Explanatory Material

3rd Quarter of Fiscal Year 2012 ended on Dec. 31, 2012



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<Definition of terms in this document>

Consolidated: SMTH (Consolidated)

Non-consolidated: SMTB (Non-consolidated)

(4) Breakdown of principal guaranteed trust a/c

Figures of past fiscal years are combined total for those of former CMTB (non-consolidated), CMAB (non-consolidated) and STB (non-consolidated) unless otherwise noted.

Legal Disclaimer

Regarding forward-looking Statements contained in this material

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 but not limited to changes in managerial circumstances. By virtue of the aforementioned reasons, Sumitomo Mitsui Trust Holdings, Inc. hereby cautions against sole reliance on such forward-looking statements in making investment decisions.

Summary of 3QFY2012 financial results

1. Financial Results

<Consolidated>

- (1) "Net business profit before credit costs" <1> decreased by 49.1 billion yen from 3QFY2011 to 205.4 billion yen due to significant decrease (37.9 billion yen) in one-time effects on consolidated accounting method resulting from the management integration (*) in addition to the decrease in that on a non-consolidated basis
- (2) "Ordinary income" <2> decreased by 43.0 billion yen from 3QFY2011 to 180.7 billion yen, due to the reversal of "Total credit costs" <5> (6.4 billion yen) resulting from the reversal of allowance for loan losses, and "net losses on stocks" <6> (10.0 billion yen) although the devaluation loss has decreased resulting from the stock market recovery in 3QFY2012, in addition to the above (1).

 However, it stayed almost flat from 3QFY2011 excluding the one-time effects on consolidated accounting method.
- (3) "Net income (excl. 43.4 billion yen of gain on amortization of negative goodwill caused by the share exchange)" <3> decreased by 4.6 billion yen from 3QFY2011 to 100.6 billion yen, and it represents 84% of the FY2012 net income forecast.
 - (*) Please refer to "Summary 3"

[Consolidated]

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|---|----|-----|-------|----|---|----|
| | | | | | | |

| | | 3QFY2012 (Cumulative total) | 3QFY2011 (Cumulative total) | Change | Forecast for FY2012 |
|---|------|--------------------------------|--------------------------------|--------|---------------------|
| Net business profit before credit costs (*1) | 1 | 205.4 | 254.6 | (49.1) | 275.0 |
| Ordinary profit | 2 | 180.7 | 223.7 | (43.0) | 215.0 |
| Net income (Excl. amortization of negative goodwill) | 3 | 100.6 | 105.3 | (4.6) | 120.0 |
| (Net income (incl. amortization of negative goodwill) | 4 | 100.6 | 148.7 | (48.0) | 120.0 |
| Total credit costs | 5 | 6.4 | 2.7 | 3.6 | (10.0) |
| Net gains/losses on stocks | 6 | (10.0) | (18.0) | 8.0 | |
| (Difference from non-consolidated financial results) | (*2) |) | | | |
| Net business profit before credit costs | 7 | 53.8 | 81.3 | (27.4) | |
| Net income (Excl. amortization of negative goodwill) | 8 | 29.3 | 38.8 | (9.4) | |
| (Net income (incl. amortization of negative goodwill) | 9 | 29.3 | 82.2 | (52.9) | |
| Total credit costs | 10 | 1.3 | (1.4) | 2.8 | |
| Net gains/losses on stocks | 11 | 13.5 | 13.7 | (0.1) | |

^(*1) Consolidated net business profit before credit costs = Non-consolidated net business profit before credit costs + Subsidiary companies' ordinary profits (non-recurring effect adjusted) + Affiliates' ordinary profits (non-recurring effect adjusted) x Ratio of equity holdings - Intra-group transaction (dividends, etc.)

<Non-consolidated>

- (1) "Net business profit before credit costs" <19> decreased by 21.7 billion yen from 3QFY2011 to 151.6 billion yen mainly due to the decrease in "Net gains on bonds" <17> which recorded significant profit level in 3QFY2011 in addition to the decrease in "Net interest income and related profit" <13>.
- (2) "Total credit costs" <28> stood at the reversal of 5.0 billion yen due to the reversal of allowance for loan losses resulting from the improvement of financial condition of clients and repayments in addition to the limited occurrence of new non-performing loans. "Net gains on stocks" <21> stood at the net loss of 23.5 billion yen as a result of the decrease in devaluation loss from 1HFY2012 due to the recovery of stock market in 3QFY2012...
- (3) As a result of above, "Ordinary profit" <23> decreased by 3.0 billion yen from 3QFY2011 to 117.2 billion yen. Meanwhile, "Net income" <27> increased by 4.8 billion yen to 71.3 billion yen over the same period mainly due to the disappearance of the decrease in deferred tax assets resulting from the reduction in a corporate tax rate.

[Non-consolidated]

(in billions of Yen)

| | | 3QFY2012 (Cumulative total) | 3QFY2011 (Cumulative total) | Change | Forecast for FY2012 |
|---|----|--------------------------------|--------------------------------|--------|---------------------|
| Gross business profit | 12 | 330.4 | 355.4 | (25.0) | |
| Net interest income and related profit | 13 | 154.1 | 173.4 | (19.2) | |
| Net fees and commissions and related profit | 14 | 113.9 | 116.2 | (2.2) | |
| Net trading profit | 15 | 13.3 | 5.4 | 7.8 | |
| Net other operating profit | 16 | 48.9 | 60.3 | (11.3) | |
| Net gains on bonds | 17 | 44.8 | 63.0 | (18.1) | |
| General and administrative expenses | 18 | (178.7) | (182.1) | 3.3 | |
| Net business profit before credit costs | 19 | 151.6 | 173.3 | (21.7) | 210.0 |
| Net non-recurring profit | 20 | (34.3) | (57.0) | 22.7 | |
| Net gains/losses on stocks | 21 | (23.5) | (31.7) | 8.2 | |
| Others | 22 | (15.8) | (25.4) | 9.6 | |
| Ordinary profit | 23 | 117.2 | 120.3 | (3.0) | 135.0 |
| Extraordinary profit/ loss | 24 | (11.6) | (8.9) | (2.7) | |
| Income before income tax | 25 | 105.5 | 111.3 | (5.8) | |
| Total income taxes | 26 | (34.2) | (44.8) | 10.6 | |
| Net income | 27 | 71.3 | 66.5 | 4.8 | 90.0 |
| Total credit costs | 28 | 5.0 | 4.2 | 0.7 | (10.0) |

^(*2) Differences between "Consolidated (SMTH)" and "Non-consolidated (CMTB + CMAB + STB)".

(For reference) Overview of the business operation

<Balance of major accounts>

(1) Ending balance of major accounts (Domestic Banking a/c and Principal guaranteed trust a/c combined)

| [Non-consolidated] | | | | | (in b | illions of Yen) |
|-------------------------------|----|-----------|-----------|-------------|-------------|-----------------|
| | Do | | Sep. 2012 | Mar. 2012 | Change from | Change from |
| | | Dec. 2012 | Sep. 2012 | IVIAI. 2012 | Sep. 2012 | Mar. 2012 |
| Loans | 1 | 20,096.4 | 20,073.2 | 19,861.4 | 23.2 | 234.9 |
| Deposits, Trust principal (*) | 2 | 22,737.7 | 22,586.9 | 22,907.3 | 150.7 | (169.6) |

^(*) Deposits: Excluding NCDs.

(2) Status of loans (Banking a/c and Principal guaranteed trust a/c combined)

[Non-consolidated] (in billions of Yen) Change from Change from Dec. 2012 Mar. 2012 Sep. 2012 Sep. 2012 Mar. 2012 Loans to individuals 6,722.0 6,599.9 6.434.8 122.0 287.2 3 Residential mortgage loans 6,263.6 6,128.5 5,936.7 135.1 326.8 4 14,827.2 14,567.3 Loans to corporations 5 14,930.0 102.7 362.7 1,752.2 1,627.5 174.5 299.2 Japanese corporations operating overseas 6 1,926.8

(3) Yields and margins (Domestic Banking a/c)

[Non-consolidated] (%) 3QFY2012 (A) 3QFY2011 (B) Change 3QFY2012 1HFY2012 (Cumulative total) (A) - (B) (Cumulative total) Loan deposit margin 0.77 0.75 0.77 0.82 (0.05)Loans and bills discounted 1.08 1.11 1.20 (0.10)8 1.10 Deposits and trust principal 9 0.33 0.33 0.34 0.38 (0.05)

<Investment trust and Insurance>

(1) Sales volume of investment trust/ Insurance

| [Non-consolidated] | | | | (in billions of Yen) |
|--------------------|----|--------------------|--------------------|----------------------|
| | | 3QFY2012 | 3QFY2011 | Change from |
| | | (Cumulative total) | (Cumulative total) | 3QFY2011 |
| Total sales volume | 10 | 952.1 | 1,001.1 | (48.9) |
| Investment trust | 11 | 682.2 | 636.2 | 45.9 |
| Fund wrap, SMA | 12 | 51.7 | 44.7 | 7.0 |
| Insurance | 13 | 218.1 | 320.1 | (101.9) |

(2) Fees and commissions

| [Non-consolidated] | | | | (in billions of Yen) |
|---|----|--------------------|--------------------|----------------------|
| | | | 3QFY2011 | Change from |
| | | (Cumulative total) | (Cumulative total) | 3QFY2011 |
| Total fees and commissions | 14 | 32.5 | 33.6 | (1.0) |
| Sales fees of investment trust/ insurance | 15 | 21.1 | 22.2 | (1.1) |
| Others (management and administration) | 16 | 11.4 | 11.3 | 0.0 |

<Fees from fiduciary services business>

[Non-consolidated] (in billions of Yen) 3QFY2012 3QFY2011 Change from (Cumulative total) (Cumulative total) 3QFY2011 41.9 Fees from fiduciary services business 17 44.9 (2.9)Gross business profit from fiduciary services business 61.8 63.4 18 (1.5)19 Fees paid for outsourcing (19.9)(18.4)(1.4)

Note: Pension, investment trust, etc.

<Fees from real estate business>

[Non-consolidated] (in billions of Yen) 3QFY2012 3QFY2011 Change from (Cumulative total) 3QFY2011 (Cumulative total) Fees from real estate business 11.6 13.6 (1.9)20 Real estate brokerage fees 21 6.1 8.1 (2.0)Real estate trust fees, etc. 22 4.8 4.8 0.0

2. Financial conditions

<Status of the securities with fair value>

- (1) Cost of "Available-for-sale securities" <1> decreased by 91.4 billion yen from the end of September 2012 to 6,151.6 billion yen as a result of the decrease in cost of "Japanese bonds" <3> mostly from "Government bonds" <4>, while cost of "Others" <5> increased mainly from US treasury. Sales of shareholdings for the purpose of stock price risk reduction showed steady progress, reduced approximately 7.0 billion yen of shareholdings from the end of September 2012, though the cost of "Japanese stocks" <2> increased by 18.0 billion yen over the same period due to the disappearance of devaluation loss posted in 1HFY2012 resulting from the stock market recovery.
 - Unrealized gains/ losses of "Available-for-sale securities" stood at net gains of 62.3 billion yen due to the improvement of unrealized gains/ losses of "Japanese stocks" <2> resulting from the stock market recovery.
- (2) Cost of "Held-to-maturity debt securities" <6> decreased by 22.6 billion yen from the end of September 2012 to 662.2 billion yen, and unrealized gains/ losses of those securities stood at the net gains of 39.3 billion yen.

[Consolidated]

(in billions of Yen)

| | | Dec. 2012 | | | | | | | |
|----------------------------------|---|-----------|------------|------|-------------------------------|---------------------------|------------------------------------|--|--|
| | | Cost | Fair value | Net | Change of cost from Sep. 2012 | Change of fair value from | Change of net from Sep. 2012 | | |
| Available-for-sale securities | 1 | 6,151.6 | 6,214.0 | 62.3 | (91.4) | (54.3) | 37.1 | | |
| Japanese stocks | 2 | 807.1 | 838.5 | 31.3 | 18.0 | 76.6 | 58.6 | | |
| Japanese bonds | 3 | 3,872.9 | 3,881.1 | 8.2 | (444.7) | (453.6) | (8.9) | | |
| Government bonds | 4 | 3,184.0 | 3,188.7 | 4.6 | (321.2) | (329.7) | (8.5) | | |
| Others | 5 | 1,471.5 | 1,494.3 | 22.7 | 335.1 | 322.6 | (12.5) | | |
| Held-to-maturity debt securities | 6 | 662.2 | 701.6 | 39.3 | (22.6) | (21.3) | 1.2 | | |

<Problem assets based on the Financial Reconstruction Act>

- (1) The total balance of "Problem assets based on the Financial Reconstruction Act" <1> increased by 6.5 billion yen from the end of September 2012 to 239.1 billion yen. The ratio of "Problem assets based on the Financial Reconstruction Act" to the total balance <2> remained flat at 1.1%.
- (2) Coverage ratio as of the end of December 2012 for "doubtful" and "Substandard", which are secured by collateral values and allowance for loan losses, stood at 90.9% and 72.9%, respectively, and that for "Problem assets based on the Financial Reconstruction Act" stood at 86.2%, all of which represent sufficient levels.
- (3) The balance of assets to "Other special mention debtors" <8> decreased by 58.2 billion yen from the end of September 2012 to 629.7 billion yen mainly due to the improvements of financial condition and repayments of clients.

[Non-consolidated]

(in billions of Yen) Dec 2012 Change from Dec. 2012 Sep. 2012 Coverage Allowance Sep. 2012 ratio Problem assets based on the Financial Reconstruction Act 239.1 232.6 6.5 86.2% 58.7% Ratio to total balance 1 1% 1 1% 0.0% Bankrupt and practically bankrupt 3 33.1 31.9 1.3 100.0% 100.0% Doubtful 4 126.7 124.0 2.7 90.9% 68.8% Substandard (a) 79.3 76.8 2.5 72.9% 20.5% 5 Ordinary assets 6 22,040.3 21,815.3 225.0 Substandard debtors (excluding Substandard) (b) 7 31.1 31.6 (0.5)Other special mention debtors (excluding (a) and (b)) 8 629.7 688.0 (58.2)21,379.5 21.095.7 283.8 Ordinary debtors

Note: Coverage ratio = (Collateral value after considering haircuts + Allowance for loan losses) / Loan balance Allowance ratio = Allowance for loan losses / (Loan balance - Collateral value after considering haircuts)

3. Accounting for business combination related to the Management Integration (purchase accounting method)

(1) Effects on consolidated financial results by applying purchase accounting methods for 3QFY2012 (Cumulative total) are 7.2 billion yen of profit at the level of "Net business profit before credit costs" <3> and 15.0 billion yen of profit at the level of "Net income" <8> including one-time effects such as gains/ losses on sales or devaluation of securities.

| <amount effects="" of=""></amount> | | | (B | illions of Yen) | |
|--|---|--------------------|--------------------|-----------------|------|
| | | 3QFY2012 | 3QFY2011 | Change from | |
| | | (Cumulative total) | (Cumulative total) | 3QFY2011 | |
| Amortization/ Accumulation of loans and bills discounted, bonds and deposits, etc. | 1 | 1.5 | 13.1 | (11.5) | - |
| Effects of sales of bonds, etc. | 2 | 5.7 | 32.1 | (26.4) | (*1) |
| Effect on net business profit before credit costs | 3 | 7.2 | 45.2 | (37.9) | _ |
| Cancellation of amortization of net actuarial losses | 4 | 7.8 | 9.9 | (2.0) | - |
| Effects of sales/ cancellation of devaluation of stocks, etc. | 5 | 12.3 | 13.7 | (1.4) | (*1) |
| Effect on ordinary profit | 6 | 27.4 | 68.9 | (41.4) | - |
| Tax effects on above items | 7 | (12.4) | (35.6) | 23.1 | _ |
| Effect on net income (*2) | 8 | 15.0 | 33.3 | (18.2) | _ |

^(*1) One-time effect

 $[\]eqno(*2) \ \ \text{Excluding gain on amortization of negative goodwill resulting from the share exchange}$

(in millions of yen)

Financial figures

1. Status of profit and loss [Consolidated]

| | | | | | (in millions of yen) |
|--|----|--------------------------------|--------------------------------|----------|----------------------|
| | | 3QFY2012 (Cumulative total) | 3QFY2011 (Cumulative total) | Change | Full FY2011 |
| Consolidated gross business profit (*1) | 1 | 467,539 | 529,158 | (61,619) | 710,509 |
| Consolidated gross business profit | ' | 407,555 | 323,130 | (01,013) | 7 10,505 |
| • | 2 | 467,531 | 529,158 | (61,626) | 710,509 |
| (after written-off of principal guaranteed trust a/c) (1 + 19) | _ | 400.400 | 202.670 | (22.540) | 204 427 |
| Net interest income and related profit | 3 | 169,160 | 202,679 | (33,518) | 264,127 |
| Net interest income | 4 | 163,455 | 194,941 | (31,485) | 253,677 |
| Trust fees from principal guaranteed trust a/c | 5 | 5,704 | 7,738 | (2,033) | 10,450 |
| (before written-off of principal guaranteed trust a/c) | _ | | | , , , | |
| Net fees and commissions and related profit | 6 | 208,852 | 210,081 | (1,228) | 291,091 |
| Net fees and commissions | 7 | 145,165 | 144,735 | 430 | 203,333 |
| Other trust fees | 8 | 63,687 | 65,346 | (1,659) | 87,757 |
| Net trading profit | 9 | 13,249 | 5,367 | 7,881 | 12,405 |
| Net other operating profit | 10 | 76,276 | 111,030 | (34,753) | 142,884 |
| Net gains on bonds | 11 | 50,850 | 86,192 | (35,342) | 103,348 |
| Net gains from derivatives other than for trading or hedging | 12 | (3,319) | (7,946) | 4,626 | (4,096) |
| General and administrative expenses | 13 | (276,614) | (277,289) | 675 | (375,669) |
| (excluding amortization of goodwill) | 14 | (270,366) | (270,696) | 330 | (367,091) |
| Personnel expenses | 15 | (127,262) | (122,730) | (4,531) | (164,872) |
| Non-personnel expenses excluding taxes | 16 | (139,532) | (144,949) | 5,417 | (197,123) |
| Taxes other than income taxes | 17 | (9,820) | (9,609) | (210) | (13,672) |
| Provision of general allowance for loan losses | 18 | - | - | - (7) | 10,038 |
| Principal guaranteed trust a/c credit costs | 19 | (7) | (0.700) | (7) | (00,000) |
| Banking a/c credit costs | 20 | (2,144) | (3,763) | 1,618 | (32,393) |
| Written-off of loans | 21 | (2,156) | (2,707) | 550 | (4,131) |
| Provision of specific allowance for loan losses | 22 | - | - (4.055) | 4 007 | (25,290) |
| Losses on sales of loans | 23 | 12 | (1,055) | 1,067 | (2,970) |
| Reversal of allowance for loan losses | 24 | 5,496 | 4,865 | 631 | - |
| Recoveries of written-off claims | 25 | 3,080 | 1,684 | 1,395 | 13,437 |
| Net gains/ losses on stocks | 26 | (10,001) | (18,010) | 8,008 | (33,916) |
| Losses on devaluation of stocks | 27 | (17,450) | (16,045) | (1,404) | (30,332) |
| Net income from affiliates by equity method | 28 | 2,164 | 2,397 | (233) | 3,561 |
| Others Outline and St. | 29 | (8,779) | (15,247) | 6,467 | (23,429) |
| Ordinary profit | 30 | 180,732 | 223,796 | (43,063) | 272,137 |
| Extraordinary profit | 31 | (10,332) | 35,384 | (45,717) | 22,829 |
| Gain on amortization of negative goodwill related to share exchange (*2) | 32 | - 0.005 | 43,431 | (43,431) | 43,431 |
| Gain on amortization of other negative goodwill | 33 | 2,385 | 2,629 | (244) | 2,629 |
| Costs related to the Management Integration | 34 | (8,877) | (3,535) | (5,342) | (8,840) |
| Income before income tax | 35 | 170,399 | 259,180 | (88,780) | 294,967 |
| Total income taxes | 36 | (54,879) | (94,008) | 39,129 | (109,339) |
| Income taxes-current | 37 | (13,821) | (21,104) | 7,283 | (19,735) |
| Income taxes-deferred | 38 | (41,058) | (72,904) | 31,846 | (89,604) |
| Net income before minority interests | 39 | 115,520 | 165,171 | (49,650) | 185,628 |
| Minority interest | 40 | (14,846) | (16,399) | 1,552 | (20,967) |
| Net income (excluding gain on amortization of negative goodwill related to share exchange) | 41 | 100,673 | 105,340 | (4,666) | 121,228 |
| Net income | 42 | 100,673 | 148,771 | (48,098) | 164,660 |
| Total credit costs (18 + 19 + 20 + 24 + 25) | 43 | 6,424 | 2,786 | 3,638 | (8,917) |

^(*1) Consolidated gross business profit = Trust fees + (Interest income - Interest expenses) + (Fees and commissions - Fees and commissions payments) + (Trading income - Trading expenses) + (Other operating income - Other operating expenses)

^(*2) It was posted resulting from the share exchange related to the management integration of former CMTH and former STB conducted on April 2011.

| Consolidated net business profit before credit costs (*3) | 44 | 205,488 | 254,687 | (49,199) | 342,209 |
|--|----|---------|---------|----------|----------|
| (*3) Consolidated net business profit before credit costs = Non-consolidated net business (non-recurring effect adjusted) + Ordinary profits of Affiliates (non-recurring effect adjusted) | • | | | | |
| <difference (*4)="" financial="" from="" non-consolidated="" results=""></difference> | | | | | |
| Net business profit before credit costs | 45 | 53,879 | 81,370 | (27,490) | 103,195 |
| Net income (41) | 46 | 29,335 | 38,820 | (9,485) | 64,827 |
| Net income (42) | 47 | 29,335 | 82,252 | (52,916) | 108,259 |
| Total credit costs | 48 | 1,361 | (1,478) | 2,839 | (10,033) |
| Net gains/ losses on stocks | 49 | 13,558 | 13,752 | (193) | 9,224 |

<Number of subsidiaries/ affiliates>

(*4) Differences between "Consolidated" and "Non-consolidated".

| | | Dec. 2012 | Mar. 2012 | Change |
|---|----|-----------|-----------|--------|
| Consolidated subsidiaries | 50 | 75 | 77 | (2) |
| Affiliates (subject to the equity method) | 51 | 30 | 24 | 6 |

[Non-consolidated]

| [Non-consolidated] | | | | (| in millions of yen) |
|---|----|--------------------------------|--------------------------------|----------|---------------------|
| | | 3QFY2012 (Cumulative total) | 3QFY2011 (Cumulative total) | Change | Full FY2011 |
| Gross business profit | 1 | 330,407 | 355,454 | (25,046) | 487,693 |
| Gross business profit | 2 | 330,400 | 355,454 | (25,054) | 487,693 |
| (after written-off of principal guaranteed trust a/c) (1 + 21) | | | | | |
| Net interest income and related profit | 3 | 154,134 | 173,407 | (19,273) | 228,346 |
| Net interest income Trust fees from principal guaranteed trust a/c | 4 | 148,429 | 165,749 | (17,320) | 218,004 |
| (before written off of principal guaranteed trust a/c) | 5 | 5,704 | 7,658 | (1,953) | 10,341 |
| Net fees and commissions and related profit | 6 | 113,984 | 116,258 | (2,273) | 164,930 |
| Net fees and commissions | 7 | 54,975 | 55,414 | (438) | 83,195 |
| Other trust fees | 8 | 59,008 | 60,843 | (1,835) | 81,735 |
| Net trading income | 9 | 13,353 | 5,489 | 7,863 | 12,567 |
| Net other operating income | 10 | 48,936 | 60,300 | (11,363) | 81,849 |
| Net gains on foreign exchange transactions | 11 | 7,208 | 2,255 | 4,952 | 2,728 |
| Net gains on bonds | 12 | 44,882 | 63,032 | (18,150) | 79,203 |
| Net gains from derivatives other than for trading or hedging | 13 | (3,211) | (7,770) | 4,559 | (3,969) |
| General and administrative expenses | 14 | (178,799) | (182,137) | 3,338 | (248,679) |
| Personnel expenses | 15 | (73,028) | (74,241) | 1,213 | (99,257) |
| Non-personnel expenses | 16 | (97,322) | (99,600) | 2,278 | (137,480) |
| Taxes other than income taxes | 17 | (8,448) | (8,295) | (153) | (11,941) |
| Net business profit before credit costs (1 + 14) | 18 | 151,608 | 173,317 | (21,708) | 239,013 |
| (Excluding Net gains on bonds) (18 - 12) | 19 | 106,726 | 110,285 | (3,558) | 159,810 |
| Provision of general allowance for loan losses | 20 | - | 4,087 | (4,087) | 9,788 |
| Principal guaranteed trust a/c credit costs | 21 | (7) | - | (7) | - |
| Net business profit | 22 | 151,601 | 177,405 | (25,804) | 248,802 |
| Net non-recurring profit | 23 | (34,360) | (57,080) | 22,720 | (90,634) |
| Banking a/c net credit costs | 24 | (1,060) | (8,310) | 7,249 | (23,502) |
| Written-off of loans | 25 | (1,072) | (839) | (232) | (1,348) |
| Provision of specific allowance for loan losses | 26 | - | (6,415) | 6,415 | (19,221) |
| Losses on sales of loans | 27 | 11 | (1,055) | 1,067 | (2,932) |
| Reversal of allowance for loan losses | 28 | 3,563 | 7,426 | (3,862) | 2,215 |
| Recoveries of written-off claims | 29 | 2,568 | 1,061 | 1,506 | 12,614 |
| Net gains/ losses on stocks | 30 | (23,560) | (31,763) | 8,202 | (43,141) |
| Losses on devaluation of stocks | 31 | (29,446) | (24,647) | (4,798) | (35,231) |
| Others | 32 | (15,870) | (25,494) | 9,623 | (38,819) |
| Amortization of net actuarial losses/ prior service cost | 33 | (16,106) | (17,640) | 1,533 | (23,534) |
| Provision for contingent loss | 34 | 2,866 | 426 | 2,439 | 5,047 |
| Losses on investment in partnerships | 35 | (1,969) | (1,873) | (96) | (4,354) |
| Net gains on stock related derivatives | 36 | 2,611 | (891) | 3,502 | (1,032) |
| Ordinary profit | 37 | 117,240 | 120,324 | (3,083) | 158,168 |
| Extraordinary profit | 38 | (11,688) | (8,950) | (2,738) | (44,548) |
| Impairment loss on tangible fixed assets | 39 | (4,754) | (4,318) | (435) | (6,877) |
| Net gains on disposal of fixed assets | 40 | 1,180 | 10 | 1,170 | (326) |
| Costs related to the Management Integration | 41 | (8,106) | (4,642) | (3,464) | (10,057) |
| Income before income taxes | 42 | 105,552 | 111,374 | (5,822) | 113,619 |
| Total income taxes | 43 | (34,214) | (44,855) | 10,640 | (57,218) |
| Income taxes-current | 44 | (5,899) | (11,591) | 5,691 | (5,536) |
| Income taxes-deferred | 45 | (28,314) | (33,263) | 4,949 | (51,681) |
| Net income | 46 | 71,337 | 66,519 | 4,818 | 56,401 |
| Total credit costs (20 + 21 + 24 + 28 + 29) | 47 | 5,063 | 4,264 | 798 | 1,115 |
| Overhead ratio (-14/1) | 48 | 54.11% | 51.24% | 2.87% | 50.99% |
| / | | | | | |

2. Breakdown of profit by business group

(1) Gross business profit

[Non-consolidated]

(in billions of yen) 3QFY2012 3QFY2011 Change (Cumulative total) (Cumulative total) (*1) Retail financial services 99.1 103.8 (4.6)78.5 Wholesale financial services 79.8 (1.2)Stock transfer agency services 24.8 24.7 0.1 Real estate 11.6 13.6 (1.9)Fiduciary services 61.8 63.4 (1.5)Global markets 96.4 115.9 (19.5)Fees paid for outsourcing (31.5)(29.8)(1.6)Stock transfer agency services (11.6)(11.4)(0.1)Fiduciary services (19.9)(18.4)(1.4)Others (*2) (10.6)(16.0)5.4 Net business profit before credit costs 355.4 (25.0)330.4

(2) Net business profit before credit costs [Consolidated]

(in billions of yen)

| | | | (56 |
|---|--------------------|-------------------------|--------|
| | 3QFY2012 | 3QFY2011 | Change |
| | (Cumulative total) | (Cumulative total) (*1) | J J . |
| Retail financial services | 20.1 | 17.2 | 2.9 |
| Wholesale financial services | 69.8 | 75.1 | (5.3) |
| Stock transfer agency services | 11.6 | 11.9 | (0.3) |
| Real estate | 5.0 | 7.3 | (2.3) |
| Fiduciary services | 26.7 | 32.6 | (5.8) |
| Global markets | 89.5 | 107.0 | (17.5) |
| Others (*2) | (17.5) | 3.1 | (20.7) |
| Net business profit before credit costs | 205.4 | 254.6 | (49.1) |

^(*1) Figures of 3QFY2011 (Cumulative total) are tentative calculations based on certain assumptions (transfer pricing, etc.) under managerial accounting. Figures for "Wholesale financial services" do not include those for "Stock transfer agency services".

[Non-consolidated]

(in billions of yen)

| | | | (in billions of yen) |
|---|--------------------|-------------------------|----------------------|
| | 3QFY2012 | 3QFY2011 | Change |
| | (Cumulative total) | (Cumulative total) (*1) | Onlange |
| Retail financial services | 12.5 | 11.3 | 1.2 |
| Wholesale financial services | 53.0 | 55.7 | (2.6) |
| Stock transfer agency services | 10.5 | 11.0 | (0.5) |
| Real estate | 3.8 | 6.0 | (2.1) |
| Fiduciary services | 18.9 | 22.8 | (3.8) |
| Global markets | 89.5 | 107.0 | (17.5) |
| Others (*2) | (36.8) | (40.7) | 3.8 |
| Net business profit before credit costs | 151.6 | 173.3 | (21.7) |

^(*1) Figures of 3QFY2011 (Cumulative total) are tentative calculations based on certain assumptions (transfer pricing, etc.) under managerial accounting. Figures for "Wholesale financial services" do not include those for "Stock transfer agency services".

^(*1) Figures of 3QFY2011 (Cumulative total) are tentative calculations based on certain assumptions (transfer pricing, etc.) under managerial accounting. Figures for "Wholesale financial services" do not include those for "Stock transfer agency services".

^(*2) Figures for "Others" include costs of capital funding, dividends of shares for cross-shareholdings, general and administrative expenses of headquarters, etc.

^(*2) Figures for "Others" include costs of capital funding, dividends of shares for cross-shareholdings, general and administrative expenses of headquarters, etc.

^(*2) Figures for "Others" include costs of capital funding, dividends of shares for cross-shareholdings, general and administrative expenses of headquarters, etc.

3. Yields and margins

Domestic banking a/c [Non-consolidated]

| | | | | | (%) |
|---|--------------------------------|----------|----------|--------------------------------|----------------------|
| | 3QFY2012 (Cumulative total) | 3QFY2012 | 1HFY2012 | 3QFY2011 (Cumulative total) | Change from 3QFY2011 |
| Average yield on interest-earning assets (A) | 1.00 | 0.79 | 1.11 | 1.10 | (0.10) |
| Loans and bills discounted (B) | 1.10 | 1.08 | 1.11 | 1.20 | (0.10) |
| Securities | 0.95 | 0.53 | 1.17 | 1.07 | (0.12) |
| Average yield on interest-bearing liabilities (C) | 0.33 | 0.23 | 0.39 | 0.37 | (0.04) |
| Deposits (D) | 0.33 | 0.33 | 0.34 | 0.38 | (0.05) |
| Gross margin (A) - (C) | 0.67 | 0.56 | 0.72 | 0.73 | (0.06) |
| Loan-deposit margin (B) - (D) | 0.77 | 0.75 | 0.77 | 0.82 | (0.05) |

Note: Figures for past fiscal year are combined total for those of former CMTB (non-consolidated) and former STB (non-consolidated).

4. Unrealized gains/ losses on investment securities

(1) Securities with fair value

[Consolidated]

| | | Dec. 2012 | | | Sep. 2012 | | Change from Sep. 2012 | | Mar. 2012 | |
|----------------------------------|---------|-----------|------------------|-------------------|-----------|--------|-----------------------|--------|-----------|------|
| | Cost | Net | Unrealized gains | Unrealized losses | Cost | Net | Cost | Net | Cost | Net |
| Available-for-sale securities | 6,151.6 | 62.3 | 176.7 | (114.3) | 6,243.1 | 25.2 | (91.4) | 37.1 | 5,922.0 | 96.4 |
| Japanese stocks (*) | 807.1 | 31.3 | 126.6 | (95.2) | 789.1 | (27.2) | 18.0 | 58.6 | 845.9 | 50.2 |
| Japanese bonds | 3,872.9 | 8.2 | 10.9 | (2.6) | 4,317.6 | 17.1 | (444.7) | (8.9) | 3,828.7 | 26.0 |
| Government bonds | 3,184.0 | 4.6 | 6.0 | (1.3) | 3,505.3 | 13.1 | (321.2) | (8.5) | 3,004.6 | 22.3 |
| Local government bonds | 17.5 | 0.2 | 0.2 | (0.0) | 15.3 | 0.2 | 2.1 | (0.0) | 16.6 | 0.1 |
| Corporate bonds | 671.3 | 3.3 | 4.6 | (1.3) | 796.9 | 3.7 | (125.5) | (0.3) | 807.3 | 3.5 |
| Others | 1,471.5 | 22.7 | 39.1 | (16.4) | 1,136.3 | 35.3 | 335.1 | (12.5) | 1,247.4 | 20.1 |
| Held-to-maturity debt securities | 662.2 | 39.3 | 40.2 | (0.8) | 684.8 | 38.1 | (22.6) | 1.2 | 640.0 | 36.9 |

^(*) Fair value of listed stocks included in "Available-for-sale securities" is basically determined based on the average quoted market price over the month preceding the consolidated balance sheet date.

[Non-consolidated]

(in billions of yen) Dec. 2012 Sep. 2012 Change from Sep. 2012 Unrealized Unrealized Cost Cost Net Net Cost Net Cost Net gains Available-for-sale securities 5,817.6 107.7 211.9 (104.1) 5,910.9 (93.2) 41.5 5,356.7 123.7 66.2 Japanese stocks (*1) 755.3 80.4 163.4 (82.9)740.7 18.6 14.5 61.8 808.4 87.1 Japanese bonds 3,594.1 8.6 11.2 (2.6)4,037.3 16.0 (443.1)(7.4)3,305.9 21.0 Government bonds (*2) 2,885.7 4.7 6.0 (1.3)3,205.5 11.7 (319.8)(7.0)2,462.9 16.3 0.2 0.2 (0.0)15.3 2.1 (0.0)Local government bonds 17.5 0.2 16.6 0.1 Corporate bonds 690.9 3.7 4.9 (1.2)816.4 4.1 (125.5)(0.4)826.2 4.5 Others 1,468.1 18.6 37.1 (18.5)1,132.7 31.4 335.3 (12.8)1,242.3 15.5 Held-to-maturity debt securities 37.2 661.4 39.5 40.3 (0.8)682.8 37.9 (21.4)1.5 638.9

^(*1) Fair value of listed stocks included in "Available-for-sale securities" is basically determined based on the average quoted market price over the month preceding the consolidated balance sheet date.

(*2) For some of floating rate government bonds included in "Available-for-sale securities" as of the end of Sep. 2012 and Mar. 2012, theoretical prices have been applied instead of market prices.

As a result, net unrealized gains/ losses of "Government bonds" have increased by 2.0 billion yen as of the end of Sep. 2012 and by 5.8 billion yen as of the end of Mar. 2012, respectively.

As of the end of Dec. 2012, theoretical prices have not been applied.

<Reference 1> Breakdown of "Available-for-sale securities (Others)" [Non-consolidated]

| | | | | | | | (in billi | ons of yen) |
|--------------------------------------|-----------|-------|---------|-----------|--------|-----------------------|-----------|-------------|
| | Dec. 2012 | | Sep. 2 | Sep. 2012 | | Change from Sep. 2012 | | 2012 |
| | Cost | Net | Cost | Net | Cost | Net | Cost | Net |
| Domestic investment (*1) | 269.9 | (1.5) | 284.9 | (2.4) | (14.9) | 0.9 | 355.4 | (4.9) |
| Asset-backed securities | 122.5 | (1.2) | 135.6 | (1.3) | (13.0) | 0.0 | 193.6 | (2.1) |
| Others | 147.4 | (0.3) | 149.3 | (1.1) | (1.8) | 8.0 | 161.8 | (2.7) |
| International investment (*1) | 953.6 | 29.6 | 642.2 | 29.3 | 311.3 | 0.2 | 691.6 | 22.5 |
| Foreign government bonds | 951.9 | 20.5 | 640.7 | 21.2 | 311.2 | (0.7) | 691.1 | 14.5 |
| o/w US Treasury | 344.6 | 11.0 | 168.5 | 13.2 | 176.0 | (2.1) | 185.8 | 7.9 |
| o/w European government bonds (*2) | 131.6 | 1.6 | 46.5 | 0.1 | 85.0 | 1.5 | 48.8 | 0.4 |
| o/w US agency MBS (*3) | 56.4 | 1.1 | 27.8 | 1.3 | 28.5 | (0.1) | 28.1 | 1.0 |
| o/w Corporate bonds (*4) | 345.0 | 4.6 | 318.4 | 4.1 | 26.6 | 0.4 | 355.6 | 3.4 |
| Foreign stocks and others | 1.6 | 9.0 | 1.4 | 8.0 | 0.1 | 0.9 | 0.5 | 7.9 |
| Others (Investment trust, etc.) (*5) | 244.5 | (9.4) | 205.5 | 4.5 | 38.9 | (14.0) | 195.2 | (2.0) |
| Total | 1,468.1 | 18.6 | 1,132.7 | 31.4 | 335.3 | (12.8) | 1,242.3 | 15.5 |

- (*1) "Domestic investment" and "International investment" are categorized by the countries where final exposure exists.
- (*2) German government bonds (Bunds), UK government bonds (Gilts) and French government bonds (OATs).
- (*3) "US agency MBS" is constituted by GNMA only.
- (*4) Corporate bonds which are based on issuer's credit risk.
- (*5) "Investment trust" and investment securities uncategorizable into "Domestic investment" or "International investment"

<Reference 2> Breakdown of "Held-to-maturity debt securities" [Non-consolidated]

(in billions of yen)

| | Dec. 2012 | | Sep. 2012 | | Change from Sep. 2012 | | Mar. 2 | 2012 |
|----------------------------------|-----------|------|-----------|------|-----------------------|-------|--------|------|
| | Cost | Net | Cost | Net | Cost | Net | Cost | Net |
| Held-to-maturity debt securities | 661.4 | 39.5 | 682.8 | 37.9 | (21.4) | 1.5 | 638.9 | 37.2 |
| Japanese Government Bonds | 265.5 | 6.4 | 265.5 | 7.9 | (0.0) | (1.4) | 164.4 | 7.5 |
| Japanese Local Government Bonds | - | - | - | - | - | - | - | - |
| Japanese Corporate Bonds | 9.0 | 0.0 | 11.9 | 0.1 | (2.9) | (0.0) | 17.1 | 0.1 |
| Others | 386.8 | 33.0 | 405.3 | 29.9 | (18.5) | 3.0 | 457.3 | 29.5 |
| Domestic investment (*) | 49.3 | 0.6 | 52.7 | 0.4 | (3.3) | 0.1 | 57.9 | 0.6 |
| International investment (*) | 337.4 | 32.4 | 352.6 | 29.4 | (15.1) | 2.9 | 399.4 | 28.8 |

^{(*) &}quot;Domestic investment" and "International investment" are categorized by the countries where final exposure exists.

(2) Securities with no available fair value [Non-consolidated]

(in billions of yen)

| | (2 3.) 2. | | | | | |
|-------------------------------|-------------|-----------|-------------|-----------|--|--|
| | Dec. 2012 S | Sep. 2012 | Change from | Mar. 2012 | | |
| | Co | st | Sep. 2012 | Cost | | |
| Available-for-sale securities | 257.1 | 255.2 | 1.9 | 272.6 | | |
| Japanese stocks | 110.6 | 110.9 | (0.2) | 113.2 | | |
| Japanese bonds | - | - | - | - | | |
| Others | 146.4 | 144.3 | 2.1 | 159.4 | | |
| Domestic investment (*) | 125.4 | 125.4 | (0.0) | 133.1 | | |
| International investment (*) | 21.0 | 18.8 | 2.1 | 26.3 | | |

 $^{(*) \ &}quot;Domestic investment" \ and \ "International investment" \ are \ categorized \ by \ the \ countries \ where \ final \ exposure \ exists.$

5. Deferred unrealized gains/ losses of derivative transactions qualified for Hedge accounting [Non-consolidated]

(in billions of yen)

| | Dec. 2012 | Sep. 2012 | Change from Sep. 2012 | Mar. 2012 |
|-----------------------|-----------|-----------|--------------------------|-----------|
| Interest rate related | (7.1) | (11.0) | 3.9 | (5.3) |
| Interest rate swaps | (7.1) | (11.0) | 3.9 | (5.3) |
| Currency related | (5.4) | (4.5) | (0.9) | (2.0) |
| Total | (12.5) | (15.5) | 2.9 | (7.4) |

Note 1: Before tax effect accounting

Note 2: Figures for past fiscal year are combined total of those for former CMTB (non-consolidated) and former STB (non-consolidated).

6. Loans and Deposits (Banking a/c and Principal guaranteed trust a/c combined)

(1) Balance of loans and deposits (Domestic branches)

[Non-consolidated]

| [| | | (i | n billions of yen) |
|------------------------------------|-----------|-----------|--------------------------|--------------------|
| | Dec. 2012 | Sep. 2012 | Change from Sep. 2012 | Mar. 2012 |
| Loans and bills discounted | 20,096.4 | 20,073.2 | 23.2 | 19,861.4 |
| Banking account | 19,913.9 | 19,887.2 | 26.6 | 19,648.5 |
| Principal guaranteed trust account | 182.5 | 185.9 | (3.4) | 212.9 |
| Deposits, Trust principal | 22,737.7 | 22,586.9 | 150.7 | 22,907.3 |
| Deposits (*) | 21,429.7 | 21,322.7 | 107.0 | 21,482.7 |
| Trust principal | 1,307.9 | 1,264.2 | 43.7 | 1,424.6 |

(*) Excluding NCDs.

Note: Figures for past fiscal year are combined total of those for former CMTB (non-consolidated) and former STB (non-consolidated).

(2) Overseas loans

[Non-consolidated]

(in billions of yen)

| | | | (- | ii biiiiono oi yoni, |
|---|-----------|-----------|--------------------------|----------------------|
| | Dec. 2012 | Sep. 2012 | Change from Sep. 2012 | Mar. 2012 |
| Loans to Japanese corporations operating overseas (*) | 1,926.8 | 1,752.2 | 174.5 | 1,627.5 |
| Loans to overseas non-Japanese borrowers (*) | 920.4 | 775.5 | 144.8 | 541.4 |
| North America | 175.9 | 117.2 | 58.7 | 115.0 |
| Europe | 494.9 | 432.4 | 62.5 | 295.9 |

^(*) Loans to Japanese corporations operating overseas: Based on borrowers' location.

Note: Figures for past fiscal year are combined total of those for former CMTB (non-consolidated) and former STB (non-consolidated).

(3) Loans by industry

[Non-consolidated]

| | | | (ir | n billions of yen) |
|---|-----------|-----------|--------------------------|--------------------|
| | Dec. 2012 | Sep. 2012 | Change from Sep. 2012 | Mar. 2012 |
| Domestic Branches (excluding offshore) | 20,094.5 | 20,071.2 | 23.3 | 19,859.0 |
| Manufacturing | 2,882.6 | 2,686.3 | 196.2 | 2,691.3 |
| Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering | 15.9 | 16.0 | (0.0) | 26.2 |
| Construction | 158.8 | 156.7 | 2.1 | 163.5 |
| Electricity, gas, heat supply and water | 760.2 | 742.0 | 18.2 | 735.6 |
| Information and communications | 254.6 | 246.8 | 7.7 | 250.9 |
| Transport and postal activities | 1,258.0 | 1,244.6 | 13.4 | 1,266.4 |
| Wholesale and retail trade | 1,211.5 | 1,214.4 | (2.8) | 1,271.9 |
| Finance and insurance | 2,201.9 | 2,378.3 | (176.3) | 2,403.4 |
| Real estate | 2,714.5 | 2,824.2 | (109.7) | 2,832.1 |
| Goods rental and leasing | 572.0 | 623.0 | (51.0) | 696.0 |
| Others | 8,063.9 | 7,938.3 | 125.5 | 7,521.2 |
| Overseas branches and offshore | 1,557.5 | 1,356.0 | 201.5 | 1,143.0 |
| Total | 21,652.1 | 21,427.2 | 224.8 | 21,002.1 |

Note 1: Above table is made based on the categorization of "Survey on loans by industry" of Bank of Japan.

Loans to overseas non-Japanese borrowers: Based on the location of final exposure.

Note 2: Figures for past fiscal year are combined total of those for former CMTB (non-consolidated) and former STB (non-consolidated).

7. Problem assets based on the Financial Reconstruction Act (Banking a/c and Principal guaranteed trust a/c combined)

(1) Problem assets based on the Financial Reconstruction Act (After partial direct written-off) [Non-consolidated]

(in billions of yen) Dec. 2012 Sep. 2012 Change from Sep. 2012 Mar. 2012 Banking a/c Banking a/c Banking a/c Problem assets based on the Financial 239.1 232.6 206.5 6.5 7.0 234.3 206.0 213.5 Reconstruction Act (a) Bankrupt and practically bankrupt 33.1 33.1 31.9 31.8 1.3 1.3 33.3 33.3 Doubtful 126.7 101.4 124.0 98.4 2.7 3.0 124.0 96.4 Substandard (b) 79.3 79.1 76.8 76.3 2.5 2.7 76.9 76.3 Ordinary assets 22,040.3 21,883.3 21,815.3 21,655.4 225.0 227.9 21,405.4 21,220.7 Assets to substandard debtors 31.1 31.1 31.6 31.6 (0.5)43.1 43.1 (0.5)(excluding Substandard) (c) 629.7 627.6 703.4 Assets to other special mention debtors 688.0 681.6 (58.2)(54.0)692.5 21,224.6 Assets to ordinary debtors 21,379.5 21,095.7 20,942.2 283.8 282.4 20,658.9 20,485.1 Total balance (d) 22,279.4 21,861.9 231.5 234.9 21,426.7 22,096.9 22,047.9 21,639.7

1.1%

108.4

0.9%

107.9

0.0%

2.0

0.1%

2.3

1.1%

120.1

1.0%

119.4

110.4 Note 1: Partial direct written-off: Dec. 2012: 30.5 billion yen, Sep. 2012: 36.5 billion yen, Mar. 2012: 39.7 billion yen

1.1%

(Ratio to total balance (a) / (d))

Assets to substandard debtors (b) + (c)

1.0%

110.2

(2) Coverage ratio and allowance ratio of Problem assets based on the Financial Reconstruction Act (*1) [Non-consolidated]

(in billions of yen) Dec. 2012 Sep. 2012 Change from Sep. 2012 Mar. 2012 Banking a/c Banking a/c Banking a/c Banking a/c Problem assets based on the Financial 239.1 213.5 232.6 206.5 6.5 7.0 234.3 206.0 Reconstruction Act 86.2% 84.5% 85.7% 84.0% 0.5% 0.5% 86.1% 84.3% Coverage ratio 58.7% 58.9% 57.9% 58.1% Allowance ratio 58.8% 59.1% (0.2%)(0.3%)Bankrupt and practically bankrupt 33.1 33.1 31.9 31.8 1.3 1.3 33.3 33.3 Coverage ratio 100.0% 100.0% 100.0% 100.0% -% -% 100.0% 100.0% -% Allowance ratio 100.0% 100.0% 100.0% 100.0% -% 100.0% 100.0% 2.7 Doubtful 126.7 101.4 124.0 98.4 3.0 124.0 96.4 Coverage ratio 90.9% 88.7% 90.5% 88.1% 0.4% 0.6% 90.1% 87.3% Allowance ratio 68.8% 68.8% 68.6% 68.6% 0.2% 0.2% 62.5% 62.5% Substandard 79.3 79.1 76.8 76.3 2.5 2.7 76.9 76.3 Coverage ratio 72.9% 72.8% 71.9% 72.1% 1.0% 0.7% 73.5% 73.6% Allowance ratio 20.5% 20.5% 21.9% 22.1% (1.4%)29.5% 29.8% (1.6%)

Note 1: Other than the above mentioned, there is Reserves for loan trust of 0.6 billion yen and Reserves for JOMT (Jointly-operated money trust) of 0.2 billion yen as of Dec. 2012.

Note 2: Figures for past fiscal year are combined total of those for former CMTB (non-consolidated) and former STB (non-consolidated).

Note 2: Figures for past fiscal year are combined total of those for former CMTB (non-consolidated) and former STB (non-consolidated).

<Reference> Other referential financial figures of SMTB

(1) Balance Sheets [Non-consolidated]

| [Non-consolidated] | | | (in hillians of yor) |
|---|----------------|-----------------|------------------------------|
| | Dec. 2012 | Mar. 2012 | (in billions of yen) Change |
| Assets: | | | · · |
| Cash and due from banks | 1,476.1 | 2,394.2 | (918.0) |
| Call loans | 391.1 | 389.8 | 1.2 |
| Receivables under resale agreements | 86.6 | 55.2 | 31.4 |
| Receivables under securities borrowing transactions | 277.6 | 18.6 | 259.0 |
| Monetary claims bought | 191.9 | 235.0 | (43.1) |
| Trading assets | 917.0 | 643.7 | 273.2 |
| Money held in trust | 17.0 | 17.0 | 0.0 |
| Securities | 7,088.7 | 6,585.8 | 502.9 |
| Loans and bills discounted | 21,469.6 | 20,789.2 | 680.3 |
| Foreign exchanges | 32.0 | 9.4 | 22.5 |
| Other assets | 1,154.6 | 1,033.8 | 120.7 |
| Tangible fixed assets | 218.6 | 224.6 | (6.0) |
| Intangible fixed assets | 65.6 | 59.6 | 5.9 |
| Deferred tax assets | 115.3 | 146.4 | (31.1) |
| Customers' liabilities for acceptances and guarantees | 384.4 | 355.6 | 28.7 |
| Allowance for loan losses | (105.5) | (118.7) | 13.2 |
| Allowance for investment loss | (1.1) | (1.1) | - |
| Total assets | 33,779.9 | 32,838.7 | 941.1 |
| Liabilities: | | | |
| Deposits | 22,113.4 | 22,059.5 | 53.8 |
| Negotiable certificates of deposit | 3,925.2 | 3,301.3 | 623.8 |
| Call money | 183.6 | 549.9 | (366.2) |
| Payables under repurchase agreements | 576.9 | 211.5 | 365.4 |
| Collateral for lending securities | - | 227.9 | (227.9) |
| Trading liabilities | 219.8 | 179.3 | 40.5 |
| Borrowed money | 1,064.8 | 1,059.5 | 5.3 |
| Foreign exchanges | 0.1 | 0.0 | 0.0 |
| Short-term bonds payable | 501.5 | 249.3 | 252.1 |
| Corporate bonds | 794.2 | 784.4 | 9.8 |
| Borrowed money from trust account | 1,208.5 | 1,233.7 | (25.1) |
| Other liabilities | 824.6 | 603.7 | 220.9 |
| Provision for bonuses | 2.1 | 7.0 | (4.8) |
| Provision for directors' bonuses | - | 0.0 | (0.0) |
| Provision for retirement benefits | 0.6 | 0.7 | (0.0) |
| Provision for reimbursement of deposits | 7.8 | 6.9 | 0.8 |
| Provision for contingent loss | 9.1 | 12.5 | (3.3) |
| Provision for relocation expenses | - | 8.7 | (8.7) |
| Deferred tax liabilities for land revaluation | 4.1 | 4.4 | (0.3) |
| Acceptances and guarantees | 384.4 | 355.6 | 28.7 |
| Total liabilities | 31,821.6 | 30,856.7 | 964.8 |
| Net assets: | 242.0 | 750.7 | (440.0) |
| Capital stock (*) | 342.0 | 752.7 | (410.6) |
| Capital surplus | 848.3 248.3 | 466.8 | 381.4 |
| Legal capital surplus (*) | | 412.8 | (164.4) |
| Other capital surplus (*) | 599.9 | 54.0 | 545.9 |
| Retained earnings | 725.0 | 726.1 | (1.0) |
| Legal retained earnings | 68.8 656.1 | 109.2 | (40.4) |
| Other retained earnings | | 616.8 | 39.3 |
| Reserve for overseas investment loss | 0.0 371.8 | 0.0 371.8 | (0.0) |
| Other voluntary reserve Retained earnings brought forward | 371.8 284.3 | 371.8 245.0 | 39.3 |
| | 1,915.3 | | |
| Shareholders' equity Valuation difference on available-for-sale securities | 1,915.3 | 1,945.6 55.5 | (30.3) |
| Deferred gains or losses on hedges | | 0.4 | (12.5) (3.5) |
| Revaluation reserve for land | (3.1) 3.0 | | , , |
| Valuation and translation adjustments | 42.9 | (19.6) | 6.6 |
| Total net assets | 1,958.3 | 1,981.9 | (23.6) |
| Total liabilities and net assets | 33,779.9 | 32,838.7 | 941.1 |
| ו טומו וומטווונוטט מוזע ווט'נ מטטטנט | 33,113.3 | 32,030.1 | 341.1 |

Note: With the establishment of SMTB, total capital stock (410.6 billion yen) and total legal capital surplus (170.2 billion yen) as of Mar. 2012 of former CMTB and former CMAB, which are the extinct companies upon Merger, are included in other capital surplus of SMTB.

(2) Statements of Income [Non-consolidated]

(in billions of yen) 3QFY2012 3QFY2011 Change (Cumulative total) (Cumulative total) Ordinary income 519.9 546.1 (26.1)Trust fees 64.7 68.5 (3.7)Interest income 247.0 272.7 (25.6)Interest on loans and discounts 177.4 182.2 (4.8)Interest on securities 64.3 81.5 (17.1)Fees and commissions 110.6 101.2 9.3 Trading income 7.7 13.5 5.7 Other ordinary income 54.9 80.3 (25.4)Other income 29.1 17.6 11.5 Ordinary expenses 402.7 425.8 (23.0)Interest expenses 98.6 107.0 (8.3)Interest on deposits 57.6 65.3 (7.6)Fees and commissions payments 55.6 45.8 9.8 Trading expenses 0.1 0.2 (0.0)Other ordinary expenses 5.9 20.0 (14.0)General and administrative expenses 195.4 200.1 (4.7)Other expenses 46.8 52.5 (5.7)Ordinary profit 117.2 120.3 (3.0)Extraordinary income 3.1 2.8 0.2 Extraordinary loss 14.8 9.2 5.5 Income before Income Taxes 105.5 (5.8)111.3 Income taxes-Current 5.8 11.5 (5.6)Income taxes-Deferred 28.3 33.2 (4.9)Income taxes 34.2 44.8 (10.6)

71.3

66.5

4.8

(3) Statement of trust account [Non-consolidated]

Net income

| | | | (in billions of yen) |
|--|-----------|-----------|----------------------|
| Items | Dec. 2012 | Mar. 2012 | Change |
| Loans and bills discounted | 495.5 | 402.5 | 93.0 |
| Securities | 597.5 | 460.7 | 136.7 |
| Beneficiary rights | 100,098.6 | 96,776.7 | 3,321.9 |
| Securities held in custody accounts | 135.5 | 178.5 | (42.9) |
| Money claims | 9,700.1 | 8,992.7 | 707.4 |
| Tangible fixed assets | 9,597.0 | 9,439.2 | 157.8 |
| Intangible fixed assets | 69.4 | 69.5 | (0.1) |
| Other claims | 3,592.5 | 1,770.9 | 1,821.5 |
| Call loans | 32.1 | 30.3 | 1.8 |
| Loans to banking account | 1,208.5 | 1,233.7 | (25.1) |
| Cash and due from banks | 395.7 | 441.4 | (45.6) |
| Total assets | 125,923.0 | 119,796.5 | 6,126.4 |
| Money trusts | 21,184.1 | 21,965.3 | (781.1) |
| Pension trusts | 13,093.7 | 12,721.1 | 372.5 |
| Property formation benefit trusts | 21.0 | 22.3 | (1.2) |
| Loan trusts | 97.1 | 143.7 | (46.6) |
| Securities investment trusts | 40,254.8 | 37,766.7 | 2,488.0 |
| Money entrusted, other than money trusts | 3,572.2 | 3,061.2 | 510.9 |
| Securities trusts | 20,974.5 | 18,965.7 | 2,008.8 |
| Money claim trusts | 9,830.1 | 9,060.9 | 769.1 |
| Land and fixtures trusts | 113.0 | 117.8 | (4.8) |
| Composite trusts | 16,782.1 | 15,971.3 | 810.8 |
| Other trusts | - | 0.0 | (0.0) |
| Total liabilities | 125,923.0 | 119,796.5 | 6,126.4 |

Note: The amount of retrusted assets to Japan Trustee Services Bank, Ltd. as a securities processing is included in Beneficiary rights: Dec. 2012: 99,952.5 billion yen, Mar. 2012: 96,715.9 billion yen

(4) Breakdown of principal guaranteed trust a/c [Non-consolidated]

(in billions of yen) Dec. 2012 Mar. 2012 Change Loans and bills discounted 182.5 212.9 (30.4)Securities 0.0 0.0 (0.0)Others 1,031.4 1,070.8 Money trusts (39.4)1,213.9 Total assets 1,283.8 (69.8)Principal 1,211.9 1,283.0 (71.0)Reserves for JOMT (Jointly-operated money trust) 0.2 0.2 (0.0)1.7 Others 0.5 1.2 Total liabilities 1,213.9 1,283.8 (69.8)Loans and bills discounted Securities Others 97.4 144.0 (46.6)Total assets 97.4 (46.6)144.0 Principal 95.9 141.5 (45.5)Reserves for loan trust 0.6 8.0 (0.2)Others 8.0 1.6 (8.0)Total liabilities 97.4 144.0 (46.6)

Note: Figures for past fiscal year are combined total of those for former CMTB (non-consolidated) and former STB (non-consolidated).