



SuMi TRUST
SUMITOMO MITSUI TRUST GROUP

IR Material for 3QFY2013

February 14, 2014

“Status of capital” (Page13) was added, in accordance with the announcement of capital adequacy ratio as of December 31, 2013.

January 30, 2014

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Definitions of terms in this document

Consolidated : Sumitomo Mitsui Trust Holdings (Consolidated)

Non-consolidated : Sumitomo Mitsui Trust Bank (Non-consolidated)

CMTB :Former Chuo Mitsui Trust and Banking, CMAB :Former Chuo Mitsui Asset Trust and Banking , STB :Former Sumitomo Trust and Banking

Figures before FY2010 in consolidated: Former Chuo Mitsui Trust Holdings (Consolidated) + STB (Consolidated)

Figures before FY2011 in Non-consolidated : CMTB (Non-consolidated) + CMAB (Non-consolidated) + STB (Non-consolidated)

Accounting for Business combination related to Management Integration

Purchase accounting method : Accounting method for business combination related to management integration

Results of applying purchase accounting method : Amount of effect from purchase accounting method

Financial results 3QFY2013 : Consolidated

- ▶ Net business profit before credit costs: UP ¥7.5bn YoY to ¥213.0bn
Net business profit before credit costs of the trust bank (non-consolidated) increased due primarily to the increase in net fees and commissions and the steady increase in the contribution from group companies.
- ▶ Net income: UP ¥8.4bn YoY to ¥109.1bn due primarily to the improvement in total credit costs.

(Billions of yen)	3QFY2012	3QFY2013		Change from 3QFY2012	FY2013 Full Forecast
	Cumulative total	1H	Cumulative total		
Net business profit before credit costs (Contribution of group companies before consolidated adjustments)	205.4 38.1	139.4 31.5	213.0 46.1	7.5 8.0	270.0
Gross business profit	467.5	325.5	492.1	24.6	
Net interest income and related profit	169.1	112.7	169.5	0.3	
Net fees and commissions and related profit	208.8	171.7	252.4	43.6	
Net other operating profit	76.2	29.2	49.3	(26.8)	
General and administrative expenses	(276.6)	(196.7)	(295.4)	(18.8)	
Net non-recurring profit, etc.	(10.1)	(4.1)	(3.4)	6.7	
Ordinary profit	180.7	124.5	193.3	12.5	230.0
Extraordinary profit	(10.3)	(1.1)	(1.9)	8.4	
Income before income taxes	170.3	123.4	191.3	20.9	
Total income taxes	(54.8)	(44.5)	(68.4)	(13.5)	
Net income	100.6	69.2	109.1	8.4	130.0
Total credit costs	6.4	6.5	10.9	4.4	(10.0)
Net gains on stocks (Difference from non-consolidated)	(10.0) 13.5	(11.3) (3.3)	(11.7) (4.3)	(1.7) (17.8)	(10.0)

< Net business profit before credit costs(*) >
 (1) Non-consolidated: ¥158.6bn
 (2) Group companies: ¥45.9bn
 (3) Effect of purchase accounting method: ¥0.5bn
 (*) Adjustments of elimination of dividends from subsidiaries, etc. were added to the sum of (1), (2) and (3)

< Major factors (change from 3QFY2012) >
 (1) Net business profit before credit costs: ¥7.5bn
 Non-consolidated: +¥7.0bn [¥151.6bn → ¥158.6bn]
 Group companies: +¥7.8bn [¥38.1bn → ¥46.1bn]
 Effect of purchase accounting method: ¥(6.7)bn [¥7.2bn → ¥0.5bn]
 (2) Contribution of group companies before consolidated adjustments: +¥7.8bn
 •Nikko Asset Management: +¥3.3bn
 •Sumitomo Mitsui Trust Realty: +¥2.3bn
 •SBI Sumishin Net Bank: +¥1.6bn, etc.

< Changes from 3QFY2012 excluding effects of purchase accounting method >
 (1) Net business profit before credit costs: +¥14.2bn [¥198.1bn → ¥212.4bn]
 (2) Ordinary profit: +¥32.9bn [¥153.2bn → ¥186.1bn]
 (3) Net income: +¥18.8bn [¥85.5bn → ¥104.4bn]

Financial results 3QFY2013 : Non-consolidated

- ▶ Net business profit before credit costs: UP ¥7.0bn YoY to ¥158.6bn
Net interest income and related profit turned positive and net fees and commissions increased materially, while market-related profit decreased mostly in net gains on bonds.
- ▶ Net income: UP ¥20.5bn YoY to ¥91.8bn
Net gains on stocks improved materially and the costs related to the Management Integration decreased.

(Billions of Yen)	3QFY2012	3QFY2013		Change from 3QFY2012	FY2013 Full Forecast
	Cumulative total	1H	Cumulative total		
Net business profit before credit costs	151.6	104.5	158.6	7.0	205.0
Gross business profit	330.4	229.3	345.5	15.1	455.0
Net interest income and related profit	154.1	104.8	155.4	1.2	
Net fees and commissions and related profit	113.9	95.9	138.8	24.8	
Net fees and commissions	54.9	51.1	72.7	17.7	
Net trading profit	13.3	11.8	20.8	7.5	
Net other operating profit	48.9	16.7	30.4	(18.5)	
Net gains on foreign exchange transactions	7.2	(2.6)	(6.5)	(13.7)	
Net gains on bonds	44.8	9.8	11.9	(32.9)	
Net gains from derivatives other than for trading or hedging	(3.2)	9.4	24.6	27.8	
General and administrative expenses	(178.7)	(124.7)	(186.8)	(8.0)	(250.0)
Total credit costs	5.0	4.0	9.0	3.9	(5.0)
Other non-recurring profit	(39.4)	(18.3)	(22.4)	16.9	(25.0)
Net gains on stocks	(23.5)	(8.0)	(7.3)	16.1	
Losses on devaluation of stocks	(29.4)	(1.2)	(1.6)	27.7	
Amortization of net actuarial losses	(16.1)	(9.1)	(13.7)	2.4	
Ordinary profit	117.2	90.2	145.1	27.9	175.0
Extraordinary profit	(11.6)	(1.2)	(2.0)	9.6	
Income before income taxes	105.5	89.0	143.1	37.5	
Total income taxes	(34.2)	(32.8)	(51.2)	(17.0)	
Net income	71.3	56.2	91.8	20.5	110.0

< Major factors (change from 3QFY2012) >

(1) Net interest income and related profit: +¥1.2bn

- Net interest income +¥1.0bn
[¥148.4bn → ¥149.5bn]
- Loan-deposit margin +¥4.2bn
[¥119.8bn → ¥124.1bn]
- Income from securities +¥5.3bn
[¥64.3bn → ¥69.6bn]
- Income/expense in swaps ¥(10.7)bn
[¥(0.1)bn → ¥(10.9)bn]

(2) Net fees and commissions and related profit: +¥24.8bn

- Investment trust / Insurance related profit +¥11.1bn
[¥32.5bn → ¥43.7bn]
- Real estate brokerage fees +¥8.2bn
[¥6.1bn → ¥14.4bn]

(3) Net gains on bonds: ¥(32.9)bn

- Domestic bonds ¥(8.2)bn [¥10.0bn → ¥1.8bn]
- Foreign bonds ¥(24.6)bn [¥34.7bn → ¥10.1bn]

(4) Costs related to the Management Integration:

- +¥3.3bn [¥(8.1)bn → ¥(4.7)bn]
- Posted as other non-recurring item from FY2013 instead of extraordinary item

Contribution of major group companies / Effects of purchase accounting method

- ▶ Contribution to net business profit before credit costs: UP20% YoY to ¥45.9bn
- ▶ Contribution to net income: UP14% YoY to ¥29.7bn
- ▶ Contribution increased by Nikko Assets Management, Sumitomo Mitsui Trust Realty and SBI Sumishin Net Bank, etc.

(Billions of yen)	Net business profit before credit costs			Net income			Goodwill as of Dec. 2013	
	3QFY2012	3QFY2013	Change	3QFY2012	3QFY2013	Change	Amortization amount	Outstanding balance
	Cumulative total	Cumulative total		Cumulative total	Cumulative total			
Consolidation difference	53.8	54.3	0.5	29.3	17.3	(12.0)	7.3	107.4
Effect of purchase accounting method	7.2	0.5	(6.7)	15.0	4.6	(10.3)	---	---
Contribution (before consolidated adjustments) (*1)	38.1	45.9	7.8	26.0	29.7	3.7	7.3	107.4
Nikko Asset Management (Consolidated)	5.0	8.4	3.3	2.4	3.9	1.5	(*2) 3.8	(*2) 57.3
Sumitomo Mitsui Trust Realty	0.4	2.7	2.3	0.6	1.6	1.0	---	---
Sumitomo Mitsui Trust Panasonic Finance	8.4	7.8	(0.6)	5.8	5.1	(0.7)	0.1	0.2
Sumitomo Mitsui Trust Loan & Finance	5.5	5.9	0.3	5.3	6.3	0.9	2.9	43.1
SBI Sumishin Net Bank (Consolidated)	2.5	4.1	1.6	1.5	2.4	0.8	---	---
Sumitomo Mitsui Trust Guarantee (Consolidated)	7.4	8.3	0.8	5.1	4.8	(0.2)	---	---

(*1) Contribution of group companies (before consolidated adjustments) is a substantive amount which excludes consolidation adjustments that do not relate directly to the group companies' business results. (Non-consolidated profit / loss of the holding company, elimination of dividend, amortization of goodwill, etc.)

(*2) Including the amortization amount (0.7 billion yen) and outstanding balance (2.7 billion yen) of affiliated companies

< Effects of purchase accounting method >

- ◆ Effects on consolidated financial results for 3QFY2013 decreased significantly to 0.5 billion yen at the level of "Net business profit before credit costs" and 4.6 billion yen at the level of "Net income"
- ◆ Cost burden of amortization of net actuarial losses is reduced due to the posting of losses at the time of management integration

Note: By applying purchase accounting method, differences between consolidated and non-consolidated costs of revaluated (mark to market) assets / liabilities were realized as profit / loss resulting from amortization / accumulation of such assets / liabilities and sales of securities etc.

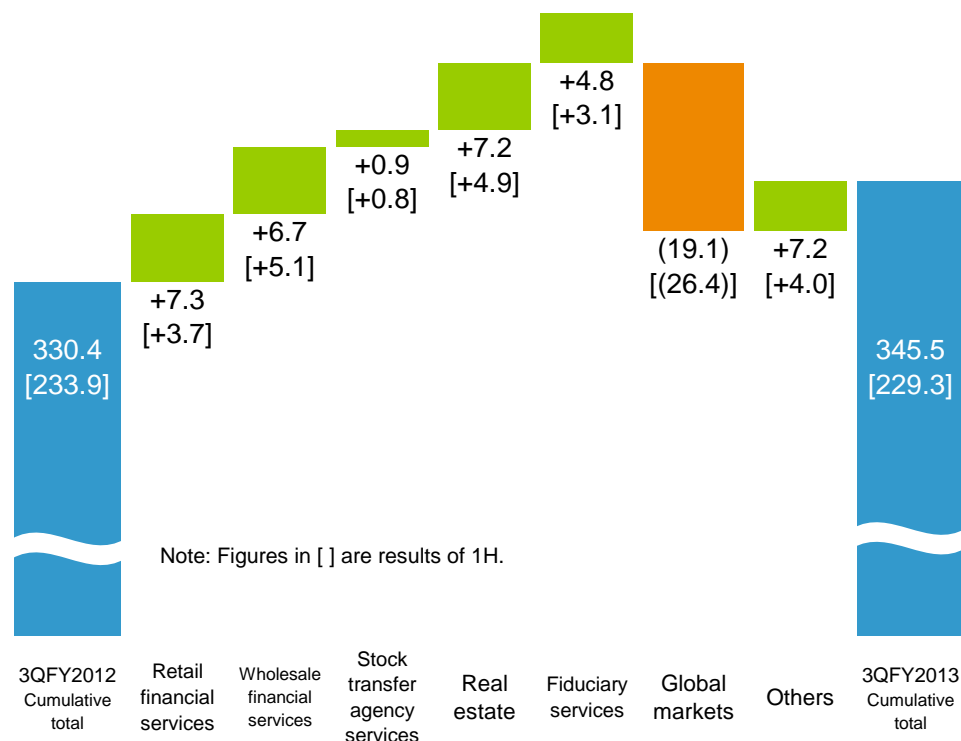
(Billions of Yen)	3QFY2012 Cumulative total	3QFY2013 Cumulative total	Change
Amortization / Accumulation of loans and bills discounted, bonds and deposits, etc.	1.5	0.8	(0.7)
Effects of sales of bonds, etc.	5.7	(0.2)	(6.0) (*3)
Effect on net business profit before credit costs	7.2	0.5	(6.7)
Cancellation of amortization of net actuarial losses	7.8	9.4	1.5
Effects of sales / cancellation of devaluation of stocks, etc.	12.3	(2.8)	(15.1) (*3)
Effect on ordinary profit	27.4	7.1	(20.3)
Effect on extraordinary profit	0.0	0.2	0.1 (*3)
Effect on income before income taxes	27.5	7.3	(20.1)
Tax effects on the above items	(12.4)	(2.6)	9.8
Effect on net income	15.0	4.6	(10.3)

(*3) One-time effect

Breakdown of profit by business: Non-consolidated

- ▶ Gross business profit: UP ¥15.1bn YoY to ¥345.5bn
Gross business profit increased YoY due to the increase primarily in fee businesses despite the decline in profit from Global markets.
- ▶ Retail financial services: UP¥7.3bn YoY with good progress in investment trust and insurance sales.
- ▶ Real estate: UP¥7.2bn YoY due primarily to the material increase in brokerage fees.

(Billions of yen)	Gross business profit (Non-consolidated)				FY2013 Full Forecast
	3QFY2012 Cumulative total	3QFY2013		Change from 3QFY2012	
		1H	Cumulative total		
Retail financial services	99.1	69.8	106.4	7.3	140.0
Wholesale financial services	78.5	60.4	85.2	6.7	120.0
Stock transfer agency services	13.2	9.1	14.1	0.9	17.0
Gross business profit	24.8	15.6	24.1	(0.7)	30.0
Fees paid for outsourcing	(11.6)	(6.4)	(9.9)	1.6	(13.0)
Real estate	11.6	12.9	18.8	7.2	27.0
Fiduciary services	41.9	31.2	46.8	4.8	62.0
Gross business profit	61.8	45.0	67.6	5.8	90.0
Fees paid for outsourcing	(19.9)	(13.8)	(20.8)	(0.9)	(28.0)
Global markets	96.4	44.6	77.2	(19.1)	90.0
Others	(10.6)	1.0	(3.3)	7.2	(1.0)
Total	330.4	229.3	345.5	15.1	455.0



Note : Figures for "Others" include costs of capital funding, dividends of shares for cross shareholdings, general and administrative expenses of headquarters, etc.

Breakdown of net interest income: Non-consolidated

► Net interest income: UP ¥1.0bn YoY to ¥149.5bn

The positive effect from the increase in loans and bills in international business exceeded the negative effect from the deterioration in yield and the decrease in securities in domestic business.

3QFY2013 (Cumulative total)

(Average balance: Trillions of yen)
(Income/Expense: Billions of yen)

	3QFY2013 (Cumulative total)					
	Average balance	Change from 3QFY2012	Yield	Change from 3QFY2012	Income/Expense	Change from 3QFY2012
Net interest income					149.5	1.0
Domestic business			0.59%	(0.08%)	123.5	(8.2)
Interest-earning assets	27.77	1.68	0.92%	(0.13%)	193.8	(13.1)
Loans and bills discounted	18.32	0.26	0.99%	(0.11%)	137.5	(12.6)
Securities	4.07	(1.60)	1.37%	0.42%	42.3	1.2
Interest-bearing liabilities	27.51	1.89	0.33%	(0.05%)	(70.2)	4.8
Deposits	21.14	0.37	0.30%	(0.03%)	(48.2)	4.7
International business			0.63%	0.04%	25.9	9.3
Interest-earning assets	6.98	2.19	1.42%	(0.08%)	74.8	20.5
Loans and bills discounted	4.32	1.67	1.27%	(0.09%)	41.6	14.4
Securities	1.72	0.18	2.10%	0.09%	27.3	4.0
Interest-bearing liabilities	8.18	2.70	0.79%	(0.12%)	(48.9)	(11.2)
Deposits	2.11	1.05	0.42%	(0.15%)	(6.8)	(2.2)
Loan-deposit margin / income			0.74%	(0.04%)	124.1	4.2
Domestic business			0.69%	(0.08%)	89.2	(7.9)
<Reference> Net interest income and related profit					155.4	1.2
Trust fees from principal guaranteed trust a/c					5.9	0.1

< Major factors (change from 3QFY2012) >

(1) Securities : +5.3bn [¥64.3bn → ¥69.6bn]

Japanese bonds: ¥(2.8)bn [¥8.1bn → ¥5.2bn]

Japanese stocks: + ¥1.7bn [¥12.4bn → ¥14.1bn]

Foreign bonds: + ¥4.0bn [¥23.2bn → ¥27.3bn]

Others: + ¥4.0bn [¥14.2bn → ¥18.3bn]

Income from cancellation of investment trust:
+ ¥ 1.8bn [¥7.5bn → ¥9.4bn]

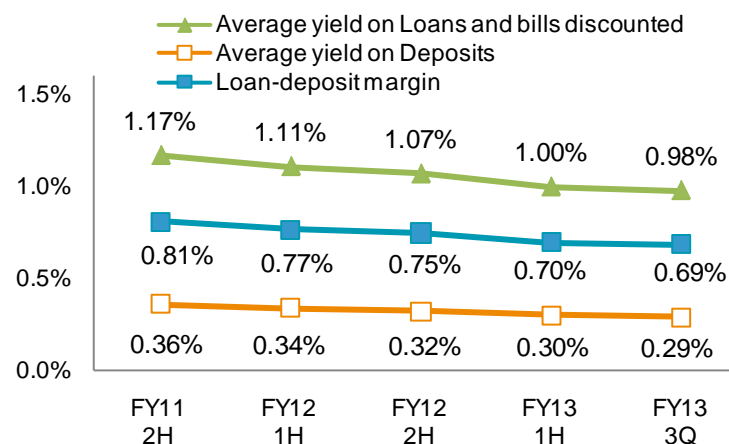
(2) Swaps : ¥(10.7)bn [¥(0.1)bn → ¥(10.9)bn]

Domestic business ¥(3.2)bn [¥9.6bn → ¥6.3bn]

International business ¥(7.4)bn [¥(9.8)bn → ¥(17.2)bn]

Loss from unwinding swaps related to investment in debt securities ¥(6.0)bn

Domestic loan-deposit margin



<Reference> Forecast for FY2013 (Disclosed in Nov. 2013)

- ▶ Consolidated net business profit before credit costs: ¥213.0bn, Consolidated net income: ¥109.1bn
Progressing steadily against the full year forecast, ¥270bn and ¥130bn, respectively
- ▶ Dividend forecast: ¥10 per common share according to the forecast for FY2013

< Consolidated >	3QFY2013 (Cumulative total)		FY2013
	1H	(Actual)	Full (Forecast)
(Billions of yen)			
Net business profit before credit costs	139.4	213.0	270.0
Ordinary profit	124.5	193.3	230.0
Net income	69.2	109.1	130.0
Total credit costs	6.5	10.9	(10.0)
Net gains on stocks	(11.3)	(11.7)	(10.0)
Dividend on common share (Yen)	5.00	---	10.00
Consolidated dividend payout ratio	---	---	31.1%

< Non-consolidated >

Net business profit before credit costs	104.5	158.6	205.0
Gross business profit	229.3	345.5	455.0
Retail financial services	69.8	106.4	140.0
Wholesale financial services	60.4	85.2	120.0
Stock transfer agency services	15.6	24.1 (*)	30.0
Real estate	12.9	18.8	27.0
Fiduciary services	45.0	67.6 (*)	90.0
Global markets	44.6	77.2	90.0
General and administrative expenses	(124.7)	(186.8)	(250.0)
Total credit costs	4.0	9.0	(5.0)
Other non-recurring profit	(18.3)	(22.4)	(25.0)
Ordinary profit	90.2	145.1	175.0
Net income	56.2	91.8	110.0

(*) Fees paid for outsourcing are not deducted.

(Stock transfer agency services: 13.0bn yen, Fiduciary services: 28.0bn yen)

< Major factors (Consolidated):

Change from the initial forecast at the beginning of FY2013 >

- (1) Ordinary profit: +¥5.0bn
 - Non-consolidated: +¥10.0bn [¥165.0bn → ¥175.0bn]
 - Effect of purchase accounting method : ¥(5.0)bn [¥15.0bn → ¥10.0bn]
- (2) Total credit costs: +¥15.0bn
 - Non-consolidated: +¥15.0bn [¥(20.0)bn → ¥(5.0)bn]
- (3) Net gains on stocks: ¥(10.0)bn
 - Non-consolidated: ¥(5.0)bn [¥0.0bn → ¥(5.0)bn]
 - Effect of purchase accounting method : ¥(5.0)bn [¥0.0bn → ¥(5.0)bn]

< Major factors (Non-consolidated):

Change from the initial forecast at the beginning of FY2013 >

- (4) Net business profit before credit costs : ± ¥0.0bn
 - Gross business profit: +¥5.0bn [¥450.0bn → ¥455.0bn]
 - Wholesale financial services: +¥10.0bn [¥110.0bn → ¥120.0bn]
 - Fiduciary services: +¥2.0bn [¥88.0bn → ¥90.0bn]
 - Global markets: ¥(10.0)bn [¥100.0bn → ¥90.0bn]
 - General and administrative expenses : ¥(5.0)bn [¥(245.0)bn → ¥(250.0)bn]
- (5) Ordinary profit: +¥10.0bn
 - Total credit costs: +¥15.0bn [¥(20.0)bn → ¥(5.0)bn]
 - Net gains on stocks: ¥(5.0)bn [¥0.0bn → ¥(5.0)bn]
- (6) Net income: +¥5.0bn

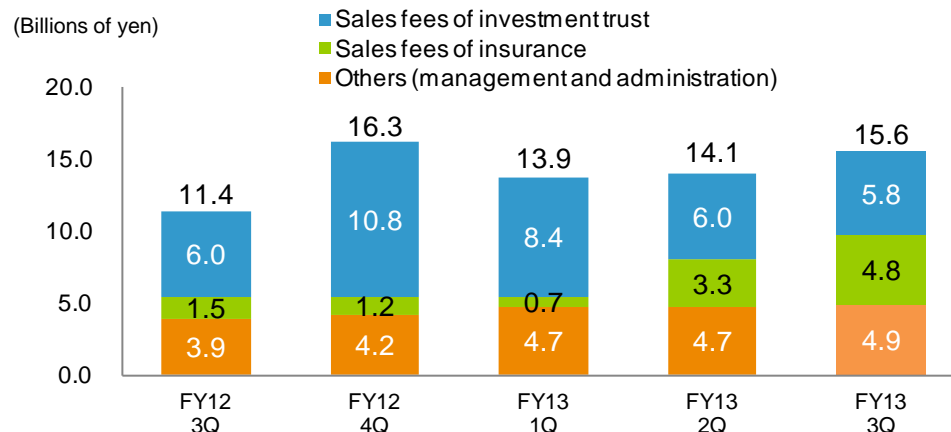
Status of prioritized Strategic Areas (1) Investment trust and insurance sales

- ▶ Sales volume of investment trust and insurance products: UP52% YoY to ¥1,453.3bn
- ▶ Related income: UP ¥11.1bn YoY to ¥43.7bn

Income (Non-consolidated)

(Billions of yen)	3QFY2013		Change from 3QFY2012	FY2013 Plan
	1H	Cumulative total		
Total fees and commissions	28.0	43.7	11.1	60.0
Sales fees of investment trust	14.5	20.3	5.4	31.0
Sales fees of insurance	4.0	8.9	2.7	9.0
Others (management and administration)	9.4	14.4	3.0	20.0

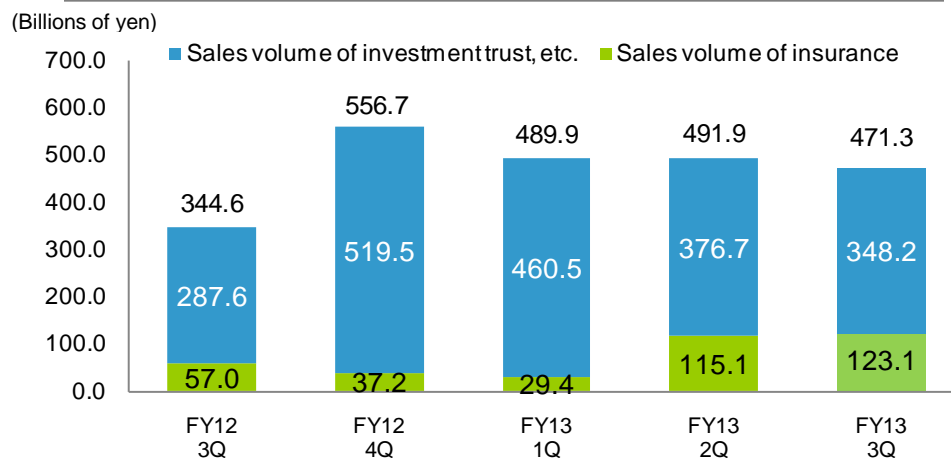
Trend of Income (Non-consolidated) (quarterly)



Sales volume/balance (Non-consolidated)

(Billions of yen)	3QFY2013		Change from 3QFY2012	FY2013 Plan
	1H	Cumulative total		
Total sales volume	981.9	1,453.3	501.1	2,000.0
Investment trust	694.7	988.4	306.1	1,680.0
Fund wrap, SMA	142.5	197.1	145.3	
Insurance	144.6	267.7	49.5	320.0

Trend of sales volume (quarterly)



(Billions of yen)	Mar. 2013	Sep. 2013	Dec. 2013	Change from Mar. 2013
	Total balance	5,207.7	5,152.9	
Investment trust	2,345.8	2,336.5	2,399.9	54.0
Fund wrap, SMA	198.5	306.8	327.9	129.4
Insurance	2,663.3	2,509.5	2,523.1	(140.2)

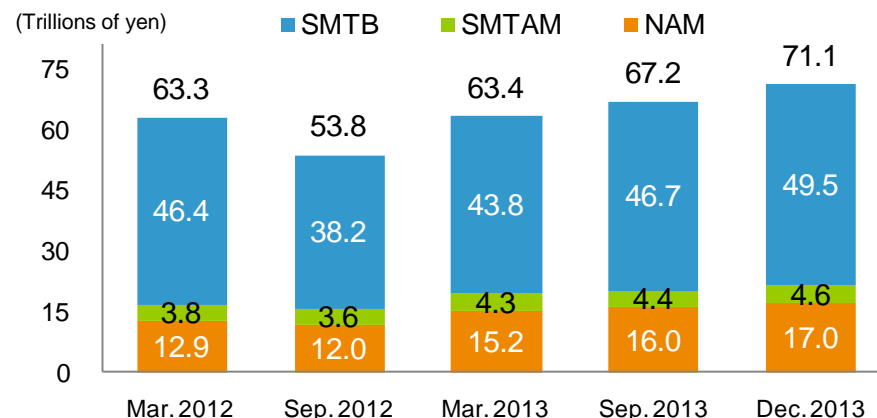
Status of prioritized Strategic Areas (2) Fiduciary services

- ▶ AUM of SMTB and subsidiaries: UP ¥7.7tr from Mar. 2013 due to the increase in fair value and net cash-inflow
- ▶ Related income of SMTB: UP ¥4.8bn YoY due to the increase in fair value of AUM in addition to the increase in AUC such as entrusted investment trust.

Assets under management (AUM)

(Trillions of yen)	Mar. 2013	Sep. 2013	Dec. 2013	Change from Mar. 2013
	Assets under management (AUM)	63.4	67.2	71.1
SMTB	43.8	46.7	49.5	5.6
Corporate pension trust	14.9	15.5	16.1	1.1
Public pension trust	9.5	10.3	11.2	1.7
Discretionary investment	19.3	20.9	22.0	2.7
Subsidiaries	19.5	20.4	21.6	2.0
Sumitomo Mitsui Trust Asset Management	4.3	4.4	4.6	0.2
Nikko Asset Management	15.2	16.0	17.0	1.7

Assets under management (AUM) by company



USD/ JPY	82.15	77.60	93.99	97.75	105.40
TOPIX	854.35	737.42	1,034.71	1,194.10	1,302.29

Income

(Billions of yen)	FY2013		Change from 3QFY2012	FY2013 Plan
	1H	3Q cumulative total		
SMTB	31.2	46.8	4.8	62.0
Gross business profit	45.0	67.6	5.8	90.0
Fees paid out for outsourcing	(13.8)	(20.8)	(0.9)	(28.0)
Group companies (Net business profit) (*1)	8.0	11.7	3.9	
Sumitomo Mitsui Trust Asset Management	1.4	2.1	1.1	
Nikko Asset Management	5.6	8.4	3.3	

(*1) Contribution to consolidated

Assets under custody (AUC)

(Trillions of yen) (Billions of USD)	Mar. 2013	Sep. 2013	Dec. 2013	Change from Mar. 2013
Domestic entrusted assets (*2)	180	188	193	13
Global custody assets (*3)	254.7	258.1	266.5	11.8
Fund administration	19.8	18.3	19.6	(0.2)

(*2) Total trust assets of the group companies

(*3) Combined figures of Sumitomo Mitsui Trust Bank (U.S.A.) Limited and Sumitomo Mitsui Trust (UK) Limited

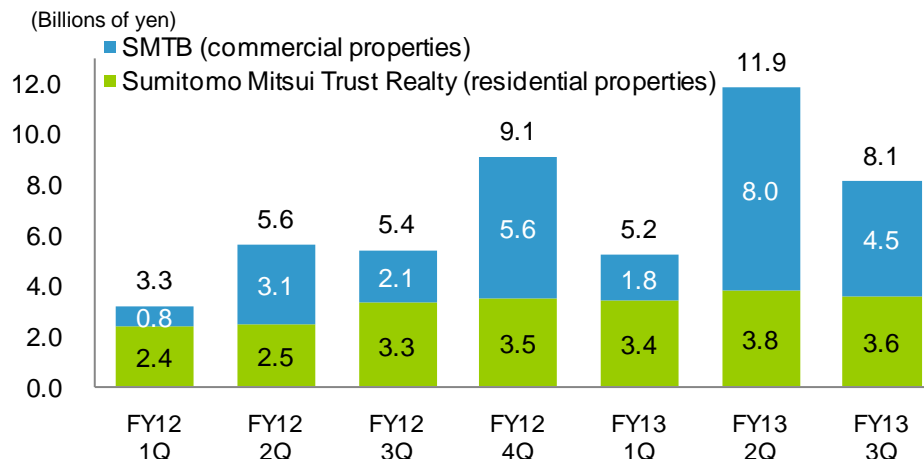
Status of prioritized Strategic Areas (3) Real estate

- ▶ Real estate brokerage fees of SMTB (commercial properties): UP to ¥14.4bn, 2.3 times increase from 3QFY2012
Brokerage transactions of large properties for corporations increased.
- ▶ Real estate brokerage fees of Sumitomo Mitsui Trust Realty (residential properties): UP ¥2.6bn YoY to ¥10.9bn.
Brokerage transactions of retail clients showed steady increase.

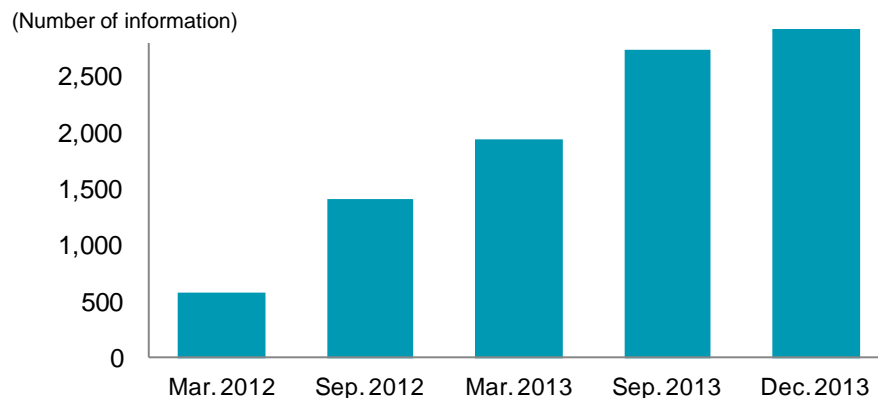
Real estate business (Group basis)

(Billions of yen)	3QFY2013		Change from 3QFY2012	FY2013 Plan
	1H	Cumulative total		
Real estate brokerage fees	17.2	25.3	10.9	34.0
SMTB	9.8	14.4	8.2	21.0
Sumitomo Mitsui Trust Realty	7.3	10.9	2.6	13.0
Real estate trust fees, etc.	3.2	4.7	(0.1)	6.0
Net other real estate profit	1.0	1.2	(0.5)	2.0
SMTB	(0.1)	(0.2)	(0.9)	
Group companies	1.1	1.5	0.4	
Total	21.4	31.3	10.3	42.0
SMTB	12.9	18.8	7.2	27.0

Real estate brokerage fees (quarterly)



Number of real estate brokerage-related information (Non-consolidated)

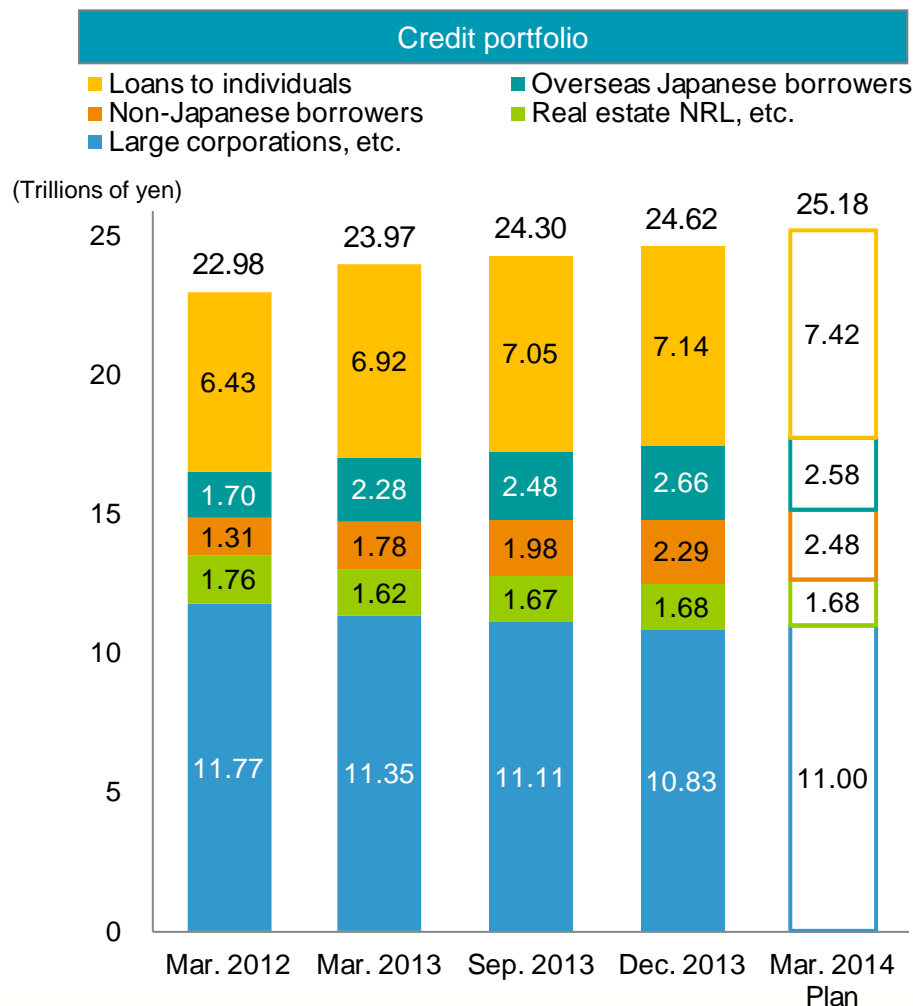


Assets under management / Assets under custody

(Billions of yen)	Mar. 2013	Sep. 2013	Dec. 2013	Change from Mar. 2013
	Securitized real estate	9,855.4	9,982.8	
Assets under custody from J-REITs	6,409.0	7,129.1	7,591.8	1,182.7
Assets under management	831.3	754.9	745.1	(86.2)
Private placement funds	484.7	382.4	354.9	(129.7)
J-REITs	346.6	372.4	390.1	43.5

Status of prioritized Strategic Areas (4) Credit portfolio

- ▶ Balance of overall credit portfolio: UP ¥0.31tr from Sep. 2013 to ¥24.62tr due to the increase in international credit and loans to individuals.
- ▶ Keeping the strategy to focus on the international credit and the loans to individuals where steady demand from borrowers can be expected.



Loans to individuals

(Billions of yen)

	3QFY2012	3QFY2013		Change from 3QFY2012
	Cumulative total	1H	Cumulative total	
Advanced amount of loans to individuals	758.4	524.7	787.0	28.5
Residential mortgage loans	733.1	492.3	743.3	10.2

(Billions of yen)

	Sep. 2013	Dec. 2013	Change from Sep. 2013	2HFY2013 Plan
	Actual	Actual		
Balance of loans to individuals	7,051.3	7,146.6	95.2	+370.0
Residential mortgage loans	6,615.5	6,728.3	112.8	

Credit to overseas borrowers

(Billions of yen)

	Sep. 2013	Dec. 2013	Change from Sep. 2013	2HFY2013 Plan
	Actual	Actual		
Overseas Japanese borrowers	2,487.5	2,663.1	175.6	+100.0
Loans	2,348.8	2,513.5	164.7	
Non-Japanese borrowers	1,980.3	2,297.5	317.1	+500.0
Loans	1,431.6	1,726.2	294.5	
USD/JPY	97.75	105.40	7.65	

(*) In addition to the above, there are acceptance and guarantee, etc.
 Dec. 2013: ¥48.9bn (¥(3.9)bn from Sep. 2013)

Breakdown of total credit costs

and problem assets based on the Financial Reconstruction Act

- ▶ Total credit costs: reversal of ¥10.9bn
Posted the reversal of allowance for loan losses by the improvements in clients' financial conditions in addition to the limited occurrence of the new non-performing loans.
- ▶ NPL ratio: DOWN 0.3 percentage points from Mar. 2013 to 1.0% due to the decrease in doubtful assets
- ▶ Coverage ratio for "Problem assets based on the Financial Reconstruction Act" stood at 82.2%, which represents sufficient level.

< Total credit costs >

(Billions of yen)	FY2012	3QFY2013		Major factors (3QFY2013)
		1H	Cumulative total	
Total credit costs (Non-consolidated)	5.3	4.0	9.0	Downgrade of debtors: Approx. (1.5) Upgrade of debtors: Approx. +5.6 Decrease in loan balance (including recoveries): Approx. +4.8, etc.
General allowance for loan losses	7.2	0.5	2.8	
Specific allowance for loan losses	(3.3)	2.4	4.9	
Recoveries of written-off claims	2.9	0.8	1.1	
Losses on sales of claims, written-off	(1.4)	0.1	0.0	
Total credit costs (Group companies)	0.7	2.5	1.8	
Total	6.1	6.5	10.9	

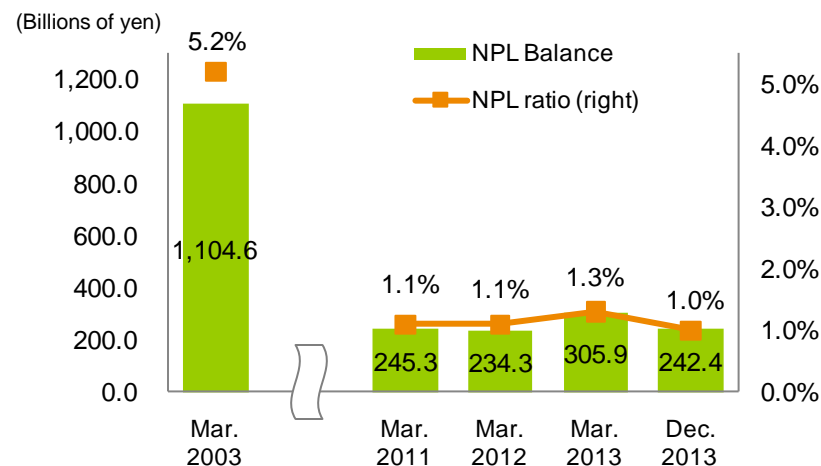
< Problem assets based on the Financial Reconstruction Act (Non-consolidated) >

(Billions of yen)	Dec. 2013	Coverage ratio (*1)	Allowance ratio (*2)	Change from Mar. 2013
Problem assets based on the Financial Reconstruction Act	242.4	82.2%	40.4%	(63.5)
(Ratio to total loan balance)	1.0%	---	---	(0.3%)
Bankrupt and practically bankrupt	10.5	100.0%	100.0%	(21.2)
Doubtful	117.5	95.1%	69.1%	(55.4)
Substandard	114.4	67.4%	23.1%	13.1
Assets to other special mention debtors	510.4	---	---	(122.8)
Ordinary assets	23,132.8	---	---	1,047.0
Total	23,885.6	---	---	860.7

(*1) (Collateral value after considering haircuts + allowance for loan losses) / Loan balance

(*2) Allowance for loan losses / (Loan balance - collateral value after considering haircuts)

NPL Balance and NPL ratio



Securities portfolio

- ▶ Costs of available-for-sale securities: DOWN ¥329.4bn from Mar.2013 to ¥4,939.4bn
“Japanese bonds” decreased due to the decrease in Treasury Discount Bills and “Japanese stocks” decreased due to the sales of cross shareholdings, while “Others” increased due to the purchase of US Treasuries, etc.
- ▶ Unrealized gains / losses of available-for-sale securities stood at gains of ¥401.1bn as of the end of Dec. 2013 due primarily to the recovery in stock market despite the deterioration in those of “Japanese bonds” and “Others” by the raise in interest rate.

<Breakdown of securities with fair value (Consolidated)>

(Billions of yen)	Costs		Unrealized gains/losses	
	Dec. 2013	Change	Dec. 2013	Change
Available-for-sale securities	4,939.4	(329.4)	401.1	119.1
Japanese stocks	750.1	(38.4)	422.2	169.7
Japanese bonds	1,999.0	(956.9)	3.0	(6.5)
Others	2,190.3	665.8	(24.1)	(43.9)
Held-to-maturity debt securities	468.2	(168.0)	44.0	(2.9)

<Available-for-sale securities (Non-consolidated)>

Available-for-sale securities	4,763.2	(312.2)	426.7	113.7
Japanese stocks	715.2	(34.2)	453.6	165.0
Japanese bonds	1,862.8	(944.7)	2.9	(6.8)
Government bonds	1,229.3	(892.7)	(0.0)	(6.3)
Others	2,185.0	666.6	(29.8)	(44.4)
Domestic investment (*1)	220.3	(15.1)	0.5	1.3
International investment (*1)	1,748.9	788.2	(17.4)	(47.0)
US Treasury	1,189.5	890.5	(30.6)	(41.3)
Others (Investment trust, etc.) (*2)	215.7	(106.5)	(12.9)	1.3

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

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

<Held-to-maturity debt securities (Non-consolidated)>

Held-to-maturity debt securities	466.3	(167.9)	44.1	(2.9)
Japanese government bonds	250.2	(15.2)	9.6	(3.1)
International investment (*1, 3)	181.7	(136.8)	33.7	0.1

(*3) Unamortized balance of unrealized loss on overseas asset-backed securities which were reclassified from AFS to HTM during FY2008 (Dec. 2013: (36.0)bn yen, Mar. 2013: (37.9)bn yen)

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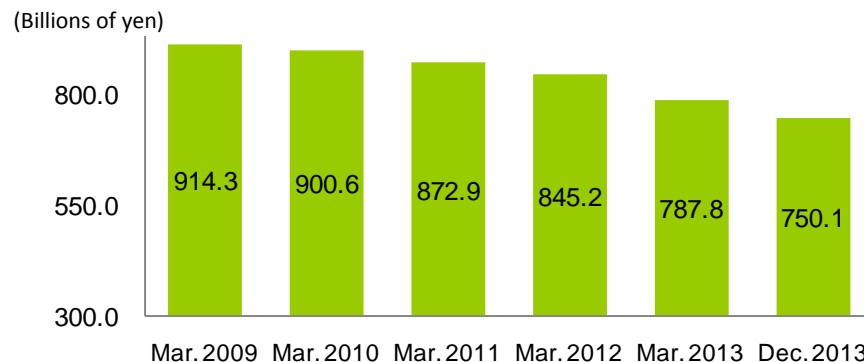
Securities portfolio of Global markets (Non-consolidated) (*4)

(Billions of yen)	10BPV (*5)		Duration (*5) (years)	
	Dec. 2013	Change from Mar. 2013	Dec. 2013	Change from Mar. 2013
JPY	3.4	(2.5)	2.1	0.0
Others	10.2	8.0	7.2	3.2

(*4) Managerial reporting basis; "Held-to-maturity debt securities" and "Available-for-sale securities" are combined

(*5) In the calculation of 10BPV and duration, investment balance hedged by derivative transactions, etc. were excluded

Balance of cross shareholdings (Consolidated) (*6)



(*6) The above mentioned figures are costs of listed shares.

Figures before Mar. 2011 are combined total of CMTH (Consolidated) and STB (Consolidated).

(Billions of yen)	FY2011	FY2012	3QFY2013 Cumulative total
Reduction amount of cross shareholdings	55.7	55.6	39.1

Status of capital

- ▶ Common Equity Tier 1 capital ratio (Consolidated) : Up 1.18 percentage points to 9.48% (initial implementation), and Up 1.90 percentage points to 8.38% (pro forma on the fully-loaded basis*) from Mar. 2013 due to the accumulation of net income and offering of treasury stocks.

< Status of capital and total risk weighted assets >

(International standard) (Consolidated)

(Billions of yen)	Mar. 2013	Dec. 2013	Change	Minimum capital requirements
	Actual	Actual		
Total capital ratio	14.10%	15.75%	1.65%	8.00%
Tier 1 capital ratio	9.95%	11.16%	1.21%	4.50%
Common Equity Tier 1 capital ratio	8.30%	9.48%	1.18%	3.50%

Total capital	2,738.5	2,988.1	249.5
Tier 1 capital	1,934.0	2,117.8	183.8
Common Equity Tier 1 capital	1,613.7	1,798.6	184.8
Instruments and reserves	1,613.7	1,798.6	184.8
Regulatory adjustments	-	-	-
Additional Tier 1 capital	320.2	319.1	(1.0)
Tier 2 capital	804.5	870.2	65.7

Total risk weighted assets	19,421.5	18,961.5	(459.9)
Credit risk	17,716.3	17,387.9	(328.3)
Market risk	528.3	385.0	(143.2)
Operational risk	1,176.9	1,188.5	11.6

<Reference> Fully-loaded basis (pro forma)

Common Equity Tier 1 capital ratio	6.48%	8.38%	1.90%
Common Equity Tier 1 capital	1,229.6	1,555.2	325.5
Total risk weighted assets	18,947.0	18,558.1	(388.9)

* Fully-loaded basis: Calculation without considering transitional arrangements concerning "Regulatory adjustments."

<Major factors of change in capital during 3QFY2013**>

(1) Common Equity Tier 1 capital: +¥184.8bn

- Net income: +¥109.1bn
- Offering of treasury stocks: +¥93.9bn
- Dividends: ¥(21.8)bn etc.

<Major factors of change in risk weighted assets during 3QFY2013**>

(2) Credit risk: ¥(0.32)tr

- Advancement of the subsidiaries' calculation method of risk weighted assets to FIRB: ¥(0.25)tr, etc.

(3) Market risk: ¥(0.14)tr

- Decrease in foreign exchange, etc.

** Cumulative period

(Billions of yen)	Dec. 2013	Change
	Pro forma	from Mar. 2013
Common Equity Tier 1 capital (CET1)	1,555.2	325.5
Instruments and reserves	1,998.2	279.1
Directly issued and qualifying capital plus retained earnings	1,764.2	181.5
Accumulated Other Comprehensive Income	230.8	96.3
Regulatory adjustments	(443.0)	46.4