                                                                          | ( / /           | (391,291)         | (2,797)                                 |
| Interest Expenses                                                                                        |                 | 294,416           | 2,222                                   |
| Losses (Gains) on Securities                                                                             | (116,994)       | (64,749)          | (944)                                   |
| Losses (Gains) on Money Held in Trust                                                                    | 3,049           | (12,726)          | 25                                      |
| Losses (Gains) on Foreign Exchange                                                                       |                 | 76,092            | (799)                                   |
| Losses (Gains) on Sale of Premises and Equipment                                                         | 2,848           | 1,673             | 23                                      |
| Net Decrease (Increase) in Trading Assets                                                                | (186,374)       | 64,646            | (1,504)                                 |
| Net Increase (Decrease) in Trading Liabilities                                                           |                 | (22,608)          | 546                                     |
| Net Decrease (Increase) in Loans and Bills Discounted                                                    | (453,487)       | (354,392)         | (3,660)                                 |
| Net Increase (Decrease) in Deposits                                                                      | 1,278,292       | 660,935           | 10,317                                  |
| Net Increase (Decrease) in Negotiable Certificates of Deposit  Net Increase (Decrease) in Borrowed Money | (252,357)       | (30,131)          | (2,037)                                 |
| Net Decrease (Increase) in Due from Banks other than from Bank of Japan                                  |                 | (14,145)          | (105)                                   |
| Net Decrease (Increase) in Call Loans and Others                                                         |                 | 131,438           | 1,212                                   |
| Net Decrease (Increase) in Collateral for Borrowing Securities                                           |                 | 210,829<br>41,787 | 2,927<br>350                            |
| Net Increase (Decrease) in Call Money and Others                                                         |                 | (116,136)         | 2,462                                   |
| Net Increase (Decrease) in California and Others                                                         |                 | 943,956           | 10,581                                  |
| Net Decrease (Increase) in Foreign Exchange Assets                                                       | 75,880          | (34,658)          | 612                                     |
| Net Increase (Decrease) in Foreign Exchange Liabilities                                                  |                 | (2,545)           | 27                                      |
| Net Increase (Decrease) in Corporate Bonds                                                               |                 | (2,998)           | (4)                                     |
| Net Increase (Decrease) in Borrowed Money from Trust Account                                             | (928,946)       | (293,743)         | (7,498)                                 |
| Interest Income Received on Cash Basis                                                                   | 396,299         | 415,317           | 3,199                                   |
| Interest Expense Paid on Cash Basis                                                                      |                 | (292,802)         | (2,522)                                 |
| Other-Net                                                                                                |                 | (100,749)         | 858                                     |
| Sub-Total                                                                                                | 1,569,803       | 1,089,276         | 12,670                                  |
| Income Tax Paid                                                                                          | (1.926)         | (843)             | (16)                                    |
| Net Cash Provided by Operating Activities                                                                | 1,567,876       | 1,088,432         | 12,654                                  |
| Cash Flows from Investing Activities :                                                                   |                 |                   |                                         |
| Purchase of Securities                                                                                   | (17,891,821)    | (7,413,052)       | (144,405)                               |
| Proceeds from Sales of Securities                                                                        | 13,767,044      | 5,267,191         | 111,114                                 |
| Proceeds from Maturities of Securities                                                                   |                 | 968,311           | 21,107                                  |
| Increase in Money Held in Trust                                                                          |                 | (155)             | (344)                                   |
| Decrease in Money Held in Trust                                                                          |                 | 11,372            | 238                                     |
| Purchases of Premises and Equipment                                                                      |                 | (14,264)          | (46)                                    |
| Proceeds from Sales of Premises and Equipment                                                            |                 | 1,639             | 55                                      |
| Purchase of Stock of Newly Consolidated Subsidaries                                                      | ` '             | _                 | (1)                                     |
| Other                                                                                                    | 25,000          |                   | 202                                     |
| Net Cash Used in Investing Activities                                                                    | (1,496,753)     | (1,178,956)       | (12,080)                                |
| Cash Flows from Financing Activities :  Proceeds from Subordinated Bonds and Notes                       | (2.200          | 24.700            | F10                                     |
| Redemption of Subordinated Bonds and Notes                                                               |                 | 24,700            | 510                                     |
| Proceeds from Issuance of Stock to Minority Stockholders                                                 | (51,917)        | (7,600)           | (419)                                   |
| Cash Dividends Paid                                                                                      | 462<br>(10,852) | (9,690)           | (00)                                    |
| Cash Dividends Paid to Minority Shareholders                                                             |                 | (2,333)           | (88)                                    |
| Purchases of Treasury Stock                                                                              | (2,000)         | * ;               | (23)                                    |
| Proceeds from Sales of Treasury Stock                                                                    | (2,053)<br>     | (115)<br>3        | (17)                                    |
| Other - Net                                                                                              | <u>-</u><br>2   | (1)               | 0                                       |
| Net Cash Provided by Financing Activities                                                                |                 | 4,963             | (32)                                    |
| Effect on Exchange Rate Changes on Cash and Cash Equivalents                                             |                 | (3,472)           | (32)<br>18                              |
| Net Change in Cash and Cash Equivalents                                                                  | 69,301          | (89,034)          | 559                                     |
| Cash and Cash Equivalents at Beginning of Year                                                           | 170,927         | 259,962           | 1,380                                   |
| Cash and Cash Equivalents at End of Year                                                                 |                 | ¥ 170,927         | \$ 1,939                                |
| See accompanying notes.                                                                                  | 5 ,             |                   | ,,,,,,                                  |

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### 1. Basis of Presenting Financial Statements

The accompanying translated consolidated financial statements have been compiled from the audited consolidated financial statements that are prepared for Japanese domestic purposes in accordance with the Securities and Exchange Law of Japan, the Banking Law of Japan and accounting principles and practices generally accepted in Japan, which are different from the accounting and disclosure requirements of International Accounting Standards.

Certain modifications, including presentation of consolidated statements of stockholders' equity, have been made in the accompanying consolidated financial statements to facilitate understanding by readers outside Japan.

The Bank, a Japanese corporation, maintains its records and prepares its financial statements in Japanese yen. The accompanying U.S. dollar financial statements have been translated from yen for convenience, and as a matter of arithmetical computation only, at the rate of ¥123.90 to U.S. \$1.00, the exchange rate prevailing at March 31, 2001. The translations should not be construed as a representation that yen amounts have been or could be converted into U.S. dollars at that rate.

As permitted by the Securities and Exchange Law of Japan, amounts of less than one million yen have been omitted. As a result, the totals in yen, and resultantly in U.S. dollars, shown in the consolidated financial statements do not necessarily agree with the sum of the individual amounts.

Certain amounts in prior years have been reclassified to the current presentation.

# 2. Significant Accounting Policies and Practices

### (a) Consolidation

The consolidated financial statements include the accounts of the Bank and significant subsidiaries, which are controlled substantially by the Bank through the majority of voting rights or through the existence of certain conditions evidencing control of the decision-making of such subsidiaries by the Bank. The significant subsidiaries include The Sumitomo Trust Finance (H.K.) Ltd., Sumitomo Trust and Banking Co. (U.S.A.) and STB Leasing Co., Ltd., in the total of 23 subsidiaries for the year ended March 31, 2001.

All significant intercompany balances, transactions and profits have been eliminated in consolidation.

In the elimination of investments in the subsidiaries, the assets and liabilities of the subsidiaries including the portion attributable to

minority shareholders, are recorded based on the fair value at the time the Bank acquired control of the respective subsidiaries.

The difference between the Bank's investments in subsidiaries and affiliated companies and the Bank's share of the underlying net assets of the investees at the date of acquisition is recorded as consolidated differences. The difference is amortized over a reasonable period not exceeding twenty years, while immaterial differences are amortized entirely when recognized.

Investments in affiliates over which the Bank has ability to exercise significant influence over operating and financial policies of the investees, are accounted for by the equity method.

### (b) Foreign currency translation

Assets and liabilities denominated in foreign currencies are primarily translated into yen at the rate of exchange at the balance sheet date. Foreign exchange trading positions, including spot, forward, futures and options, are valued at estimated prevailing market rates.

Balance sheets of consolidated overseas subsidiaries are translated into Japanese Yen at the year-end rate except for shareholders' equity account, which are translated at the historical rate.

Effective April 1, 2000, the Bank and its consolidated subsidiaries adopted the revised accounting standard for foreign currency translation, "Opinion Concerning Revision of Accounting Standard for Foreign Currency Translation," issued by the Business Accounting Deliberation Council on October 22, 1999 (the "Revised Accounting Standard"). The effect on the consolidated income statement of adopting the revised accounting standard was immaterial.

Due to the adoption of the revised accounting standard, the Bank reports foreign currency translation adjustments in the shareholders' equity. The prior year's amount, which is included in assets has not been reclassified.

### (c) Cash flows

In preparing the consolidated cash flow statement, Cash and Due from Bank of Japan in the case of the Bank, and Cash and Due from Banks in the case of the consolidated subsidiaries, are considered to be cash and cash equivalents.

# (d) Trading account activities

Trading account activities are conducted for short-term profit taking by market-making and sales arbitrages. Trading assets and liabilities include securities, commercial paper, and financial derivatives. The mark-to-market accounting method is adopted for those trading account activities for such financial products, all of which are stated at fair values as trading assets or trading liabilities

in the balance sheets. Gains and losses realized on disposal and fluctuations of the fair market value are recognized as gains or losses in the period of the changes. Fair values are determined by quoted market prices for certain products and by internal models for other products including OTC financial derivatives.

### (e) Investment Securities

Prior to April 1, 2000, securities of the Bank and its consolidated subsidiaries were stated at moving-average cost.

Effective April 1, 2000, the Bank adopted the new Japanese accounting standard for financial instruments ("Opinion Concerning Establishment of Accounting Standard for Financial Instruments" issued by the Business Accounting Deliberation Council on January 22, 1999).

Upon applying the new accounting standard, the Bank was required to explicitly determine the objectives of holding each security and classify those securities as (a) securities held for trading purposes (hereafter, "trading securities"), (b) debt securities intended to be held to maturity (hereafter, "held-to-maturity debt securities"), (c) equity securities issued by subsidiaries and affiliated companies, and (d) all other securities that are not classified in any of the above categories (hereafter, "available-for-sale securities"). All securities in the trading account were, by definition, classified as trading securities.

Held-to-maturity debt securities are valued on an amortized or accumulated cost basis using the moving average method, and available-for-sale securities are valued on a cost basis using the moving average method or on an amortized or accumulated cost basis using the moving average method. The amortization and accumulation are included in the interest income, while only the amortization was accounted for and was included in the other operating expense in the previous years. The effect of this change has not been adjusted in the presentation of financial statements for the prior years.

Equity securities issued by subsidiaries and affiliated companies which are not consolidated or accounted for using the equity method are stated at moving-average cost.

If the market value of held-to-maturity debt securities and available-for-sale securities, declines significantly, such securities are stated at fair market value and the difference between fair market value and the carrying amount is recognized as loss in the period of the decline. For the securities of which fair values are not readily available, such securities are evaluated in the process of the self-assessment of asset quality. If a significant deterioration in an estimated value is discovered, the security is written down to the estimated market value with a corresponding charge in the income statement. Such book values after write-off's will be the carrying

amount of the securities at the beginning of the next year.

As a result of the adoption of the new accounting standard for financial instruments described above and for derivatives and hedge accounting described in (f), income before income taxes decreased by ¥7,841 million.

### (f) Derivatives and hedge accounting

For the derivatives used other than in the trading account, the Bank uses derivatives to reduce market risks. From the year ended March 31, 2001, the Bank adopts "Macro Hedge Accounting" as hedge accounting method, under which the Bank manages the total interest rate risk arising from various financial assets and liabilities, such as loans, bills discounted, deposits etc., as a whole by using financial derivative transactions. This is a risk management by "Risk Adjustment Approach" which is stated in "Temporary Treatment for Accounting and Auditing of Application of Accounting Standard for Financial Instruments in Banking Industry" (JICPA Industry Auditing Committee Report No.15) and the deferred hedge accounting is applied. The effectiveness of the hedge is valued by confirming that 1) the total interest rate risk exposure of financial derivative transactions as risk adjustment tools is controlled within the limit which is prescribed in the Bank's risk management policy and 2) the total interest rate risk exposure of hedge objects is decreased by the hedge transactions. The Bank also adopts deferred hedge accounting by individual hedge on certain assets and liabilities.

# (g) Premises and equipment

Depreciation for buildings and equipment is primarily calculated as follows.

Buildings: Using the declining-balance method at the standard rate over the period of 3 to 60 years.

Equipment: Using the declining-balance method at the standard rate over the period of 2 to 20 years.

### (h) Software

Expenses related to software for internal use are capitalized and amortized over the expected usable periods, which are mainly five years.

## (i) Reserve for possible loan losses

For the Bank, a reserve for possible loan losses is made as detailed below, pursuant to the internal rules for self-assessment of asset quality and the internal rules for providing reserves for possible credit losses.

For claims to debtors who are legally bankrupt (due to bankruptcy, subject to the Japanese Civil Rehabilitation Law, suspension of transactions with banks by the rules of clearinghouses, etc.) or virtually bankrupt, a reserve is provided based on the amount of claims net of amounts expected to be collected through the disposal of collateral or through the execution of guarantees.

For claims to debtors who are likely to become bankrupt, a reserve is provided based on the amount considered to be necessary based on an overall solvency assessment, out of the amount of claims net of amounts expected to be collected through the disposal of collateral or through the execution of guarantees.

For other claims which are classified to a certain category, a reserve is provided based on the respective historical loan loss ratio.

A reserve for loans to borrowers in specific foreign countries (including the reserve for losses on overseas investments provided pursuant to Article 55-2 of the Special Taxation Measures Law) is provided based on the amount of expected losses due to the political and economic situation of those countries.

All claims are being assessed by the branches and credit supervision divisions based on the internal rules for self-assessment of asset quality. The Risk Management Department, which is independent from branches and credit supervision divisions, subsequently conducts audits of their assessments, and the reserve is adjusted to reflect the audit results.

For the consolidated subsidiaries, a reserve for possible loan losses is made under similar rules of the Bank.

### (j) Reserve for losses on investment securities

Reserve for losses on investment securities is provided against possible future losses on securities after writing off the portion determined to be uncollectible as evaluated by the self-assessment of asset quality.

### (k) Reserve for employee retirement benefits

Effective April 1, 2000, the Bank adopted the new accounting standard "Opinion concerning Accounting Standard for Employees' Severance and Pension Benefits," issued by the Business Accounting Deliberation Council on June 16, 1998.

Under the new accounting standard, the liabilities and expenses for retirement benefits are determined based on the amounts actuarially calculated using certain assumptions.

The Bank and its consolidated subsidiaries provided reserve for employee retirement benefits at March 31, 2001 based on the estimated amounts of projected benefit obligation and the fair value of the plan assets at that date.

The excess of the projected benefit obligation over the total of the fair value of pension assets as of April 1, 2000 and the liabilities for severance and retirement benefits recroded as of April 1, 2000 amounted to ¥17,503 million, will be recorded as expenses in equal amounts primarily over 5 years commencing the year ended March 31, 2001. Actuarial gains and losses are recognized in

expenses using the straight-line method over the average of the estimated remaining service lives (10 years) commencing the following period.

### (I) Reserve for possible losses on loans sold

A reserve for possible losses on loans sold is provided based on the amount expected to be necessary to cover estimated possible losses with respect to real estate-collateralized loans sold to the Cooperative Credit Purchasing Company, Limited, considering the fair value of the collateral of such loans.

# (m) Reserve for financial assistance to specific borrowers

A reserve for financial assistance to specific borrowers is provided based on the amount estimated to be necessary to support specific borrowers.

### (n) Accounting for leases

Finance leases where the ownership of the property is not transferred to the lessee are accounted for as operating leases.

# (o) Amounts per share

Net assets per share is calculated by dividing net assets excluding an amount of preferred shares outstanding by the number of common shares outstanding at the end of each year.

Net Income per Share is computed by dividing net income attributable to common shares outstanding by the average number of common shares outstanding for each year.

Net Income per Share (fully diluted) is computed assuming all outstanding convertible bonds are converted into common stocks of the Bank at the beginning of the fiscal year.

# 3. Trading Assets and Trading Liabilities

(a) Trading Assets at March 31, 2001 and 2000 consisted of the following:

|                                                           | Millions o | of Yen    | Millions of<br>U.S. Dollars |
|-----------------------------------------------------------|------------|-----------|-----------------------------|
|                                                           | 2001       | 2000      | 2001                        |
| Trading Account Securities                                | ¥ 86,492   | ¥ 63,028  | \$ 698                      |
| Trading-Related Financial Derivatives                     | 209,399    | 96,112    | 1,690                       |
| Derivatives of Trading Securities                         | 2          | _         | 0                           |
| Derivatives of Securities Related to Trading Transactions | 47         | 5         | 0                           |
| Other Trading Assets                                      | 344,626    | 295,047   | 2,781                       |
| Total                                                     | ¥640,568   | ¥ 454,193 | \$5,170                     |

(b) Trading Liabilities at March 31, 2001 and 2000 consisted of the following:

|                                                 | Millions o | Millions of U.S. Dollars |         |
|-------------------------------------------------|------------|--------------------------|---------|
|                                                 | 2001       | 2000                     | 2001    |
| Trading Account Securities Sold for Short Sales | ¥ 2,198    | ¥ 42,274                 | \$ 18   |
| Derivatives of Trading Account Securities       | 12         | 42                       | 0       |
| Trading-Related Financial Derivatives           | 196,857    | 89,061                   | 1,589   |
| Total                                           | ¥199,068   | ¥131,378                 | \$1,607 |

# 4. Money Held in Trust

Money Held in Trust for Trading Purpose at March 31,2001

|                                         |            | Millions of Yen                                                    |
|-----------------------------------------|------------|--------------------------------------------------------------------|
|                                         | Book Value | Net Unrealized Gain (Loss)<br>Reflected in the Statement of Income |
| Money Held in Trust for Trading Purpose | ¥75,614    | ¥(544)                                                             |

The following represents estimated market value and unrealized gain or loss on Money Held in Trust at March 31, 2000.

|                     | Millions of Yen         |                              |                    |
|---------------------|-------------------------|------------------------------|--------------------|
| _                   | Balance Sheet<br>Amount | Estimated<br>Market<br>Value | Unrealized<br>Gain |
| Money Held in Trust | <br>¥67,619             | ¥70,282                      | ¥2,662             |

# 5. Securities

Securities held at March 31, 2001 consisted of the following:

(a)Trading Securities

Trading Securities are included in Trading Assets

|                    | Book Value | Net Unrealized Gain (Loss)<br>Reflected on the Statement of Income |
|--------------------|------------|--------------------------------------------------------------------|
| Trading Securities | ¥431,119   | ¥546                                                               |

(b)Held-to-Maturity Debt Securities with Market Price Held-to-maturity debt securities are included in Investment Securities.

|                                     | Millions of Yen |                  |       |                       |      |
|-------------------------------------|-----------------|------------------|-------|-----------------------|------|
|                                     | Book Value      | Market Price Net | Net - | Unrealized Gain(Loss) |      |
|                                     | Book value      |                  | 1100  | Gain                  | Loss |
| Japanese Government Bonds           | ¥ –             | ¥ –              | ¥ –   | ¥ –                   | ¥ -  |
| Local Government Bonds              | _               | _                | _     | _                     | _    |
| Japanese Corporate Bonds            | _               | _                | _     | _                     | _    |
| Foreign Government bonds and others | 33,401          | 33,679           | 278   | 495                   | 217  |
| Total                               | ¥33,401         | ¥33,679          | ¥278  | ¥495                  | ¥217 |

(c)Available-for-Sale Securities with Market Price Investment securities included in the chart below are not evaluated on a Mark-to-Market basis. Market Prices of such investment securities (available-for-sale securities with market price) are as shown below.

|                               |            |                       | Millions of Yen |                 |            |  |
|-------------------------------|------------|-----------------------|-----------------|-----------------|------------|--|
|                               | Book Value | Market Price          | ket Price Net   | Unrealized Gain | Gain(Loss) |  |
|                               | BOOK Value | ralue Ivialikel Plice | Net             |                 | Loss       |  |
| Stocks                        | ¥1,251,002 | ¥1,281,675            | ¥30,673         | ¥146,594        | ¥115,921   |  |
| Bonds                         | 1,895,444  | 1,916,502             | 21,058          | 22,487          | 1,428      |  |
| Japanese Government Bonds     | 1,491,432  | 1,497,645             | 6,212           | 7,600           | 1,387      |  |
| Local Government Bonds        | 66,686     | 70,224                | 3,537           | 3,540           | 2          |  |
| Corporate Bonds               | 337,324    | 348,633               | 11,308          | 11,347          | 38         |  |
| Foreign Securities and others | 3,139,754  | 3,152,545             | 12,791          | 32,004          | 19,212     |  |
| Total                         | ¥6,286,200 | ¥6,350,724            | ¥64,523         | ¥201,086        | ¥136,562   |  |

Had these securities been stated at fair value at March 31, 2001, net unrealized gains net of tax amounting to ¥38,542 million,

deferred tax liabilities of ¥25,073 million and minority interest of ¥977 million would have been recorded.

(d)Investment Securities without Market Price
The following table summarize book values of securities with no available fair values as of March 31, 2001.

|                                    | Millions of Yen |
|------------------------------------|-----------------|
|                                    | Book Value      |
| Trust Certificates of Loan Trust   | ¥79,735         |
| Unlisted Foreign Securities        | 67,702          |
| Unlisted Stocks (excl. OTC stocks) | 54,139          |

(e)Available-for-Sale Securities sold during the fiscal year

|                               | Millions of Yen |          |         |
|-------------------------------|-----------------|----------|---------|
|                               | Amount Sold     | Gain     | Loss    |
| Available-for-Sale Securities | ¥13,766,354     | ¥171,258 | ¥22,865 |

(f)Redemption Schedule of Bonds classified as Available-for-Sale Securities and Held-to-Maturity Debt Securities

|                           | Millions of Yen |                                              |                                         |                    |
|---------------------------|-----------------|----------------------------------------------|-----------------------------------------|--------------------|
|                           | Book Value      |                                              |                                         |                    |
|                           | Less than 1year | More than 1 year<br>but less than 5<br>years | More than 5 year but less than 10 years | More than 10 years |
| Bonds                     | ¥460,707        | ¥ 532,310                                    | ¥ 856,909                               | ¥ 45,516           |
| Japanese Government Bonds | 420,660         | 317,044                                      | 708,210                                 | 45,516             |
| Local Government Bonds    | 1,993           | 8,330                                        | 56,362                                  | _                  |
| Corporate Bonds           | 38,053          | 206,935                                      | 92,335                                  | _                  |
| Others                    | 246,384         | 1,676,104                                    | 1,225,086                               | 98,122             |
| Total                     | ¥707,092        | ¥2,208,414                                   | ¥2,081,995                              | ¥143,639           |

The following represents market value and unrealized gain or loss of marketable securities in investment securities at March 31, 2000. Securities classified as "Trading Account\* are excluded

from the schedule set forth below and their market values are reflected on the balance sheets and statement of income.

### Marketable Securities

|                           | Millions of Yen         |                 |                          |
|---------------------------|-------------------------|-----------------|--------------------------|
|                           | 2000                    |                 |                          |
|                           | Balance Sheet<br>Amount | Market<br>Value | Unrealized<br>Gain(Loss) |
| Investment Securities:    |                         |                 |                          |
| Japanese Bonds            | ¥1,047,597              | ¥1,055,462      | ¥ 7,863                  |
| Japanese Corporate Shares | 1,367,583               | 1,687,450       | 319,865                  |
| Other                     | 1,265,952               | 1,271,518       | 5,566                    |
| Total                     | ¥3,681,135              | ¥4,014,432      | ¥333,297                 |

### 6. Loans and Bills Discounted

Loans and Bills Discounted at March 31, 2001 and 2000 consisted of the following:

|                  | Millions   | Millions of U.S. Dollars |          |
|------------------|------------|--------------------------|----------|
|                  | 2001       | 2000                     | 2001     |
| Bills Discounted | ¥ 39,816   | ¥ 40,916                 | \$ 321   |
| Loans on Bills   | 1,454,021  | 1,907,480                | 11,735   |
| Loans on Deeds   | 5,511,317  | 4,495,814                | 44,482   |
| Overdrafts       | 1,188,623  | 1,284,758                | 9,593    |
| Total            | ¥8,193,779 | ¥7,728,968               | \$66,132 |

The Bank has a standard for loan classification, based on the Self-Assessment Rules of the Bank. Under the standard, the Bank classified loans to borrowers categorized as virtually bankrupt or as potentially bankrupt, even if their interest payments were not overdue for more than six months, as 'Delinquent Loans'. The

Bank made direct write-offs of loans for ¥440,067 million, which were judged as uncollectible amounts considering the value of collateral or guarantees, for the year ended March 31, 2001.

Loans and Bills Discounted for 2001 and 2000 include the following:

|                                       | Millions of \ | /en      | Millions of U.S. Dollars |
|---------------------------------------|---------------|----------|--------------------------|
|                                       | 2001          | 2000     | 2001                     |
| Loans in Bankruptcy Proceedings       | ¥ 38,090      | ¥ 57,241 | \$ 307                   |
| Other Delinquent Loans                | 334,373       | 549,649  | 2,699                    |
| Loans More than Three Months Past Due | 3,424         | 13,262   | 28                       |
| Restructured Loans                    | 29,407        | 52,539   | 237                      |

Notes:1. Loans in Bankruptcy Proceedings are loans judged as nonaccrual loans outstanding to borrowers that have begun bankruptcy proceedings under one or more of the laws pertaining to bankruptcy, or have had their transactions with the promissory note clearinghouse suspended.

2. Other Delinquent Loans are loans to borrowers categorized as virtually bankrupt or as potentially bankrupt in the Bank's Self-Assessment Rules but exclude loans to borrowers in legal bankruptcy.

3. Loans More than Three Months Past Due are those Loans for which principal or interest payment is more than three months past due from the date succeeding the due date and exclude those loans classified as Loans in Bankruptcy Proceedings and Other Delinquent Loans.

4. Restructured loans are those loans of which the terms have been relaxed to support borrowers who are in financial difficulties and to promote collections of such loans.

### 7. Other Assets

Other Assets at March 31, 2001 and 2000 are summarized as follows:

|                                    | Millions of | Yen      | Millions of U.S. Dollars |  |
|------------------------------------|-------------|----------|--------------------------|--|
| _                                  | 2001        | 2000     | 2001                     |  |
| Prepaid Expenses                   | ¥ 907       | ¥ 450    | \$ 7                     |  |
| Accrued Income                     | 99,688      | 139,771  | 805                      |  |
| Securities in Custody              | 2,311       | 45,628   | 19                       |  |
| Leasing Assets                     | 250,829     | 231,933  | 2,024                    |  |
| Derivatives Other Than for Trading | 319,332     | -        | 2,577                    |  |
| Other                              | 354,933     | 336,524  | 2,865                    |  |
| Total                              | ¥1,028,001  | ¥754,308 | \$8,297                  |  |

Other includes Software for internal use as required by the accounting standard for research and development expenses

as explained in Note 2(h), which were \$9,254 million and \$8,526 for 2001 and 2000, respectively.

### 8. Premises and Equipment

Premises and Equipment at March 31, 2001 and 2000 consisted of the following:

|                          | Millions of Yen |           | Millions of U.S. Dollars |
|--------------------------|-----------------|-----------|--------------------------|
|                          | 2001            | 2000      | 2001                     |
| Land                     | ¥ 82,403        | ¥ 87,570  | \$ 665                   |
| Buildings                | 111,670         | 108,965   | 901                      |
| Equipment                | 45,584          | 51,328    | 368                      |
| Other                    | 19,807          | 27,434    | 160                      |
|                          |                 |           |                          |
| Accumulated Depreciation | (103,749)       | (102,830) | (837)                    |
| Net Book Value           | ¥155,717        | ¥172,469  | \$1,257                  |

In accordance with the Enforcement Ordinance for the Law Concerning Revaluation Reserve for Land, the Bank recognized a ¥23,653 million revaluation gain as stockholders' equity, of which ¥15,034 million of deferred tax was deducted from the gross surplus by the revaluation using the evaluations as of

March 31, 1999, after accounting for premises sold. As of March 31, 2001, it is estimated that current evaluation of the land would be  $\pm 6,201$  million less than the above-mentioned gross surplus.

# 9. Assets Pledged

Parts of the assets are pledged as collateral and the detail is as follows:

|                                                                | Millions of Yen |          | Millions of<br>U.S. Dollars |
|----------------------------------------------------------------|-----------------|----------|-----------------------------|
|                                                                | 2001            | 2000     | 2001                        |
| Assets pledged as collateral:                                  |                 |          |                             |
| Investment Securities                                          | ¥939,573        | ¥505,137 | \$7,583                     |
| Loans and Bills Discounted                                     | 428,794         | 15,097   | 3,461                       |
| Other Assets                                                   | 159,700         | 107,493  | 1,289                       |
| Corresponding liabilities of the assets pledged as collateral: |                 |          |                             |
| Deposits                                                       | 1,030           | 4,488    | 8                           |
| Call Money and Bills Sold                                      | 417,963         | 13,000   | 3,373                       |
| Borrowed Money                                                 | 141,157         | 97,033   | 1,139                       |

# 10. Deposits and Negotiable Certificate of Deposit

Deposits and negotiable certificate of deposit at March 31, 2001 and 2000 consisted of the following:

|                                                         | Millions of Yen |            | Millions of U.S. Dollars |
|---------------------------------------------------------|-----------------|------------|--------------------------|
| _                                                       | 2001            | 2000       | 2001                     |
| Current Deposit, Ordinary Deposit and Deposit at Notice | ¥1,084,585      | ¥1,037,951 | \$ 8,754                 |
| Time Deposits                                           | 6,346,643       | 5,008,760  | 51,224                   |
| Other                                                   | 288,562         | 401,978    | 2,329                    |
| Subtotal                                                | 7,719,790       | 6,448,689  | 62,307                   |
| Negotiable Certificates of Deposit                      | 973,014         | 1,225,371  | 7,853                    |
| Total                                                   | ¥8,692,805      | ¥7,674,061 | \$70,160                 |

# 11. Borrowed Money

Borrowed Money at March 31, 2001 and 2000 consisted of the following:

|                      | Millions of Yen |          | Millions of U.S. Dollars |
|----------------------|-----------------|----------|--------------------------|
|                      | 2001            | 2000     | 2001                     |
| Subordinated Debt    | ¥ 60,000        | ¥ 60,000 | \$ 484                   |
| Other Borrowed Money | 298,024         | 311,035  | 2,405                    |
| Total                | ¥358,024        | ¥371,035 | \$2,890                  |

Average interest rates of the borrowed money were 1.69% and 1.63% for the year ended March 31, 2000 and 2001, respectively.

# Years to Maturity

|                                         | Millions of Yen |          | Millions of<br>U.S. Dollars |
|-----------------------------------------|-----------------|----------|-----------------------------|
| _                                       | 2001            | 2000     | 2001                        |
| Less than 1 year                        | ¥139,747        | ¥129,458 | \$1,128                     |
| More than 1 year but less than 2 years  | 131,614         | 101,832  | 1,062                       |
| More than 2 years but less than 3 years | 41,202          | 107,311  | 333                         |
| More than 3 years but less than 4 years | 25,683          | 11,389   | 207                         |
| More than 4 years but less than 5 years | 15,013          | 13,346   | 121                         |

### 12. Corporate Bonds

Corporate Bonds at March 31, 2001 and 2000 consisted of the following:

|                                                       | Millions of Yen |          | Millions of U.S. Dollars |
|-------------------------------------------------------|-----------------|----------|--------------------------|
| _                                                     | 2001            | 2000     | 2001                     |
| (a) Series 1 Perpetual Subordinated Unsecured Bonds   | ¥100,000        | ¥100,000 | \$ 807                   |
| (b) Series 1 Unsecured Redeemable Subordinated Bonds  | 100,000         | 100,000  | 807                      |
| (c) Euro Medium-term and Perpetual Subordinated Notes | 243,609         | 231,650  | 1,966                    |
| (d) Medium-term Notes                                 | _               | 512      | _                        |
| Total                                                 | ¥443,609        | ¥432,162 | \$3,580                  |

(a) Series 1 Perpetual Subordinated Unsecured Bonds were issued on March 30, 1998 under the Law Concerning Emergency Measures for Stabilizing Financial Functions, bearing interest at six month Yen LIBOR plus 1.10% p.a. until March 31, 2003, and 2.60% p.a. thereafter, payable semi-annually in arrear. (b) Series 1 Unsecured Redeemable Subordinated Bonds were issued on March 30, 1999, pursuant to the Law Concerning Emergency Measures for the Early Strengthening of the Functions of the Financial System, bearing interest at six month

Yen LIBOR plus 1.53% p.a. until March 30, 2006, and 2.03% p.a. thereafter.

(c) Euro Medium-term and Perpetual Subordinated Notes were issued through a wholly-owned subsidiary, STB Finance Cayman Limited under the ¥500 billion Medium-term note programme. In 2001, it has issued ¥63,200 million of notes under the programme, and exercised an option to redeem notes totaling ¥51,917 million.

### 13. Convertible Bonds

Convertible Bonds at March 31, 2001 and 2000 consisted of the following:

|                                                             | Millions of Yen |         | Millions of U.S. Dollars |
|-------------------------------------------------------------|-----------------|---------|--------------------------|
|                                                             | 2001            | 2000    | 2001                     |
| 0.5% Yen Mandatory Exchangeable Subordinated Notes due 2007 | ¥6,135          | ¥ 9,970 | \$50                     |
| 2.5% U.S.\$ Convertible Bonds due 2001                      | _               | 564     | -                        |
| 1.75% U.S.\$ Convertible Bonds due 2002                     | 530             | 530     | 4                        |
| Total                                                       | ¥6,665          | ¥11,064 | \$54                     |

Summary of conditions of the convertible bonds are as follows:

|                                                    | Conversion Period       | Conversion Price | Fixed Exchange Rate | Maturity     |
|----------------------------------------------------|-------------------------|------------------|---------------------|--------------|
| 0.5% Yen Mandatory Exchangeable Subordinated Notes | Aug. 1,1997~Sep.25,2007 | 500.00           | 1.00                | Oct. 1, 2007 |
| 1.75% U.S.\$ Convertible Bonds                     | Aug.18,1987~Mar.20,2002 | 3,771.70         | 150.25              | Mar.31, 2002 |

# 14. Borrowed Money from Trust Account

Borrowed Money from Trust Account represents surplus funds in the Trust Account loaned to the Banking Account and utilized herein.

### 15. Reserve for Employee Retirement Benefits

The liabilities for the retirement benefits included in the liability section of the consolidated balance sheet as of March 31, 2001 consists of the following:

|                                        | Millions of Yen | Millions of<br>U.S. Dollars |
|----------------------------------------|-----------------|-----------------------------|
| Projected Benefit Obligation           | ¥(160,380)      | \$(1,294)                   |
| Unrecognized Net Plan Assets           | (903)           | (7)                         |
| Unrecognized Net Actuarial Losses      | 23,374          | 189                         |
| Plan Assets (market value)             | 150,423         | 1,214                       |
| Unrecognized Net Transition Obligation | 13,964          | 113                         |
| Amount Recognized in the Balance Sheet | ¥ 26,478        | \$ 214                      |

Included in the consolidated statement of income for the year ended March 31, 2001 are retirement benefits expenses comprised of the following:

|                                               | Millions of Yen | Millions of<br>U.S. Dollars |
|-----------------------------------------------|-----------------|-----------------------------|
| Service costs-benefits earned during the year | ¥ 5,142         | \$42                        |
| Interest Cost on Projected Benefit Obligation | 5,276           | 43                          |
| Expected Return on Plan Assets                | (6,404)         | (52)                        |
| Amortization of Net Transition Obligation     | 3,538           | 29                          |
| Others                                        | 2,455           | 20                          |
| Amount Expensed in the Statement of Income    | ¥10,009         | \$81                        |

The discount rate and the rate of expected return on plan assets used by the Bank are 3.5% and 5.5%, respectively. The estimated amount of all retirement benefits to be paid at the future retirement date is allocated equally to each service year using the estimated number of total service years. Actuarial gains/losses are recognized in the statement of income using the straight-line

method over 10 years.

As a result of the adoption of the new accounting standard, in the year ended March 31, 2001, income before income taxes decreased by ¥2,688 million compared with what would have been recorded under the previous accounting standard.

### 16. Other Liabilities

Other Liabilities at March 31, 2001 and 2000 consisted of the following:

|                                    | Millions of Yen |          | Millions of U.S. Dollars |
|------------------------------------|-----------------|----------|--------------------------|
| -                                  | 2001            | 2000     | 2001                     |
| Accrued Expenses                   | ¥ 73,549        | ¥110,175 | \$ 594                   |
| Unearned Income                    | 12,825          | 8,491    | 104                      |
| Derivatives Other Than for Trading | 384,815         | _        | 3,106                    |
| Other                              | 725,965         | 552,467  | 5,859                    |
| Total                              | ¥1,197,156      | ¥671,134 | \$9,662                  |

Other for 2001 and 2000 include Unpaid Expenses for Trading Account.

### 17. Acceptances and Guarantees

All contingent liabilities arising from acceptances and guarantees, other than those relating to Guaranteed Trusts, are included in "Acceptances and Guarantees."

As a contra account, "Customers' Liabilities for Acceptances and Guarantees" is shown as an asset on the balance sheets

and represents the Bank's right of indemnity from customers.

Regarding Guaranteed Trusts, the Bank guaranteed the principal amount of ¥997,641 million for Jointly-Operated Money Trusts and ¥4,427,727 million for Loan Trusts at March 31, 2001.

# 18. Stockholders' Equity

The numbers of authorized and issued preferred and common stock at the end of March 31, 2001 and 2000 were as follows:

|                  | 2001          |               | 20            | 00            |
|------------------|---------------|---------------|---------------|---------------|
|                  | Authorized    | Issued        | Authorized    | Issued        |
| Preferred Stocks | 250,000,000   | 125,000,000   | 250,000,000   | 125,000,000   |
| Common Stocks    | 3,000,000,000 | 1,451,977,764 | 3,000,000,000 | 1,444,307,764 |

Under the Commercial Code of Japan, certain issues of shares, including conversion of bonds, are required to be credited to the common stock account at least the greater of par value or 50% of the proceeds, with a minimum of par value thereof.

On approval by the Board of Directors, the Bank may make a stock split to stockholders to the extent that the aggregate par value of the shares to be split does not exceed the excess of the common stock and capital surplus accounts over the par value of shares issued and outstanding and a stock split does not purport to be a distribution of earnings.

The legal reserve of the Bank is provided in accordance with the

provisions of the Banking Law of Japan, which require that an amount of not less than 20% of cash dividends and bonuses to directors and statutory auditors be appropriated as a legal reserve until such reserve equals the amount of common stock. The capital surplus and legal reserve are not available for cash dividends, but may be used to reduce a deficit or be transferred to common stock.

The maximum amount that the Bank can distribute as dividend subject to the approval of shareholders is calculated based on the unconsolidated financial statements of the Bank in accordance with the Commercial Code of Japan.

### Stock Option Plan

The Bank has been establishing stock option plans each year from 1999. Under the plans, options are granted at 105% of the average market closing price during the month immediately prior to the

month when the options were granted. The shares of the Bank purchased under the plans are included in Treasury Stock in the consolidated balance sheets. The following table summarizes information about stock options outstanding at June 30, 2001.

|                                  | 2001            | 2000            | 1999            |
|----------------------------------|-----------------|-----------------|-----------------|
| Type of stock                    | Common stock    | Common stock    | Common stock    |
| Maximum number of shares granted | 3,000,000       | 3,100,000       | 220,000         |
| Number of eligible persons       | 374             | 331             | 124             |
| Maximum shares per person        | 140,000         | 150,000         | 10,000          |
| Exercise period                  | July 1, 2003 to | July 1, 2002 to | July 1, 2001 to |
|                                  | June 30, 2005   | June 30, 2004   | June 30, 2003   |

# 19. Other Interest Income and Expenses

Other Interest Income for the years ended March 31, 2001 and 2000:

|                                 | Millions of Yen |          | Millions of<br>U.S. Dollars |
|---------------------------------|-----------------|----------|-----------------------------|
| _                               | 2001            | 2000     | 2001                        |
| Interest on Deposits with Banks | ¥23,533         | ¥ 20,117 | \$190                       |
| Interest on Interest Swaps      | 1,069           | 81,747   | 9                           |
| Other Interest Income           | 20,284          | 53,996   | 164                         |
| Total                           | ¥44,887         | ¥155,862 | \$362                       |

Other Interest Expenses for the years ended March 31, 2001 and 2000:

|                               | Millions of Yen |          | Millions of<br>U.S. Dollars |
|-------------------------------|-----------------|----------|-----------------------------|
|                               | 2001            | 2000     | 2001                        |
| Interest on Corporate Bonds   | ¥ 9,384         | ¥ 8,487  | \$ 76                       |
| Interest on Convertible Bonds | 89              | 69       | 1                           |
| Interest on Interest Swaps    | 39,397          | 115,838  | 318                         |
| Other Interest Expense        | 127,728         | 105,074  | 1,031                       |
| Total                         | ¥176,600        | ¥229,470 | \$1,425                     |

# 20. Trading Revenue and Expenses

(a) Trading Revenue for the years ended March 31, 2001 and 2000:

|                                                                 | Millions of Yen |        | Millions of<br>U.S. Dollars |
|-----------------------------------------------------------------|-----------------|--------|-----------------------------|
|                                                                 | 2001            | 2000   | 2001                        |
| Revenue from Trading Securities and Derivatives                 | ¥ 3,539         | ¥1,650 | \$29                        |
| Revenue from Trading-Related Financial Derivatives Transactions | 6,319           | 3,823  | 51                          |
| Other Trading Revenue                                           | 710             | 628    | 6                           |
| Total                                                           | ¥10,569         | ¥6,102 | \$85                        |

(b) Trading Expenses for the years ended March 31, 2001 and 2000:

|                                                                        | Millions of Yen |      | Millions of<br>U.S. Dollars |
|------------------------------------------------------------------------|-----------------|------|-----------------------------|
|                                                                        | 2001            | 2000 | 2001                        |
| Expenses on Securities and Derivatives Related to Trading Transactions | ¥34             | ¥95  | \$0                         |
| Total                                                                  | ¥34             | ¥95  | \$0                         |

# 21. Other Operating Income and Expenses

Other Operating Income for the years ended March 31, 2001 and 2000:

|                                                 | Millions of Yen |          | Millions of U.S. Dollars |
|-------------------------------------------------|-----------------|----------|--------------------------|
|                                                 | 2001            | 2000     | 2001                     |
| Net Gains on Foreign Exchange Transactions      | ¥ 5,343         | ¥ 5,755  | \$ 43                    |
| Gains on Sale of Bonds                          | 86,156          | 100,329  | 695                      |
| Gains on Redemption of Bonds                    | _               | 1,160    | _                        |
| Revenue from Derivatives Other Than for Trading | 1,976           | _        | 16                       |
| Other                                           | 124,803         | 109,353  | 1,007                    |
| Total                                           | ¥218,280        | ¥216,598 | \$1,762                  |

see note 2(e)

Other Operating Expenses for the years ended March 31, 2001 and 2000:

|                                                 | Millions of Yen |          | Millions of<br>U.S. Dollars |
|-------------------------------------------------|-----------------|----------|-----------------------------|
|                                                 | 2001            | 2000     | 2001                        |
| Losses on Sale of Bonds                         | ¥ 53,745        | ¥105,436 | \$434                       |
| Losses on Redemption of Bonds                   | _               | 6,991    | _                           |
| Losses on Devaluation of Bonds                  | 2,572           | 52       | 21                          |
| Expense from Derivatives Other Than for Trading | 2,711           | _        | 22                          |
| Other                                           | 116,226         | 100,752  | 938                         |
| Total                                           | ¥175,256        | ¥213,232 | \$1,414                     |

# 22. Other Income and Expenses

Other Income for the years ended March 31, 2001 and 2000:

|                                                                           | Millions of Yen |          | Millions of<br>U.S. Dollars |
|---------------------------------------------------------------------------|-----------------|----------|-----------------------------|
| _                                                                         | 2001            | 2000     | 2001                        |
| Gains on Sale of Shares and Other Securities                              | ¥ 86,040        | ¥235,432 | \$ 694                      |
| Gains on Money Held in Trust                                              | 230             | 14,791   | 2                           |
| Gains on Dispositions of Premises and Equipment                           | 425             | 121      | 3                           |
| Gains on Stock Derivatives Transactions                                   | 37,056          | _        | 299                         |
| Gain on Contribution of Investment Securities Due to the Establishment of |                 |          |                             |
| the Employee Retirement Benefit Trust                                     | 25,377          | _        | 205                         |
| Other                                                                     | 26,565          | 7,407    | 214                         |
| Total                                                                     | ¥175,695        | ¥257,753 | \$1,418                     |

Other Expenses for the years ended March 31, 2001 and 2000:

|                                                      | Millions of Yen |          | Millions of<br>U.S. Dollars |
|------------------------------------------------------|-----------------|----------|-----------------------------|
|                                                      | 2001            | 2000     | 2001                        |
| Provisions for Reserve for Possible Loan Losses      | ¥ 48,916        | ¥ 32,367 | \$ 395                      |
| Claims Written Off                                   | 67,670          | 45,220   | 546                         |
| Losses on Sale of Shares and Other Securities        | 11,190          | 71,575   | 90                          |
| Losses on Devaluation of Shares and Other Securities | 29,743          | 88,116   | 240                         |
| Losses on Money Held in Trust                        | 3,280           | 2        | 26                          |
| Losses on Dispositions of Premises and Equipment     | 3,274           | 1,751    | 26                          |
| Other                                                | 36,161          | 32,442   | 292                         |
| Total                                                | ¥200,236        | ¥271,476 | \$1,616                     |

Other for the year ended March 31, 2000, included ¥18,203 million of Provision for Reserve for Financial Assistance to Specific Borrowers. Such amount was not incurred for the year ended March 31,2001.

# 23. General and Administrative Expenses

General and Administrative Expenses for the years ended March 31, 2001 and 2000:

|                               | Millions of Yen |          | Millions of U.S. Dollars |
|-------------------------------|-----------------|----------|--------------------------|
|                               | 2001            | 2000     | 2001                     |
| Taxes Other than Income Taxes | ¥ 5,608         | ¥ 6,007  | \$ 45                    |
| Personnel Expenses            | 72,425          | 76,888   | 585                      |
| Other                         | 60,054          | 59,912   | 485                      |
| Total                         | ¥138,088        | ¥142,807 | \$1,115                  |

# 24. Income Taxes

Income taxes consist of corporation, inhabitant and enterprise taxes and are calculated based on taxable income. The approximate effective rates of income taxes were 38.86% and 40.09% for the years ended March 31, 2001 and 2000, respectively.

Due to the absence of taxable income resulting from the deduc-

tion of the write-offs of loans, the Bank's income taxes mainly consisted of inhabitant tax per capita for the years ended March 31, 2001 and 2000.

Deferred Tax Assets and Liabilities at March 31, 2001 and 2000 consisted of the following:

|                                                          | Millions of Yen |          | Millions of<br>U.S. Dollars |
|----------------------------------------------------------|-----------------|----------|-----------------------------|
|                                                          | 2001            | 2000     | 2001                        |
| Reserve for Possible Loan Losses (including Direct       |                 |          |                             |
| Write-offs of Loans with Guarantees or Collateral)       | ¥136,661        | ¥194,358 | \$1,103                     |
| Net Operating Loss Carryfowards                          | 60,277          | _        | 486                         |
| Devaluation of Securities                                | 20,387          | 40,314   | 165                         |
| Other Addition                                           | 21,127          | 25,099   | 171                         |
| Valuation Allowance                                      | (21,267)        | (14,187) | (172)                       |
| Amount set off against deferred tax asset                | (12,771)        | (14)     | (103)                       |
| Deferred Tax Assets                                      | ¥204,413        | ¥245,569 | \$1,650                     |
| Deferred Tax Liabilities                                 | ¥ 167           | ¥ 1,068  | \$ 1                        |
| Deferred Tax Liabilities on Revaluation Reserve for Land | ¥ 15,034        | ¥ 17,134 | \$ 121                      |

Reconciliation of Effective Tax Rate and ratio of Income Tax to taxable income after tax allocation

|                                                                                           |         | Percentage points |
|-------------------------------------------------------------------------------------------|---------|-------------------|
|                                                                                           | 2001    | 2000              |
| Effective Tax Rate (the Bank)                                                             | 40.09 % | 41.95 %           |
| Effect of adoption of new enterprise tax legislature by the Tokyo Metropolitan Government | _       | 14.03             |
| Effect of adoption of new enterprise tax legislature by the Osaka Prefectual Government   | 7.09    | _                 |
| Other                                                                                     | 2.79    | 0.20              |
| Ratio of Income Tax to taxable income after tax allocation                                | 49.97 % | 56.18 %           |

In June 2000, as the Osaka Prefectual Assembly passed a law to impose an enterprise tax based on a gross business profit instead of a taxable income from 2001, and consequently, an enterprise tax for Osaka Prefectual government will not qualify as

income tax, the effective tax rate is reduced to 38.86% from 40.09%. As a result, deferred tax assets decreased by 46,375 million, and deferred income tax increased by the same amount.

### 25. Lease Transactions

### AS lessor:

Leasing assets of consolidated subsidiaries are included in 'Other Assets' in the consolidated balance sheet.

Lease transactions, under finance leases where the ownership of the property is not transferred to the lessee at March 31, 2001 are as follows:

|                          |           |         | Millions of U.S. Dollars |         |
|--------------------------|-----------|---------|--------------------------|---------|
| March 31, 2001           | Equipment | Other   | Total                    | Total   |
| Acquisition Cost         | ¥454,386  | ¥60,283 | ¥514,670                 | \$4,154 |
| Accumulated Depreciation | 238,509   | 26,330  | 264,840                  | 2,138   |
| Net Book Value           | ¥215,877  | ¥33,953 | ¥249,830                 | \$2,016 |

| March 31, 2001                      | Millions of Yen | Millions of<br>U.S. Dollars |
|-------------------------------------|-----------------|-----------------------------|
| Receivable Fee (within one year)    | ¥ 87,624        | \$ 707                      |
| Receivable Fee (more than one year) | 168,203         | 1,358                       |
| Total                               | ¥255,828        | \$2,065                     |

Lease transactions, under finance leases where the ownership of the property is not transferred to the lessee at March 31, 2000 are as follows:

|                          | Millions of Yen |         |          |  |  |
|--------------------------|-----------------|---------|----------|--|--|
| March 31, 2000           | Equipment       | Other   | Total    |  |  |
| Acquisition Cost         | ¥395,888        | ¥49,777 | ¥445,665 |  |  |
| Accumulated Depreciation | 193,772         | 19,959  | 213,731  |  |  |
| Net Book Value           | ¥202,115        | ¥29,817 | ¥231,933 |  |  |

| March 31, 2000                      | Millions of Yen |
|-------------------------------------|-----------------|
| Receivable Fee (within one year)    | ¥ 79,457        |
| Receivable Fee (more than one year) | 159,142         |
| Total                               | ¥238,600        |

### AS lessee:

Total lease payments under finance leases where the ownership is not transferred to the lessee was ¥83 million (\$1 million) and ¥144 million (\$1 million) for the years ended March 31,

2001 and 2000, respectively, and the total of future lease payments to be paid under such finance leases at March 31, 2001 and 2000 were as stated below.

| March 31, 2001                   | Millions of Yen | Millions of U.S. Dollars |
|----------------------------------|-----------------|--------------------------|
| Payable Fee (within one year)    | ¥ 75            | \$1                      |
| Payable Fee (more than one year) | 132             | 1                        |
| Total                            | ¥208            | \$2                      |

| March 31, 2000                   | Millions of Yen |
|----------------------------------|-----------------|
| Payable Fee (within one year)    | ¥143            |
| Payable Fee (more than one year) | 382             |
| Total                            | ¥526            |

# 26. Subsequent Event

(a) On June 28, 2001, the stockholders of the Bank authorized the following appropriations of retained earnings as of March 31, 2001.

|                                    | Millions of Yen | Millions of<br>U.S. Dollars |
|------------------------------------|-----------------|-----------------------------|
| Appropriations:                    |                 |                             |
| Transfer to Legal Reserve          | ¥1,100          | \$ 9                        |
| Cash Dividends for Preferred Stock | 380             | 3                           |
| Cash Dividends for Common Stock    | 5,071           | 41                          |

(b) On June 28, 2001, the stockholders of the Bank also approved the following:

The stock option plan allows eligible participants to purchase the

Bank's common stock at 105% of the average market closing price on the granted date. The participants may exercise the option from July 1, 2003 to June 30, 2005.

# 27. Segment Information

The following tables present information attributable to domestic and overseas operations for the years ended March 31, 2001

and 2000, and the identifiable assets of each operation at March 31, 2001 and 2000.

|                            | Millions of Yen |            |            |                     |             |             |                |  |  |
|----------------------------|-----------------|------------|------------|---------------------|-------------|-------------|----------------|--|--|
| YEARS ENDED MARCH 31, 2001 | Japan           | Americas   | Europe     | Asia and<br>Oceania | Total       | Elimination | n Consolidated |  |  |
| Total Income:              |                 |            |            |                     |             |             |                |  |  |
| Unaffiliated Customers¥    | 758,436         | ¥65,932    | ¥48,790    | ¥23,528             | ¥896,688    | ¥ -         | - ¥896,688     |  |  |
| Intersegment               | 14,312          | 58,404     | 4,940      | 11,039              | 88,697      | 88,69       | 7 –            |  |  |
| Total Income               | 772,749         | 124,336    | 53,731     | 34,568              | 985,385     | 88,69       | 896,688        |  |  |
| Total Expenses             | 687,501         | 119,998    | 52,052     | 29,682              | 889,234     | 82,468      | 806,766        |  |  |
| Income (Loss)              |                 |            |            |                     |             |             |                |  |  |
| before Income Taxes¥       | 85,248          | ¥4,338     | ¥1,679     | ¥4,885              | ¥96,151     | ¥ 6,228     | ¥89,922        |  |  |
| AT MARCH 31, 2001          |                 |            |            |                     |             |             |                |  |  |
| Identifiable Assets ¥1     | 6,679,942       | ¥2,843,759 | ¥1,162,742 | ¥948,031            | ¥21,634,476 | ¥3,773,470  | ¥17,861,005    |  |  |

|                            | Millions of Yen |            |          |                     |             |             |              |  |  |
|----------------------------|-----------------|------------|----------|---------------------|-------------|-------------|--------------|--|--|
| YEARS ENDED MARCH 31, 2000 | Japan           | Americas   | Europe   | Asia and<br>Oceania | Total       | Elimination | Consolidated |  |  |
| Total Income:              |                 |            |          |                     |             |             |              |  |  |
| Unaffiliated Customers     | ¥783,137        | ¥107,055   | ¥85,464  | ¥36,203             | ¥1,011,861  | ¥ –         | ¥1,011,861   |  |  |
| Intersegment               | 19,523          | 20,590     | 15,952   | 12,894              | 68,961      | 68,961      | _            |  |  |
| Total Income               | 802,660         | 127,646    | 101,417  | 49,097              | 1,080,822   | 68,961      | 1,011,861    |  |  |
| Total Expenses             | 756,939         | 114,880    | 89,020   | 39,600              | 1,000,440   | 68,734      | 931,706      |  |  |
| Income (Loss)              |                 |            |          |                     |             |             |              |  |  |
| before Income Taxes        | ¥45,721         | ¥12,765    | ¥12,397  | ¥9,497              | ¥80,381     | ¥ 226       | ¥80,155      |  |  |
| AT MARCH 31, 2000          |                 |            |          |                     |             |             |              |  |  |
| Identifiable Assets        | ¥15,155,704     | ¥1,482,323 | ¥888,800 | ¥715,971            | ¥18,242,798 | ¥2,720,018  | ¥15,522,780  |  |  |

|                            | Millions of U.S. Dollars |        |     |          |     |        |     |                     |     |        |      |          |     |             |
|----------------------------|--------------------------|--------|-----|----------|-----|--------|-----|---------------------|-----|--------|------|----------|-----|-------------|
| YEARS ENDED MARCH 31, 2001 |                          | Japan  | F   | Americas |     | Europe |     | ksia and<br>Oceania |     | Total  | Eli  | mination | С   | onsolidated |
| Total Income:              |                          |        |     |          |     |        |     |                     |     |        |      |          |     |             |
| Unaffiliated Customers     | \$                       | 6,121  | \$  | 532      | \$  | 394    | \$  | 190                 | \$  | 7,237  | \$   | _        | \$  | 7,237       |
| Intersegment               |                          | 116    |     | 471      |     | 40     |     | 89                  |     | 716    |      | 716      |     | _           |
| Total Income               |                          | 6,237  |     | 1,004    |     | 434    |     | 279                 |     | 7,953  |      | 716      |     | 7,237       |
| Total Expenses             |                          | 5,549  |     | 969      |     | 420    |     | 240                 |     | 7,177  |      | 666      |     | 6,511       |
| Income (Loss)              |                          |        |     |          |     |        |     |                     |     |        |      |          |     |             |
| before Income Taxes        | \$                       | 688    | \$  | 35       | \$  | 14     | \$  | 39                  | \$  | 776    | \$   | 50       | \$  | 726         |
| AT MARCH 31, 2001          |                          |        |     |          |     |        |     |                     |     |        |      |          |     |             |
| Identifiable Assets        | \$1                      | 34,624 | \$2 | 2,952    | \$9 | ,385   | \$7 | 7,652               | \$1 | 74,612 | \$30 | 0,456    | \$1 | 44,157      |

# 28. Market Value Information of Financial Derivatives

(a)Interest Related Transactions

|                         | Millions of Yen |           |              |                           |  |
|-------------------------|-----------------|-----------|--------------|---------------------------|--|
|                         | Contract Value  | Over 1YR  | Market Value | Unrealized<br>Gain (Loss) |  |
| March 31,2001           |                 |           |              | ( ,                       |  |
| Listed                  |                 |           |              |                           |  |
| Interest Futures        |                 |           |              |                           |  |
| Sold                    | ¥ 668,445       |           |              | ¥ (2,868)                 |  |
| Purchased               | 709,963         | 93,324    | 2,609        | 2,609                     |  |
| Interest Options        |                 |           |              |                           |  |
| Sold                    | 267,201         | _         | (45)         | (7)                       |  |
| Purchased               | 231,916         | _         | 69           | 19                        |  |
| Over-the-Counter        |                 |           |              |                           |  |
| Forward Rate Agreements |                 |           |              |                           |  |
| Sold                    | _               | _         | _            | _                         |  |
| Purchased               | _               | _         | _            | _                         |  |
| Interest Rate Swaps     |                 |           |              |                           |  |
| Fix Rcv-FI Pay          | 9,019,486       | 7,791,431 | 230,796      | 230,796                   |  |
| FI Rcv-Fix Pay          | 8,533,122       | 7,269,438 | (224,795)    | (224,795)                 |  |
| FI Rcv-FI Pay           | 1,388,562       | 1,285,122 | 4,979        | 4,979                     |  |
| Interest Options        |                 |           |              |                           |  |
| Sold                    | 627,342         | 462,920   | (3,623)      | 1,909                     |  |
| Purchased               | 396,752         | 313,312   | 4,305        | (276)                     |  |
| Other Interest Related  |                 |           |              |                           |  |
| Sold                    | _               | _         | _            | _                         |  |
| Purchased               | _               | _         | _            | _                         |  |
| Total                   |                 |           | ¥ 11,427     | ¥ 12,366                  |  |

Transactions listed above are evaluated on a Mark-to-Market basis and thus calculated net unrealized gains (losses) are reflected on the Statement of Income. Derivative transactions subject to hedge accounting rules are excluded from the above chart.

# (b) Currency Related Transactions

The Bank did not have any currency related transactions which reflect on the Statement of Income on a Mark-to-Market basis as of March 31, 2001.

\*Note)

In accordance with "Temporary Treatment for Accounting and Auditing of Continuous Application of Accounting

Standard for Foreign Currency Transactions" (Issued by JICPA on April 10, 2000), transactions subject to the accrual-basis calculation (e.g. cross-currency swaps, etc.) are excluded from this category.

Contract Value and other information on cross-currency swaps subject to accrual-basis calculation are as shown below.

|                |                | Millions of Yen |                           |
|----------------|----------------|-----------------|---------------------------|
| March 31,2001  | Contract Value | Market Value    | Unrealized Gain<br>(Loss) |
| Currency Swaps | ¥207,172       | ¥2,189          | ¥2,189                    |

Forward Exchange Contracts and Currency Options whose unrealized gains (losses) are reflected on the Statements of Income after being evaluated on a Mark-to-Market basis as of March 31, 2001, and such transactions accompanied by foreign currency monetary claims or obligations, which are

either reflected on the Balance Sheet as of March 31, 2001 or eliminated therefrom in the process of consolidation, are excluded from this category.

Contract Value of currency related derivative transactions subject to the Mark-to-Market evaluation is as shown below.

|                        | Millions of Yen |
|------------------------|-----------------|
| March 31,2001          | Contract Value  |
| Listed                 |                 |
| Currency Futures       |                 |
| Sold                   | ¥ -             |
| Purchased              | _               |
| Currency Options       |                 |
| Sold                   | _               |
| Purchased              | _               |
| Over-the-Counter       |                 |
| Forward                |                 |
| Sold                   | 2,440,714       |
| Purchased              | 2,506,657       |
| Currency Options       |                 |
| Sold                   | 64,230          |
| Purchased              | 43,556          |
| Other Currency Related |                 |
| Sold                   | _               |
| Purchased              | _               |

# (c) Stock Related Transactions

|                              | Millions of Yen |          |              |                           |
|------------------------------|-----------------|----------|--------------|---------------------------|
| March 31,2001                | Contract Value  | Over 1YR | Market Value | Unrealized<br>Gain (Loss) |
| Listed                       |                 |          |              |                           |
| Stock Index Futures          |                 |          |              |                           |
| Sold                         | ¥5,646          | ¥ -      | ¥(89)        | ¥(89)                     |
| Purchased                    | 507             | _        | 29           | 29                        |
| Stock Index Options          |                 |          |              |                           |
| Sold                         | 280             | _        | (3)          | (2)                       |
| Purchased                    | 280             | _        | 3            | (3)                       |
| Over-the-Counter             |                 |          |              |                           |
| Stock Options                |                 |          |              |                           |
| Sold                         | _               | _        | _            | _                         |
| Purchased                    | _               | _        | _            | _                         |
| Stock Index and Other Swaps  |                 |          |              |                           |
| Stock price index volatility |                 |          |              |                           |
| receivable/short-term        |                 |          |              |                           |
| floating interest rate       |                 |          |              |                           |
| payable                      | _               | _        | _            | _                         |
| Short-term floating          |                 |          |              |                           |
| interest rate                |                 |          |              |                           |
| receivable/Stock price       |                 |          |              |                           |
| index volatility payable     | _               | _        | _            | _                         |
| Others                       |                 |          |              |                           |
| Sold                         | _               | _        | _            | _                         |
| Purchased                    | _               | _        | _            | _                         |
| Total                        |                 |          | ¥(60)        | ¥(65)                     |

Transactions listed above are evaluated on a Mark-to-Market basis and thus calculated net unrealized gains (losses) are reflected on the Statement of Income. Derivative transactions subject to hedge accounting rules are excluded from the above chart.

# (d) Bond Related Transactions

|                     | Millions of Yen |          |              |                           |
|---------------------|-----------------|----------|--------------|---------------------------|
| March 31,2001       | Contract Value  | Over 1YR | Market Value | Unrealized<br>Gain (Loss) |
| Listed              |                 |          |              |                           |
| Bond Futures        |                 |          |              |                           |
| Sold                | ¥49,061         | ¥ -      | ¥72          | ¥72                       |
| Purchased           | 58,313          | _        | (22)         | (22)                      |
| Bond Future Options |                 |          |              |                           |
| Sold                | _               | _        | _            | _                         |
| Purchased           | _               | _        | _            | _                         |
| Over-the-Counter    |                 |          |              |                           |
| Bond Options        |                 |          |              |                           |
| Sold                | _               | _        | _            | _                         |
| Purchased           | _               | _        | _            | _                         |
| Others              |                 |          |              |                           |
| Sold                | _               | _        | _            | _                         |
| Purchased           | _               | -        | _            | -                         |
| Total               |                 |          | ¥49          | ¥49                       |

Transactions listed above are evaluated on a Mark-to-Market basis and thus calculated net unrealized gains (losses) are reflected on the Statement of Income. Derivative transactions subject to hedge accounting rules are excluded from the above chart.

# (e) Commodity Related Transactions

The Bank did not have any commodity related transactions as of March 31, 2001.

# (f) Credit Derivative Transactions

The Bank did not have any credit derivative transactions as of March 31, 2001.

## 29. Statement of Cash Flows

Following table shows the reconciliation of Cash and Cash Equivalent in the statement of cash flows, and Cash and Due from Banks in the balance sheets at March 31, 2001 and 2000.

|                                                   | Millions of | Millions of<br>U.S. Dollars |         |
|---------------------------------------------------|-------------|-----------------------------|---------|
|                                                   | 2001        | 2000                        | 2001    |
| Cash and Due from Banks                           | ¥685,323    | ¥766,200                    | \$5,531 |
| Due from Banks (excluding Due from Bank of Japan) | (445,094)   | (595,272)                   | (3,592) |
| Cash and Cash Equivalents                         | ¥240,229    | ¥170,927                    | \$1,939 |

Significant non-cash transaction for the year ended March 31, 2001 is provided as follows.

|                                                                    | Million | Millions of<br>U.S. Dollars |      |
|--------------------------------------------------------------------|---------|-----------------------------|------|
|                                                                    | 2001    | 2000                        | 2001 |
| Increase in Capital due to conversion of convertible bonds         | ¥1,917  | ¥ 5,062                     | \$15 |
| Increase in Capital Surplus due to conversion of convertible bonds | 1,917   | 5,062                       | 15   |
| Decrease in Convertible Bonds                                      | ¥3,835  | ¥10,125                     | \$31 |

#### REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To the Shareholders and the Board of Directors of The Sumitomo Trust and Banking Company, Limited:

We have audited the accompanying consolidated balance sheets of The Sumitomo Trust and Banking Company, Limited (a Japanese corporation) and subsidiaries as of March 31, 2001 and 2000, and the related consolidated statements of income, stockholders' equity and cash flows for the years then ended, expressed in Japanese yen. Our audits were made in accordance with generally accepted auditing standards in Japan and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the consolidated financial statements referred to above present fairly the consolidated financial position of The Sumitomo Trust and Banking Company, Limited and subsidiaries as of March 31, 2001 and 2000, and the consolidated results of their operations and their cash flows for the years then ended in conformity with accounting principles generally accepted in Japan applied on a consistent basis during the periods, except as noted in the following paragraph.

As explained in Note 2, in the year ended March 31, 2001, The Sumitomo Trust and Banking Company, Limited and subsidiaries prospectively adopted new Japanese accounting standards for employees' severance and retirement benefits, financial instruments, and foreign currency translation.

Also, in our opinion, the U.S. dollar amounts in the accompanying consolidated financial statements have been translated from Japanese yen on the basis set forth in Note 1.

asahi & Co.

Tokyo, Japan June 28, 2001

#### Statement on Accounting Principles and Auditing Standards

This statement is to remind users that accounting principles and auditing standards and their application in practice may vary among nations and therefore could affect, possibly materially, the reported financial position and results of operations. The accompanying financial statements are prepared based on accounting principles generally accepted in Japan, and the auditing standards and their application in practice are those generally accepted in Japan. Accordingly, the accompanying consolidated financial statements and the auditors' report presented above are for users familiar with Japanese accounting principles, auditing standards and their application in practice.

# STATEMENTS OF TRUST ACCOUNT (UNAUDITED)

|                                            | Millions    | Millions of Yen |           |
|--------------------------------------------|-------------|-----------------|-----------|
| At March 31                                | 2001        | 2000            | 2001      |
| Assets:                                    |             |                 |           |
| Loans and Bills Discounted                 | ¥ 2,607,797 | ¥ 3,179,040     | \$ 21,048 |
| Securities                                 | 2,927,611   | 19,887,162      | 23,629    |
| Securities under Investment Trusts         | _           | 5,241,387       | _         |
| Securities under Foreign Investment Trusts | _           | 284,144         | _         |
| Money Held in Trust                        | 37,926,250  | 181,712         | 306,104   |
| Securities Held in Custody Accounts        | 2,847       | 730,582         | 23        |
| Securities Lent                            | 6,000       | _               | 48        |
| Money Claims                               | 1,949,092   | 1,913,127       | 15,731    |
| Premises and Equipment                     | 1,385,532   | 980,853         | 11,183    |
| Other Claims                               | 234,034     | 307,448         | 1,889     |
| Call Loans                                 | _           | 1,564,082       | _         |
| Loans to Banking Account                   | 2,983,852   | 3,912,799       | 24,083    |
| Cash and Due from Banks                    | 162,251     | 3,771,163       | 1,310     |
| Total Assets                               | ¥50,185,272 | ¥41,953,504     | \$405,047 |
| Liabilities:                               |             |                 |           |
| Money Trusts                               | ¥16,704,918 | ¥15,429,819     | \$134,826 |
| Pension Trusts                             | 5,398,553   | 5,315,209       | 43,572    |
| Property Formation Benefit Trusts          | 12,580      | 13,364          | 102       |
| Loan Trusts                                | 4,274,930   | 5,516,283       | 34,503    |
| Securities Investment Trusts               | 11,299,562  | 10,705,191      | 91,199    |
| Money Entrusted, Other than Money Trusts   | 3,008,380   | 2,235,338       | 24,281    |
| Securities Trusts                          | 5,284,334   | 966,867         | 42,650    |
| Money Claim Trusts                         | 1,522,247   | 649,046         | 12,286    |
| Equipment Trusts                           | 8,049       | 9,208           | 65        |
| Land and Fixtures Trusts                   | 234,562     | 288,742         | 1,893     |
| Other Trusts                               | 2,437,153   | 824,431         | 19,670    |
| Total Liabilities                          | ¥50,185,272 | ¥41,953,504     | \$405,047 |

Note: U.S. dollar amounts are translated solely for convenience at the rate of ¥123.90 to U.S.\$1.00, at March 31, 2001.

# NOTES TO STATEMENTS OF TRUST ACCOUNT (UNAUDITED)

# Basis of Presenting Financial Statements

The Trust Account is separated from the Banking Account in accordance with the Japanese Trust Law, which requires the

trustee to administer the trust accounts separately from other accounts.

#### Loans and Bills Discounted

Loans and Bills Discounted at March 31, 2001 and 2000 consisted of the following:

|                  | Millions of | Millions of<br>U.S. Dollars |          |
|------------------|-------------|-----------------------------|----------|
|                  | 2001        | 2001                        |          |
| Loans on Deeds   | ¥2,192,947  | ¥2,740,779                  | \$17,699 |
| Loans on Bills   | 414,850     | 438,260                     | 3,348    |
| Bills Discounted | _           | _                           | _        |
| Total            | ¥2,607,797  | ¥3,179,040                  | \$21,048 |

Loans and Bills Discounted for 2001 and 2000 include the following:

|                                       | Millions o         | of Yen               | Millions of U.S. Dollars |  |
|---------------------------------------|--------------------|----------------------|--------------------------|--|
|                                       | 2001               | 2001                 |                          |  |
| Guaranteed Trust Account Loans        | ¥2,318,749         | ¥2,889,382           | \$18,715                 |  |
| Loans in Bankruptcy Proceedings       | <b>6,924</b> 7,405 |                      | 56                       |  |
| Other Delinquent Loans                | 54,244             | <b>54,244</b> 67,132 |                          |  |
| Loans More than Three Months Past Due | 1,328              | 11,783               | 11                       |  |
| Restructured Loans                    | 1,265              | 5,161                | 10                       |  |

Note: Refer to page 60 for the definition of each item.

#### Securities

Securities held at March 31, 2001 and 2000 consisted of the following:

|                                         | Millions                 | Millions of U.S. Dollars |          |
|-----------------------------------------|--------------------------|--------------------------|----------|
|                                         | 2001                     | 2000                     | 2001     |
| Japanese National Government Bonds      | ¥ 837,670                | ¥ 4,662,751              | \$ 6,761 |
| Japanese Local Government Bonds         | 249,443                  | 505,675                  | 2,013    |
| Japanese Corporate Bonds and Debentures | <b>423,767</b> 2,237,304 |                          | 3,420    |
| Japanese Corporate Shares               | 738,917                  | 6,914,101                | 5,964    |
| Foreign Securities                      | 583,680                  | 5,328,501                | 4,711    |
| Other Securities                        | 94,132                   | 238,826                  | 760      |
| Total                                   | ¥2,927,611               | ¥19,887,162              | \$23,629 |

# Loans to Banking Account

When surplus funds have been generated through the management of trust assets, they are loaned to the Banking Account and entered there as Borrowed Money from Trust Account.

# Balance of Jointly-Operated Money Trusts

The Bank makes provisions for possible loan losses from Jointly-Operated Money Trusts. Jointly-Operated Money Trusts are included in "Money Trusts" in the statements of trust account.

Funds in a trust account that are reinvested in other trusts

managed by the Bank are deducted from these other accounts to prevent duplication. The figures in the accompanying statements of trust account at March 31, 2001 and 2000 are calculated on this basis. However, the following figures include funds reinvested from other trusts managed by the Bank.

|                                              | Millions | of Yen     | Millions of<br>U.S. Dollars |
|----------------------------------------------|----------|------------|-----------------------------|
|                                              | 2001     | 2000       | 2001                        |
| Assets:                                      |          |            |                             |
| Loans and Bills Discounted                   | ¥249,394 | ¥ 280,400  | \$2,013                     |
| Securities                                   | 27,041   | 34,819     | 218                         |
| Other                                        | 722,076  | 927,429    | 5,828                       |
| Total                                        | ¥998,512 | ¥1,242,648 | \$8,059                     |
| Liabilities:                                 |          |            |                             |
| Principal                                    | ¥997,641 | ¥1,238,996 | \$8,052                     |
| Reserve for Possible Impairment of Principal | 751      | 844        | 6                           |
| Other                                        | 119      | 2,807      | 1                           |
| Total                                        | ¥998,512 | ¥1,242,648 | \$8,059                     |

# Balance of Loan Trusts

The following figures include funds reinvested from other trusts managed by the Bank.

The balance of Loan Trusts at March 31, 2001 and 2000 was as follows:

|                                              | Millions o | Millions of<br>U.S. Dollars |          |
|----------------------------------------------|------------|-----------------------------|----------|
| _                                            | 2001       | 2001                        |          |
| Assets:                                      |            |                             |          |
| Loans and Bills Discounted                   | ¥2,069,355 | ¥2,608,981                  | \$16,702 |
| Securities                                   | 312,668    | 670,000                     | 2,524    |
| Other                                        | 2,107,627  | 2,519,304                   | 17,011   |
| Total                                        | ¥4,489,652 | ¥5,798,287                  | \$36,236 |
| Liabilities:                                 |            |                             |          |
| Principal                                    | ¥4,427,727 | ¥5,698,186                  | \$35,736 |
| Reserve for Possible Impairment of Principal | 23,977     | 31,063                      | 194      |
| Other                                        | 37,947     | 69,036                      | 306      |
| Total                                        | ¥4,489,652 | ¥5,798,287                  | \$36,236 |

# NON-CONSOLIDATED BALANCE SHEETS — The Sumitomo Trust & Banking Company, Limited March 31, 2001 and 2000

| Assets: Cash and Due from Banks Call Loans Bills Bought Commercial Paper and Other Debt Purchased Trading Assets Money Held in Trust Investment Securities Loans and Bills Discounted | 73,717<br>                  | 2000<br>¥ 756,332<br>103,885<br>343,800<br>1,786<br>392,878 | \$ 5,283<br>595 |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|-------------------------------------------------------------|-----------------|
| Cash and Due from Banks  Call Loans  Bills Bought  Commercial Paper and Other Debt Purchased  Trading Assets  Money Held in Trust  Investment Securities                              | 73,717<br>                  | 103,885<br>343,800<br>1,786                                 |                 |
| Call Loans Bills Bought Commercial Paper and Other Debt Purchased Trading Assets Money Held in Trust Investment Securities                                                            | 73,717<br>                  | 103,885<br>343,800<br>1,786                                 |                 |
| Bills Bought                                                                                                                                                                          | 11,900<br>564,797<br>75,614 | 343,800<br>1,786                                            | 595<br>-        |
| Commercial Paper and Other Debt Purchased Trading Assets Money Held in Trust Investment Securities                                                                                    | 11,900<br>564,797<br>75,614 | 1,786                                                       | _               |
| Commercial Paper and Other Debt Purchased Trading Assets Money Held in Trust Investment Securities                                                                                    | 11,900<br>564,797<br>75,614 |                                                             |                 |
| Trading Assets Money Held in Trust Investment Securities                                                                                                                              | 564,797<br>75,614           | 392,878                                                     | 96              |
| Money Held in Trust Investment Securities                                                                                                                                             | 75,614                      |                                                             | 4,558           |
|                                                                                                                                                                                       |                             | 67,619                                                      | 610             |
| Loans and Rills Discounted                                                                                                                                                            | 6,563,542                   | 4,856,061                                                   | 52,975          |
| Eddis did biis biscounted                                                                                                                                                             | 8,292,615                   | 7,777,439                                                   | 66,930          |
| Foreign Exchanges                                                                                                                                                                     | 11,863                      | 16,211                                                      | 96              |
| Other Assets                                                                                                                                                                          |                             | 317,881                                                     | 5,506           |
| Premises and Equipment                                                                                                                                                                | 148,691                     | 158,887                                                     | 1,200           |
| Deferred Tax Assets                                                                                                                                                                   | 200,541                     | 243,634                                                     | 1,619           |
| Customers' Liabilities for Acceptances and Guarantees                                                                                                                                 | 511,434                     | 478,596                                                     | 4,128           |
| Reserve for Possible Losses                                                                                                                                                           | (207,330)                   | (290,035)                                                   | (1,673)         |
| Reserve for Losses on Investment to Securities                                                                                                                                        |                             | _                                                           | (16)            |
| Total Assets                                                                                                                                                                          |                             | ¥15,224,977                                                 | \$141,905       |
| Liabilities:                                                                                                                                                                          |                             |                                                             |                 |
| Deposits                                                                                                                                                                              | ¥ 7,702,197                 | ¥ 6,444,211                                                 | \$ 62,165       |
| Negotiable Certificates of Deposit                                                                                                                                                    | 977,858                     | 1,209,210                                                   | 7,892           |
| Call Money                                                                                                                                                                            | 287,063                     | 100,000                                                     | 2,317           |
| Bills Sold                                                                                                                                                                            |                             | 13,000                                                      | 1,056           |
| Trading Liabilities                                                                                                                                                                   | 196,841                     | 88,832                                                      | 1,589           |
| Borrowed Money                                                                                                                                                                        |                             | 536,519                                                     | 3,932           |
| Foreign Exchanges                                                                                                                                                                     | 8,130                       | 4,759                                                       | 66              |
| Corporate Bonds                                                                                                                                                                       |                             | 200,000                                                     | 1,614           |
| Convertible Bonds                                                                                                                                                                     | 6,665                       | 11,064                                                      | 54              |
| Borrowed Money from Trust Account                                                                                                                                                     | 2,983,852                   | 3,912,799                                                   | 24,083          |
| Collateral for Lending Securities                                                                                                                                                     |                             | 1,003,245                                                   | 17,906          |
| Unpaid Expenses of Trading Account                                                                                                                                                    |                             | 276,237                                                     | 2,546           |
| Other Liabilities                                                                                                                                                                     |                             | 163,148                                                     | 6,266           |
| Reserve for Retirement Allowances                                                                                                                                                     |                             | 17,262                                                      | _               |
| Reserve for Employee Retirement Benefits                                                                                                                                              |                             | _                                                           | 2               |
| Reserve for Possible Losses on Loans Sold                                                                                                                                             |                             | 6,002                                                       | 27              |
| Reserve for Financial Assistance for Specific Borrowers                                                                                                                               |                             | 18,203                                                      | _               |
| Deferred Tax Liabilities on Revaluation Reserve for Land                                                                                                                              |                             | 17,134                                                      | 121             |
| Acceptances and Guarantees                                                                                                                                                            | 511,434                     | 478,596                                                     | 4,128           |
| Total Liabilities                                                                                                                                                                     |                             | 14,500,228                                                  | 135,764         |
| Stockholders' Equity:                                                                                                                                                                 |                             |                                                             |                 |
| Preferred Stock (No Par Value):                                                                                                                                                       | 50,000                      | 50,000                                                      | 404             |
| Authorized-250,000,000 shares                                                                                                                                                         |                             |                                                             |                 |
| Issued-125,000,000 shares                                                                                                                                                             |                             |                                                             |                 |
| Common Stock, par value ¥50 per share:                                                                                                                                                | 233,985                     | 232,068                                                     | 1,888           |
| Authorized-3,000,000,000 shares                                                                                                                                                       |                             |                                                             | ,               |
| Issued-1,451,977,764 shares                                                                                                                                                           |                             |                                                             |                 |
| Capital Surplus                                                                                                                                                                       | 237,405                     | 235,487                                                     | 1,916           |
| Legal Reserve                                                                                                                                                                         |                             | 39,618                                                      | 337             |
| Revaluation Reserve for Land, Net of Tax                                                                                                                                              | 23,653                      | 25,605                                                      | 191             |
| Retained Earnings                                                                                                                                                                     |                             | 141,969                                                     | 1,405           |
| Total Stockholders' Equity                                                                                                                                                            |                             | 724,749                                                     | 6,141           |
| Total Liabilities and Stockholders' Equity                                                                                                                                            |                             | ¥15,224,977                                                 | \$141,905       |
|                                                                                                                                                                                       | ,   0.02   0.02             | 1 1                                                         |                 |
|                                                                                                                                                                                       |                             |                                                             |                 |

|                      |   | Yen    |   |        | U.S<br>(No | S. Dollars<br>ote 1) |
|----------------------|---|--------|---|--------|------------|----------------------|
| Net Assets per Share | ¥ | 455.16 | ¥ | 432.55 | \$         | 3.67                 |

See accompanying notes.

# NON-CONSOLIDATED STATEMENTS OF INCOME — The Sumitomo Trust & Banking Company, Limited Years Ended March 31, 2001 and 2000

|                                        | Millions of Y | Millions of Yen |        |
|----------------------------------------|---------------|-----------------|--------|
|                                        | 2001          | 2000            | , , ,  |
| Income:                                |               |                 |        |
| Trust Fees                             | ¥ 95,807      | ¥ 96,228        | \$ 773 |
| Interest Income:                       |               |                 |        |
| Interest on Loans and Discounts        | 150,303       | 137,040         | 1,213  |
| Interest and Dividends on Securities   | 152,287       | 96,391          | 1,229  |
| Other Interest Income                  | 44,894        | 156,224         | 362    |
|                                        | 347,484       | 389,657         | 2,805  |
| Fees and Commissions                   | 35,672        | 32,659          | 288    |
| Trading Revenue                        | 7,215         | 4,735           | 58     |
| Other Operating Income                 | 91,927        | 107,945         | 742    |
| Other Income                           | 173,823       | 252,533         | 1,403  |
| Total Income                           | 751,931       | 883,759         | 6,069  |
| Expenses:                              |               |                 |        |
| Interest Expenses:                     |               |                 |        |
| Interest on Deposits                   | 88,791        | 57,400          | 717    |
| Interest on Borrowings and Rediscounts | 12,256        | 11,570          | 99     |
| Other Interest Expenses                | 168,462       | 222,842         | 1,360  |
|                                        | 269,509       | 291,813         | 2,175  |
| Fees and Commissions                   | 14,130        | 6,744           | 114    |
| Trading Expenses                       | 54            | 409             | 0      |
| Other Operating Expenses               | 56,259        | 111,930         | 454    |
| General and Administrative Expenses    | 128,551       | 133,294         | 1,038  |
| Other Expenses                         | 199,159       | 262,839         | 1,607  |
| Total Expenses                         | 667,664       | 807,031         | 5,389  |
| Income (Loss) before Income Taxes      | 84,266        | 76,728          | 680    |
| Income Taxes:                          |               |                 |        |
| Current                                | 106           | 55              | 1      |
| Deferred                               | 41,517        | 43,657          | 335    |
| Net Income (Loss)                      | ¥ 42,642      | ¥ 33,015        | \$ 344 |

|                                            |   | Yen   |   |       | U.S. Dollars<br>(Note 1) |
|--------------------------------------------|---|-------|---|-------|--------------------------|
| Net Income (Loss) per Share                | ¥ | 28.96 | ¥ | 22.44 | \$ 0.23                  |
| Cash DIvidends per Share (Preferred Stock) |   | 6.08  |   | 6.08  | 0.05                     |
| Cash Dividends per Share (Common Stock)    |   | 7.00  |   | 7.00  | 0.06                     |

See accompanying notes.

# NON-CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY — The Sumitomo Trust & Banking Company Limited Years Ended March 31, 2001 and 2000

|                               | Number                            | of Shares of                   |                    |                 | Millions           | of Yen           |                                   |                      |
|-------------------------------|-----------------------------------|--------------------------------|--------------------|-----------------|--------------------|------------------|-----------------------------------|----------------------|
|                               | Preferred<br>Stock<br>(Thousands) | Common<br>Stock<br>(Thousands) | Preferred<br>Stock | Common<br>Stock | Capital<br>Surplus | Legal<br>Reserve | Revalution<br>Reserve<br>for Land | Retained<br>Earnings |
| Balance at March 31, 1999     | 125,000                           | 1,424,057                      | ¥50,000            | ¥227,005        | ¥230,425           | ¥37,632          | ¥25,416                           | ¥120,041             |
| Net Income                    |                                   |                                |                    |                 |                    |                  |                                   | 33,015               |
| Cash Dividends Paid           |                                   |                                |                    |                 |                    |                  |                                   | (9,706)              |
| Transfer to Legal Reserve     |                                   |                                |                    |                 |                    | 1,986            |                                   | (1,986)              |
| Shares Issued upon Conversion |                                   |                                |                    |                 |                    |                  |                                   |                      |
| of Convertible Bonds          |                                   | 20,250                         |                    | 5,062           | 5,062              |                  |                                   |                      |
| Adjustment due to Change in   |                                   |                                |                    |                 |                    |                  |                                   |                      |
| Effective Tax Rate and sale   |                                   |                                |                    |                 |                    |                  |                                   |                      |
| of Revalued Property          |                                   |                                |                    |                 |                    |                  | 188                               | 606                  |
| Balance at March 31, 2000     | 125,000                           | 1,444,307                      | ¥50,000            | ¥232,068        | ¥235,487           | ¥39,618          | ¥25,605                           | ¥141,969             |
| Net Income                    |                                   |                                |                    |                 |                    |                  |                                   | 42,642               |
| Cash Dividends Paid           |                                   |                                |                    |                 |                    |                  |                                   | (10,860)             |
| Transfer to Legal Reserve     |                                   |                                |                    |                 |                    | 2,185            |                                   | (2,185)              |
| Shares Issued upon Conversion |                                   |                                |                    |                 |                    |                  |                                   |                      |
| of Convertible Bonds          |                                   | 7,670                          |                    | 1,917           | 1,917              |                  |                                   |                      |
| Adjustment due to Change in   |                                   |                                |                    |                 |                    |                  |                                   |                      |
| Effective Tax Rate and sale   |                                   |                                |                    |                 |                    |                  |                                   |                      |
| of Revalued Property          |                                   |                                |                    |                 |                    |                  | (1,951)                           | 2,477                |
| Balance at March 31, 2001     | 125,000                           | 1,451,977                      | ¥50,000            | ¥233,985        | ¥237,405           | ¥41,803          | ¥23,653                           | ¥174,044             |

|                               | Millions of U.S. Dollars(Note 1) |                 |                    |                  |                                   |                      |  |
|-------------------------------|----------------------------------|-----------------|--------------------|------------------|-----------------------------------|----------------------|--|
|                               | Preferred<br>Stock               | Common<br>Stock | Capital<br>Surplus | Legal<br>Reserve | Revalution<br>Reserve<br>for Land | Retained<br>Earnings |  |
| Balance at March 31, 2000     | \$404                            | \$1,873         | \$1,901            | \$320            | \$207                             | \$1,146              |  |
| Net Income                    |                                  |                 |                    |                  |                                   | 344                  |  |
| Cash Dividends Paid           |                                  |                 |                    |                  |                                   | (88)                 |  |
| Transfer to Legal Reserve     |                                  |                 |                    | 18               |                                   | (18)                 |  |
| Shares Issued upon Conversion |                                  |                 |                    |                  |                                   |                      |  |
| of Convertible Bonds          |                                  | 15              | 15                 |                  |                                   |                      |  |
| Adjustment due to Change in   |                                  |                 |                    |                  |                                   |                      |  |
| Effective Tax Rate and sale   |                                  |                 |                    |                  |                                   |                      |  |
| of Revalued Property          |                                  |                 |                    |                  | (16)                              | 20                   |  |
| Balance at March 31, 2001     | \$404                            | \$1,888         | \$1,916            | \$337            | \$191                             | \$1,405              |  |

See accompanying notes.

#### NOTES TO NON-CONSOLIDATED FINANCIAL STATEMENTS

The accompanying non-consolidated financial statements should be read in conjunction with the notes to consolidated financial statements.

#### 1. Basis of Presenting Financial Statements

The accompanying translated non-consolidated financial statements have been compiled from the audited non-consolidated financial statements that are prepared for Japanese domestic purposes in accordance with the Securities and Exchange Law of Japan, the Banking Law of Japan and accounting principles and practices generally accepted in Japan, which are different from the accounting and disclosure requirements of International Accounting Standards.

The accompanying non-consolidated financial statements include only the accounts of the Bank. The accounts of its subsidiaries are not consolidated. Investments in subsidiaries and affiliated companies are stated at cost. Earnings of subsidiaries and affiliated companies are recorded in the Bank's books only to the extent that cash dividends are received.

Certain modifications, including the presentation of the nonconsolidated statements of stockholders' equity, have been made in the accompanying non-consolidated financial statements to facilitate understanding by readers outside Japan.

The Bank, a Japanese corporation, maintains its records and prepares its financial statements in Japanese yen. The accompanying U.S. dollar financial statements have been translated from yen for convenience, and as a matter of arithmetical computation only, at the rate of ¥123.90 to U.S.\$1.00, the exchange rate prevailing at March 31, 2001. The translations should not be construed as a representation that yen amounts have been or could be converted into U.S. dollars at that rate.

As permitted by the Banking Law of Japan amounts of less than one million yen have been omitted. As a result, the total in yen, and resultantly in U.S. dollars, shown in the non-consolidated financial statements do not necessarily agree with the sum of the individual amounts.

(The Bank adopted the new Japanese accounting standard for employees' severance and retirement benefits and financial instruments.)

#### 2. Significant Accounting Policies and Practices

Refer to notes to consolidated financial statements.

#### REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To the Shareholders and the Board of Directors of The Sumitomo Trust and Banking Company, Limited:

We have audited the accompanying non-consolidated balance sheets of The Sumitomo Trust and Banking Company, Limited as of March 31, 2001 and 2000, and the related non-consolidated statements of income, stockholders' equity for the years then ended, expressed in Japanese yen. Our audits were made in accordance with generally accepted auditing standards in Japan and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the non-consolidated financial statements referred to above present fairly the non-consolidated financial position of The Sumitomo Trust and Banking Company, Limited as of March 31, 2001 and 2000, and the non-consolidated results of its operations for the years then ended in conformity with accounting principles generally accepted in Japan applied on a consistent basis during the periods, except as noted in the following paragraph.

As explained in Note 1, In the year ended March 31, 2001, The Sumitomo Trust and Banking Company, Limited prospectively adopted new Japanese accounting standards for employees' severance and retirement benefits and financial instruments.

Also, in our opinion, the U.S. dollar amounts in the accompanying non-consolidated financial statements have been translated from Japanese yen on the basis set forth in Note 1.

Tokyo, Japan June 28, 2001

#### Statement on Accounting Principles and Auditing Standards

asahi & Co.

This statement is to remind users that accounting principles and auditing standards and their application in practice may vary among nations and therefore could affect, possibly materially, the reported financial position and results of operations. The accompanying financial statements are prepared based on accounting principles generally accepted in Japan, and the auditing standards and their application in practice are those generally accepted in Japan. Accordingly, the accompanying financial statements and the auditors' report presented above are for users familiar with Japanese accounting principles, auditing standards and their application in practice.

# SUPPLEMENTARY FINANCIAL INFORMATION

# (a) Loans by Industry (Consolidated basis)

# (i) Banking Account

|                                                                  | Millions o | f Yen      | Millions of<br>U.S. Dollars |
|------------------------------------------------------------------|------------|------------|-----------------------------|
| At March 31                                                      | 2001       | 2000       | 2001                        |
| Domestic Offices (Excluding Offshore Loans):                     |            |            |                             |
| Manufacturing                                                    | ¥1,046,485 | ¥1,107,942 | \$ 8,446                    |
| Agriculture, Forestry, Fishing, and Mining                       | 7,687      | 7,728      | 62                          |
| Construction                                                     | 233,972    | 269,548    | 1,888                       |
| Energy                                                           | 70,608     | 83,861     | 570                         |
| Transportation and Communication                                 | 382,822    | 311,518    | 3,090                       |
| Wholesale and Retail                                             | 754,669    | 744,812    | 6,091                       |
| Finance and Insurance                                            | 1,877,926  | 1,717,939  | 15,157                      |
| Real Estate                                                      | 1,144,225  | 1,155,273  | 9,235                       |
| Services                                                         | 1,125,474  | 1,109,641  | 9,084                       |
| Local Governments                                                | 22,134     | 30,097     | 179                         |
| Individuals and Others                                           | 861,728    | 539,064    | 6,955                       |
| Total                                                            | 7,527,734  | 7,077,423  | 60,757                      |
| Overseas Offices (Including Offshore Loans of Domestic Offices): |            |            |                             |
| Governments and Official Institutions                            | 10,509     | 11,193     | 85                          |
| Banks and Other Financial Institutions                           | 5,215      | 12,129     | 42                          |
| Others                                                           | 650,319    | 628,223    | 5,249                       |
| Total                                                            | 666,045    | 651,545    | 5,376                       |
| Total                                                            | ¥8,193,779 | ¥7,728,968 | \$66,132                    |

# (ii) Trust Account

|                                              | Millions o | f Yen      | Millions of U.S. Dollars |
|----------------------------------------------|------------|------------|--------------------------|
| At March 31                                  | 2001       | 2000       | 2001                     |
| Domestic Offices (Excluding Offshore Loans): |            |            |                          |
| Manufacturing                                | ¥ 266,697  | ¥ 320,011  | \$ 2,153                 |
| Agriculture, Forestry, Fishing, and Mining   | 1,170      | 1,418      | 9                        |
| Construction                                 | 91,909     | 119,617    | 742                      |
| Energy                                       | 222,896    | 263,166    | 1,799                    |
| Transportation and Communication             | 268,143    | 285,947    | 2,164                    |
| Wholesale and Retail                         | 172,096    | 219,818    | 1,389                    |
| Finance and Insurance                        | 543,506    | 687,002    | 4,387                    |
| Real Estate                                  | 419,819    | 560,723    | 3,388                    |
| Services                                     | 244,298    | 302,876    | 1,972                    |
| Local Governments                            | 46,435     | 48,886     | 375                      |
| Individuals and Others                       | 330,829    | 369,572    | 2,670                    |
| Total                                        | ¥2,607,797 | ¥3,179,040 | \$21,048                 |

FIVE-YEAR SUMMARY — The Sumitomo Trust & Banking Company, Limited Years Ended March 31

| CONSOLIDATED STATEMENTS                        | Millions of Yen |             |             |             |             |  |  |  |  |  |
|------------------------------------------------|-----------------|-------------|-------------|-------------|-------------|--|--|--|--|--|
| OF BANKING ACCOUNT                             | 2001            | 2000        | 1999        | 1998        | 1997        |  |  |  |  |  |
| AT YEAR-END                                    |                 |             |             |             |             |  |  |  |  |  |
| Assets:                                        |                 |             |             |             |             |  |  |  |  |  |
| Cash and Due from Banks                        | ¥ 685,323       | 3 ¥ 766,200 | ¥ 986,673   | ¥ 1,615,038 | ¥ 1,358,172 |  |  |  |  |  |
| Investment Securities                          | 6,566,313       | 4,864,909   | 3,694,469   | 3,577,030   | 3,075,719   |  |  |  |  |  |
| Loans and Bills Discounted                     | 8,193,779       | 7,728,968   | 7,374,575   | 8,701,427   | 9,098,585   |  |  |  |  |  |
| Premises and Equipment                         | 155,717         | 172,469     | 169,472     | 125,931     | 134,127     |  |  |  |  |  |
| Customers' Liabilities for                     |                 |             |             |             |             |  |  |  |  |  |
| Acceptances and Guarantees                     | 379,695         | 328,201     | 426,647     | 310,608     | 486,385     |  |  |  |  |  |
| Other                                          | 2,068,240       | 2,007,671   | 2,406,732   | 1,345,862   | 1,001,206   |  |  |  |  |  |
| Reserve for Possible Loan Losses               | (188,057        |             | (462,642)   | (700,445)   | (433,944    |  |  |  |  |  |
| Reserve for Losses Investment securities       | (7              |             | _           | =           | =           |  |  |  |  |  |
| Total Assets                                   | ¥17,861,005     |             | ¥14,595,927 | ¥14,975,453 | ¥14,720,251 |  |  |  |  |  |
| Liabilities:                                   |                 |             |             |             |             |  |  |  |  |  |
| Deposits and Negotiable Certificate of Deposit | ¥ 8,692,805     | ¥ 7,674,061 | ¥ 7,043,257 | ¥ 7,063,346 | ¥ 5,861,332 |  |  |  |  |  |
| Acceptances and Guarantees                     | 379,695         | 328,201     | 426,647     | 310,608     | 486,385     |  |  |  |  |  |
| Other                                          | 7,935,759       | 6,695,223   | 6,334,764   | 6,968,234   | 7,679,222   |  |  |  |  |  |
| Total Liabilities                              | 17,008,260      | 14,697,487  | 13,804,669  | 14,342,190  | 14,026,940  |  |  |  |  |  |
| Minority Interest                              | 91,076          | 89,776      | 89,054      | _           | _           |  |  |  |  |  |
| Total Stockholders' Equity                     | 761,668         | 735,516     | 702,203     | 633,263     | 693,311     |  |  |  |  |  |
| Total Liabilities, Minority Interest           |                 |             |             |             |             |  |  |  |  |  |
| and Stockholders' Equity                       | ¥17,861,005     | ¥15,522,780 | ¥14,595,927 | ¥14,975,453 | ¥14,720,251 |  |  |  |  |  |
| FOR THE YEAR                                   |                 |             |             |             |             |  |  |  |  |  |
| Income:                                        |                 |             |             |             |             |  |  |  |  |  |
| Trust Fees                                     | ¥ 95,807        | ¥ 96,228    | ¥ 143,698   | ¥ 142,679   | ¥ 332,727   |  |  |  |  |  |
| Interest Income                                | 346,568         | 391,291     | 521,387     | 583,529     | 700,828     |  |  |  |  |  |
| Fees and Commissions                           | 49,767          | 43,887      | 40,830      | 46,362      | 41,767      |  |  |  |  |  |
| Trading Revenue                                | 10,569          | 6,102       | 4,663       | 10,009      |             |  |  |  |  |  |
| Other Operating Income                         | 218,280         | 216,598     | 276,670     | 117,170     | 112,993     |  |  |  |  |  |
| Other Income                                   | 175,695         | 5 257,753   | 40,802      | 149,864     | 97,206      |  |  |  |  |  |
| Total Income                                   | ¥ 896,688       | ¥ 1,011,861 | ¥ 1,028,054 | ¥ 1,049,617 | ¥ 1,285,524 |  |  |  |  |  |
| Expenses:                                      |                 |             |             |             |             |  |  |  |  |  |
| Interest Expenses                              | ¥ 275,270       | ) ¥ 294,416 | ¥ 428,330   | ¥ 501,340   | ¥ 587,446   |  |  |  |  |  |
| Fees and Commissions                           | 17,881          | 9,677       | 9,845       | 14,747      | 8,280       |  |  |  |  |  |
| Trading Expenses                               | 34              | 95          | _           | 262         | _           |  |  |  |  |  |
| Other Operating Expenses                       | 175,256         | 213,232     | 205,521     | 73,468      | 73,402      |  |  |  |  |  |
| General and Administrative Expenses            | 138,088         | 142,807     | 158,577     | 162,518     | 152,074     |  |  |  |  |  |
| Other Expenses                                 | 200,236         | 271,476     | 408,785     | 360,021     | 450,056     |  |  |  |  |  |
| Total Expenses                                 | ¥ 806,766       | ¥ 931,706   | ¥ 1,211,060 | ¥ 1,112,358 | ¥ 1,271,260 |  |  |  |  |  |
| Income (Loss) before Income Taxes              | ¥ 89,922        | 2 ¥ 80,155  | ¥ (183,006) | ¥ (62,741)  | ¥ 14,263    |  |  |  |  |  |
| Net Income (Loss)                              | 41,017          | 32,214      | (136,742)   | (50,146)    | 7,259       |  |  |  |  |  |
| PER SHARE (Common Stock)                       |                 |             | <u> </u>    | ·           |             |  |  |  |  |  |
| Net Income (Loss) per Share (Yen)              | ¥ 27.88         | 3 ¥ 21.89   | ¥ (103.56)  | ¥ (40.30)   | ¥ 5.83      |  |  |  |  |  |
| Net Assets per Share (Yen)                     |                 |             |             |             |             |  |  |  |  |  |

FIVE-YEAR SUMMARY — The Sumitomo Trust & Banking Company, Limited Years Ended March 31

| NON-CONSOLIDATED STATEMENTS OF BANKING ACCOUNT _ | Millions of Yen |           |     |           |    |           |    |           |    |           |
|--------------------------------------------------|-----------------|-----------|-----|-----------|----|-----------|----|-----------|----|-----------|
| OF BANKING ACCOUNT _                             |                 | 2001      |     | 2000      |    | 1999      |    | 1998      |    | 1997      |
| AT YEAR-END                                      |                 |           |     |           |    |           |    |           |    |           |
| Assets:                                          |                 |           |     |           |    |           |    |           |    |           |
| Cash and Due from Banks                          | ¥               | 654,527   | ¥   | 756,332   | ¥  | 1,004,395 | ¥  | 1,672,001 | ¥  | 1,414,685 |
| Investment Securities                            | 6,              | 563,542   |     | 4,856,061 |    | 3,674,312 |    | 3,516,453 |    | 2,996,248 |
| Loans and Bills Discounted                       | 8,              | 292,615   |     | 7,777,439 |    | 7,415,150 |    | 8,680,697 |    | 9,073,097 |
| Premises and Equipment                           |                 | 148,691   |     | 158,887   |    | 160,434   |    | 118,915   |    | 127,150   |
| Customers' Liabilities for                       |                 |           |     |           |    |           |    |           |    |           |
| Acceptances and Guarantees                       |                 | 511,434   |     | 478,596   |    | 545,247   |    | 770,669   |    | 709,522   |
| Other                                            | 1,              | 620,586   |     | 1,487,697 |    | 1,819,551 |    | 884,923   |    | 613,929   |
| Reserve for Possible Loan Losses                 |                 | (207,330) |     | (290,035) |    | (406,769) |    | (700,250) |    | (433,673  |
| Reserve for Losses on                            |                 |           |     |           |    |           |    |           |    | •         |
| Investment securities                            |                 | (1,983)   |     | _         |    | _         |    | _         |    | _         |
| Total Assets                                     | ¥17,            | 582,082   | ¥1. | 5,224,977 | ¥1 | 4,212,320 | ¥1 | 4,943,411 | ¥1 | 4,500,960 |
| Liabilities:                                     |                 |           |     |           |    |           |    |           |    |           |
| Deposits and Negotiable Certificate of Deposit   | ¥ 8,            | 680,056   | ¥   | 7,653,422 | ¥  | 7,057,617 | ¥  | 6,997,840 | ¥  | 5,754,976 |
| Acceptances and Guarantees                       |                 | 511,434   |     | 478,596   |    | 545,247   |    | 770,669   |    | 709,522   |
| Other                                            |                 | 629,698   |     | 6,368,210 |    | 5,918,936 |    | 6,793,835 |    | 7,573,807 |
| Total Liabilities                                |                 | 821,190   |     | 4,500,228 |    | 3,521,800 |    | 4,562,345 |    | 4,038,306 |
| Stockholders' Equity:                            | - '             | ,         |     |           |    |           |    | .,        |    | .,,       |
| Capital Stock                                    |                 | 283,985   |     | 282,068   |    | 277,005   |    | 182,053   |    | 182,028   |
| Reserves and Surplus                             |                 | 476,906   |     | 442,681   |    | 413,514   |    | 199,013   |    | 280,625   |
| Total Stockholders' Equity                       |                 | 760,892   |     | 724,749   |    | 690,520   |    | 381,066   |    | 462,653   |
| Total Liabilities and Stockholders' Equity       |                 | 582,082   | ¥1. | 5,224,977 | ¥1 | 4,212,320 | ¥1 | 4,943,411 | ¥1 | 4,500,960 |
| FOR THE YEAR                                     |                 | <u> </u>  |     |           |    |           |    | <u> </u>  |    |           |
| Income:                                          |                 |           |     |           |    |           |    |           |    |           |
| Trust Fees                                       | ¥               | 95,807    | ¥   | 96,228    | ¥  | 143,698   | ¥  | 142,679   | ¥  | 332,727   |
| Interest Income                                  |                 | 347,484   |     | 389,657   |    | 513,581   |    | 574,024   |    | 682,243   |
| Fees and Commissions                             |                 | 35,672    |     | 32,659    |    | 30,943    |    | 36,489    |    | 38,830    |
| Trading Revenue                                  |                 | 7,215     |     | 4,735     |    | 3,241     |    | 9,982     |    | _         |
| Other Operating Income                           |                 | 91,927    |     | 107,945   |    | 185,211   |    | 116,196   |    | 112,292   |
| Other Income                                     |                 | 173,823   |     | 252,533   |    | 40,020    |    | 138,164   |    | 89,883    |
| Total Income                                     |                 | 751,931   | ¥   | 883,759   | ¥  | 916,696   | ¥  | 1,017,536 | ¥  | 1,255,976 |
| Expenses:                                        | -               | ,         |     |           | •  |           | -  | .,        |    | .,        |
| Interest Expenses                                | ¥               | 269,509   | ¥   | 291,813   | ¥  | 420,544   | ¥  | 489,402   | ¥  | 570,984   |
| Fees and Commissions                             |                 | 14,130    |     | 6,744     |    | 8,611     |    | 8,552     |    | 8,074     |
| Trading Expenses                                 |                 | 54        |     | 409       |    | 40        |    | 317       |    | _         |
| Other Operating Expenses                         |                 | 56,259    |     | 111,930   |    | 128,116   |    | 72,546    |    | 72,186    |
| General and Administrative Expenses              |                 | 128,551   |     | 133,294   |    | 144,356   |    | 155,434   |    | 144,181   |
| Other Expenses                                   |                 | 199,159   |     | 262,839   |    | 398,556   |    | 362,695   |    | 448,529   |
| Total Expenses                                   |                 | 667,664   | ¥   | 807,031   | ¥  | 1,100,226 | ¥  | 1,088,947 | ¥  | 1,243,956 |
| Income (Loss) before income Taxes                | ¥               | 84,266    | ¥   | 76,728    | ¥  | (183,530) | ¥  | (71,411)  | ¥  | 12,020    |
| Net income (Loss)                                | •               | 42,642    | ·   | 33,015    | •  | (107,122) | •  | (71,683)  |    | 13,380    |
| Cash Dividends                                   |                 | 10,877    |     | 10,866    |    | 9,251     |    | 9,953     |    | 8,709     |
| PER SHARE (Common Stock)                         |                 | . 5,577   |     | . 0,000   |    | ,,201     |    | ,,,,,,    |    | 3,,07     |
| Net Income (Loss) per Share (Yen)                | ¥               | 28.96     | ¥   | 22.44     | ¥  | (81.13)   | ¥  | (57.61)   | ¥  | 10.75     |
|                                                  |                 | 20.70     | -1" | ∠∠.⊤⊤     | +  | (01.10)   | т. | \         | -  | 10.70     |
| Cash Dividends per Share (Yen)                   |                 | 7.00      |     | 7.00      |    | 7.00      |    | 8.00      |    | 7.00      |

FIVE-YEAR SUMMARY — The Sumitomo Trust & Banking Company, Limited Years Ended March 31

| STATEMENTS OF TRUST ACCOUNT       | Millions of Yen |             |             |             |             |  |  |  |  |
|-----------------------------------|-----------------|-------------|-------------|-------------|-------------|--|--|--|--|
| _                                 | 2001            | 2000        | 1999        | 1998        | 1997        |  |  |  |  |
| AT YEAR-END                       |                 |             |             |             |             |  |  |  |  |
| Assets:                           |                 |             |             |             |             |  |  |  |  |
| Loans and Bills Discounted        | ¥ 2,607,797     | ¥ 3,179,040 | ¥ 3,756,410 | ¥ 3,778,463 | ¥ 3,771,583 |  |  |  |  |
| Investment Securities             | 2,927,611       | 19,887,162  | 16,486,602  | 15,290,730  | 14,155,227  |  |  |  |  |
| Other Assets                      | 44,649,862      | 18,887,301  | 15,851,199  | 14,917,566  | 14,786,452  |  |  |  |  |
| Total Assets                      | ¥50,185,272     | ¥41,953,504 | ¥36,094,212 | ¥33,986,760 | ¥32,713,262 |  |  |  |  |
| Liabilities:                      |                 |             |             |             |             |  |  |  |  |
| Money Trusts                      | ¥16,704,918     | ¥15,429,819 | ¥12,576,074 | ¥11,159,057 | ¥10,071,510 |  |  |  |  |
| Pension Trusts                    | 5,398,553       | 5,315,209   | 4,739,400   | 4,766,561   | 4,651,529   |  |  |  |  |
| Property Formation Benefit Trusts | 12,580          | 13,364      | 14,936      | 15,200      | 14,814      |  |  |  |  |
| Loan Trusts                       | 4,274,930       | 5,516,283   | 6,527,520   | 7,369,220   | 8,441,885   |  |  |  |  |
| Other Trusts                      | 23,794,289      | 15,678,827  | 12,236,279  | 10,676,720  | 9,533,524   |  |  |  |  |
| Total Liabilities                 | ¥50,185,272     | ¥41,953,504 | ¥36,094,212 | ¥33,986,760 | ¥32,713,262 |  |  |  |  |

| TOTAL EMPLOYABLE FUNDS            | Millions of Yen |             |             |             |             |  |  |  |  |
|-----------------------------------|-----------------|-------------|-------------|-------------|-------------|--|--|--|--|
|                                   | 2001            | 2000        | 1999        | 1998        | 1997        |  |  |  |  |
| Deposits                          | ¥ 8,680,055     | ¥ 7,653,422 | ¥ 7,057,617 | ¥ 6,997,840 | ¥ 5,754,976 |  |  |  |  |
| Money Trusts                      | 16,704,918      | 15,429,819  | 12,576,074  | 11,159,057  | 10,071,510  |  |  |  |  |
| Pension Trusts                    | 5,398,553       | 5,315,209   | 4,739,400   | 4,766,561   | 4,651,529   |  |  |  |  |
| Property Formation Benefit Trusts | 12,580          | 13,364      | 14,936      | 15,200      | 14,814      |  |  |  |  |
| Loan Trusts                       | 4,274,930       | 5,516,283   | 6,527,520   | 7,369,220   | 8,441,885   |  |  |  |  |
| Total Employable Funds*           | ¥35,071,038     | ¥33,928,098 | ¥30,915,549 | ¥30,307,880 | ¥28,934,715 |  |  |  |  |

<sup>\*</sup> Total Employable Funds represent the total amount of the Deposits in the Banking Account and funds included under the Money Trusts, Pension Trusts, Property Formation Benefit Trusts and Loan Trusts in the Trust Account.

#### INTERNATIONAL NETWORK as of August 1, 2001

#### THE AMERICAS

## UNITED STATES New York Branch

527 Madison Avenue, New York, NY10022, U.S.A. Telephone: 1-212-326-0600 Facsimile: 1-212-644-3025 Telex: 222049, 421503

# Sumitomo Trust and Banking Co. (U.S.A.)

527 Madison Avenue, New York, NY10022, U.S.A. Telephone: 1-212-326-0600 Facsimile: 1-212-644-3077

Telex: 428538

# BRITISH WEST INDIES Cayman Branch

P.O. Box 694, Edward Street, Grand Cayman, British West Indies, c/o The Sumitomo Trust & Banking Co., Ltd., International Business Operations Department

## **EUROPE**

# UNITED KINGDOM London Branch

155 Bishopsgate, London EC2M 3XU, U.K. Telephone: 44-20-7945-7000 Facsimile: 44-20-7945-7177/8 Telex: 8811041, 888924

# LUXEMBOURG Sumitomo Trust and Banking (Luxembourg) S.A.

18, Boulevard Royal, P.O. Box 882, L-2018, Luxembourg

Telephone: 352-4779851 Facsimile: 352-474608 Telex: 60232, 60233

#### **ASIA**

## SINGAPORE Singapore Branch

8 Shenton Way, #45-01, Temasek Tower, Singapore 068811 Telephone: 65-2249055

Facsimile: 65-2242873 Telex: 20717

# INDONESIA

# Jakarta Representative Office

11th Floor, Summitmas I, Jl. Jenderal Sudirman, Kaveling 61-62, Jakarta 12069, Indonesia Telephone: 62-21-5200057 Facsimile: 62-21-5200058 Telex: 60782

# THAILAND

# Bangkok Representative Office

15th Floor, Diethelm Tower A, Suite 1502, 93/1 Wireless Road, Pratumwan,

Bangkok 10330, Thailand Telephone: 66-2-252-2302 Facsimile: 66-2-256-7799

## PEOPLE'S REPUBLIC OF CHINA The Sumitomo Trust Finance (H.K.) Limited

Suites 704-706, 7th Floor, Three Exchange Square,

8 Connaught Place, Central, Hong Kong Telephone: 852-2801-8800

Facsimile: 852-2840-0496/0502

Telex: 63890

## Beijing Representative Office

7th Floor, Chang Fu Gong Office Building, A-26, Jianguomenwai Dajie, Chaoyang District, Beijing 100022, People's Republic of China

People's Republic of China Telephone: 86-10-6513-9020 Facsimile: 86-10-6513-9243

Telex: 22825

# Shanghai Representative Office

Room 602, Shanghai International Trade Centre, 2201 Yan-An Road(West), Shanghai 200336,

People's Republic of China Telephone: 86-21-6219-2224 Facsimile: 86-21-6219-4320

## REPUBLIC OF KOREA Seoul Representative Office

100-716, 23rd Floor, Samsung Life Building, #150, 2-ka, Taepyung-ro, Chung-ku, Seoul, Korea

Telephone: 82-2-757-8725/7 Facsimile: 82-2-757-8721

# SUBSIDIARIES AND AFFILIATED COMPANIES\* as of August 1, 2001

# Japan

|                                              | Millions        | Percentage | points                                          |                |
|----------------------------------------------|-----------------|------------|-------------------------------------------------|----------------|
| Name —                                       | Paid-in Capital | Ownership  | Group Ownership<br>other than<br>Sumitomo Trust | Established    |
| The Sumishin Shinko Company Limited          | ¥50             | 100.0%     | 0.0%                                            | June 1948      |
| Sumishin Business Service Company, Limited   | ¥50             | 100.0      | 0.0                                             | June 1986      |
| STB Personnel Service Co., Ltd               | ¥80             | 100.0      | 0.0                                             | July 1995      |
| STB Investment Corporation                   | ¥35             | 100.0      | 0.0                                             | March 2000     |
| Sumishin Loan Guaranty Company Limited       | ¥5,190          | 100.0      | 0.0                                             | November 1983  |
| Sumishin Guaranty Company Limited            | ¥7,100          | 98.8       | 0.3                                             | August 1977    |
| Sumishin Information Service Company Limited | ¥100            | 5.0        | 65.0                                            | February 1973  |
| Sumishin Card Company, Limited               | ¥50             | 5.0        | 50.0                                            | June 1983      |
| Sumishin Realty Company, Limited             | ¥300            | 5.0        | 70.0                                            | January 1986   |
| STB Asset Management Company, Limited        | ¥300            | 5.0        | 95.0                                            | November 1986  |
| STB Research Institute Co., Ltd              | ¥300            | 5.0        | 95.0                                            | July 1988      |
| STB Leasing Co., Ltd                         | ¥1,731          | 4.7        | 48.4                                            | July 1985      |
| International General Finance Co., Ltd       | ¥50             | 0.0        | 20.0                                            | September 1982 |
| Japan Trustee Services Bank, Ltd             | ¥50,000         | 50.0       | 0.0                                             | June 2000      |
| BUSINEXT CORPORATION                         | ¥3,000          | 40.0       | 0.0                                             | January 2001   |
| Japan Trustee Information Systems Ltd        | ¥200            | 5.0        | 45.0                                            | November 1988  |

## Overseas

|                                             | Millions        | Percentage points |                                                 |                |
|---------------------------------------------|-----------------|-------------------|-------------------------------------------------|----------------|
| Name                                        | Paid-in Capital | Ownership         | Group Ownership<br>other than<br>Sumitomo Trust | Established    |
| The Sumitomo Trust Finance (H.K.) Limited   | \$45.0          | 100.0%            | 0.0%                                            | July 1978      |
| Sumitomo Trust International plc            | £32.0           | 100.0             | 0.0                                             | October 1981   |
| Sumitomo Trust and Banking (Luxembourg) S.A | \$30.0          | 100.0             | 0.0                                             | April 1985     |
| Sumitomo Trust and Banking Co.(U.S.A.)      | \$77.9          | 100.0             | 0.0                                             | September 1987 |
| STB Finance Cayman Limited                  | \$0.01          | 100.0             | 0.0                                             | January 1993   |
| FCSC Corporation                            | \$0.1           | 100.0             | 0.0                                             | April 1996     |
| STB Cayman Capital Limited                  | \$0.01          | 100.0             | 0.0                                             | May 1997       |
| STB Preferred Capital (Cayman) Limited      | ¥85,000.0       | 100.0             | 0.0                                             | February 1999  |

<sup>\*</sup> As defined by the accounting principles accepted in Japan.

## BOARD OF DIRECTORS AND EXECUTIVE OFFICERS as of August 1, 2001





#### Chairman of the Board

Hitoshi Murakami \* (1)

# President & Chief Executive Officer

Atsushi Takahashi \* (2)

# Deputy President & Executive Officer

Koji lio \* (3)

## Senior Executive Officers

Yutaka Morita \* (4) Fujio Ido \* (5)

# Managing Executive Officers

Noriyuki Shoyama \* (6) Eiichi Tanabe \* (7) Hirokazu Mizukami \* (8) Yoji Yoshimura \* (9) Takahiko Otsuka \* (10) Takaaki Hatabe \* (11) Toshiharu Sakurai (12) Sakae Yashiro (13) Kazuo Miyakawa (14) Jiro Araki (15)

#### **Executive Officers**

Takashi Nakamura \*
Jumpei Norimatsu \*
Hideo Fujii
Yotaro Fujiwara
Kazuyuki Isono
Takehisa Takagi
Naoki Taninaka
Masao Shibuya
Shuichi Shimizu
Shoji Morii
Masaru Suzuki
Ikuho Inoue

# Standing Statutory Auditor

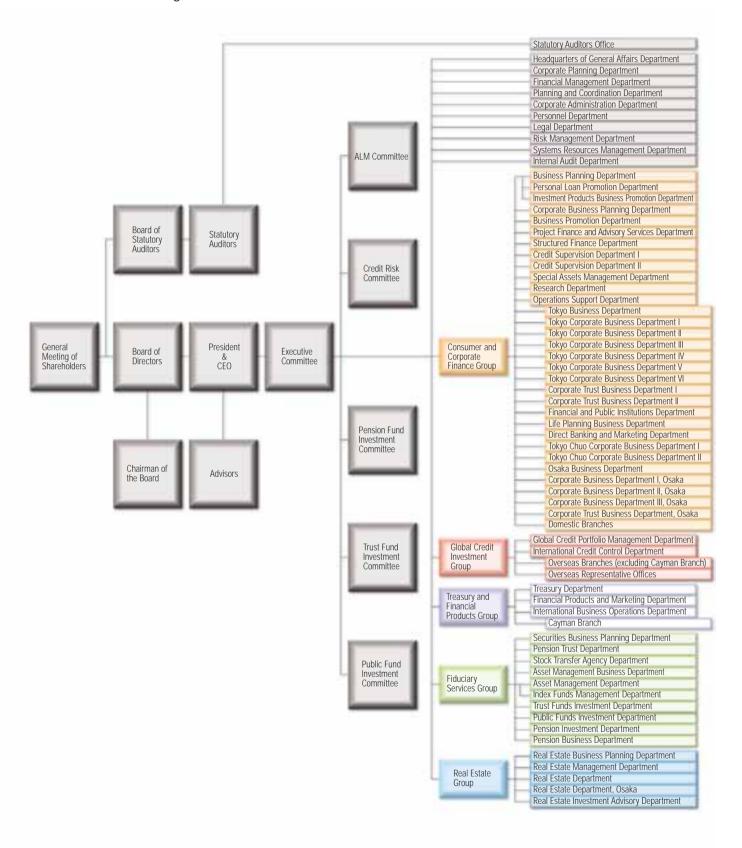
Shigeru Tomoda

# **Statutory Auditors**

Masao Inoue Tsukasa Ooshima Akio Yamazaki Masahiro Tanaka

\*Director

### ORGANIZATION as of August 1, 2001



#### CORPORATE DATA as of March 31, 2001

#### **Head Office**

5-33, Kitahama 4-chome, Chuo-ku, Osaka 540-8639, Japan Telephone: 81-6-6220-2121

## Tokyo Office

4-4, Marunouchi 1-chome, Chiyoda-ku Tokyo 100-8233, Japan Telephone: 81-3-3286-1111

## Date of Establishment

July 1925

### Paid-in Capital

¥283,985 million

## Number of Employees

5,202

## Independent Public Accountants

Asahi & Co., A Member Firm of Andersen Worldwide SC

# Authorized Stock (Thousands)

Common Stock: 3,000,000 Preferred Stock: 250,000

# **Issued Stock** (Thousands)

Common Stock: 1,451,977 Preferred Stock: 125,000

# Number of Stockholders

Common Stock: 24,592 Preferred Stock: 1

## Principal Stockholders

Common Stock

The 10 principal stockholders of the Bank and their respective holdings of shares at March 31, 2001 were as follows.

|                                      | Percentage of<br>Total Shares<br>in Issue | Number of<br>Shares Held<br>(Thousands) |
|--------------------------------------|-------------------------------------------|-----------------------------------------|
| Japan Trustee                        |                                           |                                         |
| Services Bank Ltd. (Trust Accounts)  | 3.62%                                     | 52,655                                  |
| The Mitsubishi Trust and             |                                           |                                         |
| Banking Corporation (Trust Accounts) | 2.70                                      | 39,269                                  |
| Sumitomo Life Insurance Company      | 2.31                                      | 33,589                                  |
| The Sumitomo Bank, Limited*          | 2.22                                      | 32,304                                  |
| NEC Corporation                      | 1.72                                      | 25,065                                  |
| Kubota Corporation                   | 1.65                                      | 23,984                                  |
| State Street Bank and Trust Company  | 1.36                                      | 19,876                                  |
| The Toyo Trust and Banking Co., Ltd. |                                           |                                         |
| (Trust Accounts)                     | 1.31                                      | 19,108                                  |
| Morgan Stanley and                   |                                           |                                         |
| Company International Limited        | 1.28                                      | 18,634                                  |
| The Sumitomo Warehouse Co., Ltd      | 1.25                                      | 18,200                                  |
| Total                                | 19.46%                                    | 282,686                                 |

<sup>\*</sup> The Sumitomo Bank, Limited merged with The Sakura Bank Ltd. on April 1, 2001, and has become The Sumitomo Mitsui Banking Corporation.

#### Preferred Stock

|                    | Percentage of<br>Total Shares<br>in Issue | Number of<br>Shares Held<br>(Thousands) |
|--------------------|-------------------------------------------|-----------------------------------------|
| The Resolution and |                                           |                                         |
| Collection Corp    | 100.00%                                   | 125,000                                 |
| Total              | 100.00%                                   | 125.000                                 |

#### A Cautionary Note on Forward-Looking Statements

This annual report contains forward-looking statements about Sumitomo Trust ("the Bank")'s future plans and strategies, which are not historical facts but are based on the Bank's assumptions and beliefs judged from the information currently available and are subject to a number of risks and uncertainties. This may cause actual results to differ materially from those projected. Thus, readers are advised that, when the words "plan," "expected," "will," or other similar expressions which might bear forward-looking impacts are used in this report, such are not guarantees of the Bank's future performance and therefore should not be unduly relied upon or be read as terms used for solicitation purposes.

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