



SuMi TRUST
SUMITOMO MITSUI TRUST GROUP

Summary of Financial Results for FY2017

May 11, 2018

Summary of results for FY2017

- ▶ Steady progress as the first year of new Mid-Term Plan (Plan-to-Actual Ratio: Net business profit before credit costs 104%, Net income 103%)
- ▶ While recognizing the growth in fee business segments where our trust businesses have competitive advantage such as asset management/administration and real estate, improvement in profitability of loans/investments businesses due to asset margin improvement and prudent management of funding costs, we have made some headway in areas such as mitigation of financial risk and future cost reduction
- ▶ Various KPIs such as fee income ratio steadily improving in line with Mid-Term Plan's FY19 projection.

<Major KPIs>

| | (Yen bn) | FY16 | FY17 | | | FY18 | Change from FY17 | FY19 | |
|---|---|-----------|---------|---------|------------------|--------------|------------------|--------|------------------|
| | | Actual | Plan | Actual | Change from FY16 | Against Plan | | Plan | Medium term plan |
| 1 | Net business profit before credit costs | 232.3 | 260.0 | 270.5 | 38.1 | 10.5 | 280.0 | 9.4 | 300.0 |
| 2 | Gross business profit before credit costs | 654.5 | 685.0 | 705.7 | 51.1 | 20.7 | 715.0 | 9.2 | 730.0 |
| 3 | Substantial G&A expenses | (422.2) | (425.0) | (435.1) | (12.9) | (10.1) | (435.0) | 0.1 | (430.0) |
| 4 | Net income | 121.4 | 150.0 | 153.9 | 32.5 | 3.9 | 165.0 | 11.0 | 180.0 |
| 5 | Fee income ratio | 62.3% (*) | | 57.4% | (4.9%) | | | | 55-60% |
| 6 | Overhead ratio | 64.5% | 62.0% | 61.7% | (3.1%) | (0.3%) | 60.8% | (0.9%) | 55-60% |
| 7 | Return on shareholders' equity | 6.07% | | 7.40% | 1.33% | | | | Approx. 8% |
| 8 | Common Equity Tier 1 capital ratio | 11.19% | | 11.33% | 0.14% | | | | Approx. 10% |

<Per share information>

| | (Yen) | FY16 | FY17 | | FY18 |
|----|--------------------------|--------|--------|--------|----------|
| | | Actual | Actual | Change | Forecast |
| 9 | Earnings per share (EPS) | 317 | 403 | 86 | 422 |
| 10 | Dividend per share (DPS) | 130 | 130 | - | 130 |

| | (Yen) | Mar. 17 | Mar. 18 | Change |
|--|-------|---------|----------------------------|--------|
| | | 11 | Net assets per share (BPS) | |

<Shareholders' return>

| | FY17 | FY18 | |
|----|-----------------------|----------|-------|
| | Actual | Forecast | |
| 12 | Dividend payout ratio | 32.1% | 30.0% |
| 13 | Total payout ratio | 37.4% | |

(Reference: Shareholder Return Policy)

While maintaining a consolidated dividend payout ratio of around 30%, we shall aim to gradually raise the total payout ratio to around 40% to enhance shareholder returns over the medium term.

(*) Fee income ratio for FY16 rose primarily due to fall in market related profit depressing gross business profit before credit costs. Average of fee income ratio between FY12 and FY15 was 55.1%.

Overview of profits

| (Yen bn) | | FY16 | FY17 | Change |
|----------|--|---------|---------|--------|
| 1 | Net business profit before credit costs (*1) | 232.3 | 270.5 | 38.1 |
| 2 | Substantial gross business profit (*1) | 654.5 | 705.7 | 51.1 |
| 3 | Net interest income and related profit | 246.8 | 208.2 | (38.6) |
| 4 | Net fees and commissions and related profit | 408.3 | 405.4 | (2.8) |
| 5 | Other profit | (0.6) | 92.1 | 92.7 |
| 6 | Substantial G&A expenses (*1) | (422.2) | (435.1) | (12.9) |
| 7 | Total credit costs | (28.5) | 2.9 | 31.5 |
| 8 | Net gains on stocks | 36.4 | 6.3 | (30.1) |
| 9 | Other net non-recurring profit | (43.9) | (47.2) | (3.3) |
| 10 | Ordinary profit | 196.3 | 232.6 | 36.2 |
| 11 | Extraordinary profit | (5.2) | 6.1 | 11.4 |
| 12 | Income before income taxes | 191.1 | 238.8 | 47.6 |
| 13 | Total income taxes | (56.9) | (73.0) | (16.1) |
| 14 | Income attributable to non-controlling interests | (12.7) | (11.7) | 0.9 |
| 15 | Net income | 121.4 | 153.9 | 32.5 |
| 16 | Return on shareholders' equity | 6.07% | 7.40% | 1.33% |
| 17 | Dividend per share (DPS) (Yen) | 130 | 130 | - |
| 18 | Earnings per share (EPS) (Yen) | 317 | 403 | 86 |
| 19 | Number of shares issued (mn shares) (*2) | 382.8 | 381.2 | (1.5) |

(*1) "Net business profit before credit costs", "Substantial gross business profit" and "Substantial G&A expenses" are based on managerial accounting, taking gross income and expenses from affiliates into consideration.

(*2) Average number of common shares outstanding (excluding treasury stocks) during the period.

Net business profit before credit costs

- Increase of ¥38.1bn YoY, primarily due to non-recurrence of last year's fall in market related profit
- Effective loans/investments earnings improved due primarily to improvement of domestic loan-deposit margin (UP ¥1.8bn YoY, P6)
- Steady increase of fee income from asset management/administration and real estate businesses
Effective net fees and commissions and related profit increased, excluding decrease from inheritance related fees which was temporarily boosted last year (DOWN ¥4.7bn YoY, P6)

Total credit costs

- Limited instance of new bad loans
- Net profit of ¥2.9bn recorded from reversal of loan-loss reserves due to decrease in balances of problem loans from repayment by certain borrowers

Net gains on stocks

- Progress made in reduction of strategic-shareholdings (reduction of ¥35.2bn, profit of ¥36.4bn from disposal), loss of ¥34.8bn recorded due to divestment and reinvestment of hedge investment trust positions with aim to improve average holding cost

Other net non-recurring profit / Extraordinary profit

- Divestiture of office building (¥15.0bn profit) to optimize office utilization
One-time write down of IT related expenses

Net income

- Increase of ¥32.5bn YoY
- Steady progress for first year of Mid-Term plan (Planned ¥150bn, achievement ratio 103%)

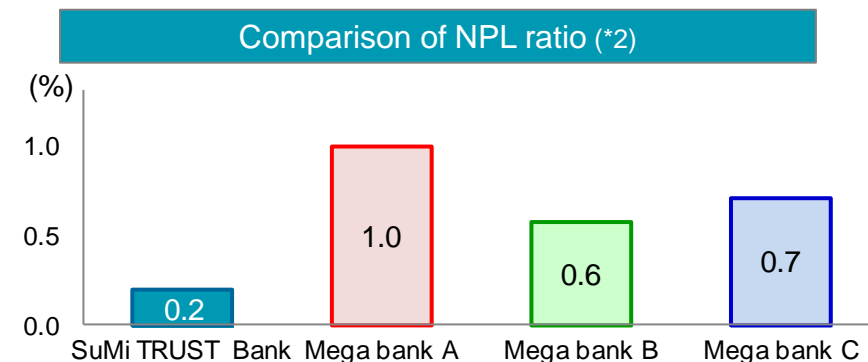
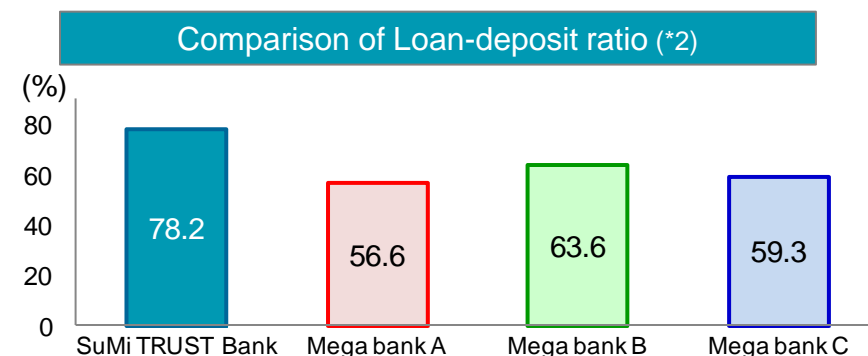
Overview of balance sheet

| | | (Yen bn) | | |
|----|--|-----------|-----------|---------|
| | | Mar. 2017 | Mar. 2018 | Change |
| 1 | Assets | 65,453.7 | 68,356.7 | 2,903.0 |
| 2 | Cash and due from banks | 26,944.4 | 28,841.3 | 1,896.8 |
| 3 | Securities | 5,127.7 | 5,537.6 | 409.9 |
| 4 | Loans and bills discounted | 28,040.4 | 28,190.5 | 150.1 |
| 5 | Other assets | 5,341.0 | 5,787.2 | 446.1 |
| 6 | Liabilities | 62,662.0 | 65,484.4 | 2,822.4 |
| 7 | Deposits and NCD | 43,327.4 | 43,915.1 | 587.7 |
| 8 | Borrowed money from trust account | 10,274.1 | 11,070.7 | 796.5 |
| 9 | Other liabilities | 9,060.4 | 10,498.5 | 1,438.1 |
| 10 | Total net assets | 2,791.6 | 2,872.3 | 80.6 |
| 11 | Total shareholders' equity | 2,031.6 | 2,127.8 | 96.1 |
| 12 | Total accumulated OCI | 430.9 | 496.8 | 65.8 |
| 13 | Minority interests, etc. | 329.0 | 247.6 | (81.4) |
| 14 | Net assets per share (BPS) (Yen) | 6,437 | 6,897 | 459 |
| 15 | Number of shares issued (mn shares) (*1) | 382.5 | 380.5 | (2.0) |

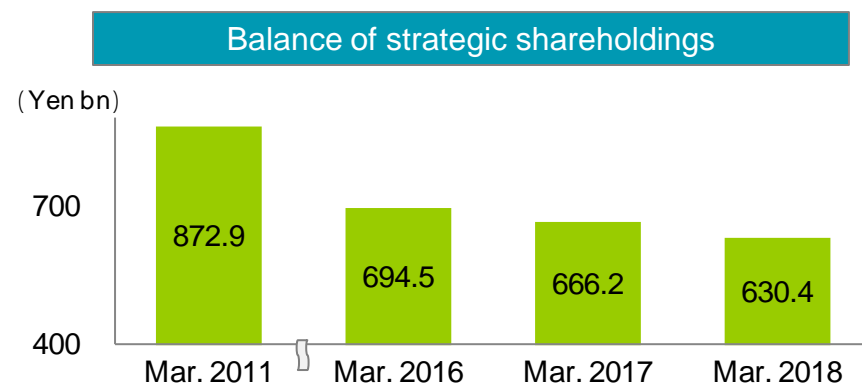
(Reference)

| | | | | |
|----|--------------------------------------|-------|-------|--------|
| 16 | Loan-deposit ratio (SuMi TRUST Bank) | 77.1% | 78.2% | 1.1% |
| 17 | NPL ratio (SuMi TRUST Bank) | 0.2% | 0.2% | (0.0%) |

(*1) Number of common shares issued (excluding treasury stocks) as of the date above



(*2) SuMi TRUST Bank: as of Mar. 2018 Other Mega banks: as of Sep. 2017



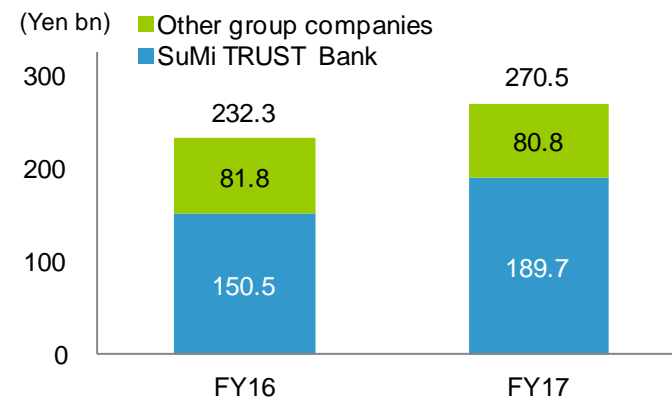
Profit by group company

| | | (Yen bn) | | |
|----|--|----------|-------|--------|
| | | FY16 | FY17 | Change |
| 1 | Net business profit before credit costs (*1) | 232.3 | 270.5 | 38.1 |
| 2 | o/w SuMi TRUST Bank | 150.5 | 189.7 | 39.2 |
| 3 | SuMi TRUST AM | 6.2 | 5.5 | (0.7) |
| 4 | Nikko AM (*2) | 9.1 | 13.3 | 4.1 |
| 5 | SuMi TRUST Realty | 4.8 | 5.8 | 0.9 |
| 6 | SuMi TRUST Panasonic Finance (*2) | 11.6 | 12.8 | 1.1 |
| 7 | SuMi TRUST Loan & Finance | 9.9 | 10.2 | 0.3 |
| 8 | SBI Sumishin Net Bank (*2) | 7.5 | 7.9 | 0.4 |
| 9 | SuMi TRUST Guarantee (*2) | 12.0 | 11.9 | (0.1) |
| 10 | SuMi TRUST Club | 5.6 | 2.9 | (2.6) |
| 11 | Effect of purchase accounting method | (2.7) | (2.7) | (0.0) |
| 12 | Net income (*1) | 121.4 | 153.9 | 32.5 |
| 13 | o/w SuMi TRUST Bank | 77.6 | 117.9 | 40.3 |
| 14 | SuMi TRUST AM | 4.3 | 3.7 | (0.5) |
| 15 | Nikko AM (*2) | 4.7 | 7.5 | 2.7 |
| 16 | SuMi TRUST Realty | 3.5 | 4.1 | 0.6 |
| 17 | SuMi TRUST Panasonic Finance (*2) | 5.8 | 5.1 | (0.6) |
| 18 | SuMi TRUST Loan & Finance | 6.8 | 6.9 | 0.0 |
| 19 | SBI Sumishin Net Bank (*2) | 4.9 | 5.2 | 0.2 |
| 20 | SuMi TRUST Guarantee (*2) | 7.9 | 8.3 | 0.3 |
| 21 | SuMi TRUST Club | 2.5 | (0.2) | (2.7) |
| 22 | Effect of purchase accounting method | 7.9 | (0.4) | (8.3) |

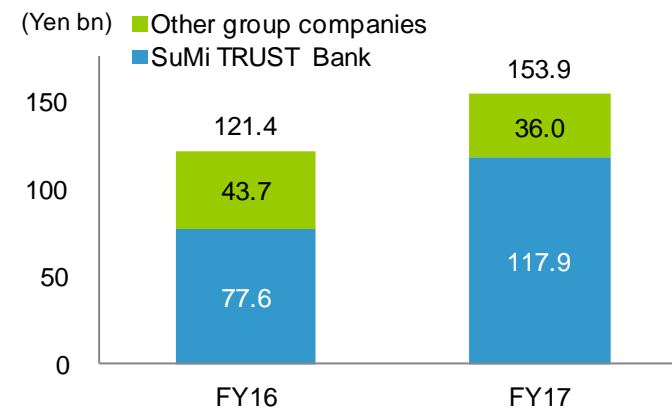
(*1) Figures on the table above are contribution of group companies, which are substantive amount excluding consolidation adjustment that do not relate directly to the group companies' business results.

(*2) Consolidated basis

Breakdown of Net business profit before credit cost



Breakdown of Net income

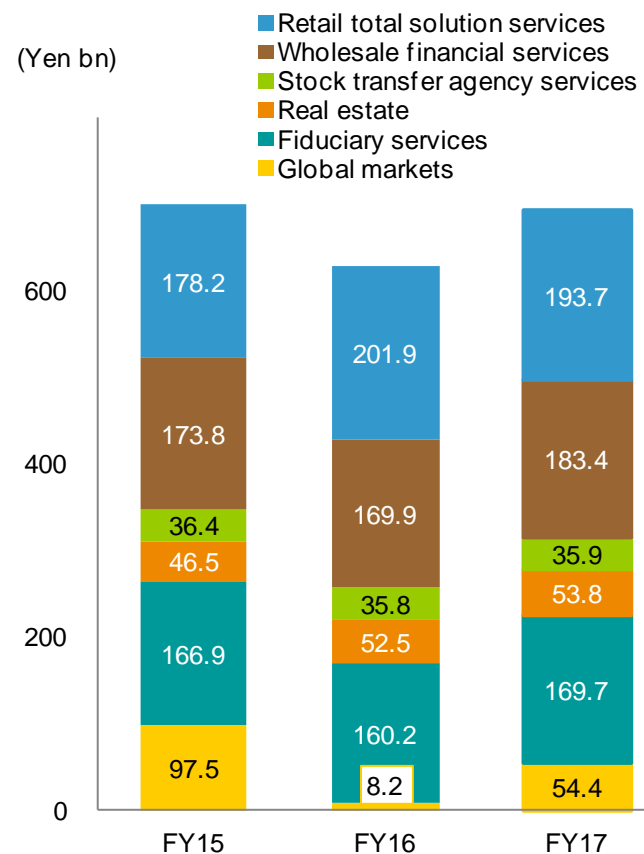


Profit by business segment

| (Yen bn) | | FY16 | FY17 | Change |
|----------|---|---------|---------|--------|
| 1 | Net business profit before credit costs | 232.3 | 270.5 | 38.1 |
| 2 | Substantial gross business profit | 654.5 | 705.7 | 51.1 |
| 3 | Retail total solution services | 201.9 | 193.7 | (8.2) |
| 4 | SuMi TRUST Bank | 140.2 | 132.8 | (7.4) |
| 5 | Other group companies | 61.7 | 60.8 | (0.8) |
| 6 | Wholesale financial services (*) | 169.9 | 183.4 | 13.4 |
| 7 | SuMi TRUST Bank | 118.5 | 128.6 | 10.0 |
| 8 | Other group companies | 51.3 | 54.7 | 3.4 |
| 9 | Stock transfer agency services | 35.8 | 35.9 | 0.1 |
| 10 | SuMi TRUST Bank | 19.6 | 20.1 | 0.5 |
| 11 | Other group companies | 16.1 | 15.8 | (0.3) |
| 12 | Real estate | 52.5 | 53.8 | 1.3 |
| 13 | SuMi TRUST Bank | 32.0 | 32.1 | 0.1 |
| 14 | Other group companies | 20.4 | 21.6 | 1.1 |
| 15 | Fiduciary services | 160.2 | 169.7 | 9.5 |
| 16 | SuMi TRUST Bank | 61.2 | 62.7 | 1.4 |
| 17 | Other group companies | 98.9 | 107.0 | 8.0 |
| 18 | Global markets | 8.2 | 54.4 | 46.1 |
| 19 | Substantial G&A Expenses | (422.2) | (435.1) | (12.9) |
| 20 | SuMi TRUST Bank | (232.7) | (237.0) | (4.3) |
| 21 | Other group companies | (189.4) | (198.0) | (8.6) |

(*) Combined total of Wholesale total solution services and Wholesale asset management

Breakdown by business segment



Overview of profit (SuMi TRUST Bank)

| | (Yen bn) | FY16 | FY17 | Change |
|----|--|---------|---------|--------|
| 1 | Net business profit before credit costs | 150.5 | 189.7 | 39.2 |
| 2 | Gross business profit | 383.3 | 426.8 | 43.5 |
| 3 | Net interest income and related profit | 216.7 | 176.5 | (40.1) |
| 4 | Net fees and commissions and related profit | 196.9 | 190.2 | (6.6) |
| 5 | Net trading profit | 17.0 | 10.4 | (6.6) |
| 6 | Net other operating profit | (47.3) | 49.5 | 96.9 |
| 7 | o/w Net gains on foreign exchange transactions | 28.6 | 45.3 | 16.7 |
| 8 | Net gains on bonds | (96.9) | (5.7) | 91.2 |
| 9 | Net gains from derivatives (*1) | 21.1 | 9.4 | (11.7) |
| 10 | General and administrative expenses | (232.7) | (237.0) | (4.3) |
| 11 | Total credit costs | (24.9) | 7.0 | 31.9 |
| 12 | Other non-recurring profit | (8.2) | (23.8) | (15.5) |
| 13 | o/w Net gains on stocks | 31.3 | 5.9 | (25.3) |
| 14 | Amortization of net actuarial losses | (28.5) | (16.3) | 12.2 |
| 15 | Ordinary profit | 117.3 | 172.9 | 55.6 |
| 16 | Extraordinary profit | (5.9) | (8.3) | (2.3) |
| 17 | Income before income taxes | 111.3 | 164.6 | 53.3 |
| 18 | Total income taxes | (33.6) | (46.6) | (13.0) |
| 19 | Net income | 77.6 | 117.9 | 40.3 |

(*1) Net gains from derivatives other than for trading or hedging

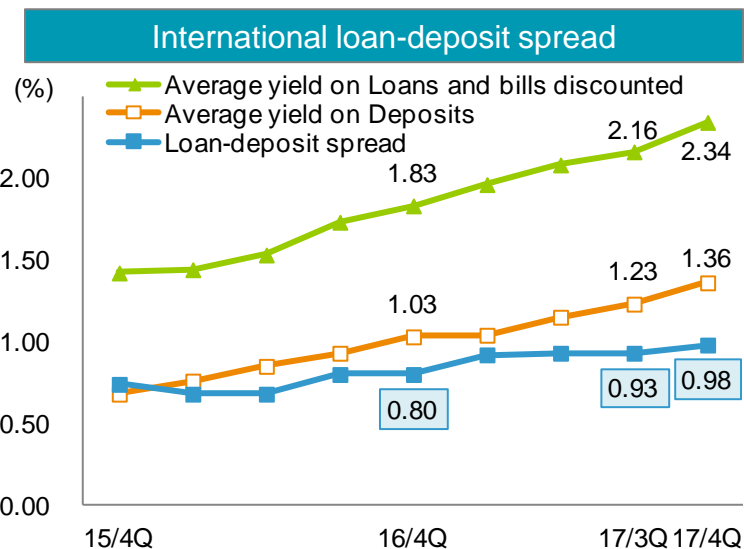
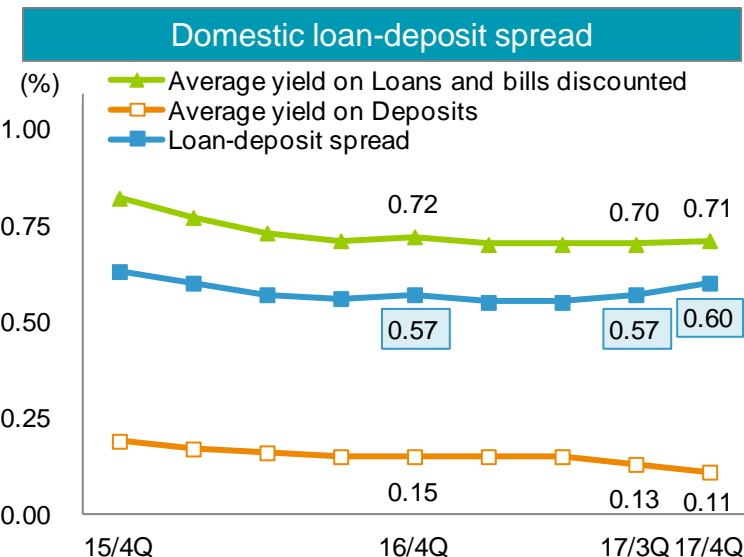
| | FY16 | FY17 | Change | |
|----|---|--------|--------|--------|
| 20 | Net interest income and related profit | 216.7 | 176.5 | (40.1) |
| 21 | Net interest income | 203.2 | 163.3 | (39.9) |
| 22 | Domestic business | 141.0 | 143.4 | 2.3 |
| 23 | International business | 62.1 | 19.8 | (42.2) |
| 24 | o/w Profit from unwinding of asset swaps (hedge accounting) | 28.6 | - | (28.6) |
| 25 | Trust fees (*2) | 13.4 | 13.2 | (0.2) |
| 26 | o/w Profit attributable to deployment of surplus foreign currency funds | 16.2 | 29.5 | 13.3 |
| 27 | (Ref.) Effective interest related earnings (*3) | 204.2 | 206.1 | 1.8 |
| 28 | Net fees and commissions and related profit | 196.9 | 190.2 | (6.6) |
| 29 | o/w Investment management consulting | 58.8 | 58.1 | (0.6) |
| 30 | Asset management/administration | 61.2 | 62.7 | 1.4 |
| 31 | Real estate brokerage | 25.4 | 26.1 | 0.6 |
| 32 | Stock transfer agency services | 19.6 | 20.1 | 0.5 |
| 33 | Inheritance related services | 9.4 | 4.6 | (4.7) |
| 34 | Wholesale credit related | 36.0 | 34.4 | (1.5) |
| 35 | Net gains on bonds | (96.9) | (5.7) | 91.2 |
| 36 | Domestic bonds | 1.6 | 0.0 | (1.5) |
| 37 | Foreign bonds | (98.5) | (5.8) | 92.7 |

(*2) Trust fees from principal guaranteed trust a/c

(*3) Net interest income and related profit - Profit from unwinding of asset swaps (hedge accounting) + Profit attributable to deployment of surplus foreign currency funds

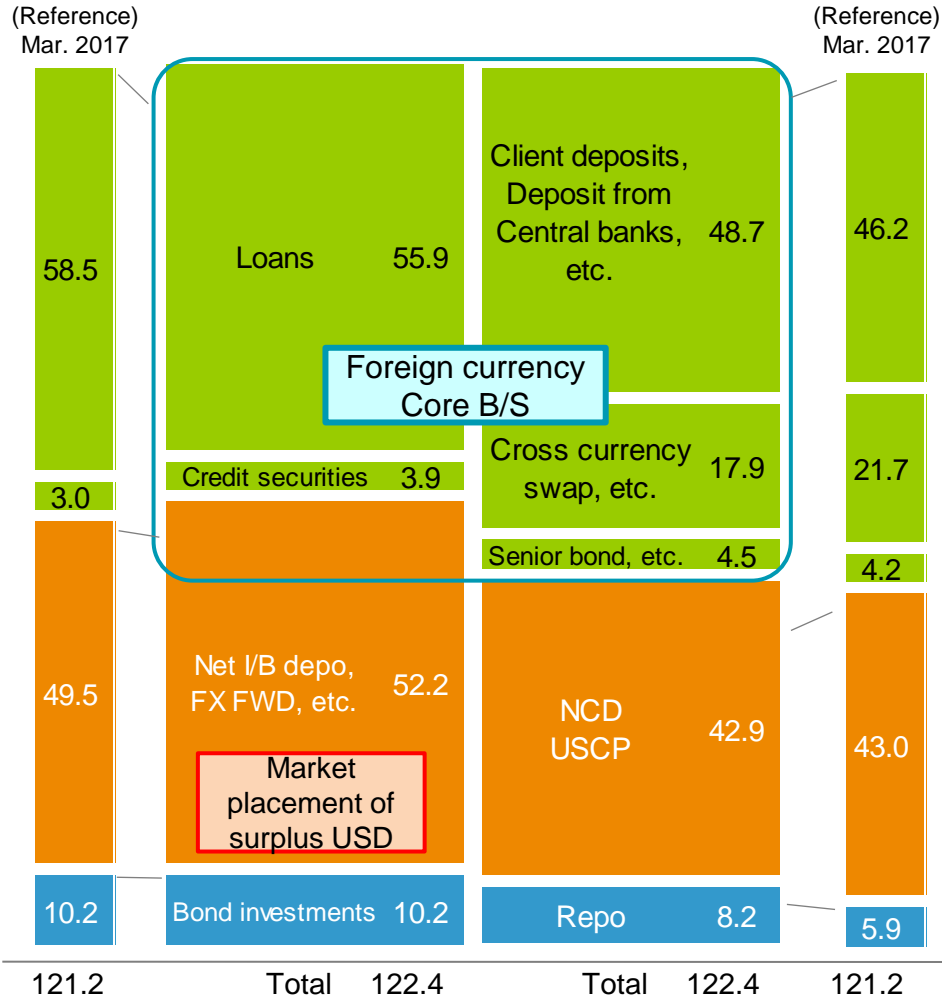
Net interest income (SuMi TRUST Bank)

| | FY17 | | | | | |
|--|---|------------------|---------------|------------------|-----------------|------------------|
| | Average Balance | Change from FY16 | Average Yield | Change from FY16 | Income/Expenses | Change from FY16 |
| 1 Net interest income | (Average balance: Yen trn) (Income/Expenses: Yen bn) | | | | 163.3 | (39.9) |
| 2 Domestic business | | | 0.40% | 0.00% | 143.4 | 2.3 |
| 3 Interest-earning assets | 35.68 | 2.58 | 0.57% | (0.05%) | 204.4 | (2.3) |
| 4 o/w Loans and bills discounted | 21.10 | 1.05 | 0.70% | (0.03%) | 149.2 | 1.4 |
| 5 Securities | 3.20 | 0.12 | 1.45% | (0.07%) | 46.5 | (0.5) |
| 6 Income on swaps | --- | --- | --- | --- | 2.7 | (2.1) |
| 7 Interest-bearing liabilities | 35.10 | 2.68 | 0.17% | (0.03%) | (61.0) | 4.7 |
| 8 o/w Deposits | 23.12 | 0.25 | 0.14% | (0.02%) | (32.4) | 4.5 |
| 9 Borrowings from trust a/c | 2.67 | - | 0.49% | 0.00% | (13.1) | 0.1 |
| 10 International business | | | 0.15% | (0.37%) | 19.8 | (42.2) |
| 11 Interest-earning assets | 11.95 | (0.03) | 1.74% | 0.32% | 208.3 | 37.4 |
| 12 o/w Loans and bills discounted | 6.68 | (0.54) | 2.12% | 0.48% | 142.3 | 23.6 |
| 13 Securities | 1.87 | (0.17) | 2.13% | 0.41% | 40.1 | 4.6 |
| 14 Interest-bearing liabilities | 11.79 | (0.22) | 1.59% | 0.69% | (188.4) | (79.7) |
| 15 o/w Deposits | 5.09 | 0.53 | 1.20% | 0.30% | (61.2) | (19.8) |
| 16 NCD / USCP | 4.04 | 0.03 | 1.15% | 0.35% | (46.5) | (14.1) |
| 17 Repo | 1.35 | 0.04 | 1.22% | 0.60% | (16.6) | (8.3) |
| 18 Expenses on swaps | --- | --- | --- | --- | (35.8) | (29.9) |
| 19 (+) Trust fees from principal guaranteed trust a/c | | | | | 13.2 | (0.2) |
| 20 (+) Profit attributable to deployment of surplus foreign currency funds | | | | | 29.5 | 13.3 |
| 21 (-) Profit from unwinding of asset swaps (hedge accounting) | | | | | - | (28.6) |
| 22 Effective interest related earnings | | | | | 206.1 | 1.8 |
| 23 (Ref.) Loan-deposit spread / income in domestic business | | | 0.56% | (0.01%) | 116.7 | 6.0 |



(Reference) Status of foreign currency balance sheet (SuMi TRUST Bank)

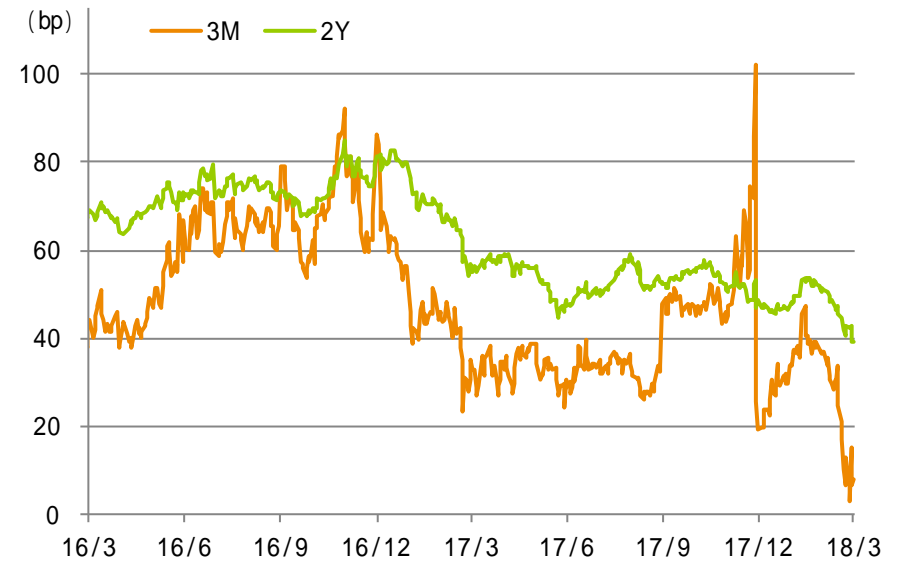
Foreign currency B/S (as of Mar. 2018) (USD bn)



Foreign currency ALM management

- Loans and credit securities constituting core foreign currency denominated assets, are funded by “sticky” client deposits and central bank deposits as well as “long term” yen swaps and senior bonds issuance.
- Short term funds sourced through NCD/USCP markets are categorized as contingent funding buffer for foreign currency B/S, and the funds are utilized in the inter-bank or foreign exchange market.

Basis swap spread (CCS) (USD/JPY)



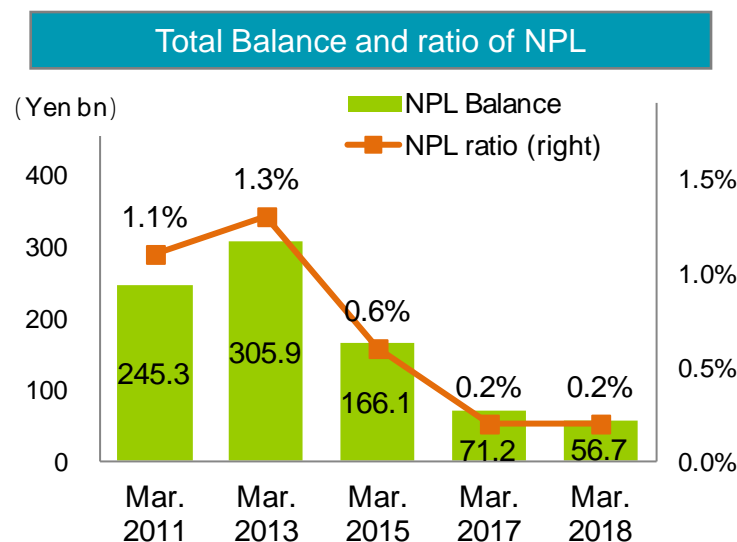
Total credit costs and problem assets

| [Total credit costs] | | FY16 | FY17 | | Major factors (FY17) | |
|----------------------|--|--------|-------|-------|----------------------|--|
| (Yen bn) | 1H | | 2H | FY17 | | |
| 1 | SuMi TRUST Bank | (24.9) | 5.3 | 1.7 | 7.0 | Downgraded: Approx. (8.0) Upgraded: Approx. +4.0 Decrease in loan balance, etc. (including recoveries): Approx. +11.0 |
| 2 | General allowance for loan losses | (27.9) | 6.1 | 4.5 | 10.6 | |
| 3 | Specific allowance for loan losses | 1.9 | 0.1 | (2.9) | (2.8) | |
| 4 | Recoveries of written-off claims | 1.7 | 0.2 | 0.5 | 0.8 | |
| 5 | Losses on sales of claims, written-off | (0.6) | (1.2) | (0.3) | (1.6) | |
| 6 | Other group companies, etc. | (3.5) | (0.7) | (3.3) | (4.0) | SuMi TRUST Panasonic Finance (2.1), SuMi TRUST Club (1.3) |
| 7 | Total | (28.5) | 4.6 | (1.6) | 2.9 | |

| [NPL (SuMi TRUST Bank)] | | Mar. 2018 | Coverage ratio (*1) | Allowance ratio (*2) | Change from Mar. 2017 |
|-------------------------|---|-----------|---------------------|----------------------|-----------------------|
| (Yen bn) | | | | | |
| 8 | NPL | 56.7 | 95.8% | 78.4% | (14.5) |
| 9 | NPL ratio (ratio to Total loan balance) | 0.2% | --- | --- | (0.0%) |
| 10 | Bankrupt and practically bankrupt | 12.0 | 100.0% | 100.0% | 4.1 |
| 11 | Doubtful | 27.0 | 92.9% | 74.6% | (8.4) |
| 12 | Substandard | 17.7 | 97.4% | 34.7% | (10.2) |
| 13 | Other special mention debtors | 548.5 | --- | --- | (7.1) |
| 14 | Ordinary assets | 28,213.3 | --- | --- | 104.9 |
| 15 | Total loan balance | 28,818.4 | --- | --- | 83.3 |

(*1) (Collateral value + allowance for loan losses) / Loan balance

(*2) Allowance for loan losses / (Loan balance - Collateral value after considering haircuts)



Securities portfolio

[Securities with fair value]

| | (Yen bn) | Costs | | Unrealized gains/losses (*1) | |
|------------------------------------|----------|-----------|-----------------------|------------------------------|-----------------------|
| | | Mar. 2018 | Change from Mar. 2017 | Mar. 2018 | Change from Mar. 2017 |
| 1 Available-for-sale securities | 4,362.1 | 392.7 | 739.2 | 53.6 | |
| 2 Japanese stocks | 630.4 | (35.8) | 876.2 | 145.7 | |
| 3 Japanese bonds | 815.8 | (29.9) | 2.2 | 0.5 | |
| 4 Others | 2,915.7 | 458.5 | (139.2) | (92.6) | |
| 5 Held-to-maturity debt securities | 264.9 | (79.7) | 21.9 | (4.9) | |

[Securities with fair value (SuMi TRUST Bank)]

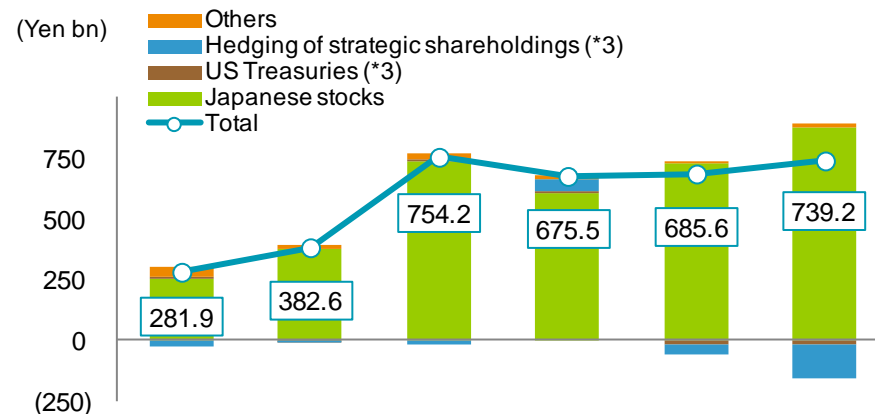
| | | | | |
|--|---------|---------|---------|--------|
| 6 Available-for-sale securities | 4,361.3 | 440.0 | 754.0 | 49.9 |
| 7 Japanese stocks | 606.4 | (33.3) | 897.2 | 143.0 |
| 8 Japanese bonds | 887.7 | 8.1 | 0.9 | 0.7 |
| 9 o/w Government bonds | 241.3 | 70.8 | 0.1 | 0.2 |
| 10 Others | 2,867.2 | 465.2 | (144.2) | (93.7) |
| 11 Domestic investment | 82.1 | (11.5) | 1.7 | (0.1) |
| 12 International investment | 1,254.0 | (75.8) | (16.8) | (0.9) |
| 13 o/w US Treasury | 496.1 | (285.9) | (18.7) | (1.4) |
| 14 Others (Investment trust, etc.) | 1,530.9 | 552.6 | (129.1) | (92.5) |
| 15 o/w for hedging of strategic shareholdings (*2) | 1,346.6 | 469.5 | (134.3) | (97.5) |

(*1) Figures for "Japanese stocks" are based on average daily prices in the month which the record date belongs to.

(*2) Of which hedging effect under capital regulation is recognized: Costs JPY882.1bn, Unrealized gains/losses JPY(110.6)bn

| | | | | |
|-------------------------------------|-------|--------|------|-------|
| 16 Held-to-maturity debt securities | 193.5 | (69.8) | 21.8 | (5.0) |
| 17 o/w Government bonds | 119.1 | (20.8) | 19.8 | (0.2) |
| 18 International investment | 35.7 | (46.2) | 1.4 | (5.1) |

Unrealized gains/losses of AFS securities with fair value



Mar. 2013 Mar. 2014 Mar. 2015 Mar. 2016 Mar. 2017 Mar. 2018

(*3) SuMi TRUST Bank

Reduction of strategic shareholdings (*4)

| | (Yen bn) | FY16 | | FY17 | |
|---------------------|----------|------|------|------|------|
| | | 1H | 2H | 1H | 2H |
| 19 Reduction amount | | 5.1 | 32.2 | 13.3 | 21.9 |

(Ref.) Cumulative reduction since merger (from FY11 to FY17): ¥281.4bn

Cumulative reduction based on current plan (from FY16 to FY20): ¥67.4bn

(*4) Purchase cost of listed shares

Securities portfolio of Global markets (*5)

| | (Yen bn) | 10BPV (*6) | | Duration (years) (*6) | |
|-----------|----------|------------|-----------------------|-----------------------|-----------------------|
| | | Mar. 2018 | Change from Mar. 2017 | Mar. 2018 | Change from Mar. 2017 |
| 20 JPY | 2.6 | 0.6 | 6.8 | 0.8 | |
| 21 Others | 2.9 | (4.8) | 4.0 | (4.0) | |

(*5) Managerial reporting basis; "HTM debt securities" and "AFS securities" are combined

(*6) In the calculation of 10BPV and duration, investment balance hedged by derivatives transactions, etc. were excluded and hedging effect utilizing investment trust taken into consideration

Capital

- ▶ Common Equity Tier 1 capital ratio: UP 0.29 percentage points from Mar. 2017 to 11.33%, though risk assets increased, increase in retained earnings contributed to accumulation of common equity. 0.14 percentage point increase YoY on a fully loaded basis
- ▶ Leverage ratio and liquidity coverage ratio both improved from Mar. 2017. We have maintained levels well in excess of regulatory requirements

| <Capital and total risk-weighted assets> (Yen bn) | | Mar. 2017 Actual | Mar. 2018 Preliminary | Change |
|--|------------------------------------|---------------------|--------------------------|-----------|
| 1 | Total capital ratio | 16.42% | 16.31% | (0.11%) |
| 2 | Tier 1 capital ratio | 13.54% | 13.74% | 0.20% |
| 3 | Common Equity Tier 1 capital ratio | 11.04% | 11.33% | 0.29% |
| 4 | Total capital | 3,185.8 | 3,348.1 | 162.3 |
| 5 | Tier 1 capital | 2,625.7 | 2,821.4 | 195.6 |
| 6 | Common Equity Tier 1 capital | 2,141.8 | 2,325.8 | 183.9 (1) |
| 7 | Instruments and reserves | 2,360.8 | 2,602.7 | 241.9 |
| 8 | Regulatory adjustments | (218.9) | (276.9) | (57.9) |
| 9 | Additional Tier 1 capital | 483.8 | 495.5 | 11.7 |
| 10 | Tier 2 capital | 560.1 | 526.7 | (33.3) |
| 11 | Total risk-weighted assets | 19,391.9 | 20,522.9 | 1,131.0 |
| 12 | Credit risk | 17,855.8 | 18,352.1 | 496.3 (2) |
| 13 | Market risk | 551.4 | 1,163.8 | 612.4 (3) |
| 14 | Operational risk | 984.6 | 1,006.8 | 22.2 |

< Reference > Fully-loaded basis (*1)

| | | | | |
|----|---|----------|----------|---------|
| 15 | Common Equity Tier 1 capital ratio | 11.19% | 11.33% | 0.14% |
| 16 | Common Equity Tier 1 capital | 2,166.5 | 2,325.8 | 159.2 |
| 17 | Accumulated other comprehensive income (*2) | 430.9 | 496.8 | 65.8 |
| 18 | Total risk-weighted assets | 19,352.6 | 20,522.9 | 1,170.3 |

(*1) Fully-loaded basis: Pro forma figures without considering transitional arrangements concerning "Regulatory adjustments", etc.

(*2) Valuation differences on Available-for-Sale Securities(Mar. 2018): ¥516.6bn

< Major factors of change in capital >

(1) Common Equity Tier 1 capital: +¥183.9bn

- Net income: +¥153.9bn
- Dividends and repurchase of own shares: ¥(57.6)bn
- Accumulated other comprehensive income: +¥135.1bn

< Major factors of change in total risk-weighted assets >

(2) Credit risk: +¥0.5tr

- Increase in investment trusts holdings (including temporary position to be closed)

(3) Market risk: +¥0.6tr

- Due to modification of risk measurement model, etc.

<Other ratios required in prudential regulations >

| (Yen bn) | | Mar. 2018 Preliminary | Chng. from Mar. 2017 |
|----------|-------------------------------------|--------------------------|-------------------------|
| 19 | Leverage ratio | 3.98% | 0.11% |
| 20 | SuMi TRUST Bank (Consolidated) (*3) | 4.59% | 0.14% |
| 21 | Tier 1 capital | 2,821.4 | 195.6 |
| 22 | Total exposure | 70,807.8 | 2,964.4 |
| 23 | Liquidity coverage ratio (*4) | 143.2% | 6.5% |
| 24 | SuMi TRUST Bank (Consolidated) (*3) | 198.4% | 9.2% |
| 25 | Total high-quality liquid assets | 27,250.0 | 3,270.9 |
| 26 | Net cash outflows | 19,016.1 | 1,480.3 |

(*3) Excluding the impact of funds inflow into the banking account from trust account at JTSB

(*4) Average figures in 4QFY17. "Change from Mar. 2017" represents the comparison to figure for 4QFY16 calculated in the same manner

Forecast for FY2018

- ▶ Net business profit before credit costs and Net income both expected to exceed FY17 results
- ▶ Dividend on ordinary share forecast to be 130 yen per share, in line with the policy of consolidated dividend payout ratio of 30%

| (Yen bn) | | FY17 Actual | 1H | FY18 Forecast | Change from FY17 | | |
|----------|---|----------------|---------|------------------|------------------|-----------------|-----|
| | | | | | | Substantial (*) | |
| 1 | Net business profit before credit costs | 270.5 | 130.0 | 280.0 | 9.4 | 9.4 | (1) |
| 2 | SuMi TRUST Bank | 189.7 | 125.0 | 235.0 | 45.2 | (*) 10.2 | |
| 3 | Substantial gross business profit | 705.7 | 345.0 | 715.0 | 9.2 | 9.2 | |
| 4 | SuMi TRUST Bank | 426.8 | 245.0 | 475.0 | 48.1 | (*) 13.1 | |
| 5 | Other group companies | 278.8 | 100.0 | 240.0 | (38.8) | (*) (3.8) | |
| 6 | Substantial G&A Expenses | (435.1) | (215.0) | (435.0) | 0.1 | 0.1 | |
| 7 | SuMi TRUST Bank | (237.0) | (120.0) | (240.0) | (2.9) | (2.9) | |
| 8 | Other group companies | (198.0) | (95.0) | (195.0) | 3.0 | 3.0 | |
| 9 | Total credit costs | 2.9 | (10.0) | (20.0) | (22.9) | (22.9) | (2) |
| 10 | Net gains on stocks | 6.3 | 15.0 | 30.0 | 23.6 | 23.6 | (3) |
| 11 | Other non-recurring profit | (47.2) | (10.0) | (35.0) | 12.2 | 12.2 | (4) |
| 12 | Ordinary profit | 232.6 | 125.0 | 255.0 | 22.3 | 22.3 | |
| 13 | o/w SuMi TRUST Bank | 172.9 | 130.0 | 230.0 | 57.0 | (*) 22.0 | |
| 14 | Net income | 153.9 | 80.0 | 165.0 | 11.0 | 11.0 | |
| 15 | o/w SuMi TRUST Bank | 117.9 | 100.0 | 170.0 | 52.0 | (*) 17.0 | |
| 16 | Dividend per common share (Yen) | 130 | 65 | 130 | ±0 | | |
| 17 | Consolidated dividend payout ratio | 32.1% | --- | 30.0% | (2.1%) | | |

(*) Excluding dividend from group companies, which are planned to be paid in FY18 to improve their capital efficiency.

[Assumptions]

- (1) Net business profit before credit costs: +¥9.4bn YoY
 · Substantial gross business profit assumes increase, whereas substantial G&A expenses forecasted to remain in line with previous year
- (2) Total credit costs: forecast ¥(20.0)bn
 · Estimated to be around 7bp of total credit portfolio of ¥30trn
- (3) Net gains on stocks: forecast ¥30.0bn
 · Assumes reduction of strategic shareholdings in accordance with current plan
- (4) Other non-recurring profit: forecast ¥(35.0)bn
 · Non-recurrence of one-time depreciation related to IT system in FY17

(Ref.) Breakdown by business segment

| (Yen bn) | | FY17 Actual | FY18 | | Change from FY17 |
|----------|---|----------------|---------|----------|---------------------|
| | | | 1H | Forecast | |
| 1 | Net business profit before credit costs | 270.5 | 130.0 | 280.0 | 9.4 |
| 2 | Substantial gross business profit | 705.7 | 345.0 | 715.0 | 9.2 |
| 3 | Retail total solution services | 193.7 | 100.0 | 200.0 | 6.2 |
| 4 | SuMi TRUST Bank | 132.8 | 68.0 | 137.0 | 4.1 |
| 5 | Other group companies | 60.8 | 32.0 | 63.0 | 2.1 |
| 6 | Wholesale financial services | 183.4 | 90.0 | 186.0 | 2.5 |
| 7 | SuMi TRUST Bank | 128.6 | 63.0 | 130.0 | 1.3 |
| 8 | Other group companies | 54.7 | 27.0 | 56.0 | 1.2 |
| 9 | Stock transfer agency services | 35.9 | 19.0 | 37.0 | 1.0 |
| 10 | SuMi TRUST Bank | 20.1 | 11.0 | 21.0 | 0.8 |
| 11 | Other group companies | 15.8 | 8.0 | 16.0 | 0.1 |
| 12 | Real estate | 53.8 | 25.0 | 55.0 | 1.1 |
| 13 | SuMi TRUST Bank | 32.1 | 14.0 | 33.0 | 0.8 |
| 14 | Other group companies | 21.6 | 11.0 | 22.0 | 0.3 |
| 15 | Fiduciary services | 169.7 | 82.0 | 171.0 | 1.2 |
| 16 | SuMi TRUST Bank | 62.7 | 29.0 | 63.0 | 0.2 |
| 17 | Other group companies | 107.0 | 53.0 | 108.0 | 0.9 |
| 18 | Global markets | 54.4 | 27.0 | 55.0 | 0.5 |
| 19 | Substantial G&A expenses | (435.1) | (215.0) | (435.0) | 0.1 |
| 20 | SuMi TRUST Bank | (237.0) | (120.0) | (240.0) | (2.9) |
| 21 | Other group companies | (198.0) | (95.0) | (195.0) | 3.0 |
| 22 | Ordinary profit | 232.6 | 125.0 | 255.0 | 22.3 |
| 23 | Net income | 153.9 | 80.0 | 165.0 | 11.0 |

Fee business: Investment management consulting

- ▶ Total sales amount increased by ¥368.3bn from previous year to ¥1,736.9bn due to increased investment appetite of clients due to favorable equity market conditions
- ▶ Revenues were in line with previous year at ¥58.1bn, decrease in revenue from insurance related products were offset by increase in investment trust marketing commissions

Income for distributor of investment products

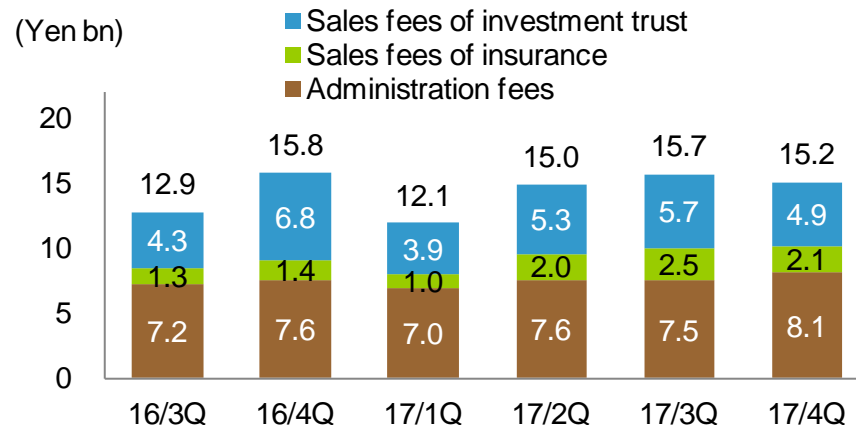
| | | FY16 | FY17 | Change |
|----------|--------------------------------|------|------|--------|
| (Yen bn) | | | | |
| 1 | Income total | 58.8 | 58.1 | (0.6) |
| 2 | Sales fees of investment trust | 17.8 | 19.9 | 2.1 |
| 3 | Sales fees of insurance | 11.1 | 7.8 | (3.3) |
| 4 | Administration fees | 29.9 | 30.3 | 0.4 |

Sales volume / balance

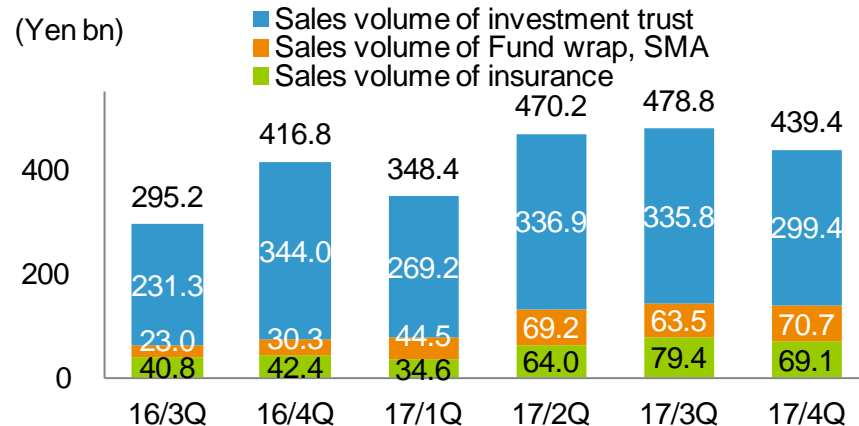
| | | FY16 | FY17 | Change |
|----------|--------------------|---------|---------|--------|
| (Yen bn) | | | | |
| 5 | Sales volume total | 1,368.6 | 1,736.9 | 368.3 |
| 6 | Investment trust | 999.1 | 1,241.5 | 242.4 |
| 7 | Fund wrap, SMA | 116.0 | 248.0 | 132.0 |
| 8 | Insurance | 253.5 | 247.3 | (6.1) |

| | | Mar. 2017 | Mar. 2018 | Change |
|----------|------------------|-----------|-----------|--------|
| (Yen bn) | | | | |
| 9 | Balance total | 5,988.2 | 6,158.9 | 170.7 |
| 10 | Investment trust | 2,796.6 | 2,891.5 | 94.9 |
| 11 | Fund wrap, SMA | 765.5 | 830.9 | 65.4 |
| 12 | Insurance | 2,426.0 | 2,436.3 | 10.3 |
| 13 | Wrap Selection | 1,599.8 | 1,669.4 | 69.6 |

Income for distributor (quarterly)



Sales volume (quarterly)



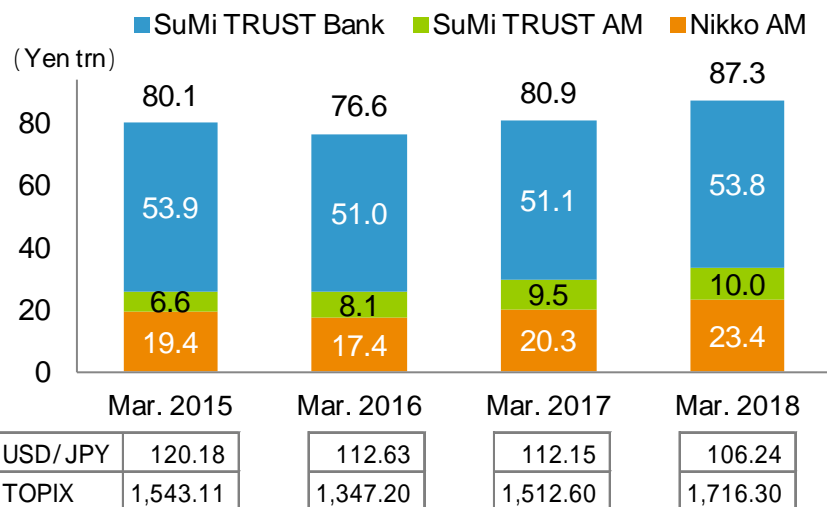
Fee business: Asset management/administration (Fiduciary services)

- ▶ AUM: increased by ¥6.3trn from Mar. 2017 to ¥87.3trn due to increase in market value, though pension trust balance decreased due to dissolution of company pension plans
- ▶ AUC: increased for both domestic and overseas assets compared to Mar. 2017

Assets under management (AUM) (*1)

| | | Mar. 2017 | Mar. 2018 | Change |
|---|--------------------------|-----------|-----------|--------|
| | (Yen trn) | | | |
| 1 | Assets under management | 80.9 | 87.3 | 6.3 |
| 2 | SuMi TRUST Bank | 51.1 | 53.8 | 2.6 |
| 3 | Corporate pension trust | 15.0 | 13.6 | (1.3) |
| 4 | Public pension trust | 10.7 | 11.8 | 1.1 |
| 5 | Discretionary investment | 25.4 | 28.2 | 2.8 |
| 6 | Subsidiaries | 29.8 | 33.5 | 3.6 |
| 7 | SuMi TRUST AM | 9.5 | 10.0 | 0.5 |
| 8 | Nikko AM | 20.3 | 23.4 | 3.0 |

(*1) Figure of AUM for Nikko AMs of Mar. 2018 is preliminary basis

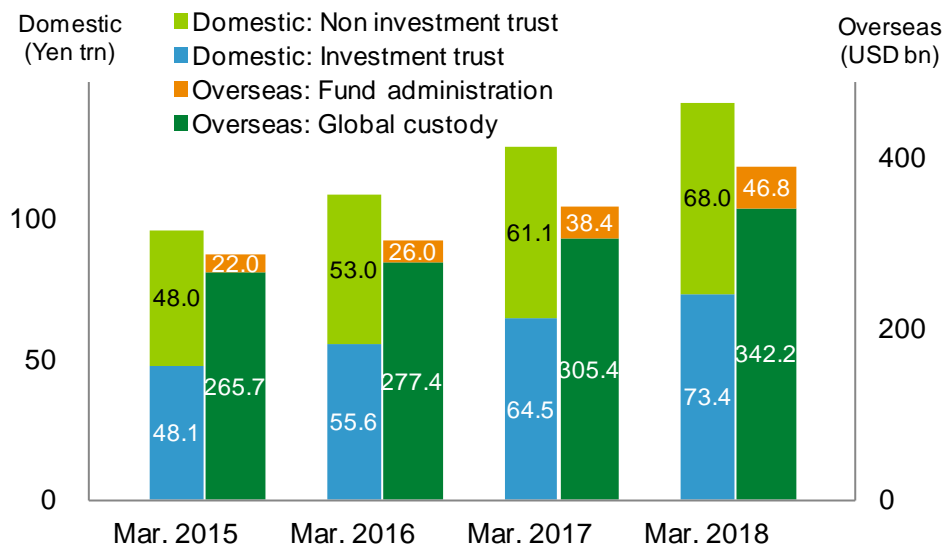


Assets under custody/administration

| | | Mar. 2017 | Mar. 2018 | Change |
|---------------------|---------------------------|-----------|-----------|--------|
| | (Yen trn) | | | |
| [Domestic] | | | | |
| 9 | Investment trust (*2) | 64.5 | 73.4 | 8.8 |
| 10 | Non investment trust (*2) | 61.1 | 68.0 | 6.8 |
| [Overseas] (USD bn) | | | | |
| 11 | Global custody (*3) | 305.4 | 342.2 | 36.7 |
| 12 | Fund administration | 38.4 | 46.8 | 8.3 |

(*2) Entrusted balance of SuMi TRUST Bank

(*3) Combined figures of SuMi TRUST Bank (U.S.A.), SuMi TRUST (UK) and SuMi TRUST Bank (Lux.)



Fee business: Real estate

- ▶ Real estate brokerage fees from corporate clients (SuMi TRUST Bank): UP ¥0.6bn YoY to ¥26.1bn due to contribution from large-size transactions
- ▶ Real estate brokerage fees from retail clients (SuMi TRUST Realty): UP ¥0.7bn YoY to ¥19.6bn due to robust demand for housing

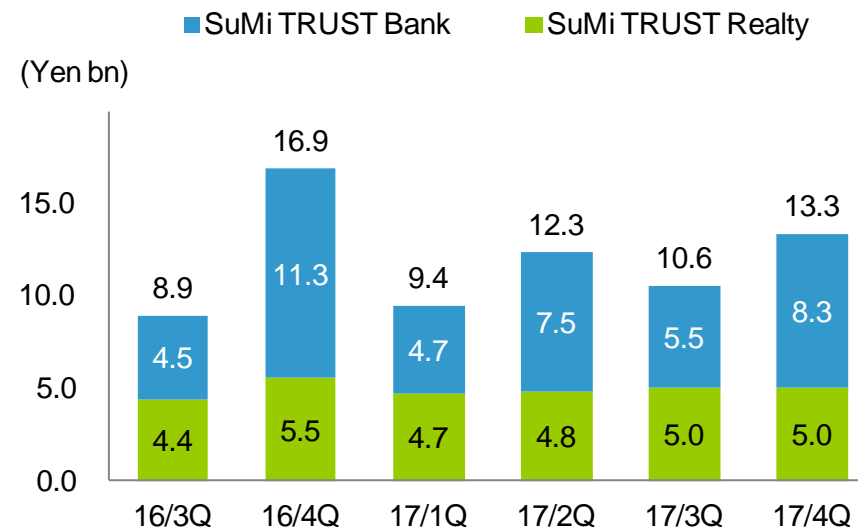
Income

| (Yen bn) | | FY16 | FY17 | Change |
|----------|------------------------------|------|-------|--------|
| | | | | |
| 1 | Real estate brokerage fees | 44.4 | 45.7 | 1.3 |
| 2 | SuMi TRUST Bank | 25.4 | 26.1 | 0.6 |
| 3 | SuMi TRUST Realty | 18.9 | 19.6 | 0.7 |
| 4 | Real estate trust fees, etc. | 6.1 | 6.0 | (0.1) |
| 5 | Net other real estate profit | 1.9 | 1.9 | 0.0 |
| 6 | SuMi TRUST Bank | 0.3 | (0.0) | (0.3) |
| 7 | Group companies | 1.5 | 2.0 | 0.4 |
| 8 | Total | 52.5 | 53.8 | 1.3 |
| 9 | o/w SuMi TRUST Bank | 32.0 | 32.1 | 0.1 |

Assets under management / administration

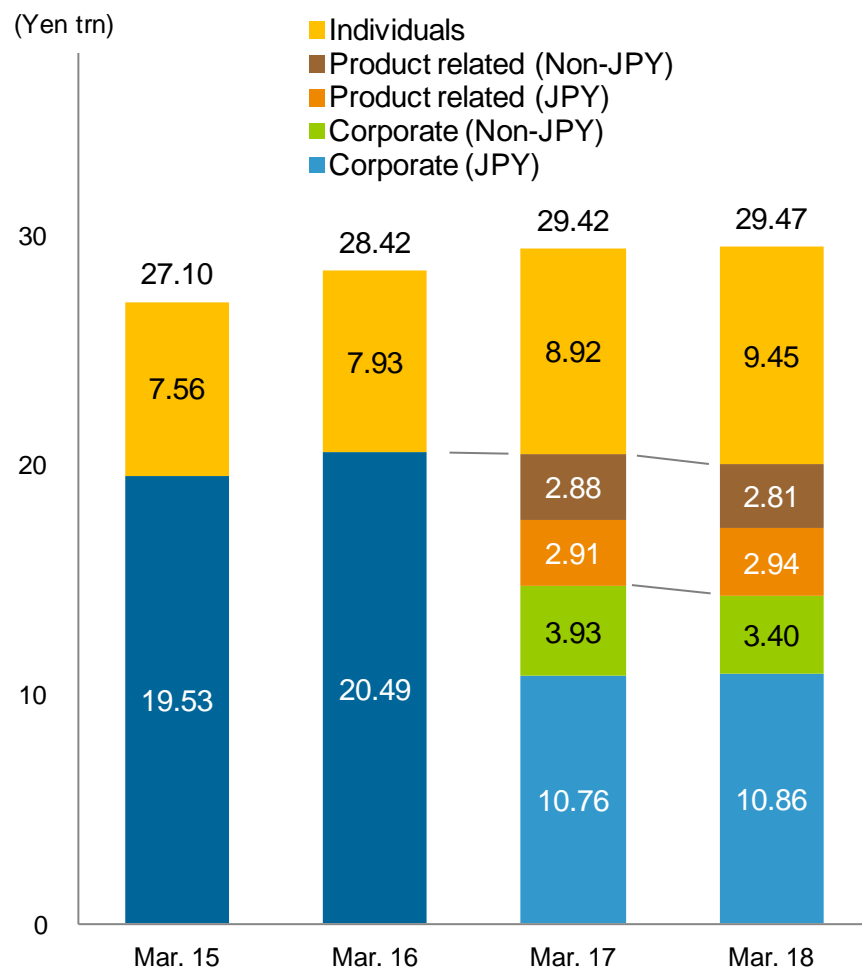
| (Yen bn) | | Mar. 2017 | Mar. 2018 | Change |
|----------|-----------------------------------|-----------|-----------|---------|
| | | | | |
| 10 | Securitized real estate | 14,142.8 | 15,320.0 | 1,177.2 |
| 11 | Assets under custody from J-REITs | 12,431.0 | 13,397.9 | 966.8 |
| 12 | Assets under managemet | 650.6 | 709.1 | 58.5 |
| 13 | Private placement funds | 412.3 | 438.2 | 25.9 |
| 14 | J-REITs | 238.2 | 270.8 | 32.5 |

Real estate brokerage fees (quarterly)



Loan/investment business: Credit portfolio (SuMi TRUST Bank)

- ▶ Credit portfolio balance: ¥29.47trn, almost the same level as the end of March 2017
- ▶ Residential mortgages increased, while balance of credit to corporates decreased due to restrained management of foreign currency assets balance



Advanced amount and balance to individuals

| | | (Yen bn) | | |
|---|---|----------|---------|---------|
| | | FY16 | FY17 | Change |
| 1 | Advanced amount of loans to individuals | 1,869.3 | 1,316.8 | (552.5) |
| 2 | o/w Residential mortgage loans | 1,749.1 | 1,214.5 | (534.5) |

| | | (Yen bn) | | |
|---|---------------------------------|-----------|-----------|--------|
| | | Mar. 2017 | Mar. 2018 | Change |
| 3 | Balance of loans to individuals | 8,926.9 | 9,450.4 | 523.5 |
| 4 | o/w Residential mortgage loans | 8,378.6 | 8,874.7 | 496.1 |

Balance of credit to corporates

| | | (Yen bn) | | | |
|----|--|-----------|-----------|---------|--------|
| | | Mar. 2017 | Mar. 2018 | Change | |
| 5 | Corporate (Yen) | 10,768.0 | 10,866.8 | 98.7 | |
| 6 | Corporate (Foreign Currency) | 3,932.6 | 3,401.9 | (530.6) | |
| 7 | Product related (Yen) | 2,913.1 | 2,946.5 | 33.4 | |
| 8 | Product related (Foreign Currency) | 2,882.4 | 2,813.5 | (68.8) | |
| 9 | Total balance of credit for corporates | 20,496.2 | 20,029.0 | (467.2) | |
| 10 | o/w Product related | 5,795.5 | 5,760.1 | (35.3) | |
| | | USD/JPY | 112.15 | 106.24 | (5.91) |

Repurchase of own shares

► Resolved to repurchase own shares in order to improve shareholder return as well as capital efficiency

Overview of repurchase

| | |
|--|---|
| Class of shares to be repurchased | Common stock of SuMi TRUST Holdings |
| Total number of shares to be repurchased | Up to 2,000,000 shares Percentage to the total number of shares in issue (excluding treasury stock): 0.53% |
| Total amount of repurchase | Up to JPY 9,000,000,000 |
| Repurchase period | From May 14, 2018 to June 29, 2018 |

(Reference2) Shareholder Return Policy

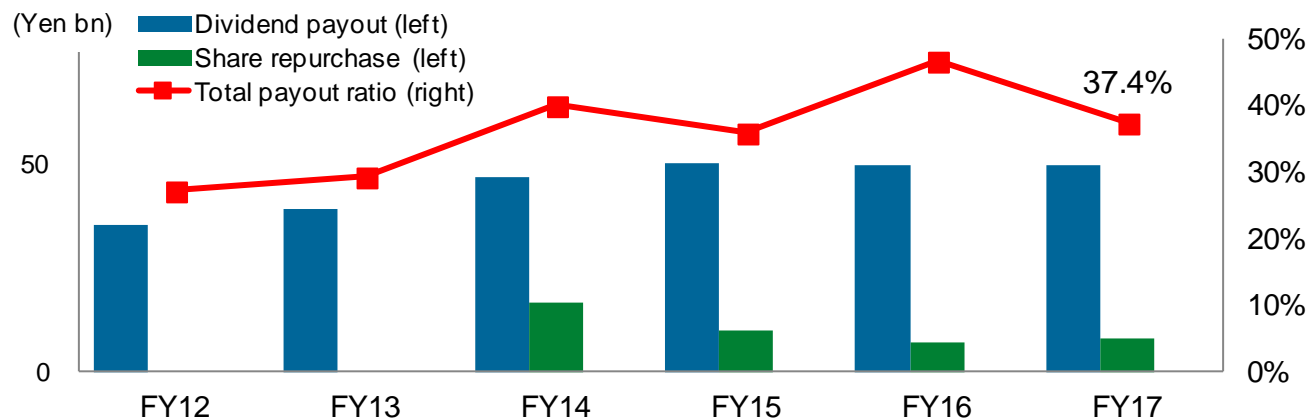
SuMi TRUST Holdings shall share its profits with shareholders in accordance with its profit level in each fiscal year, aiming to maintain the consolidated dividend payout ratio on common shares of approximately 30%.

SuMi TRUST Holdings may also repurchase its own shares by considering the balance with profit growth opportunities, and the effect of the repurchase on the improvement of capital efficiency. Through the measures above, SuMi TRUST Holdings shall aim to enhance medium-term shareholder returns by increasing a total shareholder return to approximately 40% in a gradual manner.

(Reference1) Status of shares in issue and treasury stock as of March 31, 2018

Total number of shares in issue (excluding treasury stock) : 380,531,978 shares
Number of treasury stock : 9,816,662 shares

Past shareholders' return



Past share repurchase

| Repurchase timing | Amount | Payout ratio |
|-------------------|---------|--------------|
| FY14 (Feb. 2015) | ¥16.4bn | +10.4% |
| FY15 (Aug. 2015) | ¥9.9bn | +6.0% |
| FY16 (May 2016) | ¥6.9bn | +5.7% |
| FY17 (Aug. 2017) | ¥8.1bn | +5.3% |

This presentation material contains information that constitutes forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors including changes in managerial circumstances. Please refer to the most recent relevant materials including financial results (“Kessan Tanshin”)(including attached explanatory materials), the securities report and other presentations disclosed by Sumitomo Mitsui Trust Holdings and its group companies, for further information that could significantly influence its financial position and operating results as well as investment decisions by investors. Information regarding companies and other entities outside the group in this document has been obtained from publicly available information and other sources. The accuracy and appropriateness of that information has not been verified by the group and cannot be guaranteed. This presentation does not constitute an offer to sell or a solicitation of an offer to subscribe for or purchase any securities.

Definitions of terms in this document

Sumitomo Mitsui Trust Holdings (Consolidated): “Consolidated “ or “SuMi TRUST Holdings”

Sumitomo Mitsui Trust Bank (Non-consolidated): “Non-consolidated “ or “SuMi TRUST Bank”

Figures before FY2011 in Non-consolidated : CMTB (Non-consolidated) + CMAB (Non-consolidated) + STB (Non-consolidated)

Net income (on consolidated basis) : “Net income attributable to owners of the parent”

NPL (Non performing loans): “Problem assets based on the Financial Reconstruction Act”

Accounting for Business combination related to Management Integration

Purchase accounting method : Accounting method for business combination related to management integration

Results of applying purchase accounting method : Amount of effect from purchase accounting method

Financial indices per share

Indices regarding financial information per share such as “Net asset per 1 share,” “Dividends per 1 share,” are presented assuming that the consolidation of shares (one (1) share for every ten (10) shares) enacted on October 1, 2016, took place at the beginning of fiscal year ended March 31, 2016, for consistency purposes.