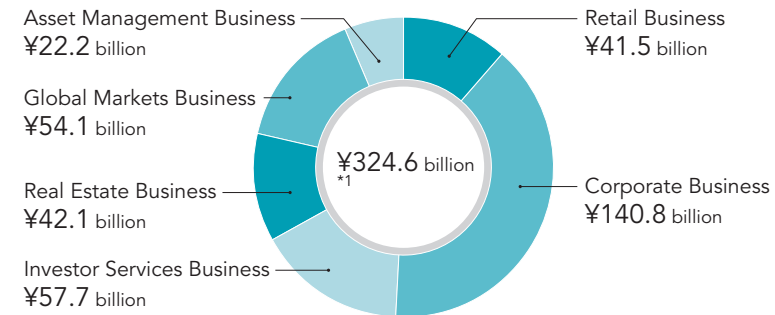


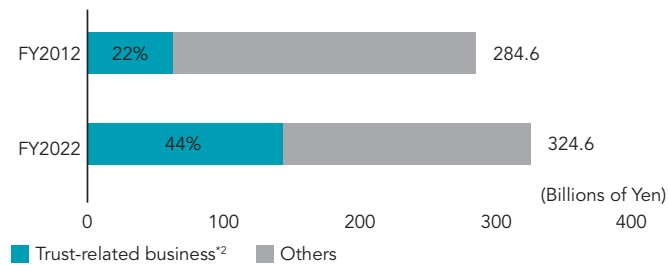
## Business strategy

### Net business profit before credit costs by segment (FY2022)



\*1 This figure also includes corporate management department costs not categorized into any reportable segment, in addition to net business profit before credit costs for each segment

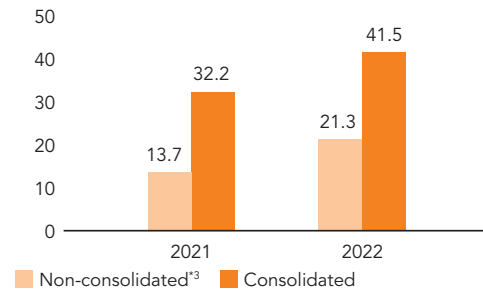
### Net business profit before credit costs



\*2 FY2012: Total figure of Stock Transfer Agency Services Business, Fiduciary Services Business and Real Estate Business  
FY2022: Total of investor services business, real estate business, asset management business and net business profit corresponding to former stock transfer agency services business

### Retail Business:

Net business profit before credit costs (Billions of Yen)



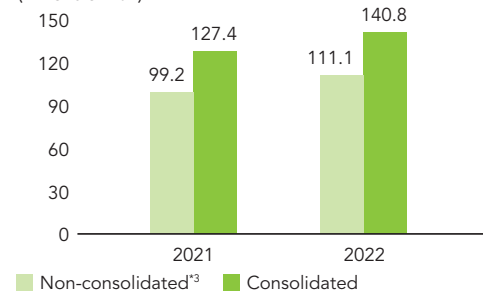
Total income of investment management consulting remained at a level similar to last fiscal year due to o increased sales fees of insurance while decreased sales fees of investment trust. As a result, together with the contribution of UBS SuMi TRUST Wealth Management to earnings, net business profit before credit costs increased 7.6 billion yen year-on-year to 21.3 billion yen on a non-consolidated basis\*3 and increased 9.2 billion yen to 41.5 billion yen on a consolidated basis.

Major subsidiaries and affiliated companies

- Sumitomo Mitsui Trust Bank
- Sumitomo Mitsui Trust Club
- Sumitomo Mitsui Trust Wealth Partners
- Sumitomo Mitsui Trust Life Partners
- UBS SuMi TRUST Wealth Management

### Corporate Business:

Net business profit before credit costs (Billions of Yen)



As a result of stable performance of stock transfer agency services-related fees in addition to an increase in corporate credit related fees, net business profit before credit costs increased 11.9 billion yen year on year to 11.1 billion yen on a non-consolidated basis\*3 and was up 13.3 billion yen to 140.8 billion yen on a consolidated basis.

Major subsidiaries and affiliated companies

- Sumitomo Mitsui Trust Bank
- Sumitomo Mitsui Trust Panasonic Finance
- Sumitomo Mitsui Trust Loan & Finance
- Sumitomo Mitsui Trust Bank (Thai)
- Zijin Trust
- Tokyo Securities Transfer Agent
- Japan Securities Agents
- Sumitomo Mitsui Trust TA Solution
- Japan Stockholders Data Service Company

Aiming to be a value creating company

Enhance Corporate Value and Management Base

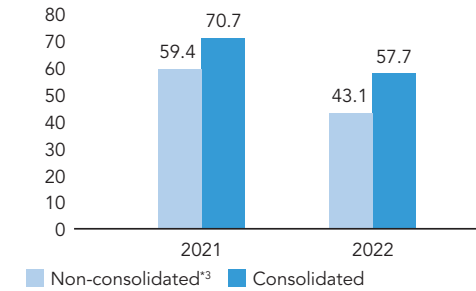
Messages from subsidiary management

Business Strategy

Financial information  
Corporate information

### Investor Services Business:

Net business profit before credit costs (Billions of Yen)



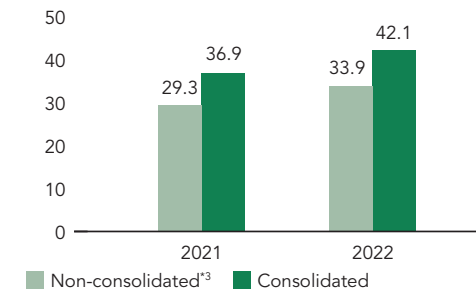
As a result of a decrease in profit and loss related to investments in partnerships (in foreign currencies) despite the stable performance of the pension business and the contribution of overseas asset administration subsidiaries to earnings, net business profit before credit costs fell 16.3 billion yen year on year to 43.1 billion yen on a non-consolidated basis\*3 and 13.0 billion yen to 57.7 billion yen on a consolidated basis.

Major subsidiaries and affiliated companies

- Sumitomo Mitsui Trust Bank
- Custody Bank of Japan
- Sumitomo Mitsui Trust Bank (U.S.A.)
- Sumitomo Mitsui Trust (Ireland)
- Japan Pension Operation Service

### Real Estate Business:

Net business profit before credit costs (Billions of Yen)



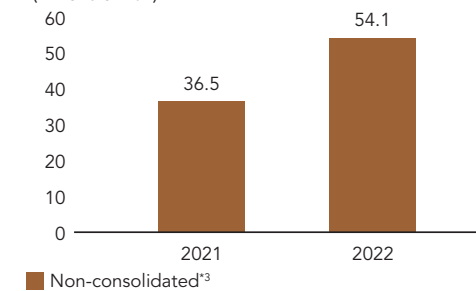
As a result of strong performance of corporate real estate brokerage due to closing large transactions, in addition to continued solid performance of retail real estate brokerage, net business profit before credit costs increased 4.5 billion yen year on year to 33.9 billion yen on a non-consolidated basis\*3 and rose 5.2 billion yen to 42.1 billion yen on a consolidated basis.

Major subsidiaries and affiliated companies

- Sumitomo Mitsui Trust Bank
- Sumitomo Mitsui Trust Realty
- Sumitomo Mitsui Trust Research Institute

### Global Markets Business:

Net business profit before credit costs (Billions of Yen)



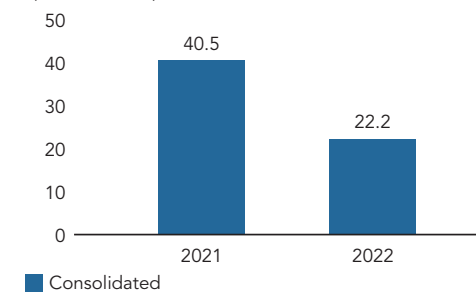
Net business profit before credit costs increased 17.5 billion yen year on year to 54.1 billion yen owing to strong performance of client service-related revenue.

Major subsidiaries and affiliated companies

- Sumitomo Mitsui Trust Bank

### Asset Management Business:

Net business profit before credit costs (Billions of Yen)



As a result of a lack of dividends from business partners that we invest in, which had contributed to earnings in the previous fiscal year, in addition to a decline in revenue resulting from a decrease in funds under management mainly due to a decline in market value, net business profit before credit costs dropped 18.2 billion yen year on year to 22.2 billion yen.

Major subsidiaries and affiliated companies

- Sumitomo Mitsui Trust Asset Management
- Nikko Asset Management
- Sky Ocean Asset Management
- JP Asset Management

\*3 SuMi TRUST Bank (non-consolidated)