



SuMi TRUST
SUMITOMO MITSUI TRUST GROUP

Summary of Financial Results for FY2014

May 13, 2015

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Definitions of terms in this document

Sumitomo Mitsui Trust Holdings (Consolidated): “Consolidated “ or “SuMi TRUST Holdings”

Sumitomo Mitsui Trust Bank (Non-consolidated): “Non-consolidated “ or “SuMi TRUST Bank”

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

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

About “Net Income”

In this document, line item “Net income” (consolidated) in and after FY2015 represents “Net income attributable to owners of the parent” in accordance with the revision of accounting standards for business combinations and related standards and implementation guidance issued by Accounting Standards Board of Japan on September 13, 2013.

Financial results FY2014 : Consolidated

- ▶ Net business profit before credit costs: UP ¥30.8bn YoY to ¥316.7bn due primarily to growth of net interest income and related profit of SuMi TRUST Bank
- ▶ Net income: UP ¥21.9bn YoY to ¥159.6bn due to recovery of net non-recurring profit including reversal of credit costs and positive effect from change in tax accounting status, while costs of banking IT system integration were posted as extraordinary loss in SuMi TRUST Bank

(Billions of yen)		FY2013	FY2014	Change
Net business profit before credit costs	1	285.8	316.7	30.8
(Contribution of group companies before consolidated adjustments)	2	62.4	63.3	0.9
Gross business profit	3	658.9	690.9	32.0
Net interest income and related profit	4	235.4	251.8	16.4
Net fees and commissions and related profit	5	349.2	355.8	6.5
Net other operating profit	6	49.8	50.8	1.0
General and administrative expenses	7	(396.3)	(398.9)	(2.5)
Net non-recurring profit, etc.	8	(4.5)	0.4	4.9
Ordinary profit	9	258.0	292.4	34.4
Extraordinary profit	10	(11.3)	(59.9)	(48.5)
Income before income taxes	11	246.6	232.5	(14.0)
Total income taxes	12	(91.6)	(60.1)	31.5
Net income	13	137.6	159.6	21.9
Total credit costs	14	9.1	19.3	10.1
Net gains on stocks	15	(3.7)	(2.1)	1.6
Return on shareholders' equity	16	7.84%	8.62%	0.78%
Dividend per common share (Yen)	17	10.00	12.00	2.00
Net assets per common shares (BPS) (Yen)	18	511.02	618.63	107.61

< Components of Net business profit before credit costs(*) >

- (1) Non-consolidated: ¥245.7bn
 - (2) Group companies: ¥63.3bn
 - (3) Effect of purchase accounting method: ¥(0.1)bn
- (*) Adjustments, such as elimination of dividends from subsidiaries, were added to sum of (1), (2) and (3)

< Major factors [change from FY2013] >

- (1) Net business profit before credit costs <1>: +¥30.8bn
 Non-consolidated: +¥33.8bn [¥211.8bn → ¥245.7bn]
 Group companies: +¥0.9bn [¥62.4bn → ¥63.3bn]
 Effects of purchase accounting method: ¥(0.5)bn
 [¥0.3bn → ¥(0.1)bn]
- (2) Contribution of group companies before consolidated adjustments <2>: +¥0.9bn
 •Nikko Asset Management: ¥(0.8)bn
 •Sumitomo Mitsui Trust Asset Management: +¥1.8bn
 •Sumitomo Mitsui Trust Realty: ¥(1.8)bn
 •SBI Sumishin Net Bank: +¥1.6bn

< Changes from FY2013 excluding effects of purchase accounting method >

- (1) Net business profit before credit costs: +¥31.4bn
 [¥285.5bn → ¥316.9bn]
- (2) Ordinary profit: +¥31.6bn [¥250.0bn → ¥281.6bn]
- (3) Net income: +¥20.1bn [¥132.5bn → ¥152.7bn]

Financial results FY2014 : Non-consolidated

- ▶ Net business profit before credit costs: UP ¥33.8bn YoY to ¥245.7bn
Net interest income and related profit improved by recovery in loan-deposit income due primarily to growth of overseas loans
- ▶ Net income: UP ¥14.5bn YoY to 130.5bn
Reversal of credit costs, net gains on stocks and positive effect from change in tax accounting status contributed, while costs of banking IT system integration were posted

(Billions of Yen)		FY2013	FY2014	Change
Net business profit before credit costs	1	211.8	245.7	33.8
Gross business profit	2	461.5	494.2	32.6
Net interest income and related profit	3	215.7	233.4	17.6
Net fees and commissions and related profit	4	195.7	201.0	5.3
Net trading profit	5	24.3	32.4	8.0
Net other operating profit	6	25.6	27.2	1.6
Net gains on foreign exchange transactions	7	(4.1)	(0.4)	3.7
Net gains on bonds	8	15.7	63.4	47.6
Net gains from derivatives other than for trading or hedging	9	13.3	(36.7)	(50.1)
General and administrative expenses	10	(249.7)	(248.5)	1.1
Total credit costs	11	7.6	18.1	10.5
Other non-recurring profit	12	(31.0)	(33.7)	(2.7)
Net gains on stocks	13	(2.2)	2.0	4.2
Amortization of net actuarial losses	14	(18.2)	(17.5)	0.7
Net gains on stock related derivatives	15	3.1	(3.2)	(6.4)
Ordinary profit	16	188.4	230.0	41.5
Extraordinary profit	17	(2.4)	(60.0)	(57.5)
IT system integration costs	18	-	(55.8)	(55.8)
Income before income taxes	19	185.9	169.9	(15.9)
Total income taxes	20	(69.9)	(39.4)	30.5
Net income	21	116.0	130.5	14.5

< Major factors [change from FY2013] >

- (1) Net interest income and related profit <3>: +¥17.6bn
 Net interest income +¥16.4bn [¥207.9bn → ¥224.4bn]
 Loan-deposit income +¥19.7bn [¥163.9bn → ¥183.7bn]
 Income from securities ¥(11.9)bn [¥98.4bn → ¥86.5bn]
 Income/expense in swaps +¥4.2bn [¥(11.5)bn → ¥(7.2)bn]
- (2) Net fees and commissions and related profit <4>: +¥5.3bn
 • Investment trust / Insurance related profit +¥7.3bn [¥59.5bn → ¥66.9bn]
 • Real estate brokerage fees ¥(0.0)bn [¥22.0bn → ¥21.9bn]
- (3) Net gains on bonds <8>: +¥47.6bn
 • Domestic bonds ¥(0.6)bn [¥2.2bn → ¥1.6bn]
 • Foreign bonds +48.2bn [¥13.4bn → ¥61.7bn]
- (4) Extraordinary profit <17>: ¥(57.5)bn
 Banking IT system integration costs: ¥(55.8)bn
- (5) Total income taxes <20>: +¥30.5bn
 • Positive effect from change in example categories for tax effect accounting: +¥13.4bn
 • Loss on reversal of deferred tax assets triggered by the reduction of Japanese corporate income tax rate: ¥(4.9)bn

Contribution of major group companies

- ▶ Contribution to net business profit before credit costs: UP ¥0.9bn YoY to ¥63.3bn
 UP: Sumitomo Mitsui Trust Asset Management and SBI Sumishin Net Bank
 DOWN: Sumitomo Mitsui Trust Realty and Nikko Asset Management
- ▶ Contribution to net income: UP ¥3.3bn YoY to ¥37.6bn

	Net business profit before credit costs			Net income			Goodwill as of Mar. 2015	
	FY2013	FY2014	Change	FY2013	FY2014	Change	Amortization amount	Outstanding balance
(Billions of yen)								
Consolidation difference	74.0	71.0	(2.9)	21.6	29.1	7.4	(9.2)	86.5
Effect of purchase accounting method	0.3	(0.1)	(0.5)	5.1	6.9	1.8	---	---
Contribution (before consolidated adjustments) (*1)	62.4	63.3	0.9	34.3	37.6	3.3	(9.2)	86.5
Sumitomo Mitsui Trust Asset Management	2.9	4.7	1.8	1.7	3.0	1.2	---	---
Nikko Asset Management (Consolidated)	9.8	9.0	(0.8)	(0.4)	2.5	2.9	(*2) (4.9)	(*2) 48.2
Sumitomo Mitsui Trust Realty	4.3	2.5	(1.8)	2.3	1.5	(0.8)	---	---
Sumitomo Mitsui Trust Panasonic Finance (Consolidated)	10.4	10.5	0.1	6.2	5.6	(0.6)	(0.2)	—
Sumitomo Mitsui Trust Loan & Finance	8.0	8.6	0.5	8.2	10.5	2.3	(3.8)	38.2
SBI Sumishin Net Bank (Consolidated)	5.9	7.6	1.6	3.5	4.9	1.4	---	---
Sumitomo Mitsui Trust Guarantee (Consolidated)	11.2	11.4	0.2	5.9	6.8	0.9	---	---

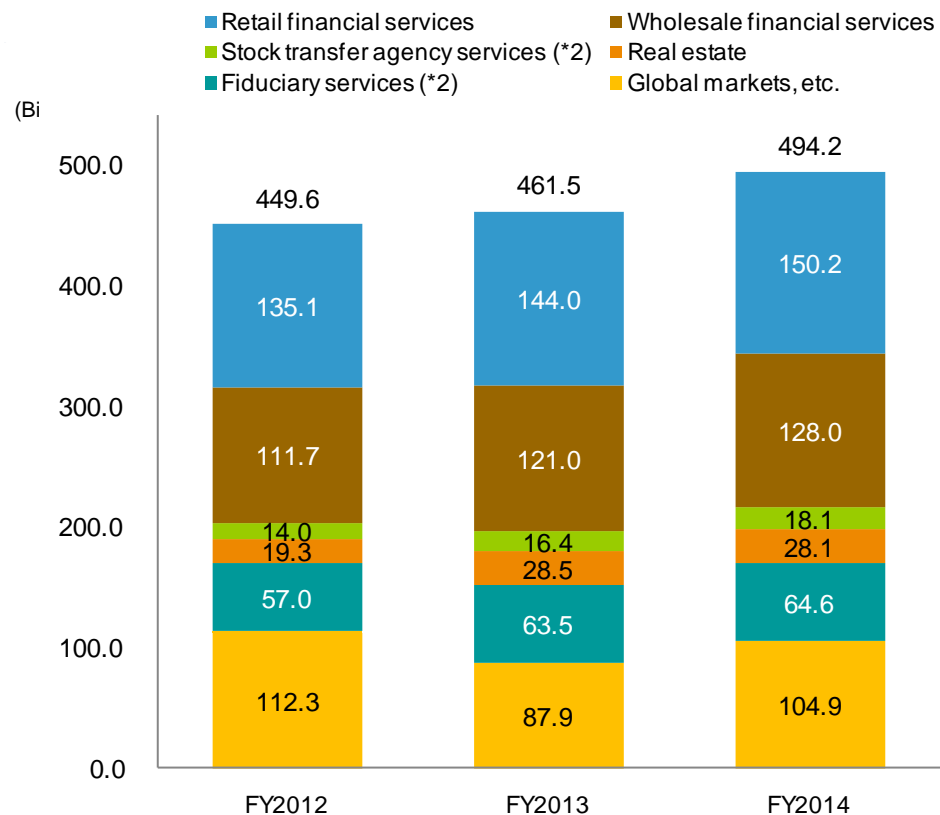
(*1) Contribution of group companies (before consolidated adjustments) is a substantive amount which excludes consolidation adjustments that do not relate directly to the group companies' business results. (Non-consolidated profit / loss of the holding company, elimination of dividend, amortization of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

(*2) Including 1.0 billion yen of amortization amount and 1.8 billion yen of outstanding balance from affiliated companies

Profit by business: Non-consolidated

- ▶ Gross business profit: UP ¥32.6bn YoY to ¥494.2bn
Global markets increased profit and both Retail and Wholesale financial services showed steady growth
- ▶ Retail financial services: UP ¥6.2bn YoY due primarily to growth in investment trust and insurance related profit
- ▶ Stock transfer agency services: UP ¥1.6bn YoY due to reduction in fees paid for outsourcing
- ▶ Real estate: Remained almost flat YoY due partly to holding off of brokerage transactions

	Gross business profit (Non-consolidated)		
	FY2013	FY2014	Change
(Billions of yen)			
Retail financial services	144.0	150.2	6.2
Wholesale financial services	121.0	128.0	7.0
Stock transfer agency services	16.4	18.1	1.6
Gross business profit	29.4	28.4	(0.9)
Fees paid for outsourcing	(12.9)	(10.3)	2.5
Real estate	28.5	28.1	(0.4)
Fiduciary services	63.5	64.6	1.1
Gross business profit	91.3	93.1	1.7
Fees paid for outsourcing	(27.8)	(28.4)	(0.6)
Global markets	85.0	97.0	11.9
Others (*1)	2.8	7.9	5.1
Total	461.5	494.2	32.6



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

(*2) After deducting fees paid for outsourcing in Stock transfer agency services and Fiduciary services

Net interest income: Non-consolidated

▶ Net interest income: UP ¥16.4bn YoY to ¥224.4bn

The loan-deposit income continuously improved due primarily to growth of loans and bills discounted in international business

▶ Domestic loan-deposit margin stayed almost flat despite decline in loan margin in line with market rate as deposit margin also declined

	FY2014					
	Average balance	Change from FY2013	Yield	Change from FY2013	Income/Expense	Change from FY2013
(Average balance: Trillions of yen) (Income/Expense: Billions of yen)						
Net interest income					224.4	16.4
Domestic business			0.53%	(0.05%)	156.4	(7.6)
Interest-earning assets	29.10	0.94	0.81%	(0.10%)	236.8	(19.7)
Loans and bills discounted	18.29	(0.03)	0.93%	(0.05%)	170.9	(9.1)
Securities	3.13	(0.82)	1.49%	0.05%	46.8	(10.1)
Interest-bearing liabilities	28.64	0.80	0.28%	(0.05%)	(80.3)	12.0
Deposits	20.93	(0.26)	0.25%	(0.04%)	(52.5)	10.4
International business			0.64%	0.15%	67.9	24.1
Interest-earning assets	10.50	1.92	1.24%	0.01%	130.4	24.2
Loans and bills discounted	6.12	1.70	1.30%	0.03%	80.1	23.6
Securities	1.82	(0.01)	2.16%	(0.08%)	39.6	(1.7)
Interest-bearing liabilities	10.35	1.95	0.60%	(0.14%)	(62.4)	(0.0)
Deposits	3.17	0.97	0.46%	0.03%	(14.8)	(5.1)
Loan-deposit margin / income			0.75%	0.02%	183.7	19.7
Domestic business			0.68%	(0.01%)	118.4	1.2
<Reference> Net interest income and related profit					233.4	17.6
Trust fees from principal guaranteed trust a/c					8.9	1.1

< Major factors [change from FY2013] >

(1) Securities : ¥(11.9)bn [¥98.4bn → ¥86.5bn]

JGB : ¥(1.6)bn [¥6.6bn → ¥4.9bn]

Stocks: ¥(0.4)bn [¥24.4bn → ¥23.9bn]

Foreign securities: ¥(1.7)bn [¥41.4bn → ¥39.6bn]

Others: ¥(6.3)bn [¥19.9bn → ¥13.5bn]

Income from cancellation of investment trust: ¥(4.9)bn
[¥9.7bn → ¥4.7bn]

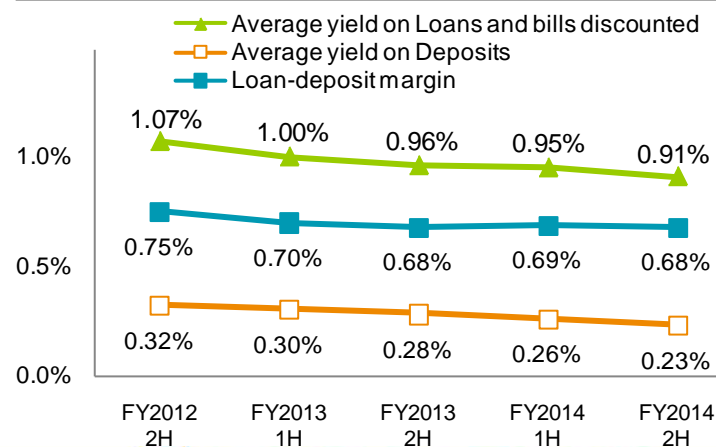
(2) Swaps : +¥4.2bn [¥(11.5)bn → ¥(7.2)bn]

Domestic business ¥(1.2)bn [¥8.8bn → ¥7.5bn]

International business +¥5.4bn [¥(20.3)bn → ¥(14.8)bn]

Disappearance of loss from unwinding swaps
related to the investment in debt securities +¥6.0bn

Domestic loan-deposit margin




Total credit costs and problem assets

- ▶ Total credit costs (Consolidated) : Reversal ¥19.3bn
Improvement in clients' financial condition in addition to the decrease of amount of those assets
- ▶ NPL ratio (Non-consolidated): DOWN 0.4 percentage points from Mar. 2014 to 0.6% due to decrease in substandard loan balance
Coverage ratio to problem assets kept sufficient level, 87.1%
Assets to other special mention debtors continued to decrease

< Total credit costs >

(Billions of yen)	FY2013	FY2014		Major factors (FY2014)
		1H	2H	
Total credit costs (Non-Consolidated)	7.6	13.1	5.0	18.1
General allowance for loan losses	(2.6)	2.9	8.4	11.4
Specific allowance for loan losses	8.9	9.6	(3.7)	5.8
Recoveries of written-off claims	1.2	0.6	0.5	1.2
Losses on sales of claims, written-off	0.0	(0.1)	(0.2)	(0.4)
Total credit costs (Group companies)	1.5	1.4	(0.2)	1.2
Total	9.1	14.5	4.7	19.3


 Downgraded debtors: Approx. (14.5)
 Upgraded debtors: Approx. +12.5
 Decrease in loan balance, etc. (Including recoveries): Approx. +20.0

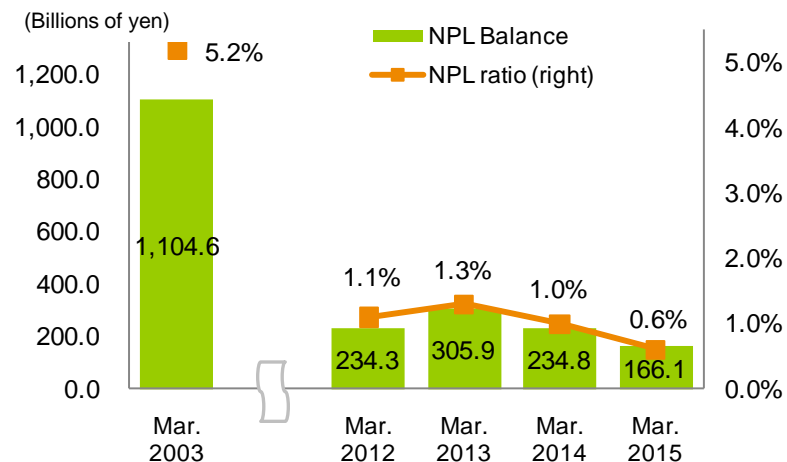
< Problem assets based on the Financial Reconstruction Act (Non-consolidated) >

(Billions of yen)	Mar. 2015	Coverage ratio (*1)	Allowance ratio (*2)	Change from Mar. 2014
	Problem assets based on the Financial Reconstruction Act	166.1	87.1%	55.1%
Ratio to total loan balance	0.6%	---	---	(0.4%)
Bankrupt and practically bankrupt	10.4	100.0%	100.0%	(0.2)
Doubtful	81.7	92.5%	72.0%	(19.0)
Substandard	73.9	79.3%	25.3%	(49.6)
Other special mention debtors	381.9	---	---	(138.2)
Ordinary assets	25,906.2	---	---	2,013.0
Total balance	26,454.2	---	---	1,806.0

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

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

Balance and ratio to total balance of NPLs



Securities portfolio and interest rate risk

- ▶ Cost of available-for-sale securities (Consolidated): DOWN ¥1,387.8bn from Mar. 2014 to ¥3,511.4bn due primarily to decrease in "Others" through sale of US Treasuries as well as decrease in "Japanese Bonds" mostly Treasury Discount Bills
- ▶ Unrealized gains of available-for-sale securities (Consolidated): UP ¥371.5bn from Mar. 2014 to ¥754.2bn due to improvement of Japanese stocks

<Securities with fair value (Consolidated)>

(Billions of yen)	Costs		Unrealized gains/losses	
	Mar. 2015	Change from Mar. 2014	Mar. 2015	Change from Mar. 2014
Available-for-sale securities	3,511.4	(1,387.8)	754.2	371.5
Japanese stocks	708.3	(22.8)	735.5	359.1
Japanese bonds	1,414.1	(616.3)	4.7	0.7
Others	1,389.0	(748.7)	13.9	11.6
Held-to-maturity debt securities	376.0	(65.1)	40.9	(1.6)

<Available-for-sale securities with fair value (Non-consolidated)>

Available-for-sale securities	3,297.8	(1,446.4)	778.3	370.2
Japanese stocks	676.6	(21.6)	764.1	357.4
Japanese bonds	1,288.4	(625.8)	4.7	0.7
Government bonds	698.1	(589.9)	2.1	1.9
Others	1,332.7	(798.8)	9.5	11.9
Domestic investment (*1)	163.6	(157.7)	1.7	1.1
International investment (*1)	889.3	(725.2)	16.1	13.7
US Treasury	336.3	(677.8)	5.8	10.0
Others (Investment trust, etc.) (*2)	279.7	84.1	(8.3)	(2.9)

(*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 with fair value (Non-consolidated)>

Held-to-maturity debt securities	375.4	(64.1)	40.9	(1.5)
Japanese government bonds	224.7	(20.3)	15.7	4.6
International investment (*1, *3)	121.9	(40.7)	24.7	(5.9)

(*3) Unamortized balance of unrealized loss on overseas asset-backed securities which were reclassified from AFS to HTM during FY2008 (Mar. 2015: (24.1)bn yen, Mar. 2014: (31.8)bn yen)

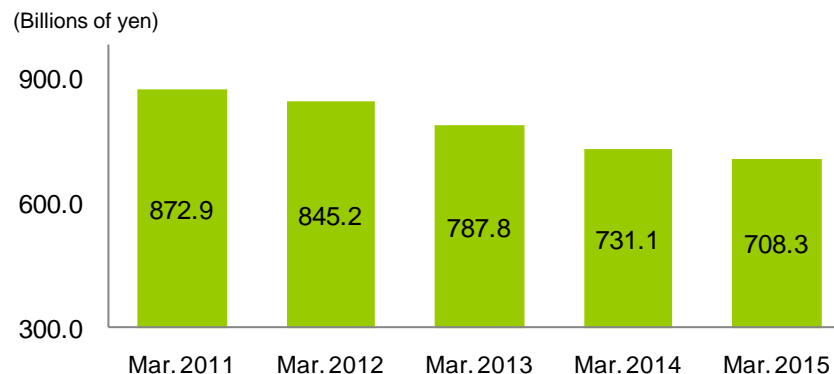
Securities portfolio of Global markets (Non-consolidated) (*4)

(Billions of yen)	10BPV (*5)		Duration (years) (*5)	
	Mar. 2015	Change from Mar. 2014	Mar. 2015	Change from Mar. 2014
JPY	3.2	(0.0)	3.2	1.2
Others	2.6	(5.6)	5.1	(1.2)

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

(*5) Investment balance hedged by derivative transactions, etc. were excluded

Balance of cross shareholdings (Consolidated) (*6)



(Billions of yen)	FY2011	FY2012	FY2013	FY2014
Reduction amount of cross shareholdings	55.7	55.6	57.7	27.3

(*6) The above mentioned figures of "cost of shareholdings" are those of listed shares. The figure of Mar. 2011 is combined total of CMTH (Consolidated) and STB (Consolidated).

Focus on growing fee businesses : (1) Investment trust and insurance sales

- ▶ Sales volume of investment trust and insurance: UP ¥257.3bn YoY to ¥2,227.2 bn
Fund wrap/SMA and investment trust sales increased
- ▶ Fee income: UP ¥7.3bn YoY to ¥66.9bn
Administration fees increased due to steady growth in balance, in addition to increase in sales fees of investment trust

Income (Non-consolidated)

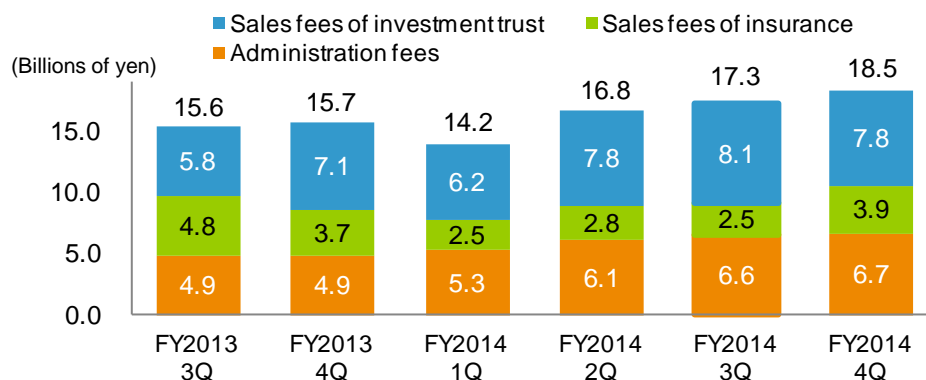
(Billions of yen)	FY2013	FY2014	Change
Income total	59.5	66.9	7.3
Sales fees of investment trust	27.4	30.1	2.6
Sales fees of insurance	12.6	11.8	(0.7)
Administration fees	19.4	24.9	5.4

Sales volume/balance (Non-consolidated)

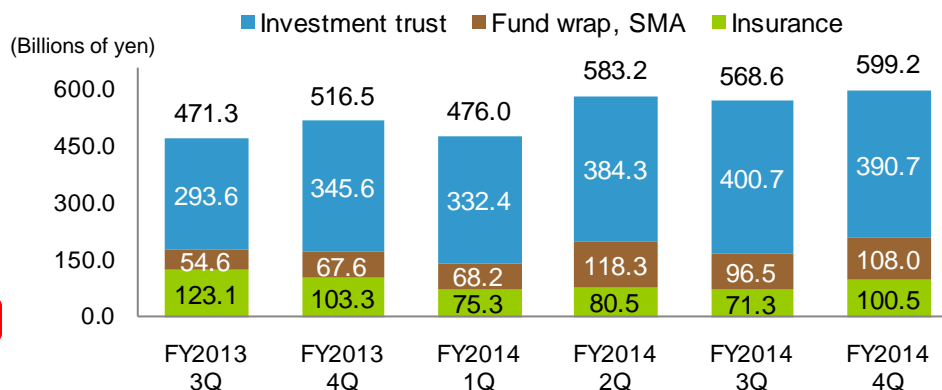
(Billions of yen)	FY2013	FY2014	Change
Sales volume total	1,969.8	2,227.2	257.3
Investment trust	1,334.0	1,508.2	174.2
Fund wrap, SMA	264.7	391.1	126.3
Insurance	371.0	327.8	(43.2)

(Billions of yen)	Mar. 2014	Mar. 2015	Change
Balance total	5,271.5	5,837.3	565.7
Investment trust	2,455.4	2,814.0	358.6
Fund wrap, SMA	374.7	741.2	366.4
Insurance	2,441.3	2,282.0	(159.3)

Income (Non-consolidated) (quarterly)



Sales volume (Non-consolidated) (quarterly)



Focus on growing fee businesses : (2) Fiduciary services

- ▶ Assets under management (AUM): UP ¥9.3tr from Mar. 2014 due to increase in fair value, and net cash-inflow in subsidiaries
- ▶ Domestic entrusted assets increased due to increase in entrusted investment trust

Assets under management (AUM) (*1)

(Trillions of yen)	Mar. 2014	Mar. 2015	Change
Assets under management (AUM)	70.6	80.0	9.3
SuMi TRUST Bank	49.5	53.9	4.4
Corporate pension trust	16.3	17.4	1.1
Public pension trust	11.1	14.3	3.1
Discretionary investment	21.9	22.1	0.1
Subsidiaries	21.1	26.0	4.9
Sumitomo Mitsui Trust Asset Management	4.8	6.6	1.8
Nikko Asset Management	16.3	19.4	3.1

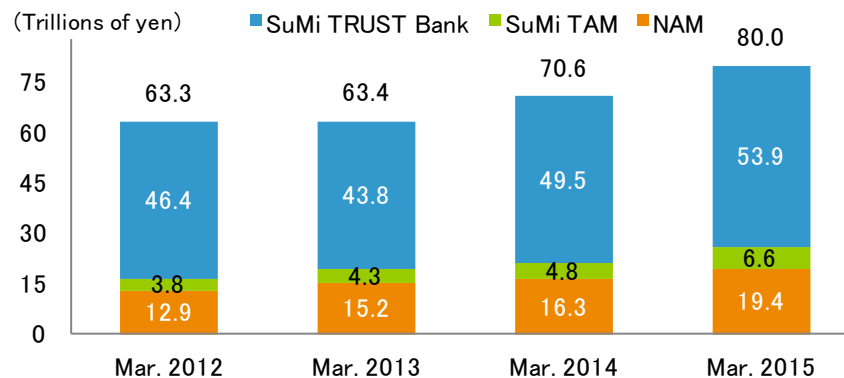
(*1) Figures of AUM for Nikko Asset Management is preliminary basis

Income

(Billions of yen)	FY2013	FY2014	Change
SuMi TRUST Bank	63.5	64.6	1.1
Gross business profit	91.3	93.1	1.7
Fees paid out for outsourcing	(27.8)	(28.4)	(0.6)
Group companies (Net business profit) (*2)	14.6	15.4	0.8
Sumitomo Mitsui Trust Asset Management	2.9	4.7	1.8
Nikko Asset Management	9.8	9.0	(0.8)

(*2) Contribution to consolidated

Assets under management (AUM) by company (*1)



USD/ JPY	82.15	93.99	102.90	120.18
TOPIX	854.35	1,034.71	1,202.89	1,543.11

Assets under custody (AUC)

(Trillions of yen)	Mar. 2014	Mar. 2015	Change
Domestic entrusted assets (*3)	197	223	26
(Billions of USD)			
Global custody assets (*4)	270.2	262.1	(8.1)
Fund administration	21.6	22.0	0.3

(*3) Total trust assets of the group companies

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

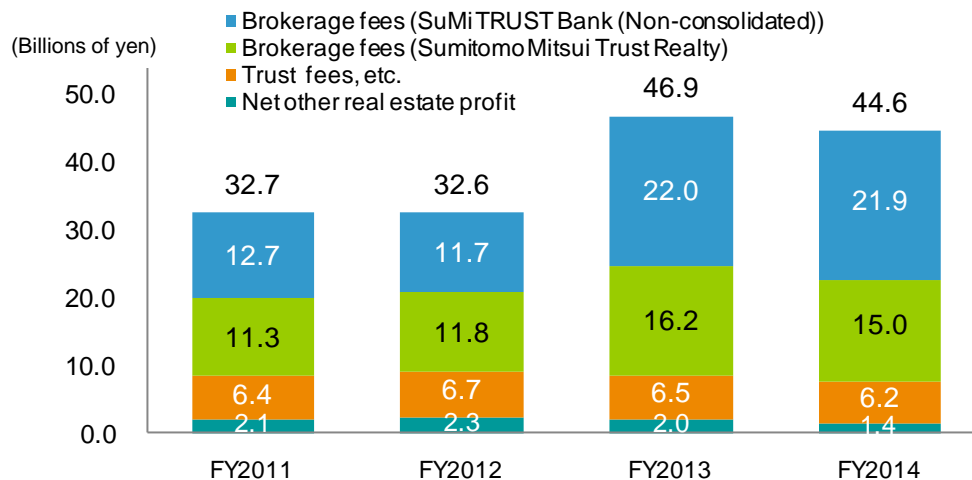
Focus on growing fee businesses : (3) Real estate

- ▶ Real estate brokerage fees of SuMi TRUST Bank (commercial properties): Remained almost flat YoY due partly to competitions, despite increase in transaction volume
- ▶ Real estate brokerage fees of Sumitomo Mitsui Trust Realty (residential properties) returned to normalized growth trend as negative impact of last-minute surge before consumption tax hike a year ago disappeared

Income (Group basis)

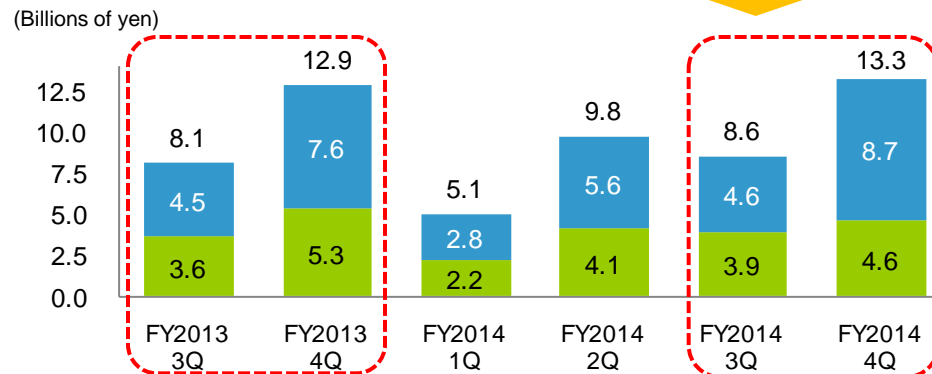
(Billions of yen)	FY2013	FY2014	Change
Real estate brokerage fees	38.3	36.9	(1.3)
SuMi TRUST Bank	22.0	21.9	(0.0)
Sumitomo Mitsui Trust Realty	16.2	15.0	(1.2)
Real estate trust fees, etc.	6.5	6.2	(0.3)
Net other real estate profit	2.0	1.4	(0.5)
SuMi TRUST Bank	(0.0)	(0.0)	(0.0)
Group companies	2.0	1.5	(0.4)
Total	46.9	44.6	(2.2)
SuMi TRUST Bank	28.5	28.1	(0.4)

Real estate brokerage fees



Assets under management / administration

(Billions of yen)	Mar. 2014	Mar. 2015	Change
Securitized real estate	10,236.6	11,905.0	1,668.3
Assets under custody from J-REITs	7,911.5	8,793.7	882.1
Assets under management	733.7	841.3	107.5
Private placement funds	336.9	447.9	110.9
J-REITs	396.8	393.4	(3.3)



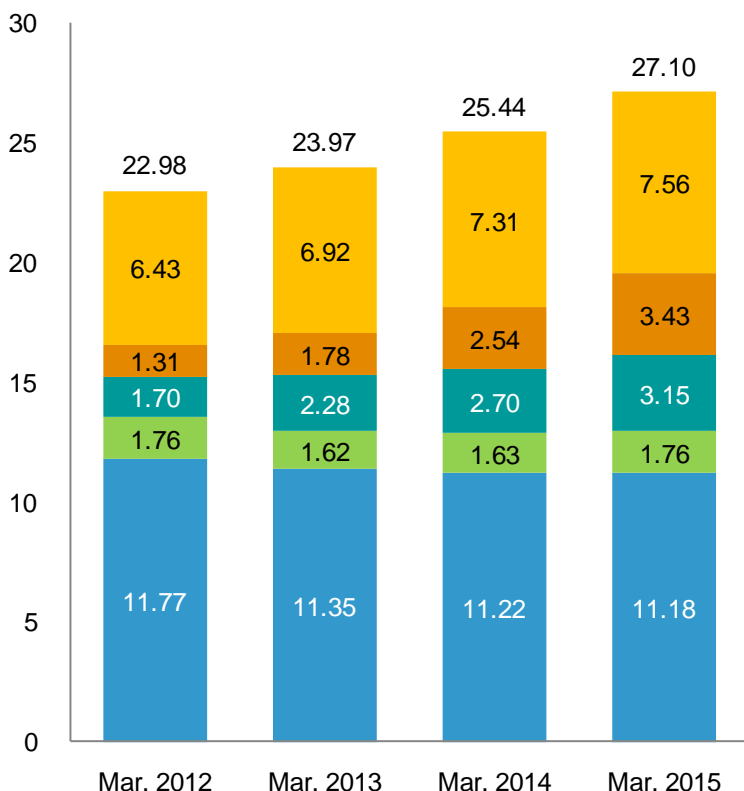
Enhancement of fundamental earning power: Credit portfolio

- ▶ Balance of credit portfolio: UP ¥1.66tr from Mar. 2014 to ¥27.10tr due primarily to increase in overseas credit
- ▶ Our focus areas, overseas credit and loans to individuals, increased by ¥1.3tr and ¥0.2tr YoY, respectively

Credit portfolio

- Loans to individuals
- Overseas Japanese borrowers
- Large corporations, etc.
- Non-Japanese borrowers
- Real estate NRL, etc.

(Trillions of yen)



Note : Overseas real estate NRL etc. is included in non-Japanese borrowers

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Loans to individuals

(Billions of yen)	FY2013	FY2014	Change
	Advanced amount of loans to individuals	1,156.3	
Residential mortgage loans	1,074.0	832.1	(241.9)

(Billions of yen)	Mar. 2014	Mar. 2015	Change
	Balance of loans to individuals (*1)	7,316.7	
Residential mortgage loans	6,897.6	7,076.2	178.6

(*1) Regarding the data as of Mar. 2015, the definitions of "Loans to individuals" and "Loans to corporations" were partially revised for the purpose of better description. As a result, the balance of "Loans to individuals" as of Mar. 2015 increased by 55.9 billion yen compared with the figure under the previous definition, while the balance of "Large corporations, etc." decreased by the same amount.

Overseas credit (*2)

(Billions of yen)	Mar. 2014	Mar. 2015	Change
	Non-Japanese borrowers	2,548.6	
Loans	1,978.6	2,924.7	946.0
Overseas Japanese borrowers	2,709.9	3,151.5	441.5
Loans	2,563.9	2,979.6	415.7
USD/JPY	102.90	120.18	17.28

(*2) In addition to the above, there are acceptance and guarantee, etc.
Mar. 2015: ¥35.1bn [¥(10.3)bn from Mar. 2014]

Capital

- ▶ Common Equity Tier 1 capital ratio (Consolidated): UP 0.96 percentage points from Mar. 2014 to 10.28% due to steady increase of capital and the introduction of AIRB (Advanced Internal Rating-Based approach) for measurement of credit risk, which reduced risk assets to the same level with March 2014.
- ▶ Common Equity Tier 1 capital ratio (Consolidated, Fully-loaded basis, pro forma): UP 2.45 percentage points from Mar. 2014 to 10.89%, securing our initial target of approx. 10%

< Capital and total risk-weighted assets >

(International standard) (Consolidated)

(Billions of yen)	Mar. 2014	Mar. 2015 Preliminary	Change
Total capital ratio	14.78%	15.57%	0.79%
Tier 1 capital ratio	10.83%	11.45%	0.62%
Common Equity Tier 1 capital ratio	9.32%	10.28%	0.96%
Total capital	2,791.6	2,938.2	146.6
Tier 1 capital	2,045.8	2,160.6	114.8
Common Equity Tier 1 capital	1,760.1	1,939.8	179.6 (1)
Instruments and reserves	1,841.1	2,070.2	229.0
Regulatory adjustments	(80.9)	(130.3)	(49.3)
Additional Tier 1 capital	285.6	220.8	(64.8)
Tier 2 capital	745.8	777.5	31.7
Total risk-weighted assets	18,884.5	18,868.4	(16.0)
Credit risk	17,694.0	17,641.5	(52.5) (2)
Market risk	369.6	380.1	10.5
Operational risk	820.8	846.7	25.9
Floor adjustment	-	-	-

<Reference> Fully-loaded basis (pro forma)

	Mar. 2014	Mar. 2015 Pro forma	Change
Common Equity Tier 1 capital ratio	8.44%	10.89%	2.45%
Common Equity Tier 1 capital	1,571.8	2,040.0	468.1
Total risk-weighted assets	18,621.5	18,727.1	105.5

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

< Major factors of change in capital >

(1) Common Equity Tier 1 capital: +¥179.6bn

- Net income: +¥159.6bn
- Valuation on Available-for-Sale Securities: +¥156.2bn
- Dividends and repurchase of own shares: ¥(65.3)bn

< Major factors of change in risk-weighted assets >

(2) Credit risk: ¥(0.0)tr

- Introduction of AIRB: ¥(1.9)tr
- Increase in balance of foreign-currency-denominated loan and real estate NRL, etc.: +¥0.9tr
- Expiration of transitional arrangement for risk-weighted assets on stocks, and increase in value of stocks: +0.7tr

< Effect of introduction of AIRB > (*)

- Common Equity Tier 1 capital: +¥33.0bn [+0.18%]
- Credit Risk: ¥(1.9)tr [+1.02%]

(*) Fully-loaded basis (pro-forma)

(Billions of yen)	Mar. 2015 Pro forma	Ratio to RWA	Change from Mar. 2014
Common Equity Tier 1 capital (CET1)	2,040.0	10.89%	468.1
Instruments and reserves	2,365.9	12.63%	389.0
Directly issued and qualifying capital plus retained earnings	1,835.0	9.79%	64.1
Accumulated other comprehensive income	529.6	2.82%	326.0
Regulatory adjustments	(325.9)	(1.74%)	79.0

Forecast for FY2015

- ▶ Net business profit before credit costs: ¥315.0bn (Consolidated), ¥245.0bn (Non-consolidated), the same level with FY2014
Forecast takes account of increase in fee income and restrained expense while decrease in Global markets profit to be normalized
- ▶ Net income: ¥165.0bn (Consolidated), ¥130.0bn (Non-consolidated)
Forecast takes account of standardized level of credit cost while one-off costs of banking IT system integration disappear in FY2015
- ▶ Full year dividend on common share: UP ¥1.0 yen to ¥13.0 per share as net income is forecasted to increase

< Consolidated >

(Billions of yen)	FY2014	FY2015		
	Full (Actual)	1H	Full (Forecast)	Change
Net business profit before credit costs	316.7	150.0	315.0	(1.7)
Ordinary profit	292.4	130.0	270.0	(22.4)
Net income	159.6	80.0	165.0	5.3
Total credit costs	19.3	(10.0)	(20.0)	(39.3)
Dividend per common share (Yen)	12.00	6.50	13.00	1.00
Consolidated dividend payout ratio	29.6%	---	30.4%	0.8%

< Non-consolidated >

Net business profit before credit costs	245.7	115.0	245.0	(0.7)
Ordinary profit	230.0	95.0	200.0	(30.0)
Net income	130.5	65.0	130.0	(0.5)
Total credit costs	18.1	(10.0)	(20.0)	(38.1)