

**Sumitomo Mitsui Trust Holdings, Inc. (SuMi TRUST Holdings)**  
**Financial Results for the Fiscal Year Ended March 31, 2020**  
**[Japanese GAAP] (Consolidated)**



May 14, 2020

Stock exchange listings:	Tokyo and Nagoya (Code: 8309)
URL:	<a href="https://www.smth.jp/en/index.html">https://www.smth.jp/en/index.html</a>
Representative:	Tetsuo Ohkubo, President
Contact:	Shinichi Nonomura, Executive Officer, General Manager of Financial Planning Department
	TEL +81-3-3286-8354
Date of ordinary general meeting of shareholders:	June 26, 2020
Filing date of securities report (Yukasyoken Hokokusyo) (Scheduled):	June 29, 2020
Specific trading accounts:	Established
Dividend payment date:	June 29, 2020
Explanatory material:	Prepared
Briefing on financial results:	Scheduled (for institutional investors and analysts)

(Amounts less than one million yen are rounded down.)

## 1. Consolidated Financial Results (for the Fiscal Year Ended March 31, 2020)

### (1) Operating Results

(%: Changes from the same period in the previous fiscal year)

Fiscal Year Ended	Ordinary Income		Ordinary Profit		Net Income Attributable to Owners of the Parent	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
March 31, 2020	1,535,401	4.6	257,658	0.5	163,028	(6.2)
March 31, 2019	1,467,916	8.7	256,411	10.2	173,889	12.9

(Note) Comprehensive Income: Fiscal year ended March 31, 2020 ¥(23,974) million, (—)%  
Fiscal year ended March 31, 2019 ¥93,925 million, (59.5)%

Fiscal Year Ended	Net Income per Share of Common Stock	Fully Diluted Net Income per Share of Common Stock	Net Income to Net Assets Ratio	Ordinary Profit to Total Assets Ratio	Ordinary Profit to Ordinary Income Ratio
	Yen	Yen	%	%	%
March 31, 2020	434.31	434.03	6.3	0.5	16.8
March 31, 2019	458.91	458.65	6.6	0.4	17.5

(Reference) Equity in Earnings (Losses) of Affiliated Companies: Fiscal year ended March 31, 2020 ¥9,929 million  
Fiscal year ended March 31, 2019 ¥5,967 million

### (2) Financial Position

As of	Total Assets	Net Assets	Net Assets to Total Assets Ratio	Net Assets per Share of Common Stock
	Millions of Yen	Millions of Yen	%	Yen
March 31, 2020	56,500,552	2,590,907	4.5	6,822.48
March 31, 2019	57,029,113	2,730,356	4.7	7,008.67

(Reference) Shareholders' Equity: As of March 31, 2020 ¥2,555,266 million  
As of March 31, 2019 ¥2,653,461 million

(Note 1) Net Assets to Total Assets Ratio = (Net Assets – Subscription Rights to Shares – Non-Controlling Interests) / Total Assets

(Note 2) The above Net Assets to Total Assets Ratio is different from the capital adequacy ratio prescribed in the notification of the Financial Services Agency with respect to the capital adequacy ratio.

### (3) Cash Flows

Fiscal Year Ended	Net Cash Provided by (Used in) Operating Activities	Net Cash Provided by (Used in) Investing Activities	Net Cash Provided by (Used in) Financing Activities	Cash and Cash Equivalents at the End of the Year
	Millions of Yen	Millions of Yen	Millions of Yen	Millions of Yen
March 31, 2020	(2,395,306)	(631,459)	(85,323)	10,960,024
March 31, 2019	374,318	(225,399)	(136,766)	14,079,768

## 2. Cash Dividends per Share of Common Stock

	Annual Cash Dividends per Share of Common Stock					Total Dividends Payment (Annual)	Payout Ratio (Consolidated)	Dividends to Net Asset Ratio (Consolidated)
	1st Quarter-End	2nd Quarter-End	3rd Quarter-End	Fiscal Year-End	Total			
Fiscal Year Ended	Yen	Yen	Yen	Yen	Yen	Millions of Yen	%	%
March 31, 2019	—	65.00	—	75.00	140.00	53,003	30.5	2.0
March 31, 2020	—	75.00	—	75.00	150.00	56,244	34.5	2.2
Fiscal Year Ending								
March 31, 2021 (Forecast)	—	75.00	—	75.00	150.00		40.2	

## 3. Consolidated Earnings Forecast (for the Fiscal Year Ending March 31, 2021)

(%: Changes from the same period in the previous fiscal year)

	Net Income Attributable to Owners of the Parent		Net Income per Share of Common Stock	
Fiscal Year Ending	Millions of Yen	%	Yen	
March 31, 2021	140,000	(14.1)	373.80	

### \*Notes

(1) Changes in Significant Subsidiaries during the Fiscal Year Ended March 31, 2020: Yes

(Changes in “specified subsidiaries” resulted in changes in the scope of consolidation)

Included: — (—)

Excluded: 1 company CMTH Preferred Capital 7 (Cayman) Limited

(2) Changes in Accounting Policies, Changes in Accounting Estimates, and Restatements

- |  |      |
|--|------|
| 1) Changes in accounting policies due to the revision of accounting standards: | None |
| 2) Changes in accounting policies other than 1) above:                         | None |
| 3) Changes in accounting estimates:  | None |
| 4) Restatements:   | None |

(3) Number of Shares Issued (Common Stock)

1) Number of shares issued (including treasury stock):	As of March 31, 2020	375,291,440 shares	As of March 31, 2019	390,348,640 shares
2) Number of treasury stock:	As of March 31, 2020	755,159 shares	As of March 31, 2019	11,751,722 shares
3) Average number of outstanding issued shares:	For the fiscal year ended March 31, 2020	375,373,265 shares	For the fiscal year ended March 31, 2019	378,915,552 shares

(For further details, please refer to “3. (5) Notes to the Consolidated Financial Statements (Per Share of Common Stock Information)” on page 16 of Accompanying Materials.)

**These consolidated financial results for the year ended March 31, 2020, are out of the scope of the year-end audit procedures to be performed by certified public accountants or an audit firm.**

### **Explanation Concerning the Appropriate Use of the Forecasts for Results of Operations and Other Special Matters**

The forecasts for results of operations presented in the consolidated financial results for the year ended March 31, 2020, are based on information currently available to, and certain reasonable assumptions made by, SuMi TRUST Holdings. Moreover, SuMi TRUST Holdings does not guarantee the achievement of these forecasts, and actual results may differ significantly from the forecasts due to various factors. Please refer to the most recent relevant materials including securities report, annual report, and other presentations disclosed by SuMi TRUST Holdings and its group companies, for further information that could significantly influence SuMi TRUST Holdings’ financial position and operating results, as well as investment decisions by investors.

A briefing on financial results will be held for institutional investors and analysts. The contents of the meeting, such as explanations about financial results, will be posted on SuMi TRUST Holdings’ website, together with the explanatory material to be used on the day.

**[Accompanying Materials]**

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## 1. Operating Results

### (1) Analysis of Consolidated Operating Results

For the fiscal year ended March 31, 2020, “Net Business Profit” increased by ¥6.7 billion from the previous fiscal year to ¥289.0 billion, primarily due to increases in effective interest related earnings (\*) and corporate related non-interest income and others, while general and administrative expenses increased and fees and commissions related income decreased primarily due to a decrease in sales of investment management consulting business.

“Ordinary Profit” increased by ¥1.2 billion from the previous fiscal year to ¥257.6 billion. The increase primarily reflects an increase in net gains on stocks as a result of promotion to reduce strategic shareholdings, while credit costs increased primarily due to the recognition of special allowance prepared for economic slowdown associated with the spread of the novel coronavirus disease.

“Net Income Attributable to Owners of the Parent” decreased by ¥10.8 billion from the previous fiscal year to ¥163.0 billion as a result of proactive efforts to improve the soundness of financial condition such as impairment of goodwill of a subsidiary and treatment of software cost.

(\*) Earnings of net interest income and related profit plus profit attributable to deployment of surplus foreign currency funds included in other income.

(Reference)

	(Billions of Yen)		
	Fiscal Year Ended	Changes from the Fiscal Year Ended	Fiscal Year Ended
	March 31, 2020	March 31, 2019	March 31, 2019
Substantial Gross Business Profit	742.6	19.9	722.6
General and Administrative Expenses	(453.6)	(13.2)	(440.4)
Net Business Profit	289.0	6.7	282.2
Ordinary Profit	257.6	1.2	256.4
Net Income Attributable to Owners of the Parent	163.0	(10.8)	173.8
Total Credit Costs	(43.8)	(40.8)	(2.9)
Net Gains on Stocks	40.1	26.4	13.7

### (2) Analysis of Consolidated Financial Position

As of March 31, 2020, “Total Assets” decreased by ¥528.5 billion to ¥56,500.5 billion and “Total Net Assets” decreased by ¥139.4 billion to ¥2,590.9 billion from the end of the previous fiscal year.

In particular, “Cash and Due from Banks” decreased by ¥2,904.6 billion to ¥13,141.1 billion, “Loans and Bills Discounted” increased by ¥677.6 billion to ¥29,703.3 billion, “Securities” increased by ¥678.0 billion to ¥6,437.5 billion, and “Deposits” decreased by ¥1,214.6 billion to ¥30,688.9 billion, compared with those as of the end of the previous fiscal year.

### (3) Analysis of Consolidated Cash Flows

“Net Cash Used in Operating Activities” totaled ¥2,395.3 billion, a year-on-year increase of ¥2,769.6 billion, and “Net Cash Used in Investing Activities” totaled ¥631.4 billion, a year-on-year increase of ¥406.0 billion, and “Net Cash Used in Financing Activities” totaled ¥85.3 billion, a year-on-year decrease of ¥51.4 billion. “Cash and Cash Equivalents at the End of the Year” totaled ¥10,960.0 billion.

### (4) Earnings Forecasts

Considering a decrease in the amount of operating activities and the impact of decline in the stock price due to the spread of the novel coronavirus disease, the consolidated earnings forecast for the fiscal year ending March 31, 2021, is as follows: “Net Business Profit” of ¥250.0 billion, a year-on-year decrease of ¥39.0 billion, and “Net Income Attributable to Owners of the Parent” of ¥140.0 billion, a year-on-year decrease of ¥23.0 billion.

The total cash dividends for the fiscal year ending March 31, 2021, are projected as ¥150 per share of common stock, which is the same level as the previous fiscal year, based on the consolidated earnings forecast for the fiscal year ending March 31, 2020.

## **2. Basic Views of Selecting Accounting Standards**

SuMi TRUST Holdings and its consolidated subsidiaries adopt generally accepted accounting principles in Japan to facilitate financial statement comparability with other companies. As for the introduction of International Financial Reporting Standards (IFRS), we consider business development and operations of the SuMi TRUST Group as well as the internal and external changes, and the decision to adopt IFRS will be dealt with in an appropriate manner.

**3. Consolidated Financial Statements and Notes to the Consolidated Financial Statements****(1) Consolidated Balance Sheets**

(Millions of Yen)

	As of March 31, 2019	As of <b>March 31, 2020</b>
<b>Assets:</b>		
Cash and Due from Banks	16,045,864	<b>13,141,192</b>
Call Loans and Bills Bought	50,124	<b>71,236</b>
Receivables under Resale Agreements	158,734	<b>1,220,761</b>
Receivables under Securities Borrowing Transactions	759,812	<b>740,658</b>
Monetary Claims Bought	1,082,650	<b>999,705</b>
Trading Assets	454,978	<b>507,646</b>
Money Held in Trust	1,393	<b>7,230</b>
Securities	5,759,504	<b>6,437,599</b>
Loans and Bills Discounted	29,025,720	<b>29,703,375</b>
Foreign Exchanges	36,936	<b>36,952</b>
Lease Receivables and Investment Assets	653,447	<b>673,880</b>
Other Assets	2,023,664	<b>2,124,043</b>
Tangible Fixed Assets:	211,312	<b>213,547</b>
Buildings	74,053	<b>73,926</b>
Land	109,109	<b>114,713</b>
Lease Assets	4,494	<b>5,178</b>
Construction in Progress	244	<b>370</b>
Other	23,410	<b>19,358</b>
Intangible Fixed Assets:	151,429	<b>129,455</b>
Software	83,108	<b>79,211</b>
Goodwill	60,092	<b>45,087</b>
Lease Assets	0	<b>0</b>
Other	8,227	<b>5,156</b>
Assets for Retirement Benefits	138,931	<b>87,096</b>
Deferred Tax Assets	17,372	<b>14,564</b>
Customers' Liabilities for Acceptances and Guarantees	557,007	<b>518,811</b>
Allowance for Loan Losses	(99,770)	<b>(127,205)</b>
<b>Total Assets</b>	<b>57,029,113</b>	<b>56,500,552</b>

(Continued)

(Millions of Yen)

	As of March 31, 2019	As of March 31, 2020
<b>Liabilities:</b>		
Deposits	31,903,572	30,688,920
Negotiable Certificates of Deposit	6,328,622	5,860,292
Call Money and Bills Sold	72,793	142,974
Payables under Repurchase Agreements	1,603,191	1,558,919
Payables under Securities Lending Transactions	104,767	—
Trading Liabilities	258,771	371,950
Borrowed Money	4,023,801	5,856,384
Foreign Exchanges	457	3,213
Short-Term Bonds Payable	1,472,786	1,707,097
Bonds Payable	1,378,328	1,125,731
Borrowed Money from Trust Account	5,408,009	4,750,289
Other Liabilities	994,424	1,215,433
Provision for Bonuses	17,542	18,619
Provision for Directors' Bonuses	343	172
Provision for Stocks Payment	—	279
Liabilities for Retirement Benefits	14,008	14,044
Provision for Reward Points Program	18,282	16,889
Provision for Reimbursement of Deposits	5,250	4,867
Provision for Contingent Losses	3,465	1,440
Deferred Tax Liabilities	130,479	50,875
Deferred Tax Liabilities for Land Revaluation	2,847	2,439
Acceptances and Guarantees	557,007	518,811
<b>Total Liabilities</b>	<b>54,298,756</b>	<b>53,909,645</b>
<b>Net Assets:</b>		
Capital Stock	261,608	261,608
Capital Surplus	645,003	580,595
Retained Earnings	1,387,592	1,495,029
Treasury Stock	(51,222)	(2,855)
<b>Total Shareholders' Equity</b>	<b>2,242,982</b>	<b>2,334,377</b>
Valuation Differences on Available-for-Sale Securities	467,448	351,459
Deferred Gains (Losses) on Hedges	(36,764)	(56,765)
Revaluation Reserve for Land	(5,698)	(6,623)
Foreign Currency Translation Adjustments	4,702	1,332
Adjustments for Retirement Benefits	(19,209)	(68,513)
<b>Total Accumulated Other Comprehensive Income</b>	<b>410,478</b>	<b>220,889</b>
Subscription Rights to Shares	1,062	1,057
Non-Controlling Interests	75,832	34,583
<b>Total Net Assets</b>	<b>2,730,356</b>	<b>2,590,907</b>
<b>Total Liabilities and Net Assets</b>	<b>57,029,113</b>	<b>56,500,552</b>

(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income  
Consolidated Statements of Income

(Millions of Yen)

	Fiscal Year Ended	
	March 31, 2019	March 31, 2020
<b>Ordinary Income:</b>	1,467,916	1,535,401
Trust Fees	103,911	99,816
Interest Income:	507,007	489,366
Interest on Loans and Discounts	360,348	346,886
Interest and Dividends on Securities	92,680	94,005
Interest on Call Loans and Bills Bought	1,523	1,431
Interest on Receivables under Resale Agreements	926	571
Interest on Receivables under Securities Borrowing Transactions	0	0
Interest on Deposits with Banks	43,140	36,831
Other Interest Income	8,387	9,640
Fees and Commissions	402,867	401,723
Trading Income	27,093	102,189
Other Ordinary Income	356,927	349,778
Other Income:	70,108	92,525
Recoveries of Written-Off Claims	1,908	1,149
Other	68,199	91,376
<b>Ordinary Expenses:</b>	1,211,504	1,277,742
Interest Expenses:	371,845	361,890
Interest on Deposits	128,792	125,997
Interest on Negotiable Certificates of Deposit	81,292	81,014
Interest on Call Money and Bills Sold	2,213	1,264
Interest on Payables under Repurchase Agreements	35,615	31,712
Interest on Payables under Securities Lending Transactions	2,636	2,302
Interest on Borrowings	15,740	13,238
Interest on Short-Term Bonds	23,343	29,049
Interest on Bonds	23,745	16,147
Other Interest Expenses	58,465	61,163
Fees and Commissions Payments	97,755	109,666
Other Ordinary Expenses	249,652	280,488
General and Administrative Expenses	431,151	433,455
Other Expenses	61,099	92,241
Provision of Allowance for Loan Losses	209	39,972
Other	60,890	52,269
<b>Ordinary Profit</b>	256,411	257,658

(Continued)



(Millions of Yen)

	Fiscal Year Ended	
	March 31, 2019	March 31, 2020
Extraordinary Income:	1,518	3,154
Gains on Disposal of Fixed Assets	1,518	3,154
Extraordinary Losses:	16,589	20,091
Losses on Disposal of Fixed Assets	802	731
Impairment Losses	15,786	19,360
<b>Income before Income Taxes</b>	241,340	240,721
Income Taxes:	60,599	75,627
Current	67,714	69,585
Deferred	(7,114)	6,042
<b>Net Income</b>	180,741	165,094
<b>Net Income Attributable to Non-Controlling Interests</b>	6,851	2,065
<b>Net Income Attributable to Owners of the Parent</b>	173,889	163,028

Consolidated Statements of Comprehensive Income

(Millions of Yen)

	Fiscal Year Ended	
	March 31, 2019	March 31, 2020
<b>Net Income</b>	180,741	165,094
Other Comprehensive Income (Loss):	(86,815)	(189,068)
Valuation Differences on Available-for-Sale Securities	(50,986)	(116,924)
Deferred Gains (Losses) on Hedges	(13,375)	(18,946)
Foreign Currency Translation Adjustments	676	(2,387)
Adjustments for Retirement Benefits	(23,917)	(49,287)
Attributable to Equity-Method Affiliated Companies	785	(1,523)
<b>Comprehensive Income:</b>	93,925	(23,974)
<b>(Breakdown)</b>		
Comprehensive Income Attributable to Owners of the Parent	87,148	(25,635)
Comprehensive Income Attributable to Non-Controlling Interests	6,777	1,660

(3) Consolidated Statements of Changes in Net Assets  
For the Fiscal Year Ended March 31, 2019

(Millions of Yen)

	Shareholders' Equity				
	Capital Stock	Capital Surplus	Retained Earnings	Treasury Stock	Total Shareholders' Equity
Balance at the Beginning of the Year	261,608	645,016	1,263,415	(42,224)	2,127,816
Changes during the Year					
Cash Dividends			(49,343)		(49,343)
Net Income Attributable to Owners of the Parent			173,889		173,889
Purchase of Treasury Stock				(9,033)	(9,033)
Disposal of Treasury Stock		(0)		35	35
Retirement of Treasury Stock					—
Purchase of Shares of Consolidated Subsidiaries		(17)			(17)
Sales of Shares of Consolidated Subsidiaries		4			4
Reversal of Revaluation Reserve for Land			(369)		(369)
Net Changes of Items Other Than Shareholders' Equity					
Total Changes during the Year	—	(13)	124,176	(8,998)	115,165
Balance at the End of the Year	261,608	645,003	1,387,592	(51,222)	2,242,982

	Accumulated Other Comprehensive Income						Subscription Rights to Shares	Non-Controlling Interests	Total Net Assets
	Valuation Differences on Available-for-Sale Securities	Deferred Gains (Losses) on Hedges	Revaluation Reserve for Land	Foreign Currency Translation Adjustments	Adjustments for Retirement Benefits	Total Accumulated Other Comprehensive Income			
Balance at the Beginning of the Year	516,663	(22,746)	(6,067)	4,281	4,720	496,851	799	246,858	2,872,325
Changes during the Year									
Cash Dividends									(49,343)
Net Income Attributable to Owners of the Parent									173,889
Purchase of Treasury Stock									(9,033)
Disposal of Treasury Stock									35
Retirement of Treasury Stock									—
Purchase of Shares of Consolidated Subsidiaries									(17)
Sales of Shares of Consolidated Subsidiaries									4
Reversal of Revaluation Reserve for Land									(369)
Net Changes of Items Other Than Shareholders' Equity	(49,214)	(14,017)	369	421	(23,930)	(86,372)	262	(171,025)	(257,135)
Total Changes during the Year	(49,214)	(14,017)	369	421	(23,930)	(86,372)	262	(171,025)	(141,969)
Balance at the End of the Year	467,448	(36,764)	(5,698)	4,702	(19,209)	410,478	1,062	75,832	2,730,356

For the Fiscal Year Ended March 31, 2020

(Millions of Yen)

	Shareholders' Equity				
	Capital Stock	Capital Surplus	Retained Earnings	Treasury Stock	Total Shareholders' Equity
Balance at the Beginning of the Year	261,608	645,003	1,387,592	(51,222)	2,242,982
Changes during the Year					
Cash Dividends			(56,517)		(56,517)
Net Income Attributable to Owners of the Parent			163,028		163,028
Purchase of Treasury Stock				(17,494)	(17,494)
Disposal of Treasury Stock		(354)		1,835	1,481
Retirement of Treasury Stock		(64,024)		64,024	—
Purchase of Shares of Consolidated Subsidiaries		(29)			(29)
Sales of Shares of Consolidated Subsidiaries					—
Reversal of Revaluation Reserve for Land			925		925
Net Changes of Items Other Than Shareholders' Equity					
Total Changes during the Year	—	(64,408)	107,437	48,366	91,395
Balance at the End of the Year	261,608	580,595	1,495,029	(2,855)	2,334,377

	Accumulated Other Comprehensive Income						Subscription Rights to Shares	Non-Controlling Interests	Total Net Assets
	Valuation Differences on Available-for-Sale Securities	Deferred Gains (Losses) on Hedges	Revaluation Reserve for Land	Foreign Currency Translation Adjustments	Adjustments for Retirement Benefits	Total Accumulated Other Comprehensive Income			
Balance at the Beginning of the Year	467,448	(36,764)	(5,698)	4,702	(19,209)	410,478	1,062	75,832	2,730,356
Changes during the Year									
Cash Dividends									(56,517)
Net Income Attributable to Owners of the Parent									163,028
Purchase of Treasury Stock									(17,494)
Disposal of Treasury Stock									1,481
Retirement of Treasury Stock									—
Purchase of Shares of Consolidated Subsidiaries									(29)
Sales of Shares of Consolidated Subsidiaries									—
Reversal of Revaluation Reserve for Land									925
Net Changes of Items Other Than Shareholders' Equity	(115,989)	(20,001)	(925)	(3,369)	(49,303)	(189,589)	(5)	(41,249)	(230,843)
Total Changes during the Year	(115,989)	(20,001)	(925)	(3,369)	(49,303)	(189,589)	(5)	(41,249)	(139,448)
Balance at the End of the Year	351,459	(56,765)	(6,623)	1,332	(68,513)	220,889	1,057	34,583	2,590,907

## (4) Consolidated Statements of Cash Flow

(Millions of Yen)

	Fiscal Year Ended	
	March 31, 2019	March 31, 2020
<b>Cash Flows from Operating Activities:</b>		
Income before Income Taxes	241,340	240,721
Depreciation and Amortization	36,590	35,242
Impairment Losses	15,786	19,360
Amortization of Goodwill	9,468	9,422
Equity in Losses (Earnings) of Affiliated Companies	(5,967)	(9,929)
Increase (Decrease) in Allowance for Loan Losses	(3,149)	27,435
Increase (Decrease) in Provision for Bonuses	1,234	1,031
Increase (Decrease) in Provision for Directors' Bonuses	17	(171)
Increase (Decrease) in Provision for Stocks Payment	—	279
Decrease (Increase) in Assets for Retirement Benefits	26,516	53,840
Increase (Decrease) in Liabilities for Retirement Benefits	999	(150)
Increase (Decrease) in Provision for Reward Points Program	(175)	(1,393)
Increase (Decrease) in Provision for Reimbursement of Deposits	1,702	(383)
Increase (Decrease) in Provision for Contingent Losses	(1,162)	(2,025)
Interest Income	(507,007)	(489,366)
Interest Expenses	371,845	361,890
Loss (Gain) Related to Securities	(10,291)	(75,071)
Loss (Gain) on Money Held in Trust	(47)	1,030
Foreign Exchange Losses (Gains)	(38,601)	45,979
Loss (Gain) on Disposal of Fixed Assets	(715)	(2,423)
Net Decrease (Increase) in Trading Assets	(91,683)	(52,668)
Net Increase (Decrease) in Trading Liabilities	(7,376)	113,178
Net Decrease (Increase) in Loans and Bills Discounted	(981,229)	(680,583)
Net Increase (Decrease) in Deposit	1,432,360	(1,214,652)
Net Increase (Decrease) in Negotiable Certificates of Deposit	(234,713)	(468,330)
Net Increase (Decrease) in Borrowed Money (Excluding Subordinated Borrowings)	(326,251)	1,832,583
Net Decrease (Increase) in Due from Banks (Excluding Due from the Bank of Japan)	334,528	(215,071)
Net Decrease (Increase) in Call Loans	(207,128)	(1,000,163)
Net Decrease (Increase) in Receivables under Securities Borrowing Transactions	(84,517)	19,153
Net Increase (Decrease) in Call Money	(215,448)	25,908
Net Increase (Decrease) in Payables under Securities Lending Transactions	63,468	(104,767)
Net Decrease (Increase) in Foreign Exchange-Assets	(11,382)	(16)
Net Increase (Decrease) in Foreign Exchange-Liabilities	(1,526)	2,755
Net Decrease (Increase) in Lease Receivables and Investment Assets	23,791	(20,432)
Net Increase (Decrease) in Short-Term Bonds Payable	409,917	234,311
Increase (Decrease) in Straight Bonds-Issuance and Redemption	(192,132)	(282,466)
Net Increase (Decrease) in Borrowed Money from Trust Account	476,319	(657,720)
Proceeds from Fund Management	519,157	512,084
Payments for Finance	(361,941)	(376,605)
Other, Net	(221,931)	(215,869)
Subtotal	460,661	(2,334,053)
Income Taxes (Paid) Refunded	(86,343)	(61,252)
<b>Net Cash Provided by (Used in) Operating Activities</b>	<b>374,318</b>	<b>(2,395,306)</b>

(Continued)

	Fiscal Year Ended	
	March 31, 2019	March 31, 2020
<b>Cash Flows from Investing Activities:</b>		
Purchase of Securities	(6,118,951)	(6,064,069)
Proceeds from Sales of Securities	4,401,254	3,748,916
Proceeds from Redemption of Securities	1,543,239	1,732,611
Increase in Money Held in Trust	—	(6,900)
Purchase of Tangible Fixed Assets	(13,369)	(16,756)
Proceeds from Sales of Tangible Fixed Assets	2,650	7,380
Purchase of Intangible Fixed Assets	(29,045)	(31,497)
Purchase of Shares of Subsidiaries Resulting in Change in the Scope of Consolidation	—	(1,089)
Purchase of Shares of Affiliated Companies Accounted for Using the Equity Method	(11,178)	(54)
<b>Net Cash Provided by (Used in) Investing Activities</b>	<b>(225,399)</b>	<b>(631,459)</b>
<b>Cash Flows from Financing Activities:</b>		
Repayments of Subordinated Borrowings	(20,000)	—
Proceeds from Issuance of Subordinated Bonds and Bonds with Subscription Rights to Shares	99,452	39,785
Payments for Redemption of Subordinated Bonds and Bonds with Subscription Rights to Shares	—	(10,000)
Purchase of Shares of Subsidiaries without Change in the Scope of Consolidation	(47)	(71)
Proceeds from Sales of Shares of Subsidiaries without Change in the Scope of Consolidation	36	—
Repayments to Non-Controlling Interests	(152,000)	(41,000)
Cash Dividends Paid	(49,344)	(56,511)
Cash Dividends Paid to Non-Controlling Interests	(5,865)	(1,512)
Purchase of Treasury Stock	(9,033)	(17,494)
Proceeds from Sales of Treasury Stock	35	1,481
<b>Net Cash Provided by (Used in) Financing Activities</b>	<b>(136,766)</b>	<b>(85,323)</b>
<b>Effect of Exchange Rate Change on Cash and Cash Equivalents</b>	<b>(7,299)</b>	<b>(7,654)</b>
<b>Net Increase (Decrease) in Cash and Cash Equivalents</b>	<b>4,852</b>	<b>(3,119,743)</b>
<b>Cash and Cash Equivalents at the Beginning of the Year</b>	<b>26,540,249</b>	<b>14,079,768</b>
<b>Net Increase (Decrease) in Cash and Cash Equivalents with Changes in the Scope of Consolidation</b>	<b>(12,465,333)</b>	<b>—</b>
<b>Cash and Cash Equivalents at the End of the Year</b>	<b>14,079,768</b>	<b>10,960,024</b>

(5) Notes to the Consolidated Financial Statements

(Notes on Going Concern Assumptions)

There is no applicable information.

## (Segment Information)

### 1. Reportable Segment Information

The SuMi TRUST Group's reportable segments are defined as operating segments for which discrete financial information is available. The Board of Directors and the Executive Committee of the SuMi TRUST Group periodically receive reporting on the operating results and other relevant information of the reportable segments to make decisions about the allocation of management resources and to assess performance.

The main activities of the reportable segment are presented below:

Retail Total Solution Services:	Provision of services to individual customers
Wholesale Financial Services:	Provision of services to corporate customers
Stock Transfer Agency Services:	Undertaking of stock-related services on behalf of customers
Real Estate:	Provision of services related to the real estate business
Fiduciary Services:	Operation of the pension business, the asset management business, and the asset administration business
Global Markets:	Marketing operations, market-making operations, investment operations, and financial management operations

### 2. Method for Calculating Substantial Gross Business Profit and Net Business Profit

Segment information is prepared based on internal management reports, and the accounting policies used for the reportable segments are generally the same as those that are bases for the preparation of consolidated financial statements; however, the reportable segments are accounted for in accordance with the rules for the internal management. Since each segment's information will not be used to make decisions about the allocation of resources or assess business performance at the management level, information about assets by reportable segment has not been generated.

"Net Business Profit" represents "Substantial Gross Business Profit," less "Substantial G&A Expenses." "Substantial Gross Business Profit" and "Substantial G&A Expenses" are financial figures generated on the basis of internal management reporting, and they represent "Substantial Gross Business Profit" and "Substantial G&A Expenses (excluding any non-recurring expenses)" of SuMi TRUST Holdings and its consolidated subsidiaries, reflecting gains or losses of equity-method affiliated companies (proportionate share of gains or losses, excluding any non-recurring items).

Income earned from inter-segment and cross-segment transactions is calculated by applying the criteria (market prices) specified in the rules for internal management.



### Profit or Loss by Reportable Segment

(Millions of Yen)

	Retail Total Solution Services	Wholesale Financial Services	Stock Transfer Agency Services	Real Estate	Fiduciary Services		Global Markets	Others	Total
						Asset Management Business			
Substantial Gross Business Profit	192,763	206,166	37,443	56,927	171,793	81,936	72,590	4,976	742,661
General and Administrative Expenses	(169,882)	(73,663)	(18,973)	(24,524)	(105,909)	(52,380)	(15,049)	(45,647)	(453,650)
Net Business Profit	22,880	132,502	18,469	32,403	65,883	29,555	57,541	(40,670)	289,011

(Note 1) The figures represent "Substantial Gross Business Profit" in substitution for net sales to be presented by companies in other industries.

(Note 2) The amounts of "Substantial Gross Business Profit" include net trust fees, net interest income, net fees and commissions, net trading income, and net other ordinary income and expenses.

(Note 3) "General and Administrative Expenses" include personnel expenses and rent expenses.

(Note 4) Figures for the "Asset Management Business" are combined total of SuMi TRUST AM (consolidated), Nikko Asset Management Co., Ltd (consolidated), and two affiliated companies accounted for using the equity method which are involved in asset management operations.

(Note 5) "Others" include costs of capital funding, dividends for shares for cross-shareholdings, general and administrative expenses of headquarters, and internal transactions to be eliminated.

### 3. Total Profit or Loss for Reportable Segments

(Millions of Yen)

	Amounts
Net Business Profit	289,011
Other Income	92,525
Other Expenses	(92,241)
Other Adjustments	(31,637)
Ordinary Profit	257,658

(Per Share of Common Stock Information)

		Fiscal Year Ended March 31, 2020
Net Assets per Share of Common Stock	Yen	6,822.48
Net Income per Share of Common Stock	Yen	434.31
Fully Diluted Net Income per Share of Common Stock	Yen	434.03

(Notes)

1. Net Assets per Share of Common Stock and Basis for Calculation

		As of March 31, 2020
Net Assets as Reported	Millions of Yen	2,590,907
Less:	Millions of Yen	35,641
Subscription Rights to Shares	Millions of Yen	1,057
Non-Controlling Interests	Millions of Yen	34,583
Net Assets Attributable to Common Shareholders	Millions of Yen	2,555,266
The Number of Shares of Common Stock Outstanding	Thousands of Shares	374,536

2. Net Income per Share of Common Stock and Fully Diluted Net Income per Share of Common Stock and Basis for Calculation

		Fiscal Year Ended March 31, 2020
<b>Net Income per Share of Common Stock</b>		
Net Income Attributable to Owners of the Parent	Millions of Yen	163,028
Net Income Not Attributable to Common Shareholders	Millions of Yen	—
Net Income Related to Common Stock that is Attributable to Owners of the Parent	Millions of Yen	163,028
Average Number of Shares of Common Stock Outstanding	Thousands of Shares	375,373
<b>Fully Diluted Net Income per Share of Common Stock</b>		
Adjustments to Net Income Attributable to Owners of the Parent	Millions of Yen	—
Effect of Dilutive Securities	Thousands of Shares	240
Subscription Rights to Shares	Thousands of Shares	240
Summary of the potential shares that were excluded from calculation of fully diluted net income per share of common stock because they have no dilutive effect		SuMi TRUST Holdings:  Series 1 Subscription Rights to Shares (Stock Options) SuMi TRUST Holdings Common Stock 20,000 shares  Series 2 Subscription Rights to Shares (Stock Options) SuMi TRUST Holdings Common Stock 19,300 shares  Series 3 Subscription Rights to Shares (Stock Options) SuMi TRUST Holdings Common Stock 39,300 shares  Consolidated Subsidiaries Nikko Asset Management Co., Ltd. (NAM): Subscription Rights to Shares (Stock Options) NAM Common Stock 7,863,700 shares

3. In the calculation of net income per share of common stock, shares of SuMi TRUST Holdings remaining in the share delivery trust for the Directors, which have been recorded as treasury stock in shareholders' equity, are included in treasury stock. Treasury stock is excluded from the calculation of the average number of shares of common stock outstanding for the period ended March 31, 2020. In addition, in the calculation of net assets per share of common stock, such shares are included in treasury stock, which is also excluded from the number of shares of common stock outstanding as of March 31, 2020.

The average number of shares of treasury stock, which is excluded from the calculation of net income per share of common stock, is 229 thousand for the period ended March 31, 2020. The number of shares of treasury stock, which is also excluded from the calculation of net assets per share of common stock, is 429 thousand as of March 31, 2020.

(Significant Subsequent Events)

Not applicable