

Explanatory Material

*3rd Quarter of Fiscal Year 2019
ended on December 31, 2019*



SUMITOMO MITSUI TRUST HOLDINGS

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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]

		3QFY2019 (Cumulative total)	3QFY2018 (Cumulative total)	Change	Full FY2018 (Millions of Yen)
Consolidated gross business profit (*1)	1	518,379	506,981	11,397	678,554
Consolidated gross business profit (after written-off of principal guaranteed trust a/c) (1 + 20)	2	518,379	506,981	11,397	678,554
Net interest income and related profit	3	94,993	116,257	(21,264)	154,061
Net interest income	4	83,313	101,692	(18,379)	135,161
Trust fees from principal guaranteed trust a/c (before written-off of principal guaranteed trust a/c)	5	11,680	14,564	(2,884)	18,899
Net fees and commissions and related profit	6	278,720	293,030	(14,310)	390,124
Net fees and commissions	7	216,714	228,707	(11,992)	305,112
Other trust fees	8	62,005	64,323	(2,318)	85,011
Net trading profit	9	47,207	11,074	36,133	27,093
Net other operating profit	10	97,458	86,619	10,839	107,274
Net gains on foreign exchange transactions	11	77,715	72,809	4,905	96,385
Net gains on bonds	12	18,979	(2,503)	21,482	(3,417)
Net gains from derivatives other than for trading or hedging	13	(17,095)	(1,849)	(15,245)	(10,150)
General and administrative expenses	14	(316,867)	(319,196)	2,329	(427,853)
(excluding amortization of goodwill)	15	(310,239)	(312,095)	1,855	(418,384)
Personnel expenses	16	(140,823)	(142,776)	1,952	(189,899)
Non-personnel expenses excluding taxes	17	(163,056)	(164,430)	1,373	(221,613)
Taxes other than income taxes	18	(12,987)	(11,990)	(996)	(16,340)
Provision of general allowance for loan losses	19	(2,975)	-	(2,975)	20,637
Principal guaranteed trust a/c credit costs	20	(0)	-	(0)	-
Banking a/c credit costs	21	(2,980)	(2,831)	(149)	(25,531)
Written-off of loans	22	(2,108)	(2,753)	645	(4,395)
Provision of specific allowance for loan losses	23	(580)	-	(580)	(20,846)
Losses on sales of loans	24	(291)	(77)	(214)	(288)
Reversal of allowance for loan losses	25	-	13,567	(13,567)	-
Recoveries of written-off claims	26	898	1,654	(755)	1,908
Net gains on stocks	27	19,830	4,382	15,448	13,709
Losses on devaluation of stocks	28	(2,753)	(3,261)	508	(3,479)
Net income from affiliates by equity method	29	6,457	2,635	3,821	5,967
Others	30	(4,898)	(4,698)	(200)	(10,981)
Ordinary profit	31	217,844	202,495	15,348	256,411
Extraordinary profit	32	2,214	(3,059)	5,273	(15,070)
Income before income tax	33	220,058	199,436	20,622	241,340
Total income taxes	34	(63,852)	(59,149)	(4,702)	(60,599)
Income taxes-current	35	(43,127)	(47,925)	4,797	(67,714)
Income taxes-deferred	36	(20,724)	(11,224)	(9,500)	7,114
Net income	37	156,206	140,286	15,919	180,741
Net income attributable to non-controlling interests	38	(2,233)	(5,954)	3,721	(6,851)
Net income attributable to owners of the parent	39	153,973	134,332	19,640	173,889
Total credit costs (19 + 20 + 21 + 25 + 26)	40	(5,057)	12,391	(17,448)	(2,984)

(*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	221,214	209,662	11,552	282,233
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(*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	555,037	535,938	19,098	722,669
Substantial net fees and commissions and related profit	43	299,310	306,057	(6,747)	413,266
Substantial general and administrative expenses	44	(333,823)	(326,276)	(7,546)	(440,435)
Consolidated Fee income ratio	45	53.9%	57.1%	(3.2%)	57.1%

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

Net business profit before credit costs	46	58,246	32,354	25,892	50,751
Net income attributable to owners of the parent (*4)	47	28,908	(8,731)	37,640	25,228
Total credit costs	48	(3,122)	(4,049)	927	(4,937)
Net gains on stocks	49	3,506	1,344	2,162	25,798

(*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".

<Number of subsidiaries/ affiliates>

	Dec. 2019	Mar. 2019	Change
Consolidated subsidiaries	50	59	61 (2)
Affiliates (subject to the equity method)	51	33	30 3

[Non-consolidated]

		3QFY2019 (Cumulative total)	3QFY2018 (Cumulative total)	Change	(Millions of Yen) Full FY2018
Gross business profit	1	343,354	351,375	(8,020)	467,337
Gross business profit (after written-off of principal guaranteed trust a/c) (1 + 22)	2	343,354	351,375	(8,020)	467,337
Net interest income and related profit	3	90,790	137,630	(46,840)	172,701
Net interest income	4	79,109	123,066	(43,956)	153,801
Trust fees from principal guaranteed trust a/c (before written-off of principal guaranteed trust a/c)	5	11,680	14,564	(2,884)	18,899
Net fees and commissions and related profit	6	126,632	137,076	(10,444)	186,384
Net fees and commissions	7	64,627	75,876	(11,249)	104,311
Other trust fees	8	62,005	61,200	805	82,072
Net trading income	9	47,207	11,107	36,099	27,926
Net other operating profit	10	78,724	65,560	13,164	80,325
Net gains on foreign exchange transactions	11	76,468	71,772	4,695	95,183
Net gains on bonds	12	18,059	(2,935)	20,995	(3,847)
Net gains from derivatives other than for trading or hedging	13	(15,853)	(3,197)	(12,655)	(11,321)
General and administrative expenses	14	(180,386)	(174,067)	(6,319)	(235,855)
Personnel expenses	15	(79,654)	(80,344)	689	(107,264)
Non-personnel expenses	16	(90,793)	(84,552)	(6,241)	(116,149)
Taxes other than income taxes	17	(9,938)	(9,170)	(768)	(12,441)
Net business profit before credit costs (1 + 14)	18	162,967	177,307	(14,340)	231,482
Core net operating profit (18-12)	19	144,907	180,243	(35,335)	235,330
Core net operating profit (excluding gains/(losses) on cancellation of investment)	20	146,383	179,414	(33,031)	237,601
Provision of general allowance for loan losses	21	(2,534)	-	(2,534)	-
Principal guaranteed trust a/c credit costs	22	(0)	-	(0)	-
Net business profit	23	160,433	177,307	(16,874)	231,482
Net non-recurring profit	24	7,653	12,114	(4,460)	(22,388)
Banking a/c credit costs	25	101	(1,150)	1,252	(1,469)
Written-off of loans	26	(1,474)	(1,073)	(401)	(1,180)
Provision of specific allowance for loan losses	27	1,868	-	1,868	-
Losses on sales of loans	28	(291)	(77)	(214)	(288)
Reversal of allowance for loan losses	29	-	16,510	(16,510)	2,268
Recoveries of written-off claims	30	498	1,080	(582)	1,153
Net gains on stocks	31	16,323	3,038	13,285	(12,089)
Losses on devaluation of stocks	32	(5,607)	(847)	(4,759)	(25,583)
Others	33	(9,269)	(7,364)	(1,905)	(12,251)
Amortization of net actuarial losses/ prior service cost	34	(4,224)	(2,508)	(1,715)	(3,345)
Provision for contingent loss	35	2,101	3,077	(976)	1,162
Losses on investment in partnerships	36	(1,773)	(1,206)	(567)	(2,898)
Net gains on stock related derivatives	37	(3,052)	(2,217)	(834)	(2,371)
Ordinary profit	38	168,086	189,422	(21,335)	209,094
Extraordinary profit	39	2,277	(3,830)	6,108	(4,284)
Net gains on disposal of fixed assets	40	2,769	(62)	2,831	1,032
Impairment loss on fixed assets	41	(491)	(3,767)	3,276	(5,317)
Income before income taxes	42	170,364	185,591	(15,227)	204,810
Total income taxes	43	(45,300)	(42,527)	(2,772)	(56,148)
Income taxes-current	44	(38,067)	(32,059)	(6,007)	(45,926)
Income taxes-deferred	45	(7,232)	(10,467)	3,234	(10,222)
Net income	46	125,064	143,064	(18,000)	148,661
Total credit costs (21 + 22 + 25 + 29 + 30)	47	(1,935)	16,440	(18,375)	1,952
Overhead ratio (-14/1)	48	52.54%	49.54%	3.00%	50.47%

2. Breakdown of profit by business group

(1) Gross business profit

[Non-consolidated]

	(Billions of yen)		
	3QFY2019 (Cumulative total)	3QFY2018 (Cumulative total)	Change
Retail total solution services	96.7	101.9	(5.2)
Wholesale financial services (*1)	108.3	98.1	10.1
Stock transfer agency services	25.5	25.4	0.1
Real estate	23.5	22.2	1.3
Fiduciary services	67.4	69.5	(2.0)
Global markets	59.9	36.7	23.1
Fees paid out for outsourcing	(36.9)	(33.3)	(3.5)
Stock transfer agency services	(7.9)	(7.6)	(0.2)
Fiduciary services	(28.9)	(25.6)	(3.3)
Others (*2)	(1.2)	30.5	(31.8)
Gross business profit	343.3	351.3	(8.0)

(*1) Figures for Wholesale financial services are combined total of Wholesale total solution services and Wholesale asset management.

(*2) 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)		
	3QFY2019 (Cumulative total)	3QFY2018 (Cumulative total)	Change
Retail total solution services	17.4	23.6	(6.2)
Wholesale financial services (*1)	96.5	86.3	10.1
Stock transfer agency services	15.5	15.6	(0.0)
Real estate	21.6	20.2	1.3
Fiduciary services	47.9	49.2	(1.3)
Asset Management Business(*2)	21.2	19.4	1.7
Global markets	48.9	25.3	23.6
Others (*3)	(26.8)	(10.9)	(15.9)
Net business profit before credit costs	221.2	209.6	11.5

(*1) Figures for Wholesale financial services are combined total of Wholesale total solution services and Wholesale asset management.

(*2) Total of asset management companies (SuMi TRUST AM, Nikko AM (consolidated), Sky Ocean Asset Management, JP Asset Management)

(*3) 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)		
	3QFY2019 (Cumulative total)	3QFY2018 (Cumulative total)	Change
Retail total solution services	4.7	10.5	(5.7)
Wholesale financial services (*1)	75.2	66.3	8.9
Stock transfer agency services	14.8	14.8	(0.0)
Real estate	16.4	15.2	1.2
Fiduciary services	22.1	25.0	(2.9)
Global markets	48.9	25.3	23.6
Others (*2)	(19.4)	19.8	(39.3)
Net business profit before credit costs	162.9	177.3	(14.3)

(*1) Figures for Wholesale financial services are combined total of Wholesale total solution services and Wholesale asset management.

(*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]

	(%)				
	3QFY2019 (Cumulative total)	3QFY2019	1HFY2019	3QFY2018 (Cumulative total)	Change from 3QFY2018
Average yield on interest-earning assets (A)	0.51	0.47	0.54	0.62	(0.11)
Loans and bills discounted (B)	0.66	0.66	0.67	0.69	(0.03)
Securities	1.32	0.87	1.55	2.36	(1.04)
Average yield on interest-bearing liabilities (C)	0.14	0.14	0.14	0.16	(0.02)
Deposits (D)	0.08	0.08	0.08	0.09	(0.01)
Gross margin (A) - (C)	0.37	0.33	0.40	0.46	(0.09)
Loan-deposit margin (B) - (D)	0.58	0.58	0.59	0.60	(0.02)

4. Unrealized gains/ losses on investment securities

(1) Securities with fair value

[Consolidated]

	(Billions of Yen)									
	Dec. 2019				Sep. 2019		Change from Sep. 2019		Mar. 2019	
	Cost	Net	Unrealized gains	Unrealized losses	Cost	Net	Cost	Net	Cost	Net
Available-for-sale securities	5,017.0	577.8	864.2	(286.4)	4,881.9	622.4	135.1	(44.6)	4,558.4	665.7
Japanese stocks (*)	583.7	816.4	831.7	(15.2)	593.8	750.2	(10.0)	66.2	598.9	772.6
Japanese bonds	1,113.5	1.0	3.2	(2.1)	1,147.1	3.0	(33.6)	(1.9)	887.4	3.1
Government bonds	460.6	(1.1)	0.1	(1.3)	522.0	0.0	(61.3)	(1.2)	301.2	0.3
Local government bonds	13.2	0.0	0.0	(0.0)	10.7	0.0	2.4	(0.0)	8.7	0.0
Corporate bonds	639.6	2.2	3.0	(0.8)	614.3	2.9	25.3	(0.7)	577.4	2.7
Others	3,319.7	(239.7)	29.2	(269.0)	3,140.8	(130.8)	178.8	(108.9)	3,072.1	(110.1)
Held-to-maturity debt securities	342.3	19.6	19.6	(0.0)	360.0	22.7	(17.7)	(3.0)	262.4	21.7

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

[Non-consolidated]

	(Billions of Yen)									
	Dec. 2019				Sep. 2019		Change from Sep. 2019		Mar. 2019	
	Cost	Net	Unrealized gains	Unrealized losses	Cost	Net	Cost	Net	Cost	Net
Available-for-sale securities	4,968.9	596.1	881.2	(285.1)	4,852.6	642.2	116.2	(46.1)	4,532.2	681.3
Japanese stocks (*)	555.3	842.3	855.2	(12.9)	565.2	776.5	(9.8)	65.7	574.0	795.2
Japanese bonds	1,174.1	(0.1)	3.2	(3.3)	1,209.1	1.8	(35.0)	(1.9)	952.7	2.0
Government bonds	460.6	(1.1)	0.1	(1.3)	522.0	0.0	(61.3)	(1.2)	301.2	0.3
Local government bonds	13.2	0.0	0.0	(0.0)	10.7	0.0	2.4	(0.0)	8.7	0.0
Corporate bonds	700.2	0.9	3.0	(2.0)	676.2	1.7	23.9	(0.7)	642.7	1.6
Others	3,239.4	(246.0)	22.7	(268.8)	3,078.3	(136.0)	161.1	(110.0)	3,005.4	(115.8)
Held-to-maturity debt securities	281.8	19.5	19.5	(0.0)	298.5	22.6	(16.6)	(3.0)	197.5	21.6

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

<Reference 1>

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

[Non-consolidated]

	(Billions of Yen)							
	Dec. 2019		Sep. 2019		Change from Sep. 2019		Mar. 2019	
	Cost	Net	Cost	Net	Cost	Net	Cost	Net
Domestic investment (*1)	64.0	1.5	54.7	1.6	9.2	(0.1)	75.5	1.8
Asset-backed securities	8.7	0.8	10.0	0.8	(1.3)	(0.0)	12.9	0.8
Others	55.3	0.7	44.7	0.7	10.6	(0.0)	62.5	1.0
International investment (*1)	1,624.2	6.2	1,473.5	14.1	150.7	(7.8)	1,369.8	4.3
Foreign government bonds	1,622.8	5.4	1,472.1	13.3	150.6	(7.9)	1,365.7	4.0
US Treasury	529.0	4.2	477.6	10.2	51.4	(5.9)	434.3	5.1
European government bonds (*2)	40.4	(0.4)	5.9	0.4	34.5	(0.8)	9.4	0.2
US agency MBS	219.0	1.5	209.5	2.0	9.5	(0.5)	187.8	(0.4)
Corporate bonds, etc. (*3)	819.7	(0.0)	762.4	0.4	57.3	(0.5)	720.5	(0.9)
Foreign stocks and others	1.4	0.7	1.4	0.7	0.0	0.0	4.0	0.3
Others (Investment trust, etc.) (*4)	1,551.1	(253.8)	1,549.9	(151.7)	1.1	(102.0)	1,560.0	(122.0)
Total	3,239.4	(246.0)	3,078.3	(136.0)	161.1	(110.0)	3,005.4	(115.8)

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

(*2) UK government bonds (Gilts), French government bonds (OATs), Spanish government bonds and Irish government bonds

(*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]

	(Billions of Yen)							
	Dec. 2019		Sep. 2019		Change from Sep. 2019		Mar. 2019	
	Cost	Net	Cost	Net	Cost	Net	Cost	Net
Held-to-maturity debt securities	281.8	19.5	298.5	22.6	(16.6)	(3.0)	197.5	21.6
Japanese Government Bonds	118.4	18.8	118.5	21.6	(0.0)	(2.8)	118.7	20.6
Japanese Local Government Bonds	-	-	-	-	-	-	-	-
Japanese Corporate Bonds	33.2	0.5	33.2	0.6	-	(0.1)	33.2	0.5
Others	130.2	0.1	146.8	0.2	(16.6)	(0.0)	45.6	0.4
Domestic investment (*)	8.9	0.0	9.2	0.0	(0.2)	0.0	7.9	0.0
International investment (*)	121.2	0.1	137.5	0.2	(16.3)	(0.0)	37.6	0.4

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

(2) Securities with no available fair value

[Non-consolidated]

	(Billions of Yen)			
	Dec. 2019	Sep. 2019	Change from	Mar. 2019
	Cost	Cost	Sep. 2019	Cost
Available-for-sale securities	232.7	219.8	12.8	210.9
Japanese stocks	53.7	53.7	(0.0)	53.8
Japanese bonds	-	-	-	-
Others	178.9	166.0	12.9	157.1
Domestic investment (*)	108.1	101.1	6.9	99.3
International investment (*)	70.8	64.9	5.9	57.7

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

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

	(Billions of Yen)			
	Dec. 2019	Sep. 2019	Change from Sep. 2019	Mar. 2019
Interest rate related	(55.4)	(60.5)	5.1	(44.5)
Interest rate swaps	(55.4)	(60.5)	5.1	(44.5)
Currency related	(3.8)	(0.0)	(3.8)	(0.2)
Total	(59.2)	(60.5)	1.2	(44.7)

Note: Before considering tax effect accounting.

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

(1) Balance of loans and deposits

[Non-consolidated]

	(Billions of Yen)					
	Dec. 2019		Sep. 2019	Change from Sep. 2019		Mar. 2019
	Total	Domestic branches	Total	Total	Domestic branches	Total
Loans and bills discounted	29,918.2	25,878.6	29,308.8	609.4	448.4	29,435.1
Banking account	29,890.4	25,850.9	29,280.0	610.4	449.5	29,404.1
Principal guaranteed trust account	27.7	27.7	28.7	(1.0)	(1.0)	30.9
Deposits, Trust principal	34,136.6	29,108.0	34,404.8	(268.2)	(578.1)	37,035.7
Deposits (*)	30,748.3	25,719.7	30,557.5	190.7	(119.0)	31,744.1
Trust principal	3,388.2	3,388.2	3,847.3	(459.0)	(459.0)	5,291.6

(*) Excluding NCDs.

(2) Loans by industry

[Non-consolidated]

	(Billions of Yen)			
	Dec. 2019	Sep. 2019	Change from Sep. 2019	Mar. 2019
Domestic branches (excluding offshore accounts)	25,878.6	25,430.1	448.4	25,530.5
Manufacturing	2,623.0	2,617.7	5.2	2,663.7
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	64.0	63.3	0.7	30.8
Construction	175.6	164.2	11.4	119.4
Electricity, gas, heat supply and water	1,279.1	1,244.9	34.2	1,147.4
Information and communications	437.3	334.1	103.1	357.8
Transport and postal activities	1,144.4	1,146.2	(1.8)	1,169.3
Wholesale and retail trade	1,253.0	1,242.5	10.4	1,253.4
Finance and insurance	2,367.7	2,443.5	(75.8)	2,665.3
Real estate	3,480.1	3,428.1	52.0	3,468.1
Goods rental and leasing	1,082.4	1,148.7	(66.2)	1,090.3
Others	11,971.5	11,596.4	375.1	11,564.5
Overseas branches and offshore accounts	4,039.5	3,878.6	160.9	3,904.5
Total	29,918.2	29,308.8	609.4	29,435.1

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

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]

	(Billions of yen)							
	Dec. 2019		Sep. 2019		Change from Sep. 2019		Mar. 2019	
	Total	Banking a/c	Total	Banking a/c	Total	Banking a/c	Total	Banking a/c
Problem assets based on the Financial Reconstruction Act (a)	94.7	94.0	101.1	100.4	(6.4)	(6.4)	84.2	83.4
Bankrupt and practically bankrupt	9.6	9.6	9.6	9.6	(0.0)	(0.0)	10.5	10.5
Doubtful	60.3	59.6	58.7	58.1	1.5	1.5	55.2	54.5
Substandard (b)	24.8	24.8	32.7	32.7	(7.9)	(7.9)	18.5	18.4
Ordinary assets	30,333.4	30,306.4	29,749.4	29,721.4	584.0	585.0	29,857.1	29,826.9
Assets to substandard debtors (excluding Substandard) (c)	0.9	0.9	4.2	4.2	(3.3)	(3.3)	1.0	1.0
Assets to other special mention debtors	332.7	323.9	345.9	337.0	(13.2)	(13.1)	414.3	405.1
Assets to ordinary debtors	29,999.7	29,981.6	29,399.3	29,380.3	600.4	601.3	29,441.8	29,420.8
Total balance (d)	30,428.1	30,400.4	29,850.5	29,821.8	577.6	578.6	29,941.3	29,910.3
Ratio to total balance (a) / (d)	0.3%	0.3%	0.3%	0.3%	(0.0%)	(0.0%)	0.3%	0.3%
Assets to substandard debtors (b) + (c)	25.8	25.7	36.9	36.9	(11.2)	(11.2)	19.5	19.4

Note : Partial direct written-off: Dec. 2019: 9.2 billion yen, June 2019: 8.1 billion yen, Mar. 2019: 8.3 billion yen

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

[Non-consolidated]

	(Billions of yen)							
	Dec. 2019		Sep. 2019		Change from Sep. 2019		Mar. 2019	
	Total	Banking a/c	Total	Banking a/c	Total	Banking a/c	Total	Banking a/c
Problem assets based on the Financial Reconstruction Act	94.7	94.0	101.1	100.4	(6.4)	(6.4)	84.2	83.4
Coverage ratio	86.1%	86.0%	86.5%	86.4%	(0.4%)	(0.4%)	86.9%	86.7%
Allowance ratio	55.6%	55.6%	52.5%	52.5%	3.1%	3.1%	70.7%	70.7%
Bankrupt and practically bankrupt	9.6	9.6	9.6	9.6	(0.0)	(0.0)	10.5	10.5
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%
Doubtful	60.3	59.6	58.7	58.1	1.5	1.5	55.2	54.5
Coverage ratio	94.8%	94.7%	96.2%	96.1%	(1.4%)	(1.4%)	87.0%	86.8%
Allowance ratio	79.8%	79.8%	83.6%	83.6%	(3.8%)	(3.8%)	76.6%	76.6%
Substandard	24.8	24.8	32.7	32.7	(7.9)	(7.9)	18.5	18.4
Coverage ratio	59.8%	59.8%	65.1%	65.1%	(5.3%)	(5.3%)	79.1%	79.0%
Allowance ratio	12.8%	12.8%	9.0%	9.0%	3.8%	3.8%	10.5%	10.5%

Note: Other than the above mentioned, there is Reserves for JOMT (Jointly-operated money trust) of 0.0 billion yen as of December

<Reference> Other referential financial figures of SuMi TRUST Bank

(1) Balance Sheets

[Non-consolidated]

	(Billions of yen)			
	Dec. 2019	Sep. 2019	Change from Sep.	Mar. 2019
Assets:				
Cash and due from banks	13,604.2	15,929.4	(2,325.1)	15,831.2
Call loans	43.6	52.7	(9.0)	50.1
Receivables under resale agreements	156.7	159.1	(2.4)	158.7
Receivables under securities borrowing transactions	750.7	741.3	9.4	759.8
Monetary claims bought	56.8	42.9	13.8	56.4
Trading assets	413.7	468.1	(54.3)	543.5
Money held in trust	0.0	0.0	-	0.0
Securities	6439.0	6381.1	57.8	6091.8
Loans and bills discounted	29,890.4	29,280.0	610.4	29,404.1
Foreign exchanges	46.2	32.1	14.1	36.9
Other assets	1,192.8	1,291.0	(98.1)	1,548.8
Tangible fixed assets	189.2	192.7	(3.5)	195.4
Intangible fixed assets	73.6	69.6	4.0	65.6
Prepaid pension expenses	183.3	179.1	4.1	170.6
Customers' liabilities for acceptances and guarantees	388.0	420.7	(32.7)	385.4
Allowance for loan losses	(66.3)	(65.4)	(0.9)	(75.2)
Total assets	53,362.5	55,175.0	(1,812.5)	55,223.7
Liabilities:				
Deposits	30,748.3	30,557.5	190.7	31,744.1
Negotiable certificates of deposit	6,639.8	7,142.2	(502.3)	6,546.2
Call money	862.2	1,911.6	(1,049.3)	132.3
Payables under repurchase agreements	1,918.1	1,636.6	281.5	1,603.1
Payables under securities lending transactions	58.7	141.1	(82.3)	104.7
Trading liabilities	265.6	304.3	(38.7)	258.7
Borrowed money	4,239.9	4,170.3	69.6	4,101.9
Foreign exchanges	15.9	16.5	(0.5)	35.0
Short-term bonds payable	1,389.3	1,386.7	2.6	949.3
Corporate bonds	416.9	542.6	(125.7)	727.8
Borrowed money from trust account	3,536.2	3,965.2	(429.0)	5,408.0
Other liabilities	661.3	692.0	(30.7)	777.0
Provision for bonuses	2.3	8.2	(5.9)	9.0
Provision for directors' bonuses	-	-	-	0.0
Provision for stocks payment	0.1	0.1	0.0	-
Provision for retirement benefits	0.7	0.7	0.0	0.7
Provision for reimbursement of deposits	4.2	4.2	-	5.2
Provision for contingent loss	1.3	1.3	(0.0)	3.4
Deferred tax liabilities	133.5	144.2	(10.7)	156.4
Deferred tax liabilities for land revaluation	2.4	2.4	-	2.8
Acceptances and guarantees	388.0	420.7	(32.7)	385.4
Total liabilities	51,285.5	53,049.4	(1,763.8)	52,951.9
Net assets:				
Capital stock	342.0	342.0	-	342.0
Capital surplus	343.0	343.0	-	391.6
Legal capital surplus	273.0	273.0	-	273.0
Other capital surplus	70.0	70.0	-	118.5
Retained earnings	1,021.0	1,037.7	(16.6)	1,095.9
Legal retained earnings	69.0	69.0	-	69.0
Other retained earnings	952.0	968.6	(16.6)	1,026.9
Other voluntary reserve	371.8	371.8	-	371.8
Retained earnings brought forward	580.1	596.8	(16.6)	655.0
Shareholders' equity	1,706.1	1,722.8	(16.6)	1,829.6
Valuation difference on available-for-sale securities	415.8	448.2	(32.4)	475.6
Deferred gains/ losses on hedges	(41.1)	(42.0)	0.8	(31.0)
Revaluation reserve for land	(3.8)	(3.4)	(0.4)	(2.3)
Valuation and translation adjustments	370.8	402.8	(32.0)	442.2
Total net assets	2,076.9	2,125.6	(48.6)	2,271.8
Total liabilities and net assets	53,362.5	55,175.0	(1,812.5)	55,223.7

(2) Statements of Income
[Non-consolidated]

(Billions of yen)

	3QFY2019 (Cumulative total)	3QFY2018 (Cumulative total)	Change
Ordinary income	754.6	758.5	(3.8)
Trust fees	73.6	75.7	(2.0)
Interest income	364.0	389.6	(25.5)
Interest on loans and discounts	256.1	253.8	2.2
Interest and dividends on securities	75.0	102.3	(27.3)
Fees and commissions	135.9	142.5	(6.5)
Trading income	47.5	11.1	36.4
Other ordinary income	103.4	81.8	21.6
Other income	29.9	57.6	(27.7)
Ordinary expenses	586.5	569.1	17.4
Interest expenses	284.9	266.5	18.3
Interest on deposits	97.1	91.1	6.0
Fees and commissions payments	71.3	66.6	4.6
Trading expenses	0.3	-	0.3
Other ordinary expenses	24.7	16.2	8.5
General and administrative expenses	184.8	176.8	8.0
Other expenses	20.3	42.7	(22.4)
Ordinary profit	168.0	189.4	(21.3)
Extraordinary income	3.1	0.1	3.0
Extraordinary losses	0.8	3.9	(3.1)
Income before Income Taxes	170.3	185.5	(15.2)
Income taxes-Current	38.0	32.0	6.0
Income taxes-Deferred	7.2	10.4	(3.2)
Income taxes	45.3	42.5	2.7
Net income	125.0	143.0	(18.0)

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

(Billions of yen)

	Dec. 2019	Sep. 2019	Change from Sep. 2019	Mar. 2019
Loans and bills discounted	1,541.7	1,474.8	66.9	1,445.1
Securities	1,118.9	1,126.5	(7.6)	1,253.4
Beneficiary rights	169,614.7	167,890.6	1,724.1	160,593.5
Securities held in custody accounts	22.9	22.9	(0.0)	23.1
Money claims	19,506.0	19,036.0	469.9	19,475.0
Tangible fixed assets	16,806.4	16,502.4	304.0	15,722.2
Intangible fixed assets	189.7	188.7	1.0	217.9
Other claims	6,985.1	6,934.9	50.1	6,717.1
Loans to banking account	3,536.2	3,965.2	(429.0)	5,408.0
Cash and due from banks	477.8	486.1	(8.3)	494.2
Total assets	219,799.8	217,628.6	2,171.2	211,350.0
Money trusts	32,079.8	32,455.4	(375.5)	32,877.9
Pension trusts	12,845.4	13,241.8	(396.3)	13,113.5
Property formation benefit trusts	18.8	18.9	(0.0)	18.8
Securities investment trusts	77,701.4	76,347.6	1,353.7	74,389.3
Money entrusted, other than money trusts	30,884.7	30,080.1	804.6	27,349.3
Securities trusts	21,726.4	21,636.9	89.5	19,914.1
Money claim trusts	19,598.4	19,120.3	478.1	19,592.3
Land and fixtures trusts	78.3	78.0	0.3	77.2
Composite trusts	24,866.1	24,649.4	216.7	24,017.2
Total liabilities	219,799.8	217,628.6	2,171.2	211,350.0

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

December 2018: 168,673.2 billion yen, September 2019: 166,949.5 billion yen, Mar. 2019: 159,658.6 billion yen

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

		(Billions of yen)			
		Dec. 2019	Sep. 2019	Change from Sep. 2019	Mar. 2019
Money trusts	Loans and bills discounted	27.7	28.7	(1.0)	30.9
	Securities	0.0	0.0	-	0.0
	Others	3,360.8	3,818.8	(457.9)	5,261.0
	Total assets	3,388.6	3,847.6	(458.9)	5,292.0
	Principal	3,388.2	3,847.3	(459.0)	5,291.6
	Reserves for JOMT (Jointly-operated money trust)	0.0	0.0	-	0.0
	Others	0.2	0.2	0.0	0.3
	Total liabilities	3,388.6	3,847.6	(458.9)	5,292.0