

Explanatory Material

*Fiscal Year 2016
ended on Mar. 31, 2017*



SUMITOMO MITSUI TRUST HOLDINGS

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Summary of FY2016 financial results

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<Definition of terms in this document>
 Sumitomo MitsuiTrust Holdings (Consolidated): "SuMi TRUST Holdings" or "Consolidated"
 Sumitomo Mitsui Trust Bank (Non-consolidated): "SuMi TRUST Bank" or "Non-Consolidated"

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.

Financial figures

1. Status of profit and loss

[Consolidated]

(Millions of yen)

| | | FY2016 | FY2015 | Change |
|--|----|----------------|----------------|-----------------|
| Consolidated gross business profit (*1) | 1 | 625,582 | 697,810 | (72,227) |
| Consolidated gross business profit (after written-off of principal guaranteed trust a/c) (1 + 19) | 2 | 625,582 | 697,810 | (72,227) |
| Net interest income and related profit | 3 | 232,561 | 242,809 | (10,248) |
| Net interest income | 4 | 219,083 | 230,944 | (11,861) |
| Trust fees from principal guaranteed trust a/c (before written-off of principal guaranteed trust a/c) | 5 | 13,477 | 11,865 | 1,612 |
| Net fees and commissions and related profit | 6 | 398,604 | 369,491 | 29,113 |
| Net fees and commissions | 7 | 312,212 | 275,818 | 36,393 |
| Other trust fees | 8 | 86,392 | 93,672 | (7,280) |
| Net trading profit | 9 | 17,040 | 15,535 | 1,504 |
| Net other operating profit | 10 | (22,624) | 69,972 | (92,597) |
| Net gains on bonds | 11 | (97,063) | 52,342 | (149,406) |
| Net gains from derivatives other than for trading or hedging | 12 | 20,803 | (22,226) | 43,029 |
| General and administrative expenses | 13 | (419,680) | (405,019) | (14,660) |
| (excluding amortization of goodwill) | 14 | (410,215) | (396,603) | (13,612) |
| Personnel expenses | 15 | (191,386) | (187,282) | (4,103) |
| Non-personnel expenses excluding taxes | 16 | (210,957) | (202,246) | (8,710) |
| Taxes other than income taxes | 17 | (17,336) | (15,490) | (1,846) |
| Provision of general allowance for loan losses | 18 | (29,493) | (6,812) | (22,681) |
| Principal guaranteed trust a/c credit costs | 19 | - | - | - |
| Banking a/c credit costs | 20 | (1,871) | (21,938) | 20,066 |
| Written-off of loans | 21 | (4,776) | (9,377) | 4,601 |
| Provision of specific allowance for loan losses | 22 | 3,173 | (12,383) | 15,556 |
| Losses on sales of loans | 23 | (268) | (177) | (90) |
| Reversal of allowance for loan losses | 24 | - | - | - |
| Recoveries of written-off claims | 25 | 2,813 | 2,795 | 18 |
| Net gains on stocks | 26 | 36,488 | 29,660 | 6,828 |
| Losses on devaluation of stocks | 27 | (3,848) | (6,350) | 2,501 |
| Net income from affiliates by equity method | 28 | 6,950 | 7,702 | (752) |
| Others | 29 | (24,405) | (26,136) | 1,730 |
| Ordinary profit | 30 | 196,383 | 278,061 | (81,678) |
| Extraordinary profit | 31 | (5,247) | (4,924) | (322) |
| Impairment loss on fixed assets | 32 | (5,870) | (4,080) | (1,790) |
| Income before income tax | 33 | 191,135 | 273,136 | (82,001) |
| Total income taxes | 34 | (56,929) | (93,986) | 37,057 |
| Income taxes-current | 35 | (52,274) | (72,470) | 20,195 |
| Income taxes-deferred | 36 | (4,654) | (21,515) | 16,861 |
| Net income | 37 | 134,206 | 179,150 | (44,943) |
| Net income attributable to non-controlling interests | 38 | (12,759) | (12,240) | (518) |
| Net income attributable to owners of the parent | 39 | 121,446 | 166,909 | (45,462) |
| Total credit costs (18 + 19 + 20 + 24 + 25) | 40 | (28,551) | (25,955) | (2,596) |

(*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)

| | | | | |
|--|----|----------------|----------------|-----------------|
| Consolidated net business profit before credit costs (*2) | 41 | 232,363 | 318,331 | (85,967) |
|--|----|----------------|----------------|-----------------|

(*2) Consolidated net business profit before credit costs = Non-consolidated net business profit before credit costs + Ordinary profits of other subsidiary companies (non-recurring effect adjusted) + Ordinary profits of affiliates (non-recurring effect adjusted) x Ratio of equity holdings - Intra-group transaction (dividends, etc.)

(Reference) Major components of "Consolidated net business profit before credit costs" <41>, in which gross income and expense from the affiliates are taken into consideration for managerial accounting, are shown in the table below.

| | | | | |
|---|----|-----------|-----------|----------|
| Substantial consolidated gross business profit | 42 | 654,566 | 727,101 | (72,534) |
| Substantial net fees and commissions and related profit | 43 | 408,321 | 381,573 | 26,748 |
| Substantial general and administrative expenses | 44 | (422,203) | (408,770) | (13,432) |

<Difference from non-consolidated financial results (*3)>

| | | | | |
|--|----|---------|----------|---------|
| Net business profit before credit costs | 45 | 81,811 | 69,146 | 12,665 |
| Net income attributable to owners of the parent (*4) | 46 | 43,783 | 23,755 | 20,027 |
| Total credit costs | 47 | (3,578) | (11,781) | 8,202 |
| Net gains on stocks | 48 | 5,188 | 10,916 | (5,727) |

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

(*4) Differences between "Net income attributable to owners of the parent" in "Consolidated" and "Net income" in "Non-consolidated".

[Non-consolidated]

(Millions of yen)

| | | FY2016 | FY2015 | Change |
|--|----|----------------|----------------|------------------|
| Gross business profit | 1 | 383,349 | 485,343 | (101,993) |
| Gross business profit (after written-off of principal guaranteed trust a/c) (1 + 23) | 2 | 383,349 | 485,343 | (101,993) |
| Net interest income and related profit | 3 | 216,729 | 223,978 | (7,248) |
| Net interest income | 4 | 203,251 | 212,113 | (8,861) |
| Domestic | 5 | 141,072 | 151,169 | (10,097) |
| International | 6 | 62,179 | 60,943 | 1,235 |
| Trust fees from principal guaranteed trust a/c (before written-off of principal guaranteed trust a/c) | 7 | 13,477 | 11,865 | 1,612 |
| Net fees and commissions and related profit | 8 | 196,947 | 199,928 | (2,981) |
| Net fees and commissions | 9 | 116,135 | 111,504 | 4,630 |
| Other trust fees | 10 | 80,811 | 88,423 | (7,611) |
| Net trading income | 11 | 17,040 | 15,535 | 1,504 |
| Net other operating profit | 12 | (47,368) | 45,900 | (93,268) |
| Net gains on foreign exchange transactions | 13 | 28,608 | 16,500 | 12,107 |
| Net gains on bonds | 14 | (96,958) | 51,720 | (148,679) |
| Net gains from derivatives other than for trading or hedging | 15 | 21,181 | (22,877) | 44,059 |
| General and administrative expenses | 16 | (232,797) | (236,158) | 3,360 |
| Personnel expenses | 17 | (106,719) | (108,294) | 1,575 |
| Non-personnel expenses | 18 | (112,532) | (115,002) | 2,469 |
| Taxes other than income taxes | 19 | (13,545) | (12,861) | (684) |
| Net business profit before credit costs (1 + 16) | 20 | 150,552 | 249,184 | (98,632) |
| (Excluding Net gains on bonds) (20 - 14) | 21 | 247,511 | 197,464 | 50,046 |
| Provision of general allowance for loan losses | 22 | (27,957) | (6,394) | (21,562) |
| Principal guaranteed trust a/c credit costs | 23 | - | - | - |
| Net business profit | 24 | 122,594 | 242,790 | (120,195) |
| Net non-recurring profit | 25 | (5,283) | (23,912) | 18,629 |
| Banking a/c credit costs | 26 | 1,267 | (9,655) | 10,922 |
| Written-off of loans | 27 | (378) | (6,493) | 6,115 |
| Provision of specific allowance for loan losses | 28 | 1,913 | (2,984) | 4,898 |
| Losses on sales of loans | 29 | (268) | (177) | (90) |
| Reversal of allowance for loan losses | 30 | - | - | - |
| Recoveries of written-off claims | 31 | 1,717 | 1,876 | (159) |
| Net gains on stocks | 32 | 31,300 | 18,743 | 12,556 |
| Losses on devaluation of stocks | 33 | (9,168) | (3,714) | (5,453) |
| Others | 34 | (39,567) | (34,876) | (4,690) |
| Amortization of net actuarial losses/ prior service cost | 35 | (28,596) | (14,973) | (13,623) |
| Provision for contingent loss | 36 | (131) | 891 | (1,023) |
| Losses on investment in partnerships | 37 | (3,076) | (8,731) | 5,654 |
| Net gains on stock related derivatives | 38 | (4,387) | (3,551) | (835) |
| Ordinary profit | 39 | 117,311 | 218,877 | (101,566) |
| Extraordinary profit | 40 | (5,985) | (3,681) | (2,304) |
| Net gains on disposal of fixed assets | 41 | (209) | (1,479) | 1,269 |
| Impairment loss on fixed assets | 42 | (5,776) | (2,202) | (3,574) |
| Income before income taxes | 43 | 111,325 | 215,196 | (103,870) |
| Total income taxes | 44 | (33,662) | (72,042) | 38,379 |
| Income taxes-current | 45 | (32,701) | (57,621) | 24,920 |
| Income taxes-deferred | 46 | (961) | (14,421) | 13,459 |
| Net income | 47 | 77,663 | 143,154 | (65,490) |
| Total credit costs (22 + 23 + 26 + 30 + 31) | 48 | (24,973) | (14,174) | (10,799) |
| Overhead ratio (-16/1) | 49 | 60.73% | 48.66% | 12.07% |

2. Breakdown of profit by business group

(1) Gross business profit

[Non-consolidated]

| | (Billions of yen) | | |
|--------------------------------|-------------------|--------------|----------------|
| | FY2016 | FY2015 | Change |
| Retail financial services | 140.2 | 147.9 | (7.6) |
| Wholesale financial services | 118.5 | 125.9 | (7.3) |
| Stock transfer agency services | 29.7 | 28.8 | 0.8 |
| Real estate | 32.0 | 27.6 | 4.3 |
| Fiduciary services | 90.7 | 93.5 | (2.8) |
| Global markets | 8.2 | 97.5 | (89.2) |
| Fees paid for outsourcing | (39.5) | (38.7) | (0.8) |
| Stock transfer agency services | (10.1) | (10.3) | 0.1 |
| Fiduciary services | (29.4) | (28.3) | (1.0) |
| Others (*) | 3.3 | 2.5 | 0.7 |
| Gross business profit | 383.3 | 485.3 | (101.9) |

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

(2) Net business profit before credit costs

[Consolidated]

| | (Billions of yen) | | |
|--|-------------------|--------------|---------------|
| | FY2016 | FY2015 | Change |
| Retail financial services | 33.6 | 28.3 | 5.3 |
| Wholesale financial services | 104.0 | 106.0 | (1.9) |
| Stock transfer agency services | 17.1 | 16.3 | 0.7 |
| Real estate | 29.3 | 24.2 | 5.1 |
| Fiduciary services | 50.0 | 55.4 | (5.4) |
| Global markets | (4.7) | 85.9 | (90.6) |
| Others (*) | 2.9 | 1.9 | 0.9 |
| Net business profit before credit costs | 232.3 | 318.3 | (85.9) |

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

[Non-consolidated]

| | (Billions of yen) | | |
|--|-------------------|--------------|---------------|
| | FY2016 | FY2015 | Change |
| Retail financial services | 15.7 | 21.2 | (5.5) |
| Wholesale financial services | 78.6 | 83.3 | (4.7) |
| Stock transfer agency services | 16.2 | 15.4 | 0.7 |
| Real estate | 23.1 | 18.7 | 4.4 |
| Fiduciary services | 32.5 | 36.0 | (3.5) |
| Global markets | (4.7) | 85.9 | (90.6) |
| Others (*) | (10.9) | (11.7) | 0.7 |
| Net business profit before credit costs | 150.5 | 249.1 | (98.6) |

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

(3) Fee revenue breakdown
[Consolidated]

| | (Billions of yen) | | |
|---|-------------------|--------|--------|
| | FY2016 | FY2015 | Change |
| Net fees and commissions | 312.2 | 275.8 | 36.3 |
| Retail financial services | 114.2 | 88.7 | 25.4 |
| Wholesale financial services | 39.3 | 39.9 | (0.5) |
| Stock transfer agency services | 32.0 | 31.2 | 0.7 |
| Real estate | 49.0 | 42.9 | 6.0 |
| Fiduciary services | 101.9 | 99.1 | 2.7 |
| Fees paid for outsourcing | (10.0) | (9.8) | (0.2) |
| Fiduciary services | (10.0) | (9.8) | (0.2) |
| Other trust fees | 86.3 | 93.6 | (7.2) |
| Wholesale financial services | 3.4 | 5.0 | (1.6) |
| Real estate | 3.2 | 3.5 | (0.2) |
| Fiduciary services | 79.2 | 84.6 | (5.3) |
| Net fees and commissions and related profit | 398.6 | 369.4 | 29.1 |
| Fee revenue ratio | 63.7% | 52.9% | 10.8% |
| Consolidated gross business profit | 625.5 | 697.8 | (72.2) |

3. Major subsidiaries

(Billions of yen)

| | Sumitomo Mitsui Trust Panasonic Finance Co., Ltd. (Consolidated) | | | Sumitomo Mitsui Trust Loan & Finance Co., Ltd. | | |
|--------------------|--|--------|--------|--|--------|--------|
| | FY2016 | FY2015 | Change | FY2016 | FY2015 | Change |
| Ordinary profit | 10.5 | 7.2 | 3.3 | 7.7 | 6.7 | 1.0 |
| Net income (*1) | 6.8 | 5.5 | 1.3 | 4.7 | 3.6 | 1.0 |
| Total credit costs | (0.2) | (3.4) | 3.1 | (0.0) | (0.0) | 0.0 |

| | Mar. 2017 | Mar. 2016 | Change | Mar. 2017 | Mar. 2016 | Change |
|--------------|-----------|-----------|--------|-----------|-----------|--------|
| Total assets | 1,245.2 | 1,018.3 | 226.9 | 364.1 | 343.1 | 21.0 |
| Net assets | 162.3 | 155.3 | 6.9 | 50.6 | 45.9 | 4.7 |

(Billions of yen)

| | Nikko Asset Management Co., Ltd. (Consolidated) | | | Sumitomo Mitsui Trust Realty Co., Ltd. | | |
|-----------------|---|--------|--------|--|--------|--------|
| | FY2016 | FY2015 | Change | FY2016 | FY2015 | Change |
| Ordinary profit | 8.3 | 8.9 | (0.6) | 4.7 | 3.9 | 0.7 |
| Net income (*1) | 5.1 | 4.9 | 0.1 | 3.5 | 2.7 | 0.8 |

| | Mar. 2017 | Mar. 2016 | Change | Mar. 2017 | Mar. 2016 | Change |
|------------------------------|-----------|-----------|---------|-----------|-----------|--------|
| Total assets | 89.5 | 85.6 | 3.8 | 24.2 | 20.3 | 3.8 |
| Net assets | 69.9 | 67.6 | 2.3 | 19.8 | 16.3 | 3.5 |
| Assets under management (*2) | 20,338.6 | 17,418.8 | 2,919.7 | | | |

(*1) "Net income" represents "Net income attributable to owners of the parent" for Sumitomo Mitsui Trust Panasonic Finance Co., Ltd. (Consolidated) and Nikko Asset Management Co., Ltd. (Consolidated).

(*2) Figure for Mar. 2017 is preliminary basis

<Reference> Number of subsidiaries/ affiliates

| | Mar. 2017 | Mar. 2016 | Change |
|---|-----------|-----------|--------|
| Consolidated subsidiaries | 71 | 73 | (2) |
| Affiliates (subject to the equity method) | 23 | 19 | 4 |

4. Yields and margins

(1) Domestic banking a/c

[Non-consolidated]

| | FY2016 | 2HFY2016 | 1HFY2016 | FY2015 | (%) Change from FY2015 |
|---|-------------|-------------|-------------|--------|------------------------------|
| Average yield on interest-earning assets (A) | 0.62 | 0.63 | 0.61 | 0.72 | (0.10) |
| Loans and bills discounted (B) | 0.73 | 0.72 | 0.75 | 0.84 | (0.11) |
| Securities | 1.52 | 1.57 | 1.47 | 1.59 | (0.07) |
| Average yield on interest-bearing liabilities (C) | 0.20 | 0.19 | 0.21 | 0.24 | (0.04) |
| Deposits (D) | 0.16 | 0.15 | 0.16 | 0.20 | (0.04) |
| Gross margin (A) - (C) | 0.42 | 0.44 | 0.40 | 0.48 | (0.06) |
| Loan-deposit margin (B) - (D) | 0.57 | 0.57 | 0.59 | 0.64 | (0.07) |

(2) Domestic banking a/c and principal guaranteed trust a/c combined

[Non-consolidated]

| | FY2016 | 2HFY2016 | 1HFY2016 | FY2015 | (%) Change from FY2015 |
|---|-------------|-------------|-------------|--------|------------------------------|
| Average yield on interest-earning assets (A) | 0.62 | 0.63 | 0.61 | 0.72 | (0.10) |
| Loans and bills discounted (B) | 0.73 | 0.72 | 0.75 | 0.84 | (0.11) |
| Securities | 1.52 | 1.57 | 1.47 | 1.59 | (0.07) |
| Average yield on interest-bearing liabilities (C) | 0.16 | 0.16 | 0.16 | 0.20 | (0.04) |
| Deposits and Trust Principal (D) | 0.14 | 0.14 | 0.14 | 0.19 | (0.05) |
| Gross margin (A) - (C) | 0.46 | 0.47 | 0.45 | 0.52 | (0.06) |
| Loan-deposit margin (B) - (D) | 0.59 | 0.58 | 0.61 | 0.65 | (0.06) |

5. Net gains on securities

[Consolidated]

| | (Millions of yen) | | |
|---------------------------------|-------------------|---------|-----------|
| | FY2016 | FY2015 | Change |
| Net gains on bonds | (97,063) | 52,342 | (149,406) |
| Gains on sales of bonds | 21,656 | 57,490 | (35,833) |
| Gains on redemption of bonds | - | - | - |
| Losses on sales of bonds | (118,712) | (5,136) | (113,576) |
| Losses on redemption of bonds | (7) | - | (7) |
| Losses on devaluation of bonds | - | (11) | 11 |
| Net gains on stocks | 36,488 | 29,660 | 6,828 |
| Gains on sales of stocks | 46,243 | 42,293 | 3,949 |
| Losses on sales of stocks | (5,906) | (6,283) | 376 |
| Losses on devaluation of stocks | (3,848) | (6,350) | 2,501 |

[Non-consolidated]

| | (Millions of yen) | | |
|---------------------------------|-------------------|---------|-----------|
| | FY2016 | FY2015 | Change |
| Net gains on bonds | (96,958) | 51,720 | (148,679) |
| Gains on sales of bonds | 21,630 | 56,767 | (35,137) |
| Gains on redemption of bonds | - | - | - |
| Losses on sales of bonds | (118,589) | (5,035) | (113,553) |
| Losses on redemption of bonds | - | - | - |
| Losses on devaluation of bonds | - | (11) | 11 |
| Net gains on stocks | 31,300 | 18,743 | 12,556 |
| Gains on sales of stocks | 46,191 | 28,025 | 18,165 |
| Losses on sales of stocks | (5,723) | (5,567) | (155) |
| Losses on devaluation of stocks | (9,168) | (3,714) | (5,453) |

6. Unrealized gains/ losses on investment securities

(1) Securities with fair value

[Consolidated]

| | Mar. 2017 | | | | Sep. 2016 | | Mar. 2016 | | Change from Mar. 2016 | |
|----------------------------------|-----------|----------|------------------|-------------------|-----------|---------|-----------|---------|-----------------------|-----------|
| | Cost | Net | Unrealized gains | Unrealized losses | Cost | Net | Cost | Net | Cost | Net |
| | | | | | | | | | Cost | Net |
| Available-for-sale securities | 3,969,312 | 685,647 | 760,238 | (74,591) | 4,186,290 | 602,354 | 3,762,035 | 675,583 | 207,276 | 10,063 |
| Japanese stocks (*) | 666,284 | 730,472 | 741,444 | (10,971) | 690,433 | 551,240 | 694,541 | 605,962 | (28,257) | 124,510 |
| Japanese bonds | 845,788 | 1,771 | 3,271 | (1,499) | 967,405 | 1,350 | 1,304,933 | 1,745 | (459,144) | 25 |
| Government bonds | 215,291 | (35) | 65 | (100) | 333,779 | 224 | 664,805 | 1,444 | (449,513) | (1,479) |
| Local government bonds | 4,802 | (11) | 17 | (28) | 4,292 | 23 | 4,817 | 28 | (15) | (39) |
| Corporate bonds | 625,694 | 1,817 | 3,188 | (1,370) | 629,334 | 1,103 | 635,310 | 272 | (9,615) | 1,545 |
| Others | 2,457,239 | (46,596) | 15,523 | (62,119) | 2,528,451 | 49,763 | 1,762,560 | 67,875 | 694,678 | (114,472) |
| Held-to-maturity debt securities | 344,728 | 26,917 | 26,996 | (78) | 396,535 | 33,097 | 420,574 | 36,943 | (75,845) | (10,025) |

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

[Non-consolidated]

| | Mar. 2017 | | | | Sep. 2016 | | Mar. 2016 | | Change from Mar. 2016 | |
|----------------------------------|-----------|----------|------------------|-------------------|-----------|---------|-----------|---------|-----------------------|-----------|
| | Cost | Net | Unrealized gains | Unrealized losses | Cost | Net | Cost | Net | Cost | Net |
| | | | | | | | | | Cost | Net |
| Available-for-sale securities | 3,921,346 | 704,050 | 783,651 | (79,600) | 4,125,593 | 622,768 | 3,685,571 | 696,723 | 235,774 | 7,326 |
| Japanese stocks (*) | 639,704 | 754,234 | 768,257 | (14,022) | 663,414 | 575,966 | 667,164 | 630,980 | (27,460) | 123,253 |
| Japanese bonds | 879,618 | 250 | 3,206 | (2,955) | 984,851 | (351) | 1,315,595 | 1,154 | (435,976) | (903) |
| Government bonds | 170,466 | (100) | 0 | (100) | 258,902 | 42 | 569,892 | 1,274 | (399,425) | (1,374) |
| Local government bonds | 4,802 | (11) | 17 | (28) | 4,292 | 23 | 4,817 | 28 | (15) | (39) |
| Corporate bonds | 704,349 | 362 | 3,188 | (2,826) | 721,656 | (416) | 740,884 | (148) | (36,535) | 511 |
| Others | 2,402,023 | (50,434) | 12,188 | (62,622) | 2,477,328 | 47,153 | 1,702,811 | 64,588 | 699,211 | (115,023) |
| Held-to-maturity debt securities | 263,432 | 26,847 | 26,916 | (68) | 312,148 | 33,030 | 332,190 | 36,928 | (68,757) | (10,080) |

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

<Reference 1>

Breakdown of "Available-for-sale securities (Others)"

[Non-consolidated]

| | Mar. 2017 | | Sep. 2016 | | Mar. 2016 | | Change from Mar. 2016 | |
|--------------------------------------|-----------|----------|-----------|----------|-----------|---------|-----------------------|-----------|
| | Cost | Net | Cost | Net | Cost | Net | Cost | Net |
| | | | | | | | Cost | Net |
| Domestic investment (*1) | 93,783 | 1,953 | 108,955 | 2,095 | 120,258 | 2,315 | (26,475) | (361) |
| Asset-backed securities | 30,004 | 717 | 37,760 | 826 | 43,773 | 751 | (13,769) | (34) |
| Others | 63,779 | 1,236 | 71,194 | 1,268 | 76,485 | 1,563 | (12,706) | (327) |
| International investment (*1) | 1,329,938 | (15,880) | 1,663,816 | (10,033) | 956,713 | 7,839 | 373,224 | (23,720) |
| Foreign government bonds | 1,309,688 | (15,939) | 1,644,446 | (6,008) | 935,406 | 10,676 | 374,281 | (26,616) |
| US Treasury | 782,066 | (17,329) | 1,301,009 | (10,339) | 503,082 | 6,095 | 278,984 | (23,425) |
| European government bonds (*2) | 26,948 | 68 | 13,324 | 56 | 30,125 | 259 | (3,176) | (190) |
| US agency MBS | 85,251 | (1,104) | 26,707 | 234 | 39,881 | 395 | 45,370 | (1,499) |
| Corporate bonds, etc. (*3) | 335,729 | 2,258 | 235,241 | 2,429 | 285,558 | 2,635 | 50,170 | (377) |
| Foreign stocks and others | 20,249 | 58 | 19,370 | (4,024) | 21,306 | (2,837) | (1,056) | 2,895 |
| Others (Investment trust, etc.) (*4) | 978,301 | (36,507) | 704,556 | 55,091 | 625,839 | 54,433 | 352,462 | (90,941) |
| Total | 2,402,023 | (50,434) | 2,477,328 | 47,153 | 1,702,811 | 64,588 | 699,211 | (115,023) |

(*1) "Domestic investment" and "International investment" are basically categorized by the countries where final exposure exists.

(*2) German government bonds (Bunds), UK government bonds (Gilts) and French government bonds (OATs).

(*3) Corporate bonds which are based on issuer's credit risk.

(*4) "Investment trust" and investment securities uncategorizable into "Domestic investment" or "International investment".

<Reference 2>

Breakdown of "Held-to-maturity debt securities"

[Non-consolidated]

| | (Millions of yen) | | | | | | | |
|----------------------------------|-------------------|---------------|-----------|--------|-----------|--------|-----------------------|----------|
| | Mar. 2017 | | Sep. 2016 | | Mar. 2016 | | Change from Mar. 2016 | |
| | Cost | Net | Cost | Net | Cost | Net | Cost | Net |
| Held-to-maturity debt securities | 263,432 | 26,847 | 312,148 | 33,030 | 332,190 | 36,928 | (68,757) | (10,080) |
| Japanese Government Bonds | 139,988 | 20,059 | 165,187 | 24,123 | 190,386 | 24,233 | (50,398) | (4,173) |
| Japanese Local Government Bonds | - | - | - | - | - | - | - | - |
| Japanese Corporate Bonds | 29,141 | 155 | 29,547 | 459 | 21,380 | 273 | 7,760 | (117) |
| Others | 94,303 | 6,631 | 117,413 | 8,447 | 120,423 | 12,421 | (26,120) | (5,790) |
| Domestic investment (*) | 12,281 | 25 | 16,827 | 106 | 20,679 | 306 | (8,397) | (280) |
| International investment (*) | 82,021 | 6,605 | 100,586 | 8,340 | 99,743 | 12,114 | (17,722) | (5,509) |

(*) "Domestic investment" and "International investment" are basically categorized by the countries where final exposure exists.

(2) Securities with no available fair value

[Non-consolidated]

| | (Millions of yen) | | | |
|-------------------------------|-------------------|-----------|-----------|-------------|
| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from |
| | | Cost | | Mar. 2016 |
| Available-for-sale securities | 158,010 | 157,491 | 147,201 | 10,808 |
| Japanese stocks | 54,173 | 54,569 | 41,857 | 12,316 |
| Japanese bonds | - | - | - | - |
| Others | 103,837 | 102,922 | 105,344 | (1,507) |
| Domestic investment (*) | 65,829 | 66,583 | 67,896 | (2,066) |
| International investment (*) | 38,007 | 36,339 | 37,448 | 559 |

(*) "Domestic investment" and "International investment" are basically categorized by the countries where final exposure exists.

(3) Domestic LBO finance

[Non-consolidated]

| | (Billions of yen) | | | |
|----------------------|-------------------|-----------|-----------|-------------|
| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from |
| | | Balance | | Mar. 2016 |
| Domestic LBO finance | 298.3 | 243.8 | 229.7 | 68.6 |

(4) Off-balance risk from Special Purpose Entities (SPEs)

a) SPEs related transactions collateralized by overseas assets

There are no transactions that SuMi TRUST Bank sponsors or complements liquidity and/ or credit of SPEs.

b) SPEs related transactions collateralized by domestic assets

SuMi TRUST Bank complements liquidity and credit for the purpose of facilitating domestic Asset-backed Commercial Paper (ABCP) programs of SPEs which were established to meet clients' needs such as raising funds and securitizing assets.

As of Mar. 2017, the balance of outstanding ABCP and collateral are 168.9 billion yen and 595.4 billion yen respectively, and major underlying assets are account receivables.

7. Maturity ladder of securities

<"Held-to-maturity debt securities" with fair value and "Available-for-sale securities" with fair value>

[Consolidated]

| | Mar. 2017 | | | | | Mar. 2016 | | | | |
|------------------------|---------------------|----------------------|------------------------|------------------|-----------|---------------------|----------------------|------------------------|------------------|-----------|
| | Less than 1 year | 1 year to 5 years | 5 years to 10 years | Over 10 years | Total | Less than 1 year | 1 year to 5 years | 5 years to 10 years | Over 10 years | Total |
| | Japanese bonds | 323,668 | 303,469 | 194,691 | 195,110 | 1,016,940 | 687,601 | 459,021 | 174,924 | 197,274 |
| Government bonds | 235,853 | 101 | 60 | 119,481 | 355,495 | 655,765 | 65,734 | 10,776 | 124,736 | 857,012 |
| Local government bonds | - | 1,363 | 3,427 | - | 4,790 | 589 | 2,467 | 1,789 | - | 4,846 |
| Corporate bonds | 87,815 | 302,004 | 191,203 | 75,629 | 656,653 | 31,246 | 390,820 | 162,358 | 72,537 | 656,962 |
| Others | 310,027 | 869,195 | 770,752 | 544,716 | 2,494,691 | 271,429 | 1,020,944 | 314,759 | 352,902 | 1,960,035 |

Note: Including NCD in "Cash and Due from Banks" and "Monetary Claims Bought", as well as securities.

[Non-consolidated]

| | Mar. 2017 | | | | | Mar. 2016 | | | | |
|------------------------|---------------------|----------------------|------------------------|------------------|-----------|---------------------|----------------------|------------------------|------------------|-----------|
| | Less than 1 year | 1 year to 5 years | 5 years to 10 years | Over 10 years | Total | Less than 1 year | 1 year to 5 years | 5 years to 10 years | Over 10 years | Total |
| | Japanese bonds | 278,587 | 303,469 | 194,631 | 272,310 | 1,048,998 | 657,414 | 413,816 | 174,864 | 282,421 |
| Government bonds | 190,771 | 101 | - | 119,481 | 310,354 | 605,571 | 20,528 | 10,716 | 124,736 | 761,553 |
| Local government bonds | - | 1,363 | 3,427 | - | 4,790 | 589 | 2,467 | 1,789 | - | 4,846 |
| Corporate bonds | 87,815 | 302,004 | 191,203 | 152,829 | 733,853 | 51,253 | 390,820 | 162,358 | 157,684 | 762,116 |
| Others | 282,248 | 868,568 | 769,827 | 451,299 | 2,371,944 | 234,234 | 1,020,172 | 312,976 | 252,633 | 1,820,017 |

Note: Including NCD in "Cash and Due from Banks" and "Monetary Claims Bought", as well as securities.

8. Shareholdings

1) Balance of listed stocks

[Consolidated]

| | (Billions of yen) | |
|------------------|-------------------|-----------|
| | Mar. 2017 | Mar. 2016 |
| Cost basis | 666.2 | 694.5 |
| Fair value basis | 1,396.7 | 1,300.5 |

2) Reduction of cross shareholdings

[Consolidated]

| | (Billions of yen) | | | |
|------------|-------------------|-----|--------|-----|
| | FY2016 | | FY2015 | |
| | Full | 1H | Full | 1H |
| Cost basis | 32.2 | 5.1 | 17.6 | 5.3 |

9. Deferred unrealized gains/ losses of derivative transactions qualified for hedge accounting

[Consolidated]

| | (Millions of yen) | | | |
|-----------------------|-------------------|-----------|-----------|--------------------------|
| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from Mar. 2016 |
| Interest rate related | (20,507) | (21,780) | (11,769) | (8,738) |
| Interest rate swaps | (20,507) | (21,780) | (11,769) | (8,738) |
| Currency related | (4,151) | (1,155) | 29 | (4,181) |
| Total | (24,659) | (22,936) | (11,739) | (12,919) |

Note: Before considering tax effect accounting.

[Non-consolidated]

| | (Millions of yen) | | | |
|-----------------------|-------------------|-----------|-----------|--------------------------|
| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from Mar. 2016 |
| Interest rate related | (20,004) | (20,872) | (10,732) | (9,272) |
| Interest rate swaps | (20,004) | (20,872) | (10,732) | (9,272) |
| Currency related | (3,127) | 3,269 | (727) | (2,400) |
| Total | (23,132) | (17,602) | (11,459) | (11,672) |

Note: Before considering tax effect accounting.

10. BIS capital adequacy ratio (Basel III, international standard)

[Consolidated]

| | | (Billions of yen) | | | Minimum requirement (*1) (Mar. 2017) | |
|--|-------------|----------------------------|-----------------|----------|--|-------|
| | | Mar. 2017 (Preliminary) | Mar. 2016 | Change | | |
| Common Equity Tier 1 capital ratio | (8) / (21) | 1 | 11.04% | 11.36% | (0.32%) | 6.00% |
| Tier 1 capital ratio | (12) / (21) | 2 | 13.54% | 13.36% | 0.18% | 7.50% |
| Total capital ratio | (16) / (21) | 3 | 16.42% | 16.75% | (0.33%) | 9.50% |
| Directly issued qualifying capital plus retained earnings | | 4 | 2,006.7 | 1,941.8 | 64.9 | |
| Accumulated Other Comprehensive Income ("OCI") | | 5 | 344.7 | 246.0 | 98.6 | |
| Instruments and reserves | | 6 | 2,360.8 | 2,204.2 | 156.5 | |
| Regulatory adjustments | | 7 | (218.9) | (150.4) | (68.5) | |
| Common Equity Tier 1 capital (CET1) | | 8 | 2,141.8 | 2,053.8 | 88.0 | |
| Directly issued qualifying Additional Tier 1 instruments | | 9 | 220.0 | 120.0 | 100.0 | |
| Eligible Tier 1 capital instruments subject to phase-out arrangements | | 10 | 272.5 | 276.0 | (3.5) | |
| Additional Tier 1 capital (AT1) | | 11 | 483.8 | 361.5 | 122.2 | |
| Tier 1 capital (T1 = CET1 + AT1) | | 12 | 2,625.7 | 2,415.3 | 210.3 | |
| Directly issued qualifying Tier 2 instruments | | 13 | 140.0 | 90.0 | 50.0 | |
| Eligible Tier 2 capital instruments subject to phase-out arrangements | | 14 | 361.4 | 401.4 | (39.9) | |
| Tier 2 capital (T2) | | 15 | 560.1 | 611.3 | (51.2) | |
| Total capital (T1 + T2) | | 16 | 3,185.8 | 3,026.7 | 159.1 | |
| Amount included in credit risk-weighted assets subject to phase-out arrangements | | 17 | 39.2 | 53.1 | (13.8) | |
| Amount of credit risk-weighted assets | | 18 | 17,855.8 | 16,541.1 | 1,314.6 | |
| Amount of market risk equivalents | | 19 | 551.4 | 573.0 | (21.6) | |
| Amount of operational risk equivalents | | 20 | 984.6 | 951.6 | 33.0 | |
| Total risk weighted assets | | 21 | 19,391.9 | 18,065.8 | 1,326.0 | |

(*1) Capital conservation buffer, countercyclical capital buffer and surcharge for domestic systemically important banks are taken into account and added to minimum regulatory requirements for each capital ratio.

<Reference> Fully-loaded basis (*2)

[Consolidated]

| | | (Billions of yen) | | | |
|---|-------------|-------------------|-----------------|----------|---------|
| | | Mar. 2017 | Mar. 2016 | Change | |
| Common Equity Tier 1 capital ratio | (31) / (35) | 22 | 11.19% | 11.68% | (0.49%) |
| Directly issued qualifying capital plus retained earnings | | 23 | 2,006.7 | 1,941.8 | 64.9 |
| Accumulated Other Comprehensive Income ("OCI") | | 24 | 430.9 | 410.1 | 20.8 |
| Instruments and reserves | | 25 | 2,440.2 | 2,354.7 | 85.5 |
| Intangibles | | 26 | (190.0) | (172.2) | (17.8) |
| Shortfall of eligible provisions to expected losses | | 27 | (10.9) | (19.4) | 8.4 |
| Assets for retirement benefits | | 28 | (82.5) | (63.4) | (19.1) |
| Minority investments in other financial institutions (*3) | | 29 | (6.2) | - | (6.2) |
| Regulatory adjustments | | 30 | (273.7) | (250.7) | (22.9) |
| Common Equity Tier 1 capital (CET1) | | 31 | 2,166.5 | 2,103.9 | 62.6 |
| Amount of credit risk-weighted assets | | 32 | 17,816.5 | 16,488.0 | 1,328.4 |
| Amount of market risk equivalents | | 33 | 551.4 | 573.0 | (21.6) |
| Amount of operational risk equivalents | | 34 | 984.6 | 951.6 | 33.0 |
| Total risk weighted assets | | 35 | 19,352.6 | 18,012.7 | 1,339.8 |

(*2) Pro forma without considering transitional arrangements concerning "Regulatory adjustments", etc.

(*3) Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible short positions, where the bank does not own more than 10% of the issued share capital.

[SuMi TRUST Bank (Consolidated)]

| | | | (Billions of yen) | | | Minimum requirement |
|------------------------------------|-----------|---|----------------------------|-----------|---------|---------------------|
| | | | Mar. 2017 (Preliminary) | Mar. 2016 | Change | |
| Common Equity Tier 1 capital ratio | (4) / (7) | 1 | 10.76% | 11.31% | (0.55%) | 4.50% |
| Tier 1 capital ratio | (5) / (7) | 2 | 12.67% | 12.66% | 0.01% | 6.00% |
| Total capital ratio | (6) / (7) | 3 | 15.58% | 16.09% | (0.51%) | 8.00% |
| Common Equity Tier 1 capital | | 4 | 2,076.1 | 2,030.7 | 45.3 | |
| Tier 1 capital | | 5 | 2,445.7 | 2,273.1 | 172.5 | |
| Total capital | | 6 | 3,007.0 | 2,889.1 | 117.8 | |
| Total risk weighted assets | | 7 | 19,291.1 | 17,951.5 | 1,339.5 | |

[SuMi TRUST Bank (Non-consolidated)]

| | | | (Billions of yen) | | | Minimum requirement |
|------------------------------------|-------------|----|----------------------------|-----------|---------|---------------------|
| | | | Mar. 2017 (Preliminary) | Mar. 2016 | Change | |
| Common Equity Tier 1 capital ratio | (11) / (14) | 8 | 10.60% | 11.08% | (0.48%) | 4.50% |
| Tier 1 capital ratio | (12) / (14) | 9 | 12.60% | 12.63% | (0.03%) | 6.00% |
| Total capital ratio | (13) / (14) | 10 | 15.55% | 16.08% | (0.53%) | 8.00% |
| Common Equity Tier 1 capital | | 11 | 1,998.0 | 1,960.0 | 37.9 | |
| Tier 1 capital | | 12 | 2,375.1 | 2,233.6 | 141.4 | |
| Total capital | | 13 | 2,931.2 | 2,842.9 | 88.3 | |
| Total risk weighted assets | | 14 | 18,844.2 | 17,677.2 | 1,166.9 | |

<Reference> Leverage ratio
[Consolidated]

| | | | (Billions of yen) | | |
|----------------|-------------|----|----------------------------|-----------|---------|
| | | | Mar. 2017 (Preliminary) | Mar. 2016 | Change |
| Leverage ratio | (16) / (17) | 15 | 3.87% | 4.00% | (0.13%) |
| Tier 1 capital | | 16 | 2,625.7 | 2,415.3 | 210.3 |
| Total Exposure | | 17 | 67,843.4 | 60,382.8 | 7,460.6 |

[SuMi TRUST Bank (Consolidated)]

| | | | (Billions of yen) | | |
|----------------|-------------|----|----------------------------|-----------|---------|
| | | | Mar. 2017 (Preliminary) | Mar. 2016 | Change |
| Leverage ratio | (19) / (20) | 18 | 4.45% | 4.22% | 0.23% |
| Tier 1 capital | | 19 | 2,445.7 | 2,273.1 | 172.5 |
| Total Exposure | | 20 | 54,937.1 | 53,769.6 | 1,167.4 |

11. Return on equity (ROE)
[Consolidated]

| | FY2016 | FY2015 | Change |
|---|--------------|--------|---------|
| Return (Net income) on shareholders' equity | 6.07% | 8.72% | (2.65%) |
| Return (Net income) on equity | 5.01% | 7.00% | (1.99%) |

Note1: Return on shareholders' equity (equity)

= Net income attributable to owners of the parents

÷ { (Beginning balance of shareholders' equity (equity) + Ending balance of shareholders' equity (equity)) ÷ 2 } X 100

Note2: Shareholders' equity = Total net assets - Share purchase warrants - Minority interests - Total accumulated other comprehensive income

Note3: Equity = Total net assets - Share purchase warrants - Minority interests

12. Loans and Deposits (Banking a/c and principal guaranteed trust a/c combined)

(1) Balance of loans and deposits, etc.

[Non-consolidated]

(Millions of yen)

| | | Mar. 2017 | | Sep. 2016 | Mar. 2016 | Change from Mar. 2016 | |
|------------------------------------|-------------------|-------------------|-------------------|------------|------------|-----------------------|-------------------|
| | | Total | Domestic branches | Total | Total | Total | Domestic branches |
| Loans and bills discounted | (Ending balance) | 28,206,155 | 24,447,934 | 27,227,051 | 27,100,272 | 1,105,882 | 1,435,446 |
| | (Average balance) | 27,339,937 | 23,326,723 | 26,526,798 | 25,748,108 | 1,591,829 | 1,206,479 |
| Banking account | (Ending balance) | 28,158,969 | 24,400,748 | 27,174,398 | 27,044,368 | 1,114,601 | 1,444,164 |
| | (Average balance) | 27,287,649 | 23,274,435 | 26,472,251 | 25,686,602 | 1,601,047 | 1,215,697 |
| Principal guaranteed trust account | (Ending balance) | 47,186 | 47,186 | 52,653 | 55,904 | (8,718) | (8,718) |
| | (Average balance) | 52,288 | 52,288 | 54,546 | 61,506 | (9,217) | (9,217) |
| Deposits, Trust principal | (Ending balance) | 32,911,754 | 28,473,524 | 30,883,054 | 33,422,401 | (510,646) | (2,019,253) |
| | (Average balance) | 30,022,353 | 26,735,315 | 29,739,662 | 27,145,954 | 2,876,398 | 2,363,345 |
| Deposits (*) | (Ending balance) | 29,019,323 | 24,581,094 | 27,542,755 | 26,467,412 | 2,551,910 | 1,043,303 |
| | (Average balance) | 27,426,886 | 24,139,849 | 26,702,314 | 24,933,455 | 2,493,431 | 1,980,377 |
| Time deposits | (Ending balance) | 21,508,417 | 17,211,044 | 20,493,637 | 19,639,013 | 1,869,403 | 481,989 |
| | (Average balance) | 20,356,410 | 17,105,452 | 19,693,734 | 19,228,801 | 1,127,609 | 638,299 |
| Liquid deposits | (Ending balance) | 6,265,806 | 6,125,113 | 5,802,365 | 5,546,025 | 719,781 | 597,941 |
| | (Average balance) | 5,724,288 | 5,688,982 | 5,637,931 | 4,626,008 | 1,098,279 | 1,074,122 |
| Trust principal | (Ending balance) | 3,892,430 | 3,892,430 | 3,340,298 | 6,954,988 | (3,062,557) | (3,062,557) |
| | (Average balance) | 2,595,466 | 2,595,466 | 3,037,347 | 2,212,498 | 382,967 | 382,967 |

(*) Excluding NCD.

(2) Ending balance of deposits classified by depositors (Domestic branches)

[Non-consolidated]

(Millions of yen)

| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from Mar. 2016 |
|---|-------------------|------------|------------|-----------------------|
| Individuals | 17,606,670 | 17,589,774 | 17,487,476 | 119,193 |
| Deposits (*1) | 16,107,670 | 16,133,481 | 16,087,311 | 20,359 |
| Trust principal (Principal guaranteed) | 1,498,999 | 1,456,293 | 1,400,165 | 98,834 |
| Corporations and other organizations (*2) | 10,598,037 | 9,867,892 | 12,777,306 | (2,179,269) |
| Deposits (*1) | 8,204,606 | 7,983,887 | 7,222,483 | 982,122 |
| Trust principal (Principal guaranteed) | 2,393,430 | 1,884,005 | 5,554,823 | (3,161,392) |
| Total | 28,204,707 | 27,457,667 | 30,264,783 | (2,060,075) |

(*1) Excluding NCD and offshore accounts

(*2) "Other organizations" are public organizations and financial institutions.

13. Loans (Banking a/c and principal guaranteed trust a/c combined)

1) Loans to small and mid-sized enterprises, etc.

[Non-consolidated]

| | (Millions of yen, %) | | | |
|-----------------------------|----------------------|------------|------------|------------------|
| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from Mar. |
| Loan balance | 15,148,025 | 14,080,797 | 13,620,184 | 1,527,840 |
| Loans to individuals | 8,926,939 | 8,393,192 | 7,932,166 | 994,773 |
| Ratio to total loan balance | 61.9 | 59.8 | 59.1 | 2.8 |

2) Loans to individuals

[Non-consolidated]

| | (Millions of yen) | | | |
|--------------------------------------|-------------------|-----------|-----------|------------------|
| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from Mar. |
| Residential mortgage loans | 8,378,608 | 7,861,496 | 7,422,177 | 956,431 |
| Loans to individual for business use | 479,248 | 458,502 | 430,214 | 49,033 |
| Other consumer loans | 69,082 | 73,193 | 79,774 | (10,691) |
| Total | 8,926,939 | 8,393,192 | 7,932,166 | 994,773 |

3) Overseas loans

(1) Loans to overseas Japanese borrowers

[Non-consolidated]

| | (Millions of yen) | | | |
|------------------|-------------------|-----------|-----------|------------------|
| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from Mar. |
| Total | 2,651,139 | 2,660,865 | 3,035,755 | (384,615) |
| North America | 789,512 | 764,844 | 844,212 | (54,699) |
| Europe | 273,027 | 286,129 | 331,763 | (58,735) |
| Latin America | 601,575 | 577,151 | 696,089 | (94,514) |
| Asia and Oceania | 858,542 | 910,939 | 1,023,659 | (165,117) |

Note: Based on borrowers' location.

(2) Loans to non-Japanese borrowers

[Non-consolidated]

| | (Millions of yen) | | | |
|------------------|-------------------|-----------|-----------|------------------|
| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from Mar. |
| Total | 3,305,156 | 3,199,910 | 3,461,416 | (156,259) |
| North America | 910,016 | 922,188 | 922,220 | (12,203) |
| Europe | 1,050,986 | 1,002,452 | 1,155,011 | (104,024) |
| Latin America | 146,036 | 142,882 | 144,469 | 1,566 |
| Asia and Oceania | 962,764 | 907,750 | 1,016,007 | (53,243) |

Note: Based on final exposure.

4) Loans by industry

[Non-consolidated]

| | (Millions of yen) | | | |
|--|-------------------|------------|------------|------------------|
| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from Mar. |
| Domestic Branches (excluding offshore accounts) | 24,447,276 | 23,542,407 | 23,011,611 | 1,435,665 |
| Manufacturing | 2,595,570 | 2,526,270 | 2,658,211 | (62,641) |
| Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering | 12,863 | 11,384 | 13,271 | (408) |
| Construction | 129,886 | 131,014 | 126,678 | 3,208 |
| Electricity, gas, heat supply and water | 891,300 | 858,781 | 795,163 | 96,136 |
| Information and communications | 405,065 | 416,223 | 338,355 | 66,709 |
| Transport and postal activities | 1,126,269 | 1,082,067 | 1,109,717 | 16,551 |
| Wholesale and retail trade | 1,219,736 | 1,159,220 | 1,203,926 | 15,810 |
| Finance and insurance | 2,977,078 | 2,696,012 | 3,032,693 | (55,614) |
| Real estate | 3,246,402 | 3,232,800 | 3,061,215 | 185,187 |
| Goods rental and leasing | 897,508 | 824,096 | 828,494 | 69,014 |
| Others | 10,945,593 | 10,604,535 | 9,843,882 | 1,101,711 |
| Overseas branches and offshore accounts | 3,758,878 | 3,684,643 | 4,088,661 | (329,782) |
| Total | 28,206,155 | 27,227,051 | 27,100,272 | 1,105,882 |

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

14. 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)

[Consolidated]

| | (Millions of yen) | | | | | |
|--|-------------------|-------------------|------------|-------------|-----------------------|-------------|
| | Mar. 2017 | | Sep. 2016 | Mar. 2016 | Change from Mar. 2016 | |
| | Total | Banking a/c | Total | Banking a/c | Total | Banking a/c |
| Problem assets based on the Financial Reconstruction Act (a) | 108,942 | 103,910 | 116,439 | 128,573 | (19,631) | (19,520) |
| Bankrupt and practically bankrupt | 12,299 | 12,288 | 14,896 | 18,288 | (5,989) | (5,988) |
| Doubtful | 59,004 | 54,050 | 64,021 | 69,168 | (10,164) | (10,071) |
| Substandard | 37,639 | 37,571 | 37,522 | 41,117 | (3,478) | (3,460) |
| Ordinary assets | 29,505,576 | 29,463,422 | 28,803,246 | 28,985,563 | 520,013 | 528,620 |
| Total balance (b) | 29,614,519 | 29,567,333 | 28,919,686 | 29,114,137 | 500,381 | 509,100 |
| Ratio to total balance (a) / (b) | 0.4% | 0.4% | 0.4% | 0.4% | (0.0%) | (0.0%) |

Note : Partial direct written-off: Mar. 2017: 19,974 million yen, Sep. 2016: 20,825 million yen, Mar. 2016: 26,987 million yen

[Non-consolidated]

| | (Millions of yen) | | | | | |
|--|-------------------|-------------------|------------|-------------|-----------------------|-------------|
| | Mar. 2017 | | Sep. 2016 | Mar. 2016 | Change from Mar. 2016 | |
| | Total | Banking a/c | Total | Banking a/c | Total | Banking a/c |
| Problem assets based on the Financial Reconstruction Act (a) | 71,169 | 66,137 | 76,972 | 90,100 | (18,930) | (18,819) |
| Bankrupt and practically bankrupt | 7,939 | 7,928 | 9,925 | 11,913 | (3,974) | (3,973) |
| Doubtful | 35,419 | 30,465 | 36,908 | 44,940 | (9,521) | (9,428) |
| Substandard (b) | 27,811 | 27,743 | 30,137 | 33,246 | (5,435) | (5,417) |
| Ordinary assets | 28,663,981 | 28,621,827 | 27,640,401 | 27,573,260 | 1,090,721 | 1,099,328 |
| Assets to substandard debtors (excluding Substandard) (c) | 1,231 | 1,214 | 1,302 | 1,460 | (229) | (245) |
| Assets to other special mention debtors | 554,344 | 543,348 | 376,248 | 366,814 | 187,529 | 188,235 |
| Assets to ordinary debtors | 28,108,405 | 28,077,264 | 27,262,849 | 27,204,985 | 903,420 | 911,338 |
| Total balance (d) | 28,735,150 | 28,687,964 | 27,717,373 | 27,663,360 | 1,071,790 | 1,080,508 |
| Ratio to total balance (a) / (d) | 0.2% | 0.2% | 0.3% | 0.3% | (0.1%) | (0.1%) |
| Assets to substandard debtors (b) + (c) | 29,042 | 28,958 | 31,440 | 34,707 | (5,664) | (5,663) |

Note : Partial direct written-off: Mar. 2017: 13,817 million yen, Sep. 2016: 14,568 million yen, Mar. 2016: 20,431 million yen

(2) Coverage ratio and allowance ratio of Problem assets based on the Financial Reconstruction Act

[Non-consolidated]

| | (Millions of yen) | | | | | |
|--|-------------------|---------------|-----------|-------------|-----------------------|-------------|
| | Mar. 2017 | | Sep. 2016 | Mar. 2016 | Change from Mar. 2016 | |
| | Total | Banking a/c | Total | Banking a/c | Total | Banking a/c |
| Problem assets based on the Financial Reconstruction Act | 71,169 | 66,137 | 76,972 | 90,100 | (18,930) | (18,819) |
| Coverage ratio | 90.7% | 90.0% | 91.2% | 90.4% | 0.3% | 0.1% |
| Allowance ratio | 62.0% | 62.0% | 62.7% | 61.5% | 0.5% | 0.5% |
| Bankrupt and practically bankrupt | 7,939 | 7,928 | 9,925 | 11,913 | (3,974) | (3,973) |
| Coverage ratio | 100.0% | 100.0% | 100.0% | 100.0% | - % | - % |
| Allowance ratio | 100.0% | 100.0% | 100.0% | 100.0% | - % | - % |
| Doubtful | 35,419 | 30,465 | 36,908 | 44,940 | (9,521) | (9,428) |
| Coverage ratio | 88.9% | 87.1% | 89.4% | 91.0% | (2.1%) | (2.8%) |
| Allowance ratio | 62.8% | 62.8% | 63.4% | 66.4% | (3.6%) | (3.6%) |
| Substandard | 27,811 | 27,743 | 30,137 | 33,246 | (5,435) | (5,417) |
| Coverage ratio | 90.3% | 90.3% | 90.6% | 86.2% | 4.1% | 4.1% |
| Allowance ratio | 19.5% | 19.5% | 23.5% | 22.5% | (3.0%) | (3.0%) |

Note: Other than the above mentioned, there are Reserves for loan trust of 0.0 billion yen and Reserves for JOMT (Jointly-operated money trust) of 0.0 billion yen as of Mar. 2017.

(3) Problem assets based on the Financial Reconstruction Act by industry
[Non-consolidated]

| | (Millions of yen) | | | |
|--|-------------------|---------------|---------------|-----------------------|
| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from Mar. 2016 |
| Domestic Branches (excluding offshore accounts) | 67,838 | 75,900 | 88,850 | (21,011) |
| Manufacturing | 13,080 | 15,927 | 17,723 | (4,643) |
| Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering | 974 | 1,095 | 1,167 | (192) |
| Construction | 10 | 12 | 19 | (8) |
| Information and communications | 2 | 3 | 25 | (22) |
| Transport and postal activities | 379 | 361 | 465 | (86) |
| Wholesale and retail trade | 879 | 1,178 | 1,214 | (334) |
| Finance and insurance | 278 | 281 | 347 | (69) |
| Real estate | 15,167 | 16,658 | 18,842 | (3,674) |
| Goods rental and leasing | - | - | 0 | (0) |
| Others | 37,064 | 40,381 | 49,043 | (11,978) |
| Overseas branches and offshore accounts | 3,330 | 1,072 | 1,249 | 2,081 |
| Total | 71,169 | 76,972 | 90,100 | (18,930) |

Note: The above table is made according to the categorization of "Survey on loans by industry" of Bank of Japan.

15. Self-Assessment and Problem assets based on the Financial Reconstruction Act
(Banking a/c and principal guaranteed trust a/c combined)

[Non-consolidated]

| Borrower classification under the self-assessment | Problem assets based on the Financial Reconstruction Act | Self-assessment | | | | Allowance (*) | Coverage ratio | Allowance ratio |
|--|---|--|---------------------------------------|--|---|------------------|-------------------|---|
| | | Not categorized | Category II | Category III | Category IV | | | |
| Legal bankruptcy | (1) Bankrupt/ practically bankrupt 7.9 | (1) Guarantee and collateral 4.4 | Entirely covered by allowances | Entirely written-off or covered by allowances | (1) Specific allowance for loan losses 3.5 | 100.0 | 100.0 | |
| Virtual bankruptcy | | | | | | | | |
| Possible bankruptcy | (2) Doubtful 35.4 | (2) Guarantee and collateral 24.8 | Partially covered by allowances | | (2) Specific allowance for loan losses 6.6 | 88.9 | 62.8 | |
| Requiring careful monitoring | (4) Ordinary assets (A + B + C) 28,664.0 | (3) Guarantee and collateral 24.4 | | | (3) General allowance for loan losses 0.6 | 90.3 | 19.5 | |
| | | | | | | | | (3) Substandard 27.8 |
| | | | | | | | | A. Assets to substandard debtors (exc. Substandard) 1.2 |
| | B. Assets to other special mention debtors (exc. Assets to substandard debtors) 554.3 | | | | | | | |
| Normal | C. Assets to ordinary debtors 28,108.4 | | | | | | | |
| | Problem assets based on the Financial Reconstruction Act (1) + (2) + (3) 71.2 | Guarantee and collateral (1) + (2) + (3) 53.7 | | | Allowance for loan losses (1) + (2) + (3) 10.8 | 90.7 | 62.0 | |
| Total balance (1) + (2) + (3) + (4) 28,735.2 | | Not categorized, category II 28,731.3 | category III 3.8 | category IV - | | | | |

(*) 0.1 billion yen of reserves for loan trust and reserves for JOMT (Jointly-operated money trust) are posted in principal guaranteed trust account.

16. Allowance for loan losses

(1) Balance of allowance for loan losses

(Banking account)

[Consolidated]

| | (Millions of yen) | | | |
|------------------------------------|-------------------|-----------|-----------|--------------------------|
| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from Mar. 2016 |
| Allowance for loan losses | 115,814 | 88,839 | 90,851 | 24,962 |
| General allowance for loan losses | 97,567 | 67,429 | 68,097 | 29,469 |
| Specific allowance for loan losses | 18,246 | 21,409 | 22,754 | (4,507) |
| Partial direct written-off | 20,070 | 20,939 | 27,075 | (7,004) |

[Non-consolidated]

| | (Millions of yen) | | | |
|------------------------------------|-------------------|-----------|-----------|--------------------------|
| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from Mar. 2016 |
| Allowance for loan losses | 90,030 | 61,336 | 64,305 | 25,724 |
| General allowance for loan losses | 79,336 | 50,344 | 51,422 | 27,914 |
| Specific allowance for loan losses | 10,693 | 10,992 | 12,882 | (2,189) |
| Partial direct written-off | 13,840 | 14,631 | 20,492 | (6,652) |

(Trust account)

[Non-consolidated]

| | (Millions of yen) | | | |
|--|-------------------|-----------|-----------|--------------------------|
| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from Mar. 2016 |
| Reserves for loan trust | 53 | 56 | 60 | (7) |
| Reserves for JOMT (Jointly-operated money trust) | 90 | 92 | 100 | (10) |
| Total | 143 | 149 | 160 | (17) |

Note: Trust a/c is principal guaranteed trust a/c

(2) Reserve ratio for assets to special mention/ ordinary debtors (general allowance for loan losses)

(Banking account)

[Non-consolidated]

| | (%) | | | |
|-----------------------------------|--------------|-----------|-----------|--------------------------|
| | Mar. 2017 | Sep. 2016 | Mar. 2016 | Change from Mar. 2016 |
| Assets to Special mention debtors | 8.57 | 5.41 | 5.61 | 2.96 |
| Substandard | 2.39 | 2.92 | 3.99 | (1.60) |
| Against uncovered portion | 19.04 | 22.95 | 22.23 | (3.19) |
| Other special mention | 8.90 | 5.62 | 5.77 | 3.13 |
| Against uncovered portion | 14.86 | 14.40 | 14.88 | (0.02) |
| Assets to Ordinary debtors | 0.10 | 0.10 | 0.10 | (0.00) |

Note: The above list indicates the ratio of general allowance for loan losses to each asset.

17. Final disposal of non-performing loans (Banking a/c and principal guaranteed trust a/c combined)

(1) Loans outstanding in doubtful or worse categories

[Non-consolidated]

(Billions of yen)

| | Mar. 2014 | Sep. 2014 | Mar. 2015 | Sep. 2015 | Mar. 2016 | Sep. 2016 | Mar. 2017 | Change from Sep. 2016 |
|---|-----------|-----------|-----------|-----------|-----------|-----------|-------------|--------------------------|
| Total | 111.3 | 110.5 | 92.1 | 74.2 | 56.9 | 46.8 | 43.4 | (3.5) |
| Loans outstanding in doubtful or worse categories as of Mar. 2014 and disposal thereafter | 111.3 | 78.1 | 52.3 | 40.7 | 33.1 | 22.0 | 20.1 | (1.9) |
| New entry to doubtful or worse categories during 1HFY2014 and disposal thereafter | | 32.4 | 26.1 | 24.1 | 6.5 | 5.2 | 2.5 | (2.7) |
| New entry to doubtful or worse categories during 2HFY2014 and disposal thereafter | | | 13.7 | 3.8 | 2.9 | 2.2 | 1.9 | (0.3) |
| New entry to doubtful or worse categories during 1HFY2015 and disposal thereafter | | | | 5.6 | 3.5 | 2.5 | 1.8 | (0.7) |
| New entry to doubtful or worse categories during 2HFY2015 and disposal thereafter | | | | | 10.8 | 8.8 | 7.9 | (1.0) |
| New entry to doubtful or worse categories during 1HFY2016 and disposal thereafter | | | | | | 6.0 | 3.5 | (2.5) |
| New entry to doubtful or worse categories during 2HFY2016 and disposal thereafter | | | | | | | 5.7 | 5.7 |

(2) Progress of final disposal

[Non-consolidated]

(Billions of yen)

| Period | Primary amount (A) | Amount as of Mar. 2017 (B) | Quasi final disposal or in the process of final disposal (C) | Amount of final disposal in 2HFY2016 | Progress ratio of final disposal (%) | Adjusted progress ratio of final disposal (%) (*) |
|-----------------|-----------------------|-------------------------------|---|--------------------------------------|--------------------------------------|---|
| | | | | | (A-B)/A | (A-B+C)/A |
| Before 2HFY2013 | 3,486.4 | 20.1 | 4.2 | 1.9 | 99.4 | 99.5 |
| 1HFY2014 | 32.4 | 2.5 | 0.7 | 2.7 | 92.2 | 94.3 |
| 2HFY2014 | 13.7 | 1.9 | 0.2 | 0.3 | 85.8 | 87.0 |
| 1HFY2015 | 5.6 | 1.8 | 0.1 | 0.7 | 67.8 | 69.2 |
| 2HFY2015 | 10.8 | 7.9 | 0.2 | 1.0 | 27.1 | 28.7 |
| 1HFY2016 | 6.0 | 3.5 | 0.3 | 2.5 | 42.2 | 47.1 |
| 2HFY2016 | 5.7 | 5.7 | 0.1 | - | - | 2.2 |
| Total | ----- | 43.4 | 5.7 | 9.2 | ----- | ----- |

(*) Progress ratio of final disposal considering quasi final disposal

18. Retirement benefits

[Consolidated]

| | | (Millions of yen) | | |
|-------------------------------------|-----|--------------------|-------------|---------|
| | | Mar. 2017 | Mar. 2016 | Change |
| Projected benefit obligation | (A) | 467,409 | 473,279 | (5,870) |
| Discount rate | | mainly 0.5% | mainly 0.5% | --- |
| Plan assets | (B) | 572,379 | 550,747 | 21,631 |
| Liabilities for retirement benefits | (C) | 14,048 | 13,937 | 111 |
| Assets for retirement benefits | (D) | 119,018 | 91,404 | 27,614 |

Note: (A) = (B) + (C) - (D)

• Remeasurements of retirement benefits (before considering tax effect accounting)

| | | (Millions of yen) | | |
|---------------------------------------|--|-------------------|-----------|----------|
| | | Mar. 2017 | Mar. 2016 | Change |
| Unrecognized net prior services costs | | 64 | 159 | (95) |
| Unrecognized net actuarial loss | | 30,260 | 59,227 | (28,966) |
| Total | | 30,325 | 59,387 | (29,062) |

| | | (Millions of yen) | | |
|---|--|-------------------|----------|----------|
| | | FY2016 | FY2015 | Change |
| Retirement benefit expenses | | (7,032) | 7,075 | (14,107) |
| Service cost - benefits earned | | (15,266) | (13,196) | (2,070) |
| Interest cost on projected benefit obligation | | (2,370) | (4,929) | 2,558 |
| Expected return on plan assets | | 28,152 | 27,055 | 1,097 |
| Disposal of prior services costs | | (95) | (116) | 21 |
| Disposal of actuarial loss | | (14,319) | 1,175 | (15,495) |
| Others | | (3,132) | (2,913) | (218) |

[Non-consolidated]

| | | (Millions of yen) | | |
|---------------------------------------|-----|-------------------|-----------|----------|
| | | Mar. 2017 | Mar. 2016 | Change |
| Projected benefit obligation | (A) | 439,100 | 445,045 | (5,944) |
| Discount rate | | 0.5% | 0.5% | - % |
| Plan assets | (B) | 556,790 | 535,233 | 21,556 |
| Provision for retirement benefits | (C) | 695 | 667 | 27 |
| Prepaid pension expenses | (D) | 160,295 | 175,791 | (15,495) |
| Unrecognized net prior services costs | (E) | 445 | 612 | (166) |
| Unrecognized net actuarial loss | (F) | 41,464 | 84,322 | (42,858) |

Note: (A) = (B) + (C) - (D) + (E) + (F)

| | | (Millions of yen) | | |
|---|--|-------------------|----------|----------|
| | | FY2016 | FY2015 | Change |
| Retirement benefit expenses | | (18,876) | (6,821) | (12,055) |
| Service cost - benefits earned | | (13,519) | (11,719) | (1,800) |
| Interest cost on projected benefit obligation | | (2,221) | (4,740) | 2,518 |
| Expected return on plan assets | | 27,743 | 26,641 | 1,101 |
| Disposal of prior services costs | | (166) | (166) | - |
| Disposal of actuarial loss | | (28,429) | (14,806) | (13,623) |
| Others | | (2,282) | (2,030) | (251) |

19. Deferred tax assets

(1) Major factors for deferred tax assets and deferred tax liabilities

[Consolidated]

| | (Billions of yen) | | |
|--|-------------------|-----------|--------|
| | Mar. 2017 | Mar. 2016 | Change |
| Deferred tax assets (A) | 23.2 | 23.9 | (0.7) |
| Devaluation of securities | 21.0 | 21.8 | (0.7) |
| Allowance for loan losses (including written-off of loans) | 45.8 | 38.6 | 7.1 |
| Deferred gains/ losses on hedges | 7.5 | 3.4 | 4.1 |
| Liabilities for retirement benefits | 13.1 | 26.3 | (13.2) |
| Valuation difference due to share exchange | 5.1 | 5.6 | (0.4) |
| Others | 70.7 | 81.6 | (10.9) |
| Valuation allowance | (36.7) | (37.4) | 0.7 |
| Offset with deferred tax liabilities | (103.5) | (116.1) | 12.5 |
| Deferred tax liabilities (B) | 137.5 | 123.9 | 13.5 |
| Amount related retirement benefits | 10.1 | 11.3 | (1.2) |
| Deferred gains/ losses on hedges | 0.1 | 0.1 | 0.0 |
| Valuation difference on available-for-sale securities | 213.1 | 208.6 | 4.5 |
| Valuation difference due to share exchange | 9.3 | 10.5 | (1.2) |
| Others | 8.2 | 9.3 | (1.0) |
| Offset with deferred tax assets | (103.5) | (116.1) | 12.5 |
| Net deferred tax assets (A) - (B) | (114.2) | (99.9) | (14.2) |

[Non-consolidated]

| | (Billions of yen) | | |
|--|-------------------|-----------|--------|
| | Mar. 2017 | Mar. 2016 | Change |
| Deferred tax assets (A) | - | - | - |
| Devaluation of securities | 26.3 | 25.2 | 1.1 |
| Allowance for loan losses (including written-off of loans) | 28.8 | 21.4 | 7.4 |
| Deferred gains/ losses on hedges | 6.9 | 3.2 | 3.7 |
| Others | 32.4 | 41.8 | (9.3) |
| Valuation allowance | (14.4) | (12.0) | (2.3) |
| Offset with deferred tax liabilities | (80.2) | (79.6) | (0.5) |
| Deferred tax liabilities (B) | 147.0 | 145.4 | 1.6 |
| Amount related retirement benefits | 10.1 | 11.3 | (1.2) |
| Valuation difference on available-for-sale securities | 212.0 | 207.6 | 4.3 |
| Others | 5.1 | 6.0 | (0.8) |
| Offset with deferred tax assets | (80.2) | (79.6) | (0.5) |
| Net deferred tax assets (A) - (B) | (147.0) | (145.4) | (1.6) |

(2) Adequacy for calculating and posting net deferred tax assets

[Non-consolidated]

SuMi TRUST Bank applied the category 2 of the Guidance No. 26 of the Accounting Standards (*) for tax effect accounting and posted net deferred tax assets as a company reporting stable taxable income.

(*) Guidance on Recoverability of Deferred Tax Assets (the Accounting Standards Board of Japan (ASBJ))

(Reference) Taxable income before deduction of loss carryforwards for the past 5 years

| | (Billions of yen) | | | | |
|---|-------------------|--------|--------|--------|--------|
| | FY2016 | FY2015 | FY2014 | FY2013 | FY2012 |
| Taxable income before deduction of loss carryforwards | 105.5 | 177.5 | 118.5 | 107.4 | 133.0 |
| Net business profit before credit costs | 150.5 | 249.1 | 245.7 | 211.8 | 210.2 |

<Reference> Other referential financial figures of SuMi TRUST Bank

(1) Balance Sheets

[Non-consolidated]

| | Mar. 2017 | Mar. 2016 | Change |
|---|-----------------|-----------------|--------------|
| (Billions of yen) | | | |
| Assets: | | | |
| Cash and due from banks | 13,963.7 | 14,130.0 | (166.3) |
| Call loans | 64.7 | 505.2 | (440.5) |
| Receivables under resale agreements | 83.8 | 110.3 | (26.4) |
| Receivables under securities borrowing transactions | 464.9 | 326.4 | 138.4 |
| Monetary claims bought | 92.9 | 108.5 | (15.6) |
| Trading assets | 663.0 | 699.4 | (36.4) |
| Money held in trust | 0.0 | 0.0 | - |
| Securities | 5,518.9 | 5,311.2 | 207.7 |
| Loans and bills discounted | 28,158.9 | 27,044.3 | 1,114.6 |
| Foreign exchanges | 16.1 | 17.2 | (1.0) |
| Other assets | 1,187.8 | 1,219.6 | (31.8) |
| Tangible fixed assets | 200.9 | 200.6 | 0.2 |
| Intangible fixed assets | 91.2 | 69.8 | 21.3 |
| Prepaid pension expenses | 160.2 | 175.7 | (15.4) |
| Customers' liabilities for acceptances and guarantees | 391.4 | 401.8 | (10.3) |
| Allowance for loan losses | (90.0) | (64.3) | (25.7) |
| Total assets | 50,969.2 | 50,256.5 | 712.6 |
| Liabilities: | | | |
| Deposits | 29,019.3 | 26,467.4 | 2,551.9 |
| Negotiable certificates of deposit | 7,523.2 | 7,254.1 | 269.0 |
| Call money | 400.1 | 385.2 | 14.8 |
| Payables under repurchase agreements | 1,063.7 | 653.4 | 410.2 |
| Payables under securities lending transactions | 13.6 | - | 13.6 |
| Trading liabilities | 366.8 | 451.7 | (84.8) |
| Borrowed money | 3,365.2 | 2,372.1 | 993.0 |
| Foreign exchanges | 2.2 | 0.2 | 1.9 |
| Short-term bonds payable | 418.8 | 903.1 | (484.2) |
| Corporate bonds | 1,029.0 | 855.8 | 173.2 |
| Borrowed money from trust account | 3,973.6 | 7,026.3 | (3,052.7) |
| Other liabilities | 920.7 | 1,029.7 | (109.0) |
| Provision for bonuses | 9.0 | 9.2 | (0.2) |
| Provision for directors' bonuses | 0.0 | 0.1 | (0.0) |
| Provision for retirement benefits | 0.6 | 0.6 | 0.0 |
| Provision for reimbursement of deposits | 3.5 | 3.6 | (0.0) |
| Provision for contingent loss | 7.7 | 7.6 | 0.1 |
| Deferred tax liabilities | 147.0 | 145.4 | 1.6 |
| Deferred tax liabilities for land revaluation | 3.0 | 3.1 | (0.1) |
| Acceptances and guarantees | 391.4 | 401.8 | (10.3) |
| Total liabilities | 48,659.5 | 47,971.3 | 688.1 |
| Net assets: | | | |
| Capital stock | 342.0 | 342.0 | - |
| Capital surplus | 492.2 | 492.2 | - |
| Legal capital surplus | 273.0 | 273.0 | - |
| Other capital surplus | 219.2 | 219.2 | - |
| Retained earnings | 1,004.7 | 981.2 | 23.4 |
| Legal retained earnings | 69.0 | 69.0 | - |
| Other retained earnings | 935.7 | 912.2 | 23.4 |
| Other voluntary reserve | 371.8 | 371.8 | - |
| Retained earnings brought forward | 563.8 | 540.3 | 23.4 |
| Shareholders' equity | 1,839.0 | 1,815.5 | 23.4 |
| Valuation difference on available-for-sale securities | 487.6 | 477.7 | 9.8 |
| Deferred gains/ losses on hedges | (15.8) | (7.3) | (8.5) |
| Revaluation reserve for land | (1.0) | (0.6) | (0.3) |
| Valuation and translation adjustments | 470.7 | 469.7 | 0.9 |
| Total net assets | 2,309.7 | 2,285.2 | 24.4 |
| Total liabilities and net assets | 50,969.2 | 50,256.5 | 712.6 |

(2) Statements of Income
[Non-consolidated]

| | (Billions of yen) | | |
|--------------------------------------|-------------------|--------|---------|
| | FY2016 | FY2015 | Change |
| Ordinary income | 809.5 | 773.2 | 36.3 |
| Trust fees | 94.2 | 100.2 | (5.9) |
| Interest income | 370.6 | 357.4 | 13.1 |
| Interest on loans and discounts | 266.4 | 249.4 | 17.0 |
| Interest and dividends on securities | 82.6 | 88.7 | (6.1) |
| Fees and commissions | 200.7 | 188.1 | 12.5 |
| Trading income | 18.3 | 15.9 | 2.3 |
| Other ordinary income | 72.1 | 74.1 | (2.0) |
| Other income | 53.4 | 37.1 | 16.2 |
| Ordinary expenses | 692.2 | 554.3 | 137.9 |
| Interest expenses | 167.3 | 145.3 | 22.0 |
| Interest on deposits | 78.3 | 63.2 | 15.0 |
| Fees and commissions payments | 84.5 | 76.6 | 7.9 |
| Trading expenses | 1.2 | 0.4 | 0.8 |
| Other ordinary expenses | 119.4 | 28.2 | 91.2 |
| General and administrative expenses | 262.4 | 251.9 | 10.4 |
| Other expenses | 57.0 | 51.6 | 5.3 |
| Ordinary profit | 117.3 | 218.8 | (101.5) |
| Extraordinary income | 0.6 | 1.7 | (1.1) |
| Extraordinary losses | 6.6 | 5.4 | 1.2 |
| Income before Income Taxes | 111.3 | 215.1 | (103.8) |
| Income taxes-Current | 32.7 | 57.6 | (24.9) |
| Income taxes-Deferred | 0.9 | 14.4 | (13.4) |
| Income taxes | 33.6 | 72.0 | (38.3) |
| Net income | 77.6 | 143.1 | (65.4) |

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

| | (Billions of yen) | | |
|--|-------------------|------------------|-----------------|
| | Mar. 2017 | Mar. 2016 | Change |
| Loans and bills discounted | 1,410.0 | 1,072.4 | 337.6 |
| Securities | 3,077.7 | 1,954.5 | 1,123.2 |
| Beneficiary rights | 143,214.8 | 130,637.0 | 12,577.8 |
| Securities held in custody accounts | 29.2 | 32.3 | (3.0) |
| Money claims | 15,065.1 | 12,955.6 | 2,109.5 |
| Tangible fixed assets | 13,643.4 | 12,727.7 | 915.7 |
| Intangible fixed assets | 178.1 | 155.4 | 22.7 |
| Other claims | 7,451.1 | 7,969.1 | (518.0) |
| Loans to banking account | 3,973.6 | 7,026.3 | (3,052.7) |
| Cash and due from banks | 424.2 | 377.5 | 46.6 |
| Total assets | 188,467.7 | 174,908.2 | 13,559.5 |
| Money trusts | 30,217.8 | 32,486.2 | (2,268.4) |
| Pension trusts | 14,828.5 | 16,305.6 | (1,477.0) |
| Property formation benefit trusts | 17.5 | 18.0 | (0.4) |
| Loan trusts | 10.6 | 12.1 | (1.4) |
| Securities investment trusts | 69,115.2 | 61,220.5 | 7,894.6 |
| Money entrusted, other than money trusts | 15,544.8 | 10,141.6 | 5,403.2 |
| Securities trusts | 20,114.0 | 20,010.6 | 103.4 |
| Money claim trusts | 15,148.5 | 13,026.6 | 2,121.8 |
| Land and fixtures trusts | 109.3 | 107.4 | 1.9 |
| Composite trusts | 23,361.0 | 21,579.1 | 1,781.9 |
| Total liabilities | 188,467.7 | 174,908.2 | 13,559.5 |

Note: The amount of re-trusted assets to Japan Trustee Services Bank, Ltd. for asset administration is included in Beneficiary rights:

Mar. 2017: 142,691.7 billion yen, Mar. 2016: 130,228.6 billion yen

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

| | (Billions of yen) | | | |
|--------------------------|--|----------------|------------------|------------------|
| | Mar. 2017 | Mar. 2016 | Change | |
| Money trusts | Loans and bills discounted | 47.1 | 55.9 | (8.7) |
| | Securities | 0.0 | 0.0 | - |
| | Others | 3,835.2 | 6,888.0 | (3,052.7) |
| | Total assets | 3,882.4 | 6,943.9 | (3,061.4) |
| | Principal | 3,882.1 | 6,943.2 | (3,061.1) |
| | Reserves for JOMT (Jointly-operated money trust) | 0.0 | 0.1 | (0.0) |
| | Others | 0.2 | 0.5 | (0.3) |
| Total liabilities | 3,882.4 | 6,943.9 | (3,061.4) | |
| Loan trusts | Loans and bills discounted | - | - | - |
| | Securities | - | - | - |
| | Others | 10.6 | 12.1 | (1.4) |
| | Total assets | 10.6 | 12.1 | (1.4) |
| | Principal | 10.2 | 11.7 | (1.4) |
| | Reserves for loan trust | 0.0 | 0.0 | (0.0) |
| | Others | 0.3 | 0.4 | (0.0) |
| Total liabilities | 10.6 | 12.1 | (1.4) | |