



SuMi TRUST
SUMITOMO MITSUI TRUST GROUP

Investor Meeting on Financial Results for 1HFY2014 <Data Book>

Items described below are revised on February 6, 2015
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November 19, 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)

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

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

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Financial results and related information

Income/expenses in domestic / international business (Non-consolidated)

| (Billions of yen) | 1HFY2013 | Domestic business | International business | 1HFY2014 | Domestic business | International business | Change | Domestic business | International business |
|--|----------|-------------------|------------------------|----------|-------------------|------------------------|--------|-------------------|------------------------|
| | | | | | | | | | |
| Trust fee income (after written-off of principal guaranteed trust a/c) | 48.7 | 48.7 | - | 49.4 | 49.4 | - | 0.6 | 0.6 | - |
| Net interest income | 100.9 | 89.7 | 11.1 | 110.0 | 77.4 | 32.6 | 9.1 | (12.2) | 21.4 |
| Interest income (*1) | 173.2 | 136.6 | 44.7 | 173.9 | 119.1 | 61.7 | 0.7 | (17.5) | 16.9 |
| Interest expenses (*1), (*2) | 8.2 | | | 6.8 | | | (1.3) | | |
| | (72.3) | (46.9) | (33.6) | (63.9) | (41.6) | (29.1) | 8.4 | 5.3 | 4.4 |
| | (8.2) | | | (6.8) | | | 1.3 | | |
| Net fees and commissions | 51.1 | 46.9 | 4.2 | 51.0 | 46.9 | 4.1 | (0.0) | (0.0) | (0.0) |
| Fees and commissions received | 86.7 | 80.6 | 6.1 | 86.8 | 79.6 | 7.1 | 0.0 | (0.9) | 1.0 |
| Fees and commissions paid | (35.6) | (33.6) | (1.9) | (35.7) | (32.7) | (3.0) | (0.1) | 0.9 | (1.0) |
| Net trading income | 11.8 | 5.5 | 6.3 | 15.0 | 9.5 | 5.4 | 3.2 | 4.0 | (0.8) |
| Trading income | 12.1 | 5.7 | 6.3 | 15.2 | 9.5 | 5.6 | 3.1 | 3.7 | (0.6) |
| Trading expenses | (0.2) | (0.2) | - | (0.1) | (0.0) | (0.1) | 0.1 | 0.2 | (0.1) |
| Net other operating income | 16.7 | 4.3 | 12.4 | 10.7 | (2.6) | 13.3 | (6.0) | (6.9) | 0.9 |
| Other operating income | 29.6 | 7.9 | 21.6 | 26.1 | 1.6 | 24.5 | (3.4) | (6.3) | 2.8 |
| Other operating expenses | (12.8) | (3.6) | (9.2) | (15.4) | (4.2) | (11.1) | (2.5) | (0.5) | (1.9) |
| Gross business profit (after written-off of principal guaranteed trust a/c) | 229.3 | 195.2 | 34.1 | 236.3 | 180.7 | 55.6 | 7.0 | (14.4) | 21.4 |

(*1) Figures in the lower rows of total of "Interest income" and "Interest expense" show interests that accrue from transactions between domestic business and international business ("Accrual")

Figures in the upper rows in total "Interest income" and "Interest expenses" show the result of (Domestic business + International business) – figures in the lower rows.

(*2) Expenses matching the amount of investment of money held in trust is excluded from "Interest expenses". (1HFY2013: 0.022 billion yen, 1HFY2014: 0.010 billion yen,)

Interest-earning assets / interest-bearing liabilities in domestic / international business (1)

(Non-consolidated; Banking a/c)

| <Domestic business> (Average balance: Trillions of yen) (Income / Expenses: Billions of yen) | 1HFY2013 | | | 1HFY2014 | | | Change | | |
|--|-----------------|-------|------------------|-----------------|-------|------------------|-----------------|---------|------------------|
| | Average balance | Yield | Income/ expenses | Average balance | Yield | Income/ expenses | Average balance | Yield | Income/ expenses |
| Interest-earning assets | 27.13 | 1.00% | 136.6 | 28.82 | 0.82% | 119.1 | 1.68 | (0.18%) | (17.5) |
| Loans and bills discounted | 18.29 | 1.00% | 91.9 | 18.27 | 0.95% | 87.3 | (0.02) | (0.05%) | (4.6) |
| Securities | 4.27 | 1.61% | 34.6 | 3.24 | 1.34% | 21.9 | (1.03) | (0.27%) | (12.6) |
| Japanese government bonds | 2.11 | 0.34% | 3.6 | 1.26 | 0.42% | 2.7 | (0.84) | 0.08% | (0.9) |
| Japanese corporate bonds | 0.63 | 0.95% | 3.0 | 0.60 | 0.79% | 2.4 | (0.03) | (0.16%) | (0.6) |
| Japanese stocks | 1.16 | 2.21% | 12.9 | 1.12 | 2.09% | 11.8 | (0.04) | (0.12%) | (1.1) |
| Other securities | 0.34 | 8.61% | 14.8 | 0.23 | 4.20% | 4.9 | (0.11) | (4.41%) | (9.9) |
| Call loans | 0.25 | 0.11% | 0.1 | 0.17 | 0.12% | 0.1 | (0.07) | 0.01% | (0.0) |
| Monetary claims bought | 0.15 | 0.64% | 0.5 | 0.12 | 0.57% | 0.3 | (0.03) | (0.07%) | (0.1) |
| Due from banks | 1.86 | 0.09% | 0.9 | 4.71 | 0.09% | 2.3 | 2.85 | 0.00% | 1.4 |
| JPY deposit converted into foreign currencies | 1.63 | 0.34% | 2.8 | 1.82 | 0.28% | 2.6 | 0.19 | (0.06%) | (0.2) |
| Income on swaps | --- | --- | 5.3 | --- | --- | 4.2 | --- | --- | (1.1) |
| Interest-bearing liabilities | 26.89 | 0.34% | (46.9) | 28.35 | 0.29% | (41.6) | 1.46 | (0.05%) | 5.3 |
| Deposits | 21.03 | 0.30% | (32.6) | 21.07 | 0.26% | (27.7) | 0.03 | (0.04%) | 4.8 |
| Negotiable certificates of deposit (NCD) | 2.30 | 0.10% | (1.2) | 3.45 | 0.09% | (1.5) | 1.15 | (0.01%) | (0.3) |
| Borrowed money | 0.85 | 0.72% | (3.1) | 1.23 | 0.51% | (3.2) | 0.38 | (0.21%) | (0.1) |
| Short-term bonds payable | 0.45 | 0.11% | (0.2) | 0.30 | 0.10% | (0.1) | (0.15) | (0.01%) | 0.0 |
| Bonds payable | 0.72 | 1.70% | (6.2) | 0.69 | 1.50% | (5.2) | (0.03) | (0.20%) | 0.9 |
| Borrowed money from trust account | 1.34 | 0.51% | (3.4) | 1.40 | 0.51% | (3.6) | 0.06 | 0.00% | (0.1) |
| Expenses on swaps | --- | --- | - | --- | --- | - | --- | --- | - |
| Gross margin/net interest income | --- | 0.66% | 89.7 | --- | 0.53% | 77.4 | --- | (0.13%) | (12.2) |
| Loan-deposit margin/income | --- | 0.70% | 59.3 | --- | 0.69% | 59.5 | --- | (0.01%) | 0.2 |

Interest-earning assets / interest-bearing liabilities in domestic / international business (2) (Non-consolidated; Banking a/c)

| <International business> (Average balance: Trillions of yen) (Income / Expenses: Billions of yen) | 1HFY2013 | | | 1HFY2014 | | | Change | | |
|---|-----------------|-------|------------------|-----------------|-------|------------------|-----------------|---------|------------------|
| | Average balance | Yield | Income/ expenses | Average balance | Yield | Income/ expenses | Average balance | Yield | Income/ expenses |
| Interest-earning assets | 7.75 | 1.15% | 44.7 | 9.71 | 1.26% | 61.7 | 1.96 | 0.11% | 16.9 |
| Loans and bills discounted | 4.00 | 1.26% | 25.3 | 5.51 | 1.30% | 36.0 | 1.50 | 0.04% | 10.6 |
| Securities | 1.56 | 2.02% | 15.8 | 1.89 | 2.18% | 20.8 | 0.33 | 0.16% | 4.9 |
| Due from banks | 1.73 | 0.30% | 2.6 | 1.78 | 0.40% | 3.6 | 0.05 | 0.10% | 1.0 |
| Income on swaps | --- | --- | - | --- | --- | - | --- | --- | - |
| Interest-bearing liabilities | 7.58 | 0.88% | (33.6) | 9.64 | 0.60% | (29.1) | 2.05 | (0.28%) | 4.4 |
| Deposits | 1.94 | 0.41% | (4.0) | 2.82 | 0.47% | (6.6) | 0.88 | 0.06% | (2.6) |
| Negotiable certificates of deposit (NCD) | 2.18 | 0.26% | (2.8) | 2.59 | 0.26% | (3.4) | 0.40 | (0.00%) | (0.5) |
| Call money | 0.22 | 0.74% | (0.8) | 0.21 | 0.76% | (0.8) | (0.00) | 0.02% | 0.0 |
| Borrowed money | 0.40 | 2.85% | (5.8) | 0.33 | 2.06% | (3.4) | (0.06) | (0.79%) | 2.3 |
| Bonds payable | 0.14 | 3.82% | (2.8) | 0.26 | 3.20% | (4.1) | 0.11 | (0.62%) | (1.3) |
| Foreign currency deposit converted from JPY | 1.63 | 0.34% | (2.8) | 1.82 | 0.28% | (2.6) | 0.19 | (0.06%) | 0.2 |
| Expenses on swaps | --- | --- | (13.6) | --- | --- | (6.8) | --- | --- | 6.8 |
| Gross margin / net interest income | --- | 0.27% | 11.1 | --- | 0.66% | 32.6 | --- | 0.39% | 21.4 |
| Loan-deposit margin / income | --- | 0.85% | 21.3 | --- | 0.83% | 29.3 | --- | (0.02%) | 8.0 |
| <Domestic business / International business combined> | | | | | | | | | |
| Interest-earning assets | 33.25 | 1.03% | 173.2 | 36.70 | 0.94% | 173.9 | 3.45 | (0.09%) | 0.7 |
| Loans and bills discounted | 22.30 | 1.04% | 117.3 | 23.78 | 1.03% | 123.3 | 1.47 | (0.01%) | 5.9 |
| Interest-bearing liabilities | 32.84 | 0.43% | (72.3) | 36.17 | 0.35% | (63.9) | 3.32 | (0.08%) | 8.4 |
| Deposits | 22.98 | 0.31% | (36.6) | 23.90 | 0.28% | (34.4) | 0.91 | (0.03%) | 2.2 |
| Gross margin / net interest income | --- | 0.60% | 100.9 | --- | 0.59% | 110.0 | --- | (0.01%) | 9.1 |
| Loan-deposit margin / income | --- | 0.73% | 80.6 | --- | 0.75% | 88.8 | --- | 0.02% | 8.2 |

Contribution of major group companies to consolidated financial results

| (Billions of yen) | Net business profit before credit costs | | | Net income | | |
|---|---|----------|--------|------------|----------|--------|
| | 1HFY2013 | 1HFY2014 | Change | 1HFY2013 | 1HFY2014 | Change |
| | | | | | | |
| Consolidated difference | 34.8 | 35.4 | 0.6 | 13.0 | 15.4 | 2.4 |
| Effect of purchase accounting method | (0.7) | 1.2 | 1.9 | 2.4 | 3.1 | 0.6 |
| Contribution (before consolidated adjustments) (*) | 31.5 | 31.1 | (0.4) | 21.2 | 20.6 | (0.5) |
| Sumitomo Mitsui Trust Asset Management | 1.4 | 2.0 | 0.6 | 0.8 | 1.3 | 0.4 |
| Nikko Asset Management (Consolidated) | 5.6 | 3.8 | (1.8) | 2.7 | 1.7 | (1.0) |
| Japan Trustee Services Bank | 0.3 | 0.3 | 0.0 | 0.1 | 0.1 | (0.0) |
| Sumitomo Mitsui Trust Bank (U.S.A.) | 0.7 | 0.9 | 0.2 | 0.3 | 0.5 | 0.1 |
| Sumitomo Mitsui Trust Bank (Luxembourg) | 0.1 | 0.1 | 0.0 | 0.1 | 0.1 | 0.0 |
| Tokyo Securities Transfer Agent | 0.5 | 0.2 | (0.2) | 0.3 | 0.1 | (0.1) |
| Japan Securities Agents | 0.0 | 0.1 | 0.0 | (0.0) | 0.0 | 0.1 |
| Sumitomo Mitsui Trust TA Solution | 0.2 | 0.4 | 0.2 | 0.1 | 0.2 | 0.1 |
| Japan Stockholders Data Service | 0.1 | (0.0) | (0.1) | 0.1 | (0.0) | (0.1) |
| Sumitomo Mitsui Trust Realty | 1.7 | 0.3 | (1.4) | 1.0 | 0.2 | (0.8) |
| Sumitomo Mitsui Trust Real Estate Investment Management | 0.4 | 0.2 | (0.2) | 0.2 | 0.1 | (0.1) |
| Sumitomo Mitsui Trust Panasonic Finance (Consolidated) | 5.2 | 5.3 | 0.0 | 4.4 | 3.5 | (0.8) |
| Sumitomo Mitsui Trust Loan & Finance | 4.0 | 4.3 | 0.3 | 4.3 | 4.0 | (0.3) |
| Sumitomo Mitsui Trust Capital | 0.1 | 1.5 | 1.3 | 0.1 | 0.9 | 0.8 |
| Zijin Trust | 0.3 | 0.3 | 0.0 | 0.2 | 0.2 | (0.0) |
| SBI Sumishin Net Bank (Consolidated) | 3.0 | 3.7 | 0.7 | 1.7 | 2.5 | 0.8 |
| Sumitomo Mitsui Trust Guarantee (Consolidated) | 5.5 | 5.7 | 0.1 | 3.1 | 3.7 | 0.6 |
| Sumitomo Mitsui Trust Card | 0.3 | 0.1 | (0.2) | 0.2 | 0.0 | (0.1) |

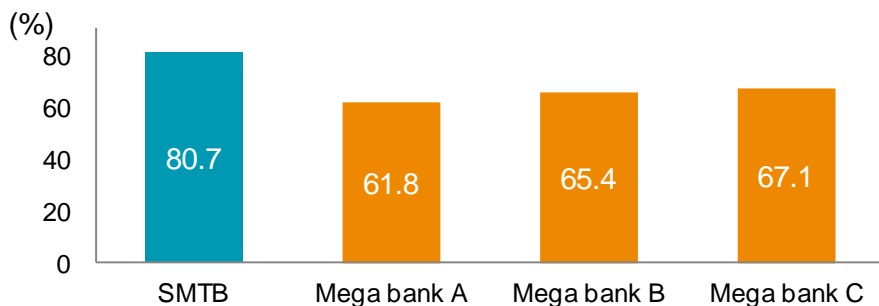
(*) Excluding the amount of consolidation adjustments such as performance of holding company alone, elimination of dividend and amortization of goodwill, etc.

Consolidated balance sheets

| (Billions of yen) | Mar. 2014 | Sep. 2014 | Change |
|---|-----------------|-----------------|----------------|
| Cash and due from banks | 6,916.9 | 8,419.9 | 1,503.0 |
| Call loans and bills bought | 651.5 | 768.8 | 117.2 |
| Receivables under securities borrowing transactions | 289.3 | 307.5 | 18.2 |
| Monetary claims bought | 936.4 | 629.4 | (307.0) |
| Trading assets | 537.0 | 536.0 | (0.9) |
| Securities | 5,764.4 | 5,267.3 | (497.1) |
| Loans and bills discounted | 23,824.0 | 24,490.2 | 666.2 |
| Lease receivables and investment assets | 540.2 | 533.8 | (6.3) |
| Other assets | 1,446.8 | 1,531.8 | 84.9 |
| Tangible fixed assets | 229.5 | 225.8 | (3.7) |
| Intangible fixed assets | 210.5 | 164.0 | (46.4) |
| Assets for retirement benefits | 150.1 | 112.5 | (37.5) |
| Deferred Tax Assets | 17.1 | 15.2 | (1.8) |
| Customers' liabilities for acceptances and guarantees | 485.3 | 504.9 | 19.5 |
| Allowance for loan losses | (110.2) | (94.6) | 15.6 |
| Total assets | 41,889.4 | 43,413.1 | 1,523.7 |

| (Billions of yen) | Mar. 2014 | Sep. 2014 | Change |
|---|-----------------|-----------------|----------------|
| Deposits | 24,123.3 | 24,010.9 | (112.4) |
| Negotiable certificates of deposit | 5,100.1 | 6,389.3 | 1,289.1 |
| Call money and bills sold | 200.0 | 300.1 | 100.1 |
| Payables under repurchase agreements | 1,291.6 | 1,096.9 | (194.7) |
| Trading liabilities | 214.1 | 250.5 | 36.4 |
| Borrowed money | 1,906.1 | 2,113.4 | 207.3 |
| Short-term bonds payable | 904.8 | 1,026.9 | 122.0 |
| Bonds payable | 1,057.7 | 1,056.8 | (0.9) |
| Borrowed money from trust account | 2,941.7 | 2,934.8 | (6.8) |
| Other liabilities | 1,183.4 | 1,100.9 | (82.5) |
| Deferred tax liabilities | 39.7 | 76.5 | 36.8 |
| Acceptances and guarantees | 485.3 | 504.9 | 19.5 |
| Total liabilities | 39,448.3 | 40,862.4 | 1,414.0 |
| Capital stock | 261.6 | 261.6 | - |
| Capital surplus | 754.2 | 754.2 | 0.0 |
| Retained earnings | 886.4 | 918.1 | 31.6 |
| Treasury stock | (0.5) | (0.6) | (0.0) |
| Total shareholders' equity | 1,901.7 | 1,933.4 | 31.6 |
| Valuation difference on available-for-sale securities | 229.6 | 320.4 | 90.8 |
| Deferred gains or losses on hedges | (12.5) | (17.5) | (4.9) |
| Total accumulated other comprehensive income | 203.5 | 291.1 | 87.5 |
| Minority interests | 335.6 | 325.9 | (9.6) |
| Total net assets | 2,441.0 | 2,550.7 | 109.7 |
| Total liabilities and net assets | 41,889.4 | 43,413.1 | 1,523.7 |

Comparison of loan-deposit ratio
(Non-consolidated, as of Sep. 2014)



Maturity ladder (loans, securities)

<Loans (Non-consolidated)>

| (Billions of yen) | Sep. 2014 | | | | | Change from Mar. 2014 | | | | |
|-------------------|---------------------|----------------------|-----------------|---------------------|----------|-----------------------|----------------------|-----------------|---------------------|-------|
| | Less than 1 year | 1 year to 5 years | Over 5 years | Without maturity | Total | Less than 1 year | 1 year to 5 years | Over 5 years | Without maturity | Total |
| Loans | 3,888.4 | 8,723.9 | 9,522.0 | 2,486.9 | 24,621.4 | (249.7) | 233.6 | 613.2 | (9.9) | 587.1 |
| Variable rate | --- | 6,780.1 | 7,727.0 | 2,483.7 | 16,990.9 | --- | (20.4) | 297.9 | (13.1) | 264.3 |
| Fixed rate | --- | 1,943.7 | 1,795.0 | 3.1 | 3,741.9 | --- | 254.0 | 315.2 | 3.1 | 572.5 |

(Note) Loans and bills discounted within 1 year maturity is not divided into variable rate or fixed rate.

<Securities with fair value (Non-consolidated)>

| (Billions of yen) | Sep. 2014 | | | | | Change from Mar. 2014 | | | | |
|------------------------|---------------------|----------------------|-----------------|---------------------|---------|-----------------------|----------------------|-----------------|---------------------|---------|
| | Less than 1 year | 1 year to 5 years | Over 5 years | Without maturity | Total | Less than 1 year | 1 year to 5 years | Over 5 years | Without maturity | Total |
| Japanese bonds | 876.6 | 449.1 | 309.2 | - | 1,635.0 | (460.3) | (72.4) | 0.9 | - | (531.8) |
| Government bonds | 769.0 | 95.5 | 168.4 | - | 1,033.0 | (450.9) | (58.9) | 9.6 | - | (500.3) |
| Local government bonds | 1.6 | 5.3 | 5.9 | - | 12.9 | 0.7 | (2.2) | (1.2) | - | (2.6) |
| Corporate bonds | 105.8 | 348.3 | 134.8 | - | 589.0 | (10.1) | (11.2) | (7.5) | - | (28.8) |
| Japanese stocks | - | - | - | 1,232.9 | 1,232.9 | - | - | - | 128.0 | 128.0 |
| Other securities | 180.7 | 533.8 | 1,304.2 | 71.5 | 2,090.5 | (27.4) | (82.4) | (127.2) | 7.6 | (229.5) |
| Foreign bonds | 180.7 | 395.7 | 1,193.4 | - | 1,769.9 | (25.9) | (126.4) | (1.7) | - | (154.1) |
| Foreign stocks | - | - | - | 2.1 | 2.1 | - | - | - | 0.3 | 0.3 |

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

Deferred tax assets

| <Major factors for dererred tax assets and deferred tax liabilities> (Billions of yen) | Non-consolidated | | | Consolidated | | |
|--|------------------|-----------|--------|--------------|-----------|--------|
| | Mar. 2014 | Sep. 2014 | Change | Mar. 2014 | Sep. 2014 | Change |
| | | | | | | |
| Deferred tax assets (A) | 99.1 | 103.1 | 3.9 | 149.6 | 153.8 | 4.1 |
| Devaluation of securities | 39.1 | 36.2 | (2.9) | 35.6 | 30.8 | (4.8) |
| Allowance for loan losses (including written-off of loans) | 27.5 | 24.3 | (3.1) | 37.9 | 34.0 | (3.9) |
| Deferred gains/ losses on hedges | 3.5 | 5.5 | 1.9 | 3.7 | 5.6 | 1.9 |
| Liabilities for retirement benefits | --- | --- | --- | 27.7 | 24.3 | (3.3) |
| Valuation difference due to share exchange | --- | --- | --- | 15.7 | 14.6 | (1.0) |
| Others | 63.7 | 52.3 | (11.3) | 89.8 | 83.9 | (5.9) |
| Valuation allowance | (34.9) | (15.3) | 19.5 | (61.1) | (39.8) | 21.3 |
| Deferred tax liabilities (B) | 160.9 | 198.3 | 37.4 | 172.2 | 215.2 | 42.9 |
| Amount related retirement benefits | 27.4 | 14.4 | (12.9) | 27.4 | 14.4 | (12.9) |
| Valuation difference on available-for-sale securities | 128.4 | 179.5 | 51.0 | 129.5 | 180.8 | 51.2 |
| Valuation difference due to share exchange | --- | --- | --- | 14.6 | 14.0 | (0.6) |
| Others | 5.0 | 4.4 | (0.6) | 0.5 | 5.7 | 5.2 |
| Net deferred tax assets (A) - (B) | (61.7) | (95.2) | (33.4) | (22.5) | (61.3) | (38.7) |

<(Reference) Txable income before deduction of loss carryforwards for the past 5 years (Non-consolidated)>

| (Billions of yen) | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 |
|---|--------|--------|--------|--------|--------|
| Taxable income before deduction of loss carryforwards | 106.2 | 120.4 | 9.5 | 133.0 | 107.4 |
| Net business profit before credit costs | 284.4 | 233.3 | 239.0 | 210.2 | 211.8 |

SMTB applied the exaple category 2 of the practical guideline for tax effect accounting and posted net deferred tax assets as a company with stable business performance in the past.

Performance by business sections

Breakdown of profit by business

| (Billions of yen) | Gross business profit (Non-consolidated) | | | Net business profit before credit costs (Non-consolidated) | | | Net business profit before credit costs (Consolidated) | | |
|--------------------------------|---|--------------|------------|---|--------------|------------|---|--------------|------------|
| | 1HFY2013 | 1HFY2014 | Change | 1HFY2013 | 1HFY2014 | Change | 1HFY2013 | 1HFY2014 | Change |
| Retail financial services | 69.8 | 72.8 | 2.9 | 4.8 | 7.5 | 2.6 | 8.6 | 11.4 | 2.8 |
| Wholesale financial services | 60.4 | 63.6 | 3.2 | 41.4 | 43.4 | 2.0 | 51.7 | 55.4 | 3.6 |
| Stock transfer agency services | 9.1 | 9.9 | 0.8 | 7.6 | 8.5 | 0.8 | 8.5 | 9.3 | 0.7 |
| Gross business profit | 15.6 | 15.4 | (0.1) | - | - | - | - | - | - |
| Fees paid for outsourcing | (6.4) | (5.4) | 1.0 | - | - | - | - | - | - |
| Real estate | 12.9 | 11.5 | (1.4) | 8.4 | 6.8 | (1.5) | 11.0 | 7.7 | (3.3) |
| Fiduciary services | 31.2 | 31.1 | (0.0) | 16.3 | 16.2 | (0.1) | 24.4 | 23.2 | (1.2) |
| Gross business profit | 45.0 | 45.5 | 0.5 | - | - | - | - | - | - |
| Fees paid for outsourcing | (13.8) | (14.4) | (0.5) | - | - | - | - | - | - |
| Global markets | 44.6 | 49.3 | 4.7 | 40.0 | 44.0 | 4.0 | 40.0 | 44.0 | 4.0 |
| Others (*) | 1.0 | (2.1) | (3.2) | (14.2) | (15.0) | (0.8) | (5.0) | (4.2) | 0.8 |
| Total | 229.3 | 236.3 | 7.0 | 104.5 | 111.5 | 6.9 | 139.4 | 147.0 | 7.6 |

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

Retail financial services / Wholesale financial services / Stock transfer agency services

Retail financial services / Gross business profit

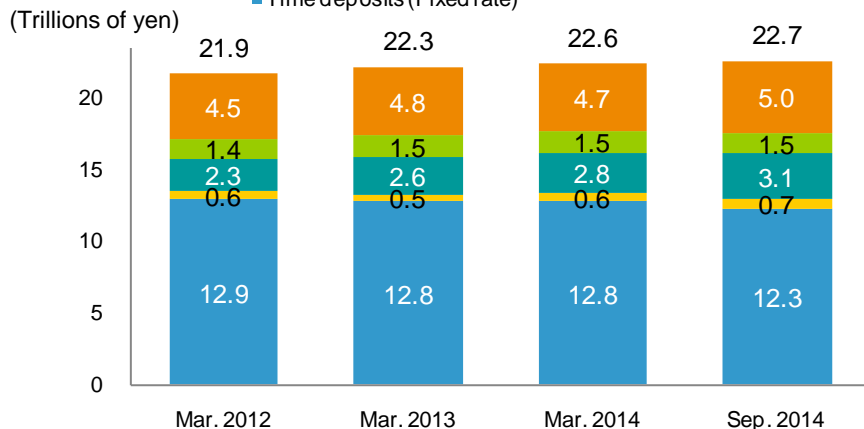
| (Billions of yen) | 1HFY2013 | 1HFY2014 | Change |
|------------------------------|----------|----------|--------|
| Business profit | 49.3 | 53.9 | 4.6 |
| Net interest income, etc. | 22.6 | 23.8 | 1.1 |
| Loans to individuals | 22.8 | 25.2 | 2.4 |
| Deposits | (1.2) | (2.0) | (0.7) |
| Others | 1.0 | 0.5 | (0.5) |
| Net fees and commissions | 26.7 | 30.1 | 3.4 |
| Investment trust / Insurance | 27.9 | 30.9 | 2.9 |
| Others | (1.2) | (0.7) | 0.4 |
| Adjustments among businesses | 20.4 | 18.8 | (1.6) |
| Gross business profit | 69.8 | 72.8 | 2.9 |

Wholesale financial services / Gross business profit

| (Billions of yen) | 1HFY2013 | 1HFY2014 | Change |
|------------------------------|----------|----------|--------|
| Business profit | 76.6 | 76.7 | 0.1 |
| Net interest income, etc. | 56.6 | 58.6 | 2.0 |
| Loans, etc. | 54.8 | 58.0 | 3.1 |
| Deposits | 0.8 | 0.1 | (0.6) |
| Others | 0.9 | 0.5 | (0.3) |
| Net fees and commissions | 19.9 | 18.0 | (1.9) |
| Real estate NRL | 1.9 | 2.9 | 1.0 |
| Syndicated loans | 11.9 | 10.9 | (0.9) |
| Securitization | 3.7 | 2.9 | (0.8) |
| Adjustments among businesses | (16.1) | (13.0) | 3.1 |
| Gross business profit | 60.4 | 63.6 | 3.2 |

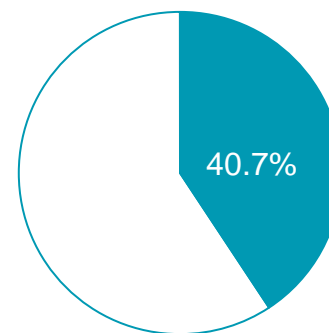
Total depositary assets from individuals

- Investment trust/ Insurance
- Others
- Ordinary deposits
- Time deposits (Variable rate) + Loan trust, Money trust
- Time deposits (Fixed rate)

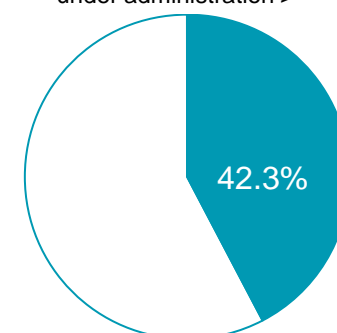


Market share of stock transfer agency services^(*) (as of Sep. 2014)

< Number of listed corporate clients >



< Number of shareholders under administration >



(*) Combined total of SMTB, Tokyo Securities Transfer Agent, and Japan Securities Agents

Global markets

Gross business profit

| (Billions of yen) | 1HFY2013 | 1HFY2014 | Change |
|-----------------------|----------|----------|--------|
| Financial operations | 20.7 | 10.6 | (10.0) |
| Investment operations | 5.5 | 13.8 | 8.2 |
| Marketing functions | 18.3 | 24.8 | 6.4 |
| Total | 44.6 | 49.3 | 4.7 |

<Financial operations>

Financial operations managing potential market risks(Interest rate, Equity, etc.) involved in the overall balance sheet

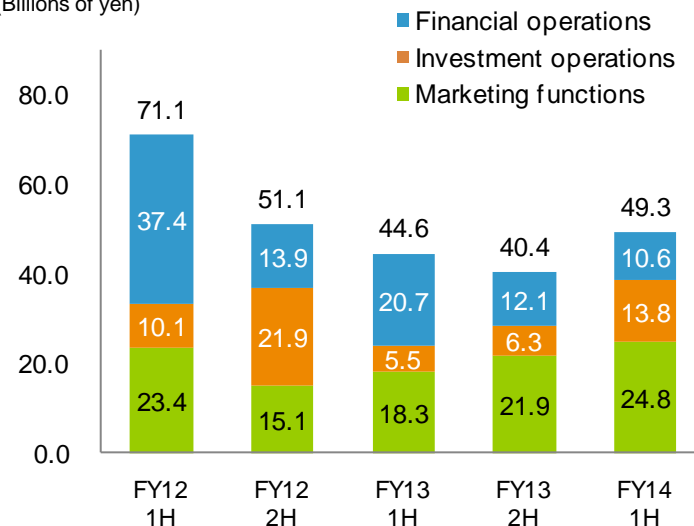
<Investment operations>

Proprietary investment pursuing absolute return, trading

<Marketing functions>

Market-making operations for interest rate and forex products; creation and sales of financial products

(Billions of yen)



Securities portfolio of Global markets business (*1)

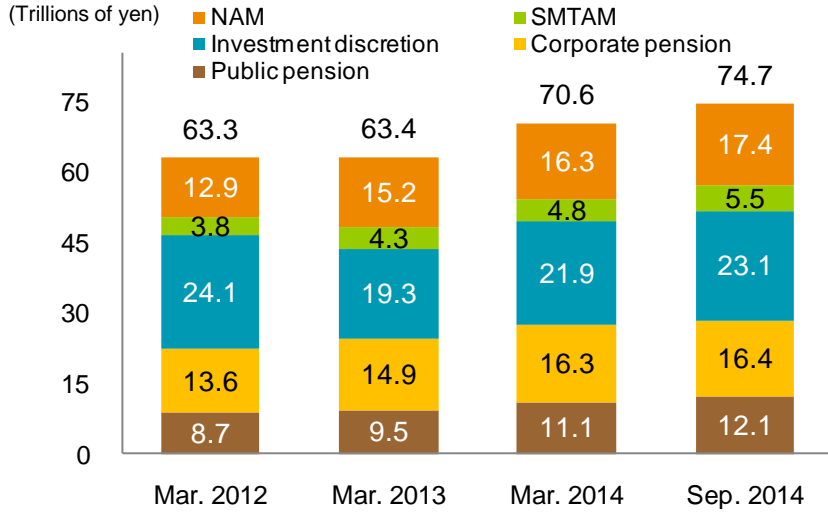
| (Billions of yen) | Cost | | Unrealized gains/losses | | 10BPV (*2) | | Duration (years) (*2) | |
|-------------------|-----------|-----------------------|-------------------------|-----------------------|------------|-----------------------|-----------------------|-----------------------|
| | Sep. 2014 | Change from Mar. 2014 | Sep. 2014 | Change from Mar. 2014 | Sep. 2014 | Change from Mar. 2014 | Sep. 2014 | Change from Mar. 2014 |
| JPY | 1,102.5 | (527.2) | 14.5 | 2.8 | 3.0 | (0.2) | 2.7 | 0.7 |
| Others | 1,202.8 | (96.6) | 4.5 | 5.5 | 8.6 | 0.2 | 7.1 | 0.7 |
| USD | 995.8 | (114.9) | 0.7 | 4.2 | 7.6 | 0.2 | 7.7 | 0.9 |
| EUR, etc. | 207.0 | 18.3 | 3.8 | 1.3 | 0.9 | 0.0 | 4.5 | (0.1) |

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

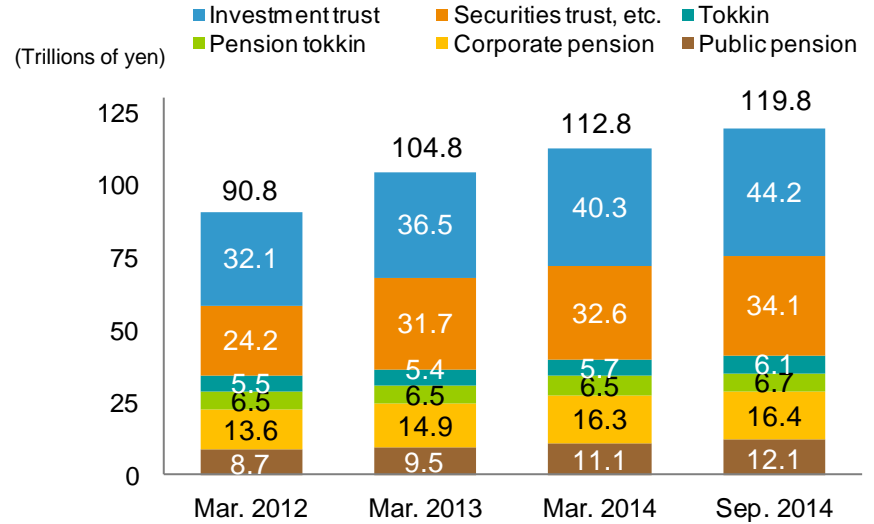
(*2) In the calculation of 10BPV and duration, investment balance hedged by derivative transactions were excluded.

Fiduciary services

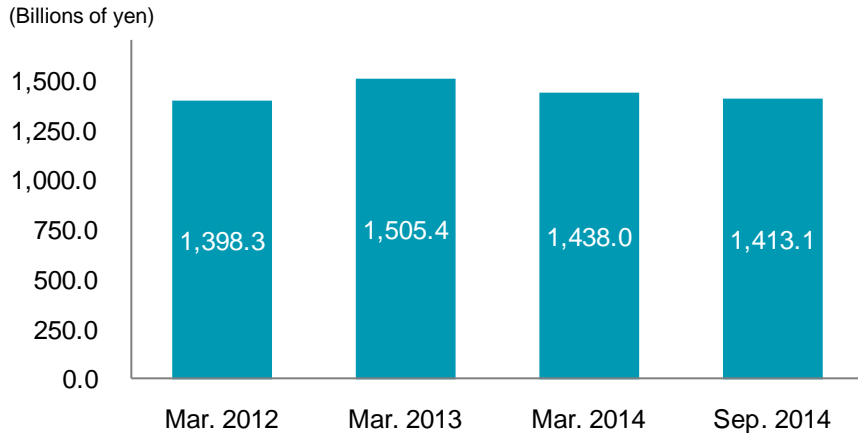
Assets under management (AUM) (Consolidated)



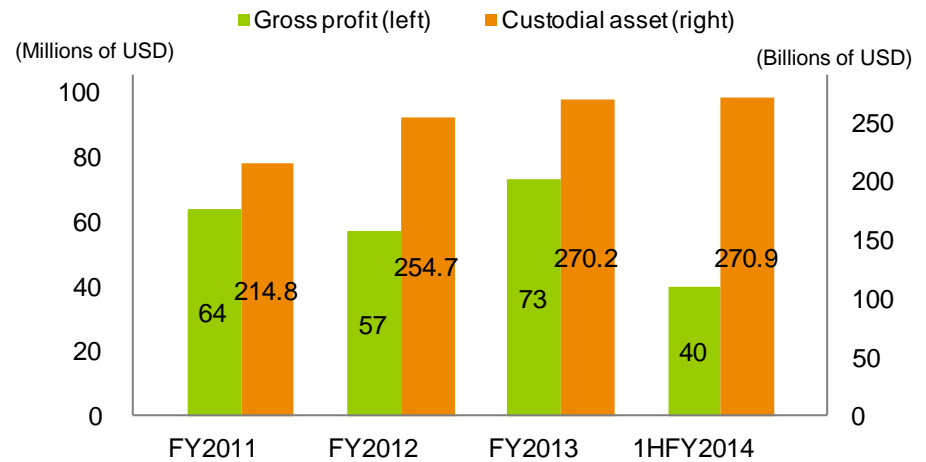
Entrusted assets (Non-consolidated)



Balance of alternative investment (Corporate pension) (Non-consolidated)



Global custody business



Credit portfolio

Loans by industry (Non-consolidated)

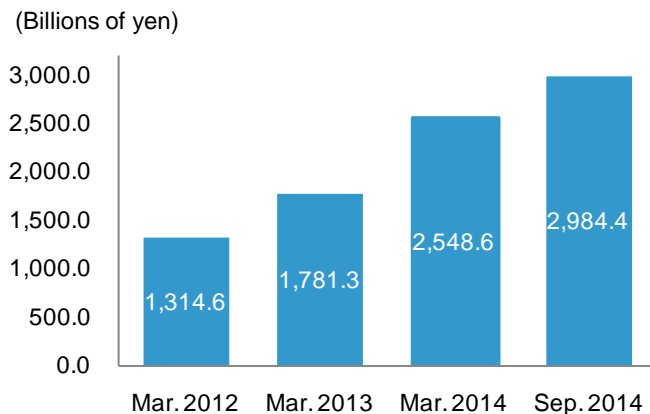
| (Billions of yen) | Mar. 2014 | | Sep. 2014 | | Change | |
|--|-----------|------------|-----------|------------|---------|------------|
| | Balance | Proportion | Balance | Proportion | Balance | Proportion |
| Domestic Branches (excluding offshore accounts) | 21,426.1 | 88.8% | 21,435.7 | 86.8% | 9.5 | (2.0%) |
| Manufacturing | 2,741.9 | 11.3% | 2,601.4 | 10.5% | (140.5) | (0.8%) |
| Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering | 15.8 | 0.1% | 16.9 | 0.1% | 1.1 | 0.0% |
| Construction | 153.9 | 0.6% | 139.4 | 0.6% | (14.5) | (0.0%) |
| Electricity, gas, heat supply and water | 864.8 | 3.6% | 878.3 | 3.5% | 13.4 | (0.1%) |
| Information and communications | 355.6 | 1.5% | 323.2 | 1.3% | (32.4) | (0.2%) |
| Transport and postal activities | 1,140.6 | 4.7% | 1,142.8 | 4.6% | 2.1 | (0.1%) |
| Wholesale and retail trade | 1,254.9 | 5.2% | 1,252.3 | 5.1% | (2.6) | (0.1%) |
| Finance and insurance | 2,624.7 | 10.9% | 2,557.6 | 10.4% | (67.1) | (0.5%) |
| Real estate | 2,621.9 | 10.9% | 2,690.2 | 10.9% | 68.3 | 0.0% |
| Goods rental and leasing | 682.6 | 2.8% | 676.6 | 2.7% | (6.0) | (0.1%) |
| Others | 8,968.8 | 37.2% | 9,156.6 | 37.1% | 187.8 | (0.1%) |
| Overseas branches and offshore accounts | 2,699.3 | 11.2% | 3,259.3 | 13.2% | 559.9 | 2.0% |
| Total | 24,125.5 | 100.0% | 24,695.0 | 100.0% | 569.5 | - |

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

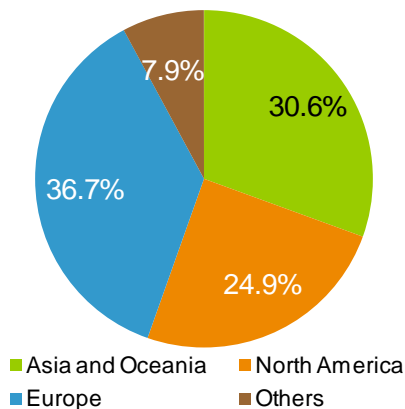
Non-Japanese / Overseas Japanese borrowers: Non-consolidated

Non-Japanese borrowers

<Trend of balance>



<Location(*1)>

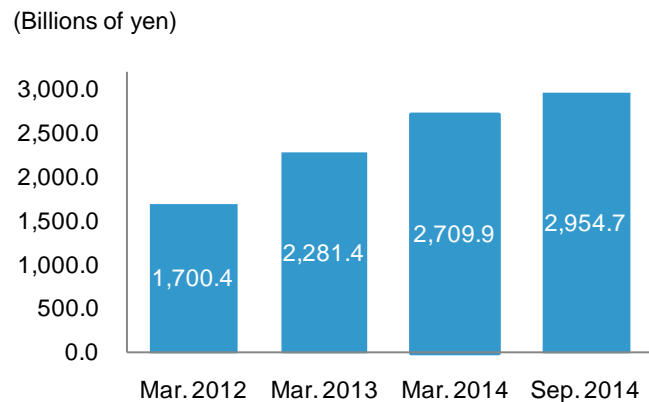


(Billions of yen)

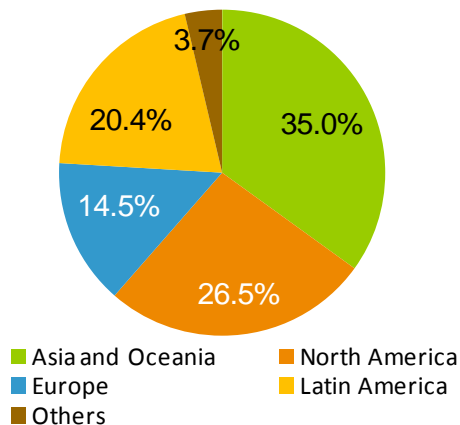
| | | |
|---------------|-----------------|-------|
| Asia-Oceania | Korea | 184.8 |
| | Australia | 135.6 |
| | China | 126.5 |
| | India | 110.1 |
| | Hong Kong | 108.4 |
| North America | U.S.A | 675.9 |
| Europe | France | 343.5 |
| | United Kingdom | 280.0 |
| | Germany | 143.7 |
| | The Netherlands | 122.1 |
| | Switzerland | 116.4 |

Overseas Japanese borrowers

<Trend of balance>



<Location(*2)>

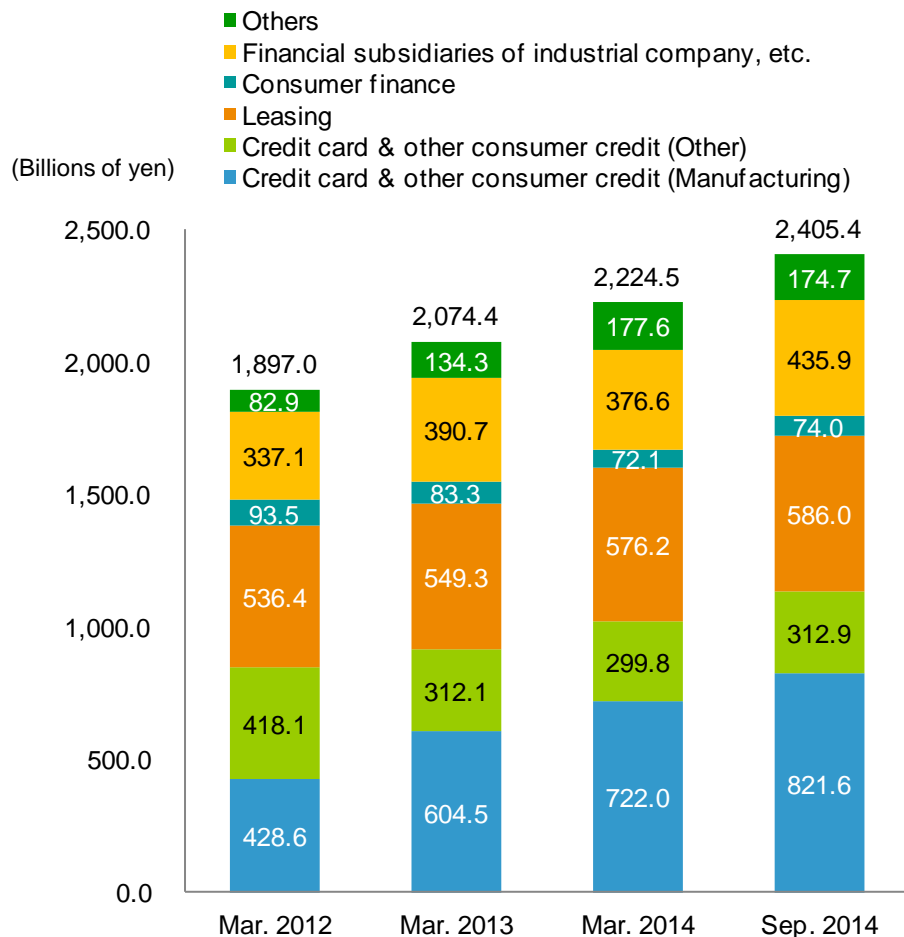


(Billions of yen)

| | | |
|---------------|-----------------|-------|
| Asia-Oceania | China | 265.6 |
| | Thailand | 186.8 |
| | Australia | 185.2 |
| | Singapore | 153.4 |
| | Indonesia | 138.3 |
| North America | U.S.A | 637.6 |
| Europe | Canada | 144.8 |
| | United Kingdom | 230.8 |
| | The Netherlands | 108.2 |
| Latin America | Panama | 472.7 |

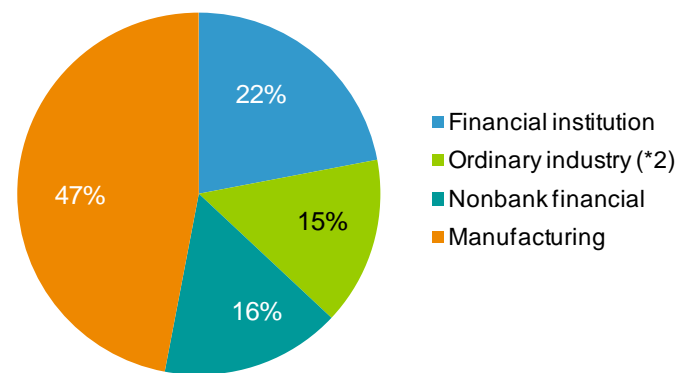
Loans to nonbank financial industry: Non-consolidated

Outstanding loans to nonbank financial industry (*1)



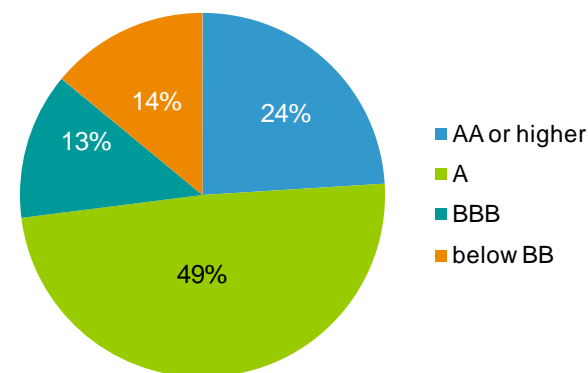
(*1) Loans to government agency, money market dealer (Tanshi kaisha), etc. are excluded.

Characteristics of borrowers' parent company by industry



(*2) Ordinary industry: Retail / Services, etc.

Characteristics of borrowers by rating (parent company basis) (*3)



(*3) On internal credit ratings basis (shown by rating marks based on the general correspondence to external credit ratings)

Real estate-related loans: Non-consolidated

Balance of real estate-related loans

| (Billions of yen) | Mar. 2014 | Sep. 2014 | Change |
|---------------------|---------------------------|-----------|---------|
| | Real estate-related loans | 2,414.7 | 2,458.0 |
| Corporation | 775.6 | 836.6 | 61.0 |
| Real estate NRL (*) | 1,095.1 | 1,056.9 | (38.2) |
| REIT(**) | 544.0 | 564.4 | 20.3 |
| CMBS | - | - | - |

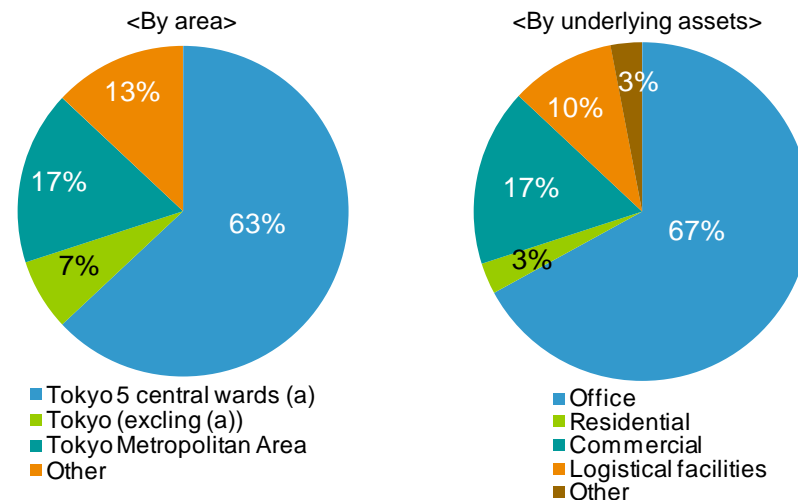
(*) Including bond-type. Excluding overseas real estate NRL.

(**) Excluding overseas REIT.

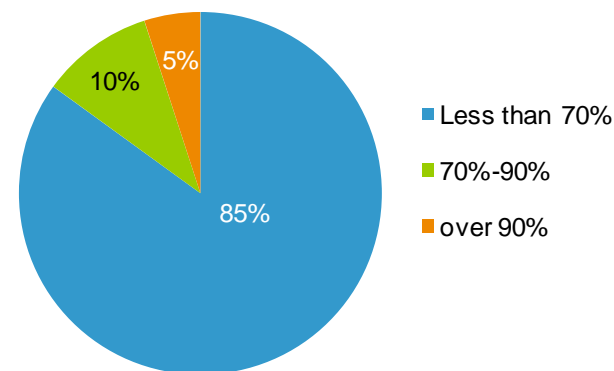
<Reference>

| | | | |
|-------------------------------|------|------|-----|
| Real estate equity investment | 12.8 | 20.9 | 8.0 |
|-------------------------------|------|------|-----|

Characteristics of real estate NRL



LTV of real estate NRL (based on external appraisal value)



Non-performing loans

Problem assets based on Financial Reconstruction Act and migration analysis

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

| (Billions of yen) | Mar. 2014 | Sep. 2014 | Change | Collateral/Allowance | Coverage ratio (*1) | Allowance ratio (*2) | |
|--|-----------|-----------|---------|---|---------------------|----------------------|--------|
| | Balance | Balance | | | | | |
| Problem assets based on the Financial Reconstruction Act | 234.8 | 219.9 | (14.9) | | 84.0% | 45.6% | |
| Ratio to total loan balance | 1.0% | 0.9% | (0.1%) | | | | |
| Bankrupt and practically bankrupt | 10.6 | 9.4 | (1.2) | Total | 9.4 | 100.0% | 100.0% |
| | | | | Collateral value | 4.9 | | |
| | | | | Specific allowance for loan losses | 4.4 | | |
| Doubtful | 100.7 | 101.1 | 0.3 | Total | 96.9 | 95.9% | 75.6% |
| | | | | Collateral value | 84.2 | | |
| | | | | Specific allowance for loan losses | 12.7 | | |
| Substandard | 123.5 | 109.4 | (14.0) | Total | 78.4 | 71.6% | 28.4% |
| | | | | Collateral value | 66.0 | | |
| | | | | General allowance for loan losses | 12.3 | | |
| Assets to other special mention debtors | 520.1 | 380.5 | (139.6) | (*1) (Collateral value after considering haircuts + allowance for loan losses) / Loan balance | | | |
| Ordinary assets | 23,893.2 | 24,624.9 | 731.7 | (*2) Allowance for loan losses / (Loan balance - collateral value after considering haircuts) | | | |
| Total | 24,648.1 | 25,225.4 | 577.2 | | | | |

< Migration analysis (Non-consolidated) >

| (Billions of yen) | Mar. 2014 | Sep. 2014 | Change | Downgrade | Downgrade | Upgrade | Upgrade | Repayment, etc. |
|---|-----------|-----------|---------|-----------|-----------|---------|---------|-----------------|
| | Balance | Balance | | (+) | (-) | (+) | (-) | |
| Bankrupt and practically bankrupt | 10.6 | 9.4 | (1.2) | 1.4 | | | (1.2) | (1.4) |
| Doubtful | 100.7 | 101.1 | 0.3 | 31.5 | (0.5) | 0.6 | (15.8) | (15.3) |
| Assets to substandard debtors | 154.1 | 155.8 | 1.7 | 5.0 | (0.9) | 3.5 | (5.5) | (0.4) |
| Assets to other special mention debtors | 489.5 | 334.2 | (155.3) | 47.7 | (31.4) | 9.1 | (133.0) | (47.7) |
| Total | 754.9 | 600.4 | (154.5) | | | | | |

Problem assets based on Financial Reconstruction Act by industry (Non-consolidated)

| (Billions of yen) | Mar. 2014 | Banking | Trust | Sep. 2014 | Banking | Trust | Change | Banking | Trust |
|--|-----------|---------|-------|-----------|---------|-------|--------|---------|--------|
| | Balance | a/c | a/c | Balance | a/c | a/c | | a/c | a/c |
| Domestic Branches (excluding offshore accounts) | 234.8 | 209.9 | 24.9 | 219.9 | 202.7 | 17.2 | (14.9) | (7.2) | (7.7) |
| Manufacturing | 51.4 | 51.4 | - | 51.5 | 51.5 | - | 0.2 | 0.2 | - |
| Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering | - | - | - | 0.5 | 0.5 | - | 0.5 | 0.5 | - |
| Construction | 0.3 | 0.3 | - | 0.2 | 0.2 | - | (0.1) | (0.1) | - |
| Electricity, gas, heat supply and water | 0.1 | 0.1 | - | 0.1 | 0.1 | - | - | - | - |
| Information and communications | 0.1 | 0.1 | - | 0.1 | 0.1 | - | (0.0) | (0.0) | - |
| Transport and postal activities | 1.8 | 1.8 | - | 11.7 | 11.7 | - | 9.9 | 9.9 | - |
| Wholesale and retail trade | 1.1 | 1.1 | - | 1.5 | 1.5 | - | 0.3 | 0.3 | - |
| Finance and insurance | 64.9 | 45.8 | 19.1 | 33.8 | 33.8 | - | (31.1) | (12.0) | (19.1) |
| Real estate | 38.0 | 32.7 | 5.3 | 38.9 | 22.1 | 16.7 | 0.8 | (10.6) | 11.4 |
| Goods rental and leasing | 0.0 | 0.0 | - | 0.0 | 0.0 | - | (0.0) | (0.0) | - |
| Others | 77.1 | 76.6 | 0.5 | 81.7 | 81.2 | 0.5 | 4.6 | 4.6 | (0.0) |
| Overseas branches and offshore accounts | - | - | - | - | - | - | - | - | - |
| Total | 234.8 | 209.9 | 24.9 | 219.9 | 202.7 | 17.2 | (14.9) | (7.2) | (7.7) |

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

Risk monitored loans

| < Consolidated > (Billions of yen) | Mar. 2014 | Banking | Trust | Sep. 2014 | Banking | Trust | Change | Banking | Trust |
|---------------------------------------|-----------|----------|-------|-----------|----------|-------|--------|---------|--------|
| | Balance | a/c | a/c | Balance | a/c | a/c | | a/c | a/c |
| Risk monitored loans | 266.1 | 241.2 | 24.9 | 249.3 | 232.1 | 17.2 | (16.8) | (9.1) | (7.6) |
| Ratio to total loan balance | 1.1% | 1.0% | 27.3% | 1.0% | 0.9% | 23.4% | (0.1%) | (0.1%) | (3.9%) |
| Loans in bankruptcy proceedings | 2.6 | 2.6 | - | 3.0 | 3.0 | - | 0.4 | 0.4 | - |
| Other delinquent loans | 129.3 | 104.7 | 24.6 | 126.3 | 110.2 | 16.1 | (2.9) | 5.4 | (8.4) |
| Loans past due 3 months or more | - | - | - | - | - | - | - | - | - |
| Restructured loans | 134.1 | 133.8 | 0.3 | 119.8 | 118.7 | 1.0 | (14.2) | (15.0) | 0.7 |
| Total loan balance | 23,915.3 | 23,824.0 | 91.2 | 24,563.9 | 24,490.2 | 73.6 | 648.5 | 666.2 | (17.6) |

Note: Partial direct written-off: Mar. 2014: 21.0 billion yen, Sep. 2014: 17.2 billion yen

| < Non-consolidated > (Billions of yen) | Mar. 2014 | Banking | Trust | Sep. 2014 | Banking | Trust | Change | Banking | Trust |
|---|-----------|----------|-------|-----------|----------|-------|--------|---------|--------|
| | Balance | a/c | a/c | Balance | a/c | a/c | | a/c | a/c |
| Risk monitored loans | 229.0 | 204.1 | 24.9 | 214.5 | 197.3 | 17.2 | (14.5) | (6.8) | (7.6) |
| Ratio to total loan balance | 0.9% | 0.8% | 27.3% | 0.9% | 0.8% | 23.4% | (0.0%) | (0.0%) | (3.9%) |
| Loans in bankruptcy proceedings | 0.4 | 0.4 | - | 0.6 | 0.6 | - | 0.1 | 0.1 | - |
| Other delinquent loans | 105.1 | 80.5 | 24.6 | 104.4 | 88.2 | 16.1 | (0.6) | 7.7 | (8.4) |
| Loans past due 3 months or more | - | - | - | - | - | - | - | - | - |
| Restructured loans | 123.4 | 123.1 | 0.3 | 109.4 | 108.3 | 1.0 | (14.0) | (14.8) | 0.7 |
| Total loan balance | 24,125.5 | 24,034.2 | 91.2 | 24,695.0 | 24,621.4 | 73.6 | 569.5 | 587.1 | (17.6) |

Note: Partial direct written-off: Mar. 2014: 17.4 billion yen, Sep. 2014: 14.9 billion yen

Risk monitored loans by industry

< Non-consolidated >

| (Billions of yen) | Mar. 2014 | Banking | Trust | Sep. 2014 | Banking | Trust | Change | Banking | Trust |
|--|-----------|---------|-------|-----------|---------|-------|--------|---------|--------|
| | Balance | a/c | a/c | Balance | a/c | a/c | | a/c | a/c |
| Domestic Branches (excluding offshore accounts) | 229.0 | 204.1 | 24.9 | 214.5 | 197.3 | 17.2 | (14.5) | (6.8) | (7.6) |
| Manufacturing | 50.0 | 50.0 | - | 50.2 | 50.2 | - | 0.2 | 0.2 | - |
| Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering | - | - | - | 0.5 | 0.5 | - | 0.5 | 0.5 | - |
| Construction | 0.2 | 0.2 | - | 0.1 | 0.1 | - | (0.1) | (0.1) | - |
| Electricity, gas, heat supply and water | 0.0 | 0.0 | - | 0.0 | 0.0 | - | - | - | - |
| Information and communications | 0.0 | 0.0 | - | 0.0 | 0.0 | - | (0.0) | (0.0) | - |
| Transport and postal activities | 1.8 | 1.8 | - | 11.7 | 11.7 | - | 9.9 | 9.9 | - |
| Wholesale and retail trade | 1.1 | 1.1 | - | 1.4 | 1.4 | - | 0.3 | 0.3 | - |
| Finance and insurance | 64.8 | 45.7 | 19.0 | 33.7 | 33.7 | - | (31.0) | (11.9) | (19.0) |
| Real estate | 38.0 | 32.7 | 5.2 | 38.8 | 22.1 | 16.7 | 0.8 | (10.6) | 11.4 |
| Goods rental and leasing | 0.0 | 0.0 | - | 0.0 | 0.0 | - | (0.0) | (0.0) | - |
| Others | 72.7 | 72.2 | 0.5 | 77.6 | 77.0 | 0.5 | 4.8 | 4.8 | (0.0) |
| Overseas branches and offshore accounts | - | - | - | - | - | - | - | - | - |
| Total | 229.0 | 204.1 | 24.9 | 214.5 | 197.3 | 17.2 | (14.5) | (6.8) | (7.6) |

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

Status of capital

Status of capital (Details : as of Sep. 2014)

< Status of capital and total risk weighted assets >
(Basel III, International standard) (Consolidated)

| (Billions of yen) | Regulatory basis | Fully-loaded basis |
|--|------------------|--------------------|
| Total capital | 2,878.5 | |
| Tier 1 capital | 2,102.0 | |
| Common Equity Tier 1 capital | 1,822.5 | 1,761.9 |
| Instruments and reserves | 1,889.1 | 2,094.6 |
| Regulatory adjustments | (66.5) | (332.7) |
| Additional Tier 1 capital | 279.4 | |
| Eligible Tier 1 capital instruments subject to transitional arrangements | 385.0 | |
| Tier 2 capital | 776.5 | |
| Eligible Tier 2 capital instruments subject to transitional arrangements | 629.6 | |
| Total risk-weighted assets | 20,522.0 | 20,330.0 |
| Credit risk | 18,084.4 | 17,892.4 |
| Market risk | 432.1 | 432.1 |
| Operational risk | 804.6 | 804.6 |
| Floor adjustment | 1,200.6 | 1,200.6 |
| Total capital ratio | 14.02% | |
| Tier 1 capital ratio | 10.24% | |
| Common Equity Tier 1 capital ratio | 8.88% | 8.66% |

<Fully-loaded basis>

- (1) Without considering transitional arrangements on "Accumulated Other Comprehensive Income", "Common share capital issued by subsidiaries and held by third parties", and "Regulatory adjustments."
- (2) Not including the amount of decrease in eligible capital instruments subject to phase-out arrangements after the expiring of transitional arrangements.

<Pro forma>

| (Billions of yen) | Regulatory basis | Fully-loaded basis |
|--|------------------|--------------------|
| Common Equity Tier 1 capital (CET1) | 1,822.5 | 1,761.9 |
| Instruments and reserves | 1,889.1 | 2,094.6 |
| Directly issued qualifying capital plus retained earnings | 1,800.6 | 1,800.6 |
| Accumulated Other Comprehensive Income | 58.2 | 291.1 |
| Common share capital issued by subsidiaries and held by third parties | 30.0 | 2.6 |
| Amount allowed in group CET1 subject to transitional arrangements | 27.3 | - |
| Regulatory adjustments | (66.5) | (332.7) |
| Intangibles | (28.3) | (141.7) |
| Deferred tax assets excluding those arising from temporary differences | (0.4) | (2.3) |
| Shortfall of eligible provisions to expected losses | (20.3) | (101.9) |
| Assets for retirement benefits | (14.4) | (72.4) |
| 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 | (3.9) | (19.7) |
| Regulatory adjustments applied to Common Equity Tier 1 due to insufficient Additional Tier 1 and Tier 2 to cover deductions | - | - |
| Total risk-weighted assets | 20,522.0 | 20,330.0 |
| Amount of credit risk-weighted assets | 18,084.4 | 17,892.4 |
| Amount included in credit risk-weighted assets subject to transitional arrangements | 192.0 | - |
| Amount of market risk equivalents | 432.1 | 432.1 |
| Amount of operational risk equivalents | 804.6 | 804.6 |
| Floor adjustment | 1,200.6 | 1,200.6 |

Credit risk-weighted assets

| (Billions of yen) | Sep. 2014 | | | | Change from Mar. 2014 | | | |
|--------------------------------------|-----------|--------|----------|-------|-----------------------|---------|---------|-------|
| | EAD | RW | RWA | EL | EAD | RW | RWA | EL |
| Internal Ratings-Based | 43,447.6 | 40.5% | 17,611.1 | 223.5 | 2,012.0 | (0.7%) | 507.2 | (2.5) |
| Corporate, etc. | 29,762.0 | 35.9% | 10,712.7 | 174.4 | 1,766.2 | (1.7%) | 142.0 | (1.1) |
| Corporation | 17,404.0 | 56.7% | 9,885.0 | 173.1 | 676.4 | (1.3%) | 164.4 | (1.1) |
| Sovereign | 9,890.5 | 2.5% | 247.8 | 0.3 | 817.9 | (0.3%) | (15.4) | 0.0 |
| Financial institution | 2,467.4 | 23.4% | 579.8 | 0.9 | 271.8 | (3.2%) | (6.8) | (0.0) |
| Retail | 7,664.3 | 17.3% | 1,331.2 | 34.6 | 39.0 | 0.1% | 19.7 | (1.1) |
| Residential mortgage | 7,040.5 | 15.7% | 1,107.4 | 22.6 | 58.8 | 0.2% | 26.7 | (0.4) |
| Qualifying revolving retail exposure | 94.2 | 18.8% | 17.8 | 0.9 | (11.6) | (0.0%) | (2.2) | (0.0) |
| Other retail exposure | 529.5 | 38.8% | 205.9 | 11.0 | (8.1) | (0.2%) | (4.7) | (0.5) |
| Equity | 1,474.5 | 147.9% | 2,181.2 | - | 109.5 | 18.1% | 409.4 | - |
| Fund | 1,067.1 | 152.2% | 1,624.6 | 4.3 | 50.0 | 9.4% | 172.1 | (0.1) |
| Securitization | 509.9 | 34.6% | 176.6 | 0.6 | 2.9 | (5.4%) | (26.7) | (0.0) |
| Purchased receivables | 660.1 | 64.7% | 427.6 | 2.0 | (185.7) | 3.7% | (88.8) | (0.2) |
| Others | 2,309.4 | 50.0% | 1,156.9 | 7.4 | 229.8 | (11.3%) | (120.5) | 0.2 |
| Exemption | 2,348.1 | 20.1% | 473.3 | - | (225.2) | (2.7%) | (116.8) | - |
| Total credit risk | 45,795.7 | 39.4% | 18,084.4 | 223.5 | 1,786.7 | (0.7%) | 390.3 | (2.5) |

EAD: Exposure, RW: Risk-weight, RWA: Risk-weighted assets (after scaling factor adjustments), EL: Expected loss

List of Preferred Stock and Preferred Securities (as of Sep. 2014)

| <Preferred Stock> | Issue amount | Dividend | Convertible clause | Issue date | First callable date |
|--------------------------------------|----------------|-------------|--------------------|--------------|---------------------|
| Sumitomo Mitsui Trust Holdings, Inc. | ¥109.0 billion | 4.23% Fixed | No | Apr. 1, 2011 | Oct. 1, 2014 |

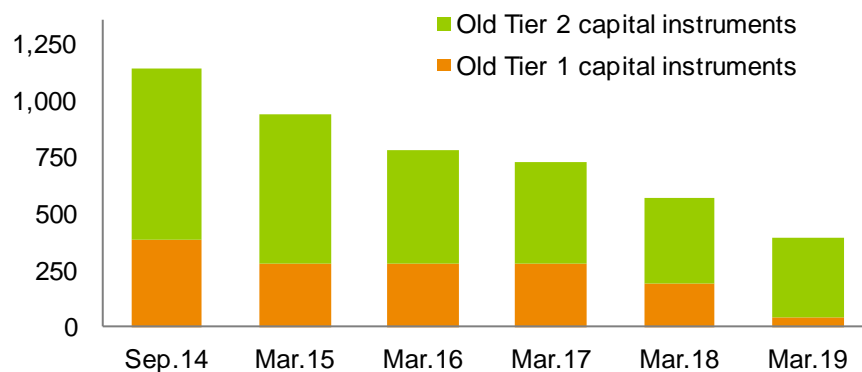
(Note) The preferred stock described above has been acquired and canceled as of October 1, 2014.

<Preferred Securities>

| Issuer | | Issue amount | Dividend | Step up clause | Issue date | First callable date |
|---|----------|---------------|-------------|----------------|---------------|---------------------|
| MTH Preferred Capital 5 (Cayman) Limited | | ¥33.0 billion | 3.02% Fixed | Yes | Mar. 1, 2007 | July 25, 2017 |
| CMTH Preferred Capital 6 (Cayman) Limited | | ¥42.0 billion | 3.52% Fixed | Yes | Feb. 15, 2008 | July 25, 2018 |
| CMTH Preferred Capital 7 (Cayman) Limited | Series A | ¥10.0 billion | 5.09% Fixed | Yes | Dec. 16, 2008 | July 25, 2019 |
| | Series B | ¥31.0 billion | 5.59% Fixed | No | Dec. 16, 2008 | July 25, 2019 |
| STB Preferred Capital 3 (Cayman) Limited | | ¥50.0 billion | 2.83% Fixed | Yes | Mar. 2, 2007 | July 25, 2017 |
| STB Preferred Capital 4 (Cayman) Limited | Series A | ¥56.0 billion | 3.94% Fixed | Yes | June 24, 2008 | July 25, 2018 |
| | Series B | ¥54.0 billion | 4.44% Fixed | No | June 24, 2008 | July 25, 2018 |

< Ladder of the Basel II based capital instruments (pro-forma) (*1) (*2) >

(Billions of yen)



(*1) Issued amount basis

(*2) The first callable date is assumed as an effective maturity date for the instruments with issuer's call option

Subsidiaries and group companies

Major subsidiaries and affiliates

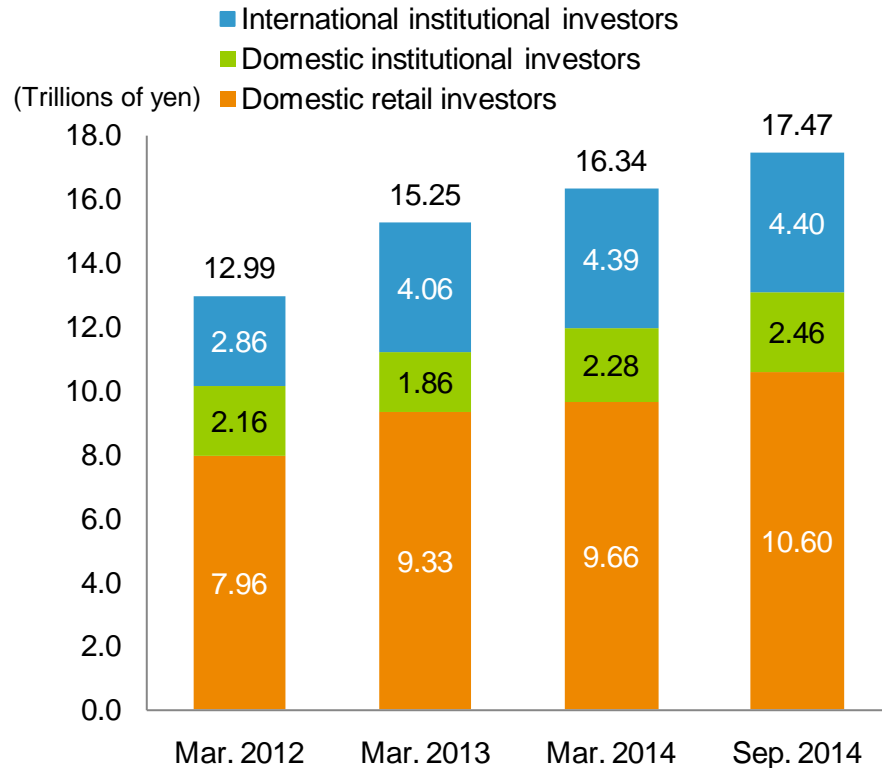
| <Major subsidiaries> | Paid-in Capital | Primary business | Ownership (%) (*) | Net income (JPY billions) | | |
|---|-----------------|--|----------------------|---------------------------|----------|--------|
| | | | | 1HFY2013 | 1HFY2014 | Change |
| Sumitomo Mitsui Trust Bank, Limited | JPY 342.0 bn | Trust and banking | 100 (-) | 56.2 | 68.3 | 12.1 |
| Sumitomo Mitsui Trust Asset Management Co., Ltd. | JPY 0.3 bn | Asset management | 100 (-) | 0.8 | 1.3 | 0.4 |
| Sumitomo Mitsui Trust Research Institute Co., Ltd. | JPY 0.3 bn | Research and consulting/ Asset management | 100 (-) | 0.0 | 0.0 | 0.0 |
| Japan Trustee Services Bank, Ltd. | JPY 51.0 bn | Trust and banking | 66.66 (-) | 0.2 | 0.2 | (0.0) |
| Tokyo Securities Transfer Agent Co., Ltd. | JPY 0.05 bn | Stock transfer agency | 100 (100) | 0.3 | 0.1 | (0.1) |
| Sumitomo Mitsui Trust Guarantee Co., Ltd. | JPY 0.3 bn | Housing loan guaranty | 100 (100) | 1.7 | 2.3 | 0.6 |
| Sumishin Guaranty Co., Ltd. | JPY 0.3 bn | Housing loan guaranty | 100 (100) | 1.3 | 1.4 | 0.0 |
| Sumitomo Mitsui Trust Card Co., Ltd. | JPY 0.1 bn | Credit cards | 100 (100) | 0.2 | 0.0 | (0.1) |
| Sumitomo Mitsui Trust Realty Co., Ltd. | JPY 0.3 bn | Residential brokerage | 100 (100) | 1.0 | 0.2 | (0.8) |
| Sumitomo Mitsui Trust General Service Co., Ltd. | JPY 0.1 bn | Property management | 100 (100) | 0.0 | 0.1 | 0.1 |
| Sumitomo Mitsui Trust Wealth Partners Co., Ltd. | JPY 0.1 bn | Consulting | 100 (100) | 0.0 | 0.0 | 0.0 |
| Sumitomo Mitsui Trust Loan & Finance Co., Ltd. | JPY 6.0 bn | Finance | 100 (100) | 1.6 | 1.5 | (0.0) |
| Sumitomo Mitsui Trust Capital Co., Ltd. | JPY 1.2 bn | Private equity fund management | 100 (100) | 0.1 | 0.9 | 0.8 |
| Sumitomo Mitsui Trust Investment Co., Ltd. | JPY 0.1 bn | Venture capital | 100 (100) | 0.0 | 0.0 | (0.0) |
| Sumitomo Mitsui Trust Real Estate Investment Management Co., Ltd. | JPY 0.3 bn | Asset management | 100 (100) | 0.2 | 0.1 | (0.1) |
| Nikko Asset Management Co., Ltd. | JPY 17.3 bn | Asset management | 91.34 (91.34) | 2.9 | 1.8 | (1.1) |
| Japan Securities Agents, Ltd. | JPY 0.5 bn | Stock transfer agency | 85.10 (85.10) | (0.0) | 0.1 | 0.1 |
| Sumitomo Mitsui Trust Panasonic Finance Co., Ltd. | JPY 25.5 bn | General leasing/ Credit cards | 84.89 (84.89) | 5.2 | 4.2 | (1.0) |
| Top REIT Asset Management Co., Ltd. | JPY 0.3 bn | J-REIT asset management | 69.00 (69.00) | 0.1 | 0.0 | (0.0) |
| Sumitomo Mitsui Trust (Hong Kong) Limited | USD 45.0 mill | Security | 100 (100) | 0.1 | 0.1 | (0.0) |
| Sumitomo Mitsui Trust Bank (Luxembourg) S.A. | USD 30.0 mill | Banking, security and trust | 100 (100) | 0.0 | 0.1 | 0.0 |
| Sumitomo Mitsui Trust (UK) Limited | GBP 1.7 mill | Trust services | 100 (100) | 0.0 | 0.0 | 0.0 |
| Sumitomo Mitsui Trust International Limited | GBP 20.0 mill | Security | 100 (100) | 0.1 | 0.0 | (0.0) |
| Sumitomo Mitsui Trust Bank (U.S.A.) Limited | USD 56.0 mill | Banking and trust services | 100 (100) | 0.3 | 0.5 | 0.1 |
| Sumitomo Mitsui Trust (Ireland) Limited | EUR 41.8 mill | Trust services | 100 (100) | (0.3) | (0.4) | (0.1) |
| <Affiliates> | | | | | | |
| SBI Sumishin Net Bank, Ltd. | JPY 31.0 bn | Banking | 50 (50) | 3.4 | 5.0 | 1.6 |

(*) SMTH's Group's ownership percentage in voting rights. Figures in "()" are Subsidiaries' ownership percentage in voting rights.

Financial business in group companies

1. Nikko Asset Management (Consolidated)

Assets under management (AUM) (Consolidated)

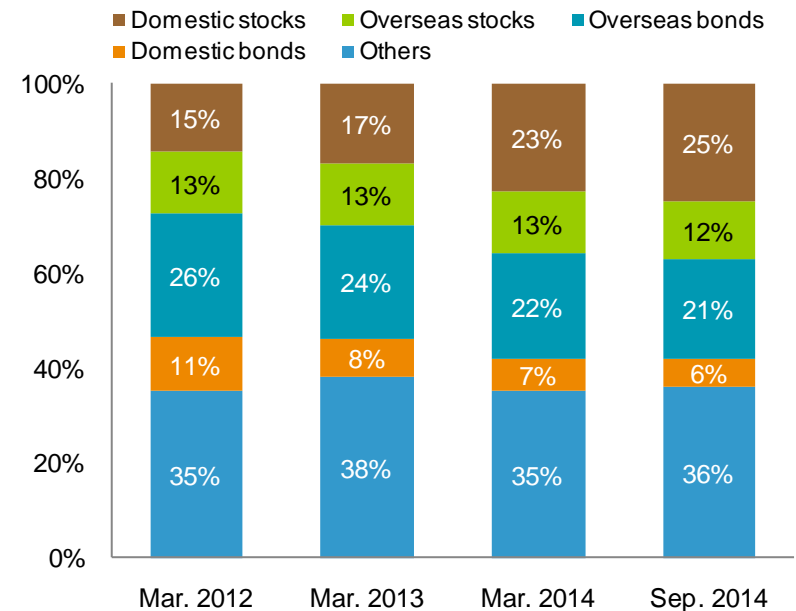


| (Billions of yen) | FY2012 | FY2013 | FY2014 1H |
|---|---------|---------|--------------|
| Net cash inflow/outflow | 63.4 | (247.2) | 331.4 |
| International institutional investors, etc. | 126.0 | (111.7) | 31.0 |
| Domestic institutional investors | (348.2) | 242.6 | 100.1 |
| Domestic retail investors | 285.6 | (378.0) | 200.2 |

P/L

| (Billions of yen) | 1HFY2013 | 1HFY2014 | Change |
|---------------------|----------|----------|--------|
| Net business profit | 4.5 | 2.6 | (1.9) |
| Ordinary income | 5.3 | 3.4 | (1.9) |
| Net income | 2.9 | 1.8 | (1.1) |

Breakdown of AUM by asset type



Financial business in group companies

2. SBI Sumishin Net Bank (Consolidated)

Major business figures

| (Billions of yen) | Mar. 2014 | Sep. 2014 | Change |
|------------------------------|-----------|-----------|--------|
| | | | |
| Number of account (millions) | 1.97 | 2.10 | 0.12 |
| Deposits | 3,076.6 | 3,394.7 | 318.0 |
| Loans | 1,387.9 | 1,549.7 | 161.7 |

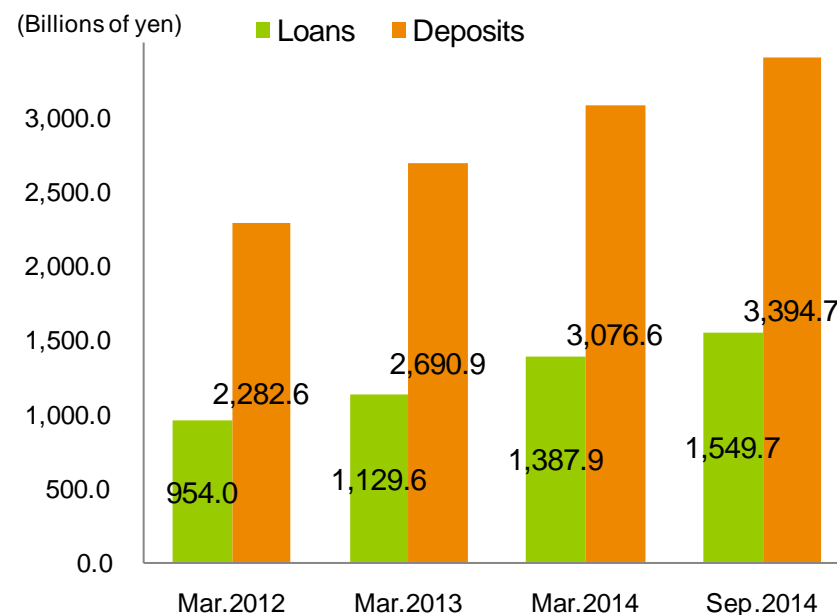
P/L

| (Billions of yen) | FY2013 | FY2014 | Change |
|---------------------|--------|--------|--------|
| | 1H | 1H | |
| Net business profit | 6.0 | 7.4 | 1.4 |
| Ordinary income | 5.7 | 7.4 | 1.6 |
| Net income | 3.4 | 5.0 | 1.6 |

B/S

| (Billions of yen) | Mar. 2014 | Sep. 2014 | Change |
|----------------------|-----------|-----------|--------|
| | | | |
| Total assets | 3,285.9 | 3,927.1 | 641.2 |
| Net assets | 49.1 | 63.2 | 14.0 |
| Shareholders' equity | 59.0 | 64.1 | 5.0 |

Balance of Loans and deposits

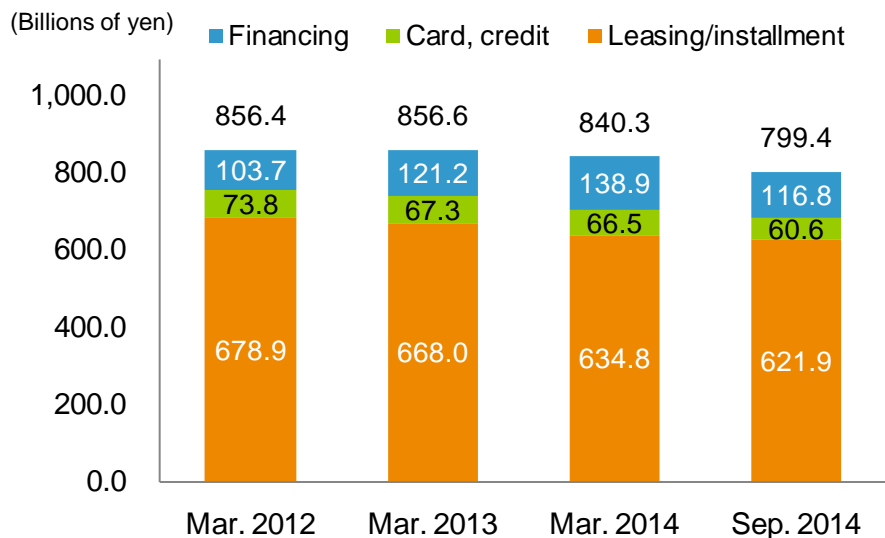


Financial business in group companies

3. Leasing, real estate-related finance, residential mortgage loans

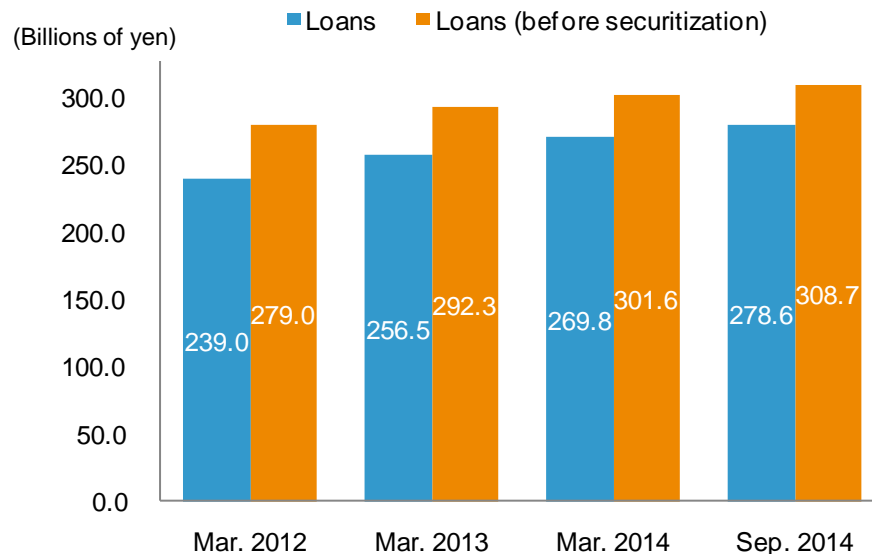
Sumitomo Mitsui Trust Panasonic Finance (Consolidated)

Operating assets



Sumitomo Mitsui Trust Loan & Finance

Loan balance



P/L

| (Billion of yen) | FY2013 | FY2014 | Change |
|---------------------|--------|--------|--------|
| | 1H | 1H | |
| Net business profit | 5.2 | 5.3 | 0.0 |
| Ordinary profit | 8.3 | 6.1 | (2.1) |
| Net income | 5.2 | 4.2 | (1.0) |
| Total credit costs | 2.8 | 1.5 | (1.2) |

P/L

| (Billions of yen) | FY2013 | FY2014 | Change |
|---------------------|--------|--------|--------|
| | 1H | 1H | |
| Net business profit | 2.7 | 2.8 | 0.0 |
| Ordinary profit | 3.3 | 3.1 | (0.2) |
| Net income | 1.6 | 1.5 | (0.0) |
| Total credit costs | 0.4 | (0.1) | (0.5) |

(Supplement) Long-term time series tables

Statements of income

| <Consolidated> | FY2006 | FY2007 | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| (Billions of yen) | | | | | | | | | 1H |
| Net business profit before credit costs | 397.2 | 378.8 | 362.7 | 316.3 | 290.6 | 342.2 | 284.6 | 285.8 | 147.0 |
| Ordinary profit | 330.1 | 262.3 | (87.3) | 231.5 | 185.4 | 272.1 | 255.0 | 258.0 | 152.3 |
| Net income | 216.6 | 154.1 | (84.0) | 100.0 | 130.7 | 164.6 | 133.7 | 137.6 | 83.7 |
| <Non-consolidated> | | | | | | | | | |
| Net business profit before credit costs | 352.9 | 328.3 | 313.8 | 284.4 | 233.3 | 239.0 | 210.2 | 211.8 | 111.5 |
| Gross business profit | 573.1 | 571.0 | 563.0 | 531.5 | 475.5 | 487.6 | 449.6 | 461.5 | 236.3 |
| Net interest income and related profit | 295.5 | 286.4 | 294.3 | 311.1 | 247.2 | 228.3 | 207.2 | 215.7 | 115.0 |
| Net interest income | 250.7 | 254.4 | 268.9 | 291.2 | 235.4 | 218.0 | 199.5 | 207.9 | 110.0 |
| Trust fees from principal guaranteed trust a/c | 44.8 | 31.9 | 25.4 | 19.9 | 11.8 | 10.3 | 7.7 | 7.8 | 4.9 |
| Net fees and commissions and related profit | 254.9 | 244.3 | 176.2 | 166.7 | 170.6 | 164.9 | 167.6 | 195.7 | 95.5 |
| Net fees and commissions | 144.0 | 130.4 | 77.0 | 80.3 | 84.8 | 83.1 | 85.3 | 104.2 | 51.0 |
| Other trust fees | 110.9 | 113.9 | 99.2 | 86.3 | 85.8 | 81.7 | 82.2 | 91.4 | 44.4 |
| Net trading income | 11.3 | 15.4 | (49.5) | 18.2 | 15.2 | 12.5 | 24.1 | 24.3 | 15.0 |
| Net other operating income | 11.3 | 24.7 | 142.0 | 35.3 | 42.2 | 81.8 | 50.6 | 25.6 | 10.7 |
| Net gains on bonds | (1.3) | 59.1 | 130.6 | 37.9 | 37.9 | 79.2 | 50.5 | 15.7 | 20.5 |
| General and administrative expenses | (220.1) | (242.7) | (249.1) | (247.1) | (242.1) | (248.6) | (239.4) | (249.7) | (124.8) |
| Net non-recurring profit | (22.1) | (79.2) | (396.6) | (69.5) | (83.9) | (90.6) | (19.6) | (23.4) | 6.4 |
| Ordinary profit | 288.7 | 230.7 | (75.8) | 212.5 | 149.4 | 158.1 | 190.6 | 188.4 | 117.9 |
| Extraordinary profit | 16.0 | 17.5 | 31.3 | (47.1) | 0.7 | (44.5) | (31.6) | (2.4) | (46.8) |
| Income before income tax | 304.8 | 248.3 | (44.4) | 165.4 | 150.1 | 113.6 | 159.0 | 185.9 | 71.1 |
| Total income taxes | (104.5) | (96.4) | 3.4 | (86.1) | (27.1) | (57.2) | (53.8) | (69.9) | (2.8) |
| Net income | 200.2 | 151.8 | (41.0) | 79.3 | 123.0 | 56.4 | 105.1 | 116.0 | 68.3 |
| Total credit costs | (66.4) | (16.3) | (73.9) | 2.2 | (7.4) | 1.1 | 5.3 | 7.6 | 13.1 |
| Dividend on common share (Yen) | | | | | | 8.50 | 9.00 | 10.00 | 5.50 |

Balance sheets

| <Consolidated> | | (Billions of yen) | | | | | | | | |
|---|--|-------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | | Mar. 2007 | Mar. 2008 | Mar. 2009 | Mar. 2010 | Mar. 2011 | Mar. 2012 | Mar. 2013 | Mar. 2014 | Sep. 2014 |
| Loans and bills discounted | | 17,864.5 | 18,598.2 | 19,813.8 | 20,628.5 | 20,659.2 | 20,636.4 | 22,391.6 | 23,824.0 | 24,490.2 |
| Securities | | 9,776.9 | 9,250.4 | 9,691.4 | 8,609.7 | 8,327.0 | 6,795.7 | 6,346.0 | 5,764.4 | 5,267.3 |
| Total assets | | 35,093.5 | 36,653.5 | 36,416.5 | 35,529.0 | 35,157.1 | 34,376.3 | 37,704.0 | 41,889.4 | 43,413.1 |
| Deposits | | 19,504.9 | 20,042.9 | 20,813.2 | 21,011.0 | 21,590.5 | 22,077.8 | 23,023.8 | 24,123.3 | 24,010.9 |
| Negotiable certificates of deposit | | 2,740.6 | 3,120.0 | 2,845.7 | 2,678.0 | 2,549.1 | 3,252.8 | 4,103.5 | 5,100.1 | 6,389.3 |
| Total liabilities | | 32,508.3 | 34,353.4 | 34,464.0 | 33,232.5 | 32,805.9 | 32,039.2 | 35,373.5 | 39,448.3 | 40,862.4 |
| Capital stock | | 549.1 | 549.1 | 549.1 | 603.6 | 603.6 | 261.6 | 261.6 | 261.6 | 261.6 |
| Capital surplus | | 369.8 | 369.9 | 242.5 | 297.0 | 297.0 | 859.4 | 752.9 | 754.2 | 754.2 |
| Retained earnings | | 808.4 | 925.3 | 801.9 | 883.0 | 971.9 | 696.8 | 790.1 | 886.4 | 918.1 |
| Treasury stock | | (0.5) | (0.7) | (0.7) | (0.7) | (0.7) | (0.1) | (93.1) | (0.5) | (0.6) |
| Shareholders' equity | | 1,726.9 | 1,843.6 | 1,592.8 | 1,783.0 | 1,871.8 | 1,817.8 | 1,711.5 | 1,901.7 | 1,933.4 |
| Valuation difference on available-for-sale securities | | 554.4 | 123.1 | (185.5) | 44.1 | 10.4 | 32.4 | 161.5 | 229.6 | 320.4 |
| Total accumulated other comprehensive income | | 514.1 | 100.5 | (217.5) | 24.4 | (12.7) | 9.0 | 134.4 | 203.5 | 291.1 |
| Minority interests | | 344.2 | 355.9 | 577.1 | 488.9 | 492.1 | 510.1 | 484.4 | 335.6 | 325.9 |
| Total net assets | | 2,585.2 | 2,300.1 | 1,952.5 | 2,296.5 | 2,351.2 | 2,337.0 | 2,330.4 | 2,441.0 | 2,550.7 |
| Total liabilities and net assets | | 35,093.5 | 36,653.5 | 36,416.5 | 35,529.0 | 35,157.1 | 34,376.3 | 37,704.0 | 41,889.4 | 43,413.1 |
| Net assets per common shares | | | | | | | 413.11 | 470.71 | 511.02 | 541.56 |

<Non-consolidated>

| | | | | | | | | | | |
|------------------------------------|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Loans and bills discounted | | 18,175.5 | 18,880.5 | 20,070.4 | 20,860.2 | 21,015.2 | 20,789.2 | 22,349.0 | 24,034.2 | 24,621.4 |
| Securities | | 10,024.2 | 9,553.7 | 10,054.9 | 9,058.1 | 8,721.5 | 6,585.8 | 6,531.2 | 5,971.2 | 5,473.3 |
| Total assets | | 33,677.9 | 35,338.3 | 35,384.3 | 34,273.1 | 34,045.8 | 32,838.7 | 35,294.9 | 39,122.6 | 40,809.2 |
| Deposits | | 19,487.1 | 20,141.1 | 20,860.1 | 21,038.7 | 21,639.6 | 22,059.5 | 22,885.7 | 24,072.9 | 23,887.1 |
| Negotiable certificates of deposit | | 2,787.6 | 3,130.0 | 2,895.7 | 2,734.0 | 2,627.6 | 3,301.3 | 4,222.9 | 5,304.1 | 6,598.2 |
| Total liabilities | | 31,470.3 | 33,531.9 | 33,904.5 | 32,397.6 | 32,119.3 | 30,856.7 | 33,410.2 | 37,091.4 | 38,690.6 |

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