



**SuMi TRUST**  
SUMITOMO MITSUI TRUST GROUP

# Summary of Financial Results for 1HFY2015

November 18, 2015

" Net interest income: Non-consolidated" (Page 5, "Loan-deposit margin" / "Yield") was revised.

November 12, 2015

This presentation material contains information that constitutes forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors including changes in managerial circumstances. Information regarding companies and other entities outside the group in this document has been obtained from publicly available information and other sources. The accuracy and appropriateness of that information has not been verified by the group and cannot be guaranteed. This presentation does not constitute an offer to sell or a solicitation of an offer to subscribe for or purchase any securities.

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

# Financial results 1HFY2015 : Consolidated

- ▶ Net business profit before credit costs: UP ¥9.7bn YoY to ¥156.7bn due primarily to growth of net fees and commissions and related profit
- ▶ Net income attributable to owners of the parent: UP ¥2.2bn YoY to ¥86bn, due to non-recurrence of net profit from credit cost recovery, decline of net gains on stocks, and non-recurrence of costs of management integration posted as extraordinary loss (Non-consolidated) in 1HFY2014

(Billions of yen)	1HFY2014	1HFY2015	Change	
Net business profit before credit costs	1	147.0	156.7	9.7
(Contribution of group companies before consolidated adjustments)	2	31.1	35.4	4.3
Gross business profit	3	334.1	338.5	4.4
Net interest income and related profit	4	124.5	124.1	(0.4)
Net fees and commissions and related profit	5	171.5	177.2	5.7
Net other operating profit	6	22.9	28.6	5.7
General and administrative expenses	7	(198.9)	(195.1)	3.8
Net non-recurring profit, etc.	8	17.1	(6.1)	(23.3)
Ordinary profit	9	152.3	137.2	(15.0)
Extraordinary profit	10	(46.7)	(0.1)	46.6
Income before income taxes	11	105.5	137.1	31.5
Total income taxes	12	(15.2)	(44.4)	(29.2)
Net income attributable to owners of the parent	13	83.7	86.0	2.2
Total credit costs	14	14.5	0.0	(14.5)
Net gains on stocks	15	10.9	(1.5)	(12.4)
Return on shareholders' equity	16	8.99%	9.09%	0.10%
Dividend per common share (Yen)	17	5.50	6.50	1.00
Net assets per common shares (BPS) (Yen)	18	541.56	624.82	83.26

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

- (1) Non-consolidated: ¥120.8bn
- (2) Group companies: ¥35.4bn
- (3) Effect of purchase accounting method: ¥0.0bn

(\*) Adjustments, such as elimination of dividends from subsidiaries, were added to sum of (1), (2) and (3)

## < Major factors [change from 1HFY2014] >

- (1) Net business profit before credit costs <1>: +¥9.7bn  
 Non-consolidated: +¥9.2bn [ ¥111.5bn → ¥120.8bn ]  
 Group companies: +¥4.3bn [ ¥31.1bn → ¥35.4bn ]  
 Effect of purchase accounting method: ¥(1.2)bn  
 [ ¥1.2bn → ¥0.0bn ]
- (2) Contribution of group companies before consolidation adjustments <2>: +¥4.3bn
  - Nikko Asset Management: +¥2.6bn
  - Sumitomo Mitsui Trust Asset Management: +¥1.1bn
  - Sumitomo Mitsui Trust Realty: +¥1.3bn
  - SBI Sumishin Net Bank: +¥0.4bn

# Financial results 1HFY2015 : Non-consolidated

- ▶ Net business profit before credit costs: UP ¥9.2bn YoY to ¥120.8bn  
Net fees and commissions and related profit improved due to increase in fee income from marketing of investment trusts and insurance products and prudent management of expenses
- ▶ Net income: UP ¥0.7bn YoY to ¥69bn, due to non-recurrence of net profit from credit cost recovery, decline of net gains on stocks, and non-recurrence of costs of banking IT system integration in 1HFY2014

	(Billions of Yen)	1HFY2014	1HFY2015	Change
Net business profit before credit costs	1	111.5	120.8	9.2
Gross business profit	2	236.3	239.7	3.3
Net interest income and related profit	3	115.0	115.6	0.6
Net fees and commissions and related profit	4	95.5	98.7	3.2
Net trading profit	5	15.0	8.4	(6.6)
Net other operating profit	6	10.7	16.8	6.1
Net gains on foreign exchange transactions	7	0.8	5.0	4.1
Net gains on bonds	8	20.5	13.5	(7.0)
Net gains from derivatives other than for trading or hedging	9	(11.3)	(2.0)	9.3
General and administrative expenses	10	(124.8)	(118.8)	5.9
Total credit costs	11	13.1	(0.1)	(13.2)
Other non-recurring profit	12	(6.6)	(19.0)	(12.3)
Net gains on stocks	13	11.3	(1.4)	(12.8)
Amortization of net actuarial losses	14	(8.7)	(7.4)	1.2
Net gains on stock related derivatives	15	(1.3)	(2.3)	(1.0)
Ordinary profit	16	117.9	101.6	(16.3)
Extraordinary profit	17	(46.8)	(0.6)	46.1
IT system integration costs	18	(46.6)	-	46.6
Income before income taxes	19	71.1	100.9	29.8
Total income taxes	20	(2.8)	(31.9)	(29.0)
Net income	21	68.3	69.0	0.7

< Major factors [change from 1HFY2014] >

- (1) Net interest income and related profit <3>: +¥0.6bn  
Net interest income +¥1.0bn [ ¥110.0bn → ¥111.1bn ]  
Loan-deposit income +¥3.9bn [ ¥88.8bn → ¥92.8bn ]  
Income from securities +¥2.4bn [ ¥42.8bn → ¥45.2bn ]  
Income/expense related to swaps ¥(4.8)bn [ ¥(2.5)bn → ¥(7.3)bn ]
- (2) Net fees and commissions and related profit <4>: +¥3.2bn  
Investment trust / Insurance related profit +¥2.7bn [ ¥31.0bn → ¥33.7bn ]  
Real estate brokerage fees +¥1.3bn [ ¥8.5bn → ¥9.9bn ]
- (3) Net gains on bonds <8>: ¥(7.0)bn  
• Domestic bonds +¥1.4bn [ ¥0.5bn → ¥1.9bn ]  
• Foreign bonds ¥(8.4)bn [ ¥20.0bn → ¥11.5bn ]
- (4) Extraordinary profit <17>: +¥46.1bn  
• Non-recurrence of Banking IT system integration costs: +¥46.6bn
- (5) Total income taxes <20>: ¥(29.0)bn  
Non-recurrence of positive effect from change in example categories for tax effect accounting: Approx. ¥(13.0)bn

# Contribution of major group companies

- ▶ Contribution to net business profit before credit costs: UP ¥4.3bn YoY to ¥35.4bn  
UP: Nikko Asset Management, Sumitomo Mitsui Trust Realty, Sumitomo Mitsui Trust Asset Management
- ▶ Contribution to net income: UP ¥0.8bn YoY to ¥21.5bn  
UP: Increase in asset management fees at Nikko Asset Management and Sumitomo Mitsui Trust Asset Management, Sumitomo Mitsui Trust Realty recovered from fall in demand due to temporary surge caused by an increase in consumption tax

	Net business profit before credit costs			Net income attributable to owners of the parent			Goodwill as of Sep. 2015	
	1HFY2014	1HFY2015	Change	1HFY2014	1HFY2015	Change	Amortization amount	Outstanding balance
(Billions of yen)								
Consolidation difference	35.4	35.9	0.4	15.4	16.9	1.5	(4.4)	81.9
Effect of purchase accounting method	1.2	0.0	(1.2)	3.1	5.5	2.4	---	---
Contribution (before consolidated adjustments) (*1)	31.1	35.4	4.3	20.6	21.5	0.8	(4.4)	81.9
Sumitomo Mitsui Trust Asset Management	2.0	3.2	1.1	1.3	2.1	0.8	---	---
Nikko Asset Management (Consolidated)	3.8	6.5	2.6	1.7	3.0	1.3	(*2) (2.5)	(*2) 45.6
Sumitomo Mitsui Trust Realty	0.3	1.7	1.3	0.2	1.3	1.0	---	---
Sumitomo Mitsui Trust Panasonic Finance (Consolidated)	5.3	4.9	(0.4)	3.5	2.9	(0.6)	-	-
Sumitomo Mitsui Trust Loan & Finance	4.3	4.4	0.1	4.0	2.8	(1.1)	(1.9)	36.3
SBI Sumishin Net Bank (Consolidated)	3.7	4.2	0.4	2.5	2.7	0.2	---	---
Sumitomo Mitsui Trust Guarantee (Consolidated)	5.7	5.7	(0.0)	3.7	3.8	0.0	---	---

(\*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.)

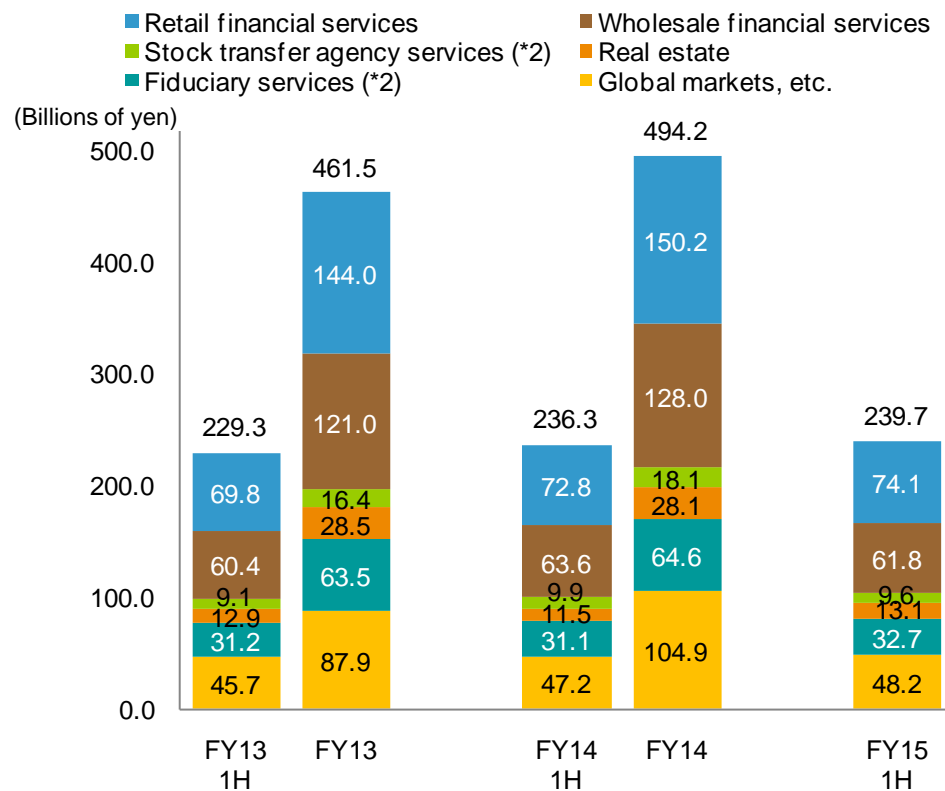
(\*2) Including 0.5 billion yen of amortization cost and 1.2 billion yen of outstanding balance from affiliated companies

# Profit by business segment: Non-consolidated

- ▶ Gross business profit: UP ¥3.3bn YoY, to ¥239.7bn  
Global markets profit leveled off, supplemented by increase in Retail, Real estate and Fiduciary services
- ▶ Retail financial services: UP ¥1.2bn YoY, due primarily to increase in administration fees through accumulation of fund wrap and SMA balance
- ▶ Real estate: UP ¥1.6bn YoY, stable growth of market led to increased fees
- ▶ Fiduciary Services: UP ¥1.6bn YoY, due to increase in investment trust assets under custody

(Billions of yen)	Gross business profit (Non-consolidated)		
	1HFY2014	1HFY2015	Change
Retail financial services	72.8	74.1	1.2
Wholesale financial services	63.6	61.8	(1.8)
Stock transfer agency services	9.9	9.6	(0.3)
Gross business profit	15.4	15.0	(0.4)
Fees paid for outsourcing	(5.4)	(5.4)	0.0
Real estate	11.5	13.1	1.6
Fiduciary services	31.1	32.7	1.6
Gross business profit	45.5	47.2	1.6
Fees paid for outsourcing	(14.4)	(14.4)	(0.0)
Global markets	49.3	44.9	(4.4)
Others (*1)	(2.1)	3.2	5.4
<b>Total</b>	<b>236.3</b>	<b>239.7</b>	<b>3.3</b>

(\*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 ¥1.0bn YoY to ¥111.1bn  
Overall loan-deposit income improved due primarily to growth of loans in international business, interest income from securities also improved offsetting the losses from swaps
- ▶ Domestic loan-deposit margin fell by 3bp as fall in loan yield slightly exceeded fall in deposit yield

	1HFY2015					
	Average balance	Change from 1HFY2014	Yield	Change from 1HFY2014	Income/Expense	Change from 1HFY2014
(Average balance: Trillions of yen) (Income/Expense: Billions of yen)						
Net interest income					111.1	1.0
Domestic business			0.52%	(0.01%)	78.7	1.2
Interest-earning assets	30.12	1.30	0.76%	(0.06%)	115.3	(3.8)
Loans and bills discounted	18.43	0.16	0.86%	(0.09%)	80.0	(7.2)
Securities	2.94	(0.29)	1.78%	0.44%	26.3	4.4
Interest-bearing liabilities	29.56	1.21	0.24%	(0.05%)	(36.5)	5.0
Deposits	21.15	0.08	0.21%	(0.05%)	(22.6)	5.0
International business			0.53%	(0.13%)	32.4	(0.1)
Interest-earning assets	12.11	2.40	1.13%	(0.13%)	68.7	7.0
Loans and bills discounted	7.00	1.49	1.25%	(0.05%)	43.9	7.8
Securities	1.93	0.03	1.95%	(0.23%)	18.8	(1.9)
Interest-bearing liabilities	11.89	2.24	0.60%	0.00%	(36.3)	(7.2)
Deposits	3.73	0.90	0.45%	(0.02%)	(8.4)	(1.8)
Loan-deposit margin / income			0.73%	(0.02%)	92.8	3.9
Domestic business			0.65%	(0.04%)	57.4	(2.1)
<Reference> Net interest income and related profit					115.6	0.6
Trust fees from principal guaranteed trust a/c					4.4	(0.4)

< Major factors [change from 1HFY2014] >

(1) Securities : +¥2.4bn [¥42.8bn → ¥45.2bn]

JGB: ¥(0.6)bn [¥2.7bn → ¥2.0bn]

Stocks: +¥2.5bn [¥11.8bn → ¥14.4bn]

Foreign securities: ¥(1.9)bn [¥20.8bn → ¥18.8bn]

Others: +¥3.3bn [¥4.9bn → ¥8.2bn]

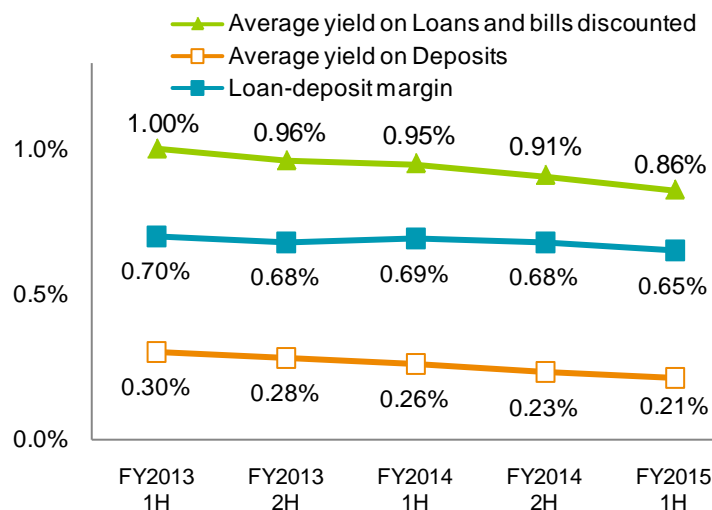
Investment trust related profit: +¥1.5bn [¥2.3bn → ¥3.9bn]

(2) Swaps : ¥(4.8)bn [¥(2.5)bn → ¥(7.3)bn]

Domestic business ¥(0.9)bn [¥4.2bn → ¥3.3bn]

International business ¥(3.8)bn [¥(6.8)bn → ¥(10.6)bn]

## Domestic loan-deposit margin



# Total credit costs and problem assets

- ▶ Total credit costs (Consolidated) : No change from previous year  
Migration to better rating categories offset the credit costs from individual cases
- ▶ NPL ratio (Non-consolidated): DOWN 0.2 percentage points from Mar. 2015 to 0.4% due to decrease of doubtful and substandard loans
- ▶ Coverage ratio to problem assets was 93.1%, a very prudent level

< Total credit costs > (Billions of yen)	FY2014			1HFY2015	Major factors (1HFY2015)
		1H	2H		
Total credit costs (Non-Consolidated)	18.1	13.1	5.0	(0.1)	Downgraded debtors: Approx. (6.0) Upgraded debtors: Approx. +5.0 Decrease in loan balance, etc. (Including recoveries): Approx. +1.0
General allowance for loan losses	11.4	2.9	8.4	1.9	
Specific allowance for loan losses	5.8	9.6	(3.7)	(0.2)	
Recoveries of written-off claims	1.2	0.6	0.5	0.5	
Losses on sales of claims, written-off	(0.4)	(0.1)	(0.2)	(2.3)	
Total credit costs (Group companies)	1.2	1.4	(0.2)	0.1	
Total	19.3	14.5	4.7	0.0	

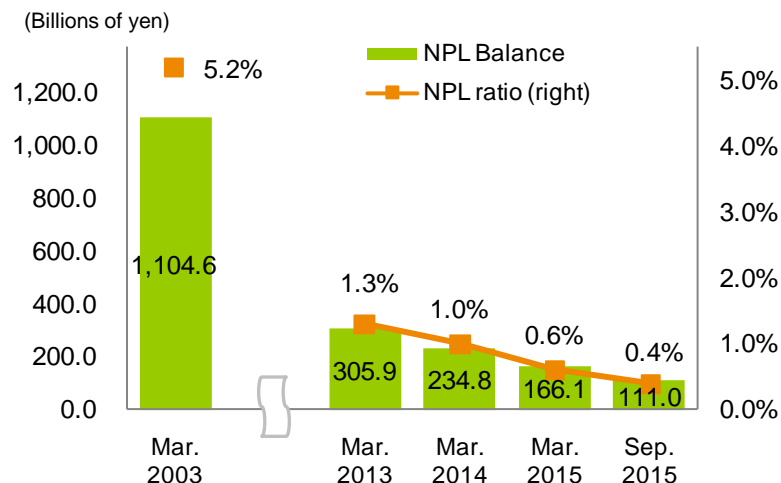
## < Problem assets based on the Financial Reconstruction Act (Non-consolidated) >

(Billions of yen)	Sep. 2015	Coverage ratio (*1)	Allowance ratio (*2)	Change from Mar. 2015
	Problem assets based on the Financial Reconstruction Act	111.0	93.1%	70.9%
Ratio to total loan balance	0.4%	---	---	(0.2%)
Bankrupt and practically bankrupt	29.2	100.0%	100.0%	18.8
Doubtful	44.9	96.2%	66.9%	(36.8)
Substandard	36.8	83.9%	25.1%	(37.1)
Other special mention debtors	400.9	---	---	19.0
Ordinary assets	26,448.3	---	---	542.0
Total balance	26,960.1	---	---	506.0

(\*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): UP ¥1,064.1bn from Mar. 2015 to ¥4,575.6bn due primarily to increase in "Others" through purchase of US Treasuries
- ▶ Unrealized gains of available-for-sale securities (Consolidated): DOWN ¥61.4bn from Mar. 2015 to ¥692.8bn due to fall in Japanese stocks, partially offset by hedge transactions for cross-shareholdings
- ▶ Risk of cross-shareholdings is planned to be reduced, utilizing hedge transactions as well

## <Securities with fair value (Consolidated)>

(Billions of yen)	Costs		Unrealized gains/losses	
	Sep. 2015	Change from Mar. 2015	Sep. 2015	Change from Mar. 2015
Available-for-sale securities	4,575.6	1,064.1	692.8	(61.4)
Japanese stocks	708.8	0.5	650.2	(85.3)
Japanese bonds	1,418.6	4.5	3.3	(1.3)
Others	2,448.1	1,059.1	39.2	25.2
Held-to-maturity debt securities	435.5	59.4	36.4	(4.5)

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

(Billions of yen)	10BPV (*5)		Duration (years) (*5)	
	Sep. 2015	Change from Mar. 2015	Sep. 2015	Change from Mar. 2015
JPY	2.5	(0.6)	2.7	(0.5)
Others	13.5	10.8	10.7	5.5

(\*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

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

Available-for-sale securities	4,316.4	1,018.6	718.9	(59.4)
Japanese stocks	676.9	0.3	679.3	(84.7)
Japanese bonds	1,300.0	11.5	3.3	(1.3)
Government bonds	714.3	16.2	0.5	(1.6)
Others	2,339.4	1,006.7	36.2	26.6
Domestic investment (*1)	185.6	21.9	1.4	(0.3)
International investment (*1)	1,629.4	740.1	1.9	(14.1)
US Treasury	1,165.7	829.4	1.4	(4.3)
Others (Investment trust, etc.) (*2)	524.3	244.5	32.8	41.1
for hedging of cross-shareholdings	425.7	247.8	32.0	46.6

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

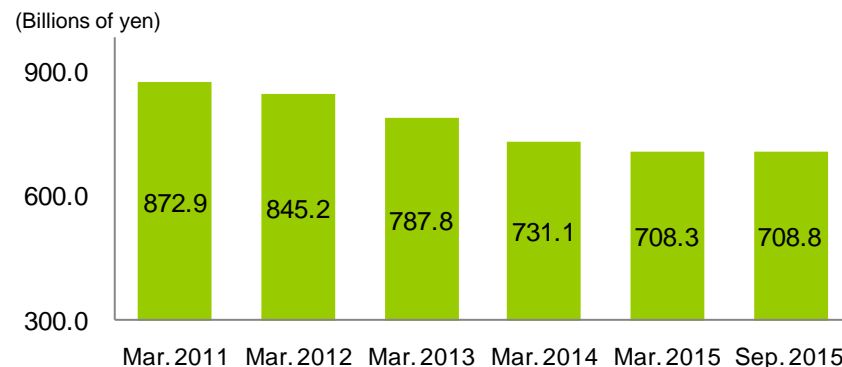
(\*2) "Investment trust" and investment securities uncategorizable into "Domestic investment" or "International investment"

## <Held-to-maturity debt securities with fair value (Non-consolidated)>

Held-to-maturity debt securities	347.0	(28.3)	36.4	(4.5)
Government bonds	215.5	(9.1)	15.5	(0.1)
International investment (*1, *3)	106.7	(15.2)	20.5	(4.2)

(\*3) Unamortized balance of unrealized loss on overseas asset-backed securities which were reclassified from AFS to HTM during FY2008 (Sep. 2015: (20.0)bn yen, Mar. 2015: (24.1)bn yen)

## Balance of cross-shareholdings (Consolidated) (\*6)



(Billions of yen)	FY2014		FY2015	
	1H	2H	1H	2H
Reduction amount of cross-shareholdings	8.8	18.4	27.3	5.3

(Note) Accumulated amount of reduction from FY2011 to FY2013: ¥169.1bn

(\*6) Cost of listed shares

# Forecast for FY2015

- ▶ Net business profit before credit costs (Consolidated and Non-consolidated): No change
- ▶ Ordinary profit and Net income attributable to owners of the parent / Net income (Consolidated and Non-consolidated): UP ¥10bn respectively, reflecting improved forecast on credit costs (Non-consolidated)
- ▶ Full year dividend on common share: No change to forecast of 13.0yen per common share

## < Consolidated >

(Billions of yen)	FY2015		
	1H (Actual)	Full (Forecast)	Change from FY2014
Net business profit before credit costs	156.7	315.0	(1.7)
Ordinary profit	137.2	280.0	(12.4)
Net income attributable to owners of the parent	86.0	175.0	15.3
Total credit costs	0.0	(10.0)	(29.3)
Dividend on common share (Yen)	6.50	13.00	1.00
Consolidated dividend payout ratio	---	28.6%	(1.0%)

## < Non-consolidated >

Net business profit before credit costs	120.8	245.0	(0.7)
Ordinary profit	101.6	210.0	(20.0)
Net income	69.0	140.0	9.4
Total credit costs	(0.1)	(10.0)	(28.1)

## < Major factors:

Change from initial forecast at beginning of FY2015 >

[Consolidated]

- (1) Ordinary profit: +¥10.0bn [ ¥270.0bn → ¥280.0bn ]
  - Non-consolidated: +¥10.0bn [ ¥200.0bn → ¥210.0bn ]
- (2) Net income attributable to owners of the parent: +¥10.0bn [ ¥165.0bn → ¥175.0bn ]
  - Non-consolidated: +¥10.0bn [ ¥130.0bn → ¥140.0bn ]

[Non-consolidated]

- (3) Ordinary profit: +¥10.0bn [ ¥200.0bn → ¥210.0bn ]
  - Total credit costs: +¥10.0bn [ ¥(20.0)bn → ¥(10.0)bn ]
  - Other non-recurring profit: ±¥0.0bn [ ¥(25.0)bn → ¥(25.0)bn ]

Net gains on stocks: +¥15.0bn

Others: ¥(15.0)bn

- (4) Net income: +¥10.0bn [ ¥130.0bn → ¥140.0bn ]

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

- ▶ Sales volume : DOWN ¥51.5bn YoY to ¥1,007.7bn  
Fund wrap, SMA and insurance sales were favorable, but investment trust sales fell due the volatile markets after August
- ▶ Fee income: UP ¥2.7bn YoY to ¥33.7bn  
Sales fees of investment trusts decreased, but fees from insurance sales were strong, and fund administration fees increased due to steady growth in balance

## Income (Non-consolidated)

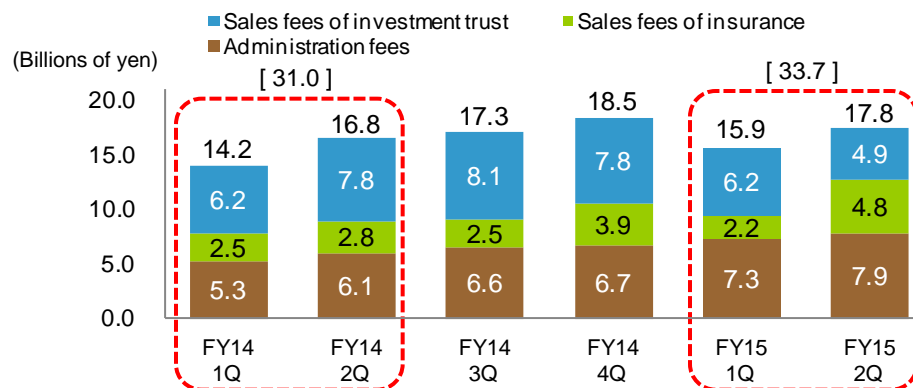
(Billions of yen)	1HFY2014	1HFY2015	Change
Income total	31.0	33.7	2.7
Sales fees of investment trust	14.1	11.2	(2.9)
Sales fees of insurance	5.3	7.1	1.7
Administration fees	11.4	15.3	3.8

## Sales Volume/balance (Non-consolidated)

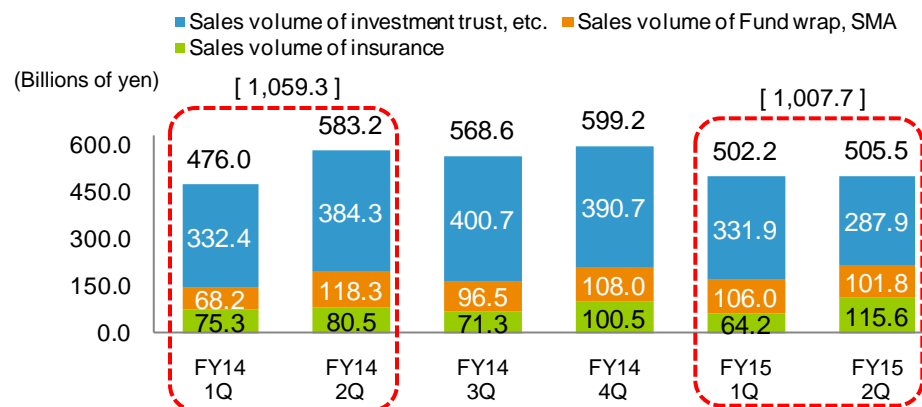
(Billions of yen)	1HFY2014	1HFY2015	Change
Sales volume total	1,059.3	1,007.7	(51.5)
Investment trust	716.8	619.9	(96.8)
Fund wrap, SMA	186.5	207.9	21.3
Insurance	155.9	179.9	23.9

(Billions of yen)	Mar. 2015	Sep. 2015	Change
Balance total	5,837.3	5,653.1	(184.1)
Investment trust	2,814.0	2,625.4	(188.6)
Fund wrap, SMA	741.2	841.4	100.2
Insurance	2,282.0	2,186.2	(95.7)

## Trend of Income (Non-consolidated) (quarterly)



## Trend of Sales volume (Non-consolidated) (quarterly)

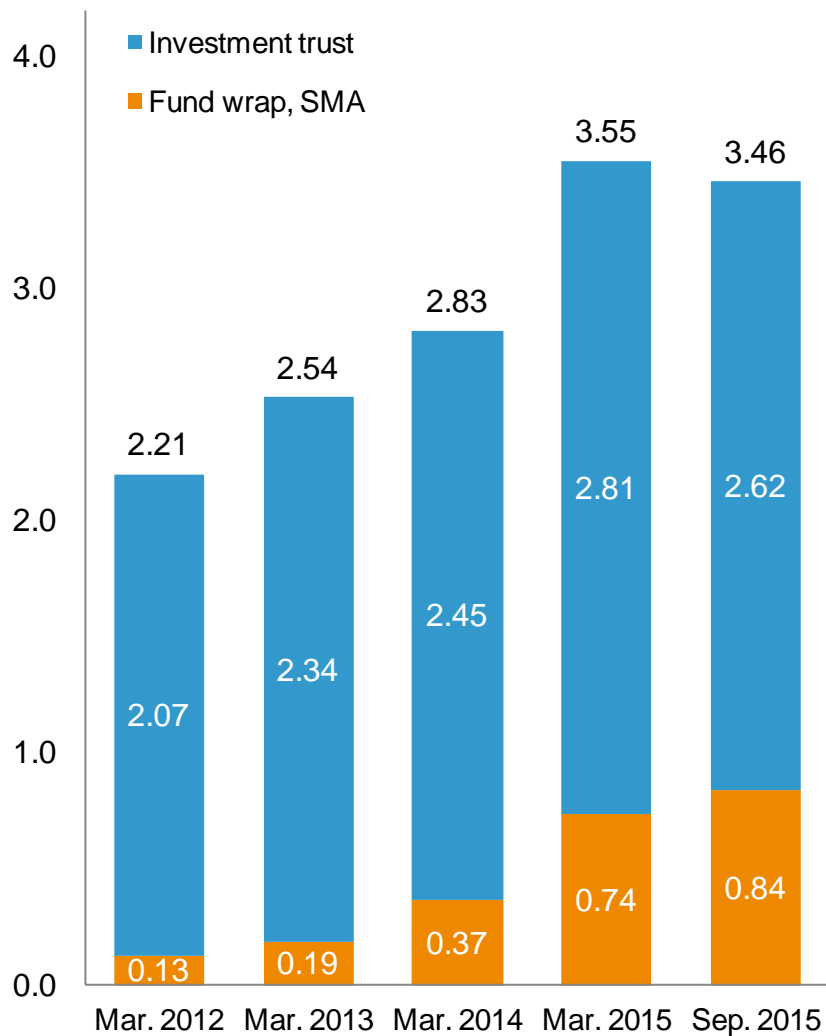


Note: Figures in "[ ]" are results of 1H

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

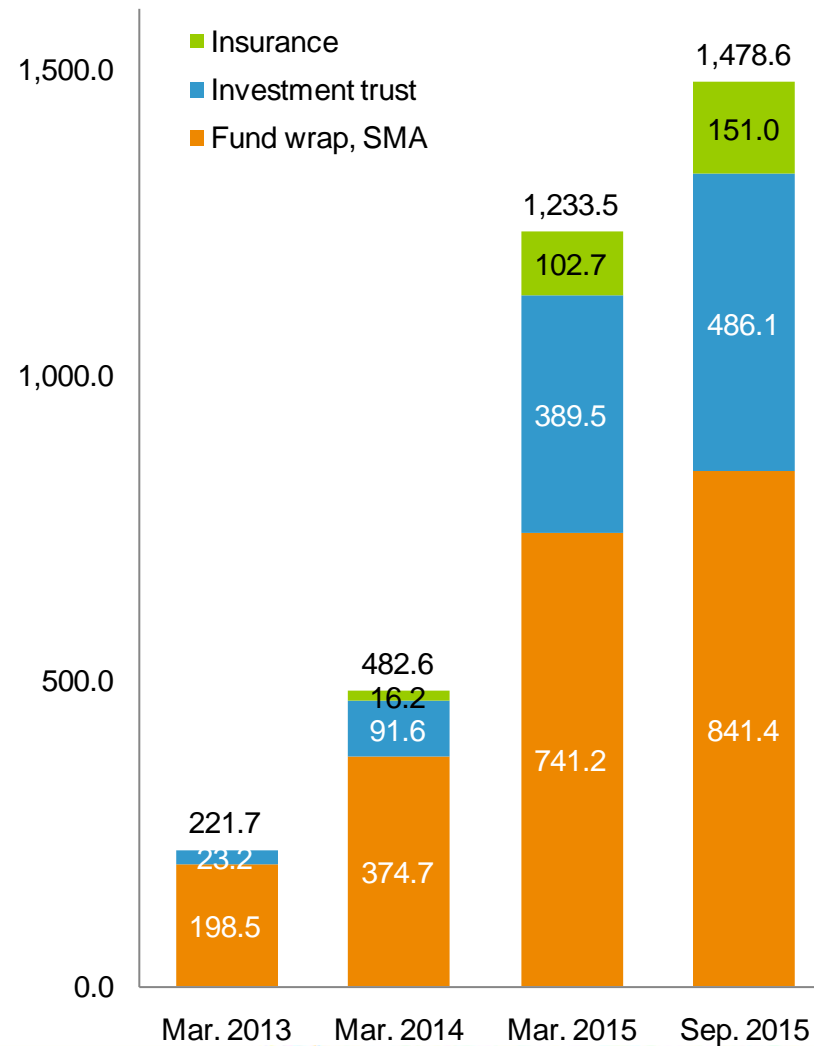
## Balance of investment trust / Fund wrap, SMA

(Trillions of yen)



## < Balance of "Wrap Selection" >

(Billions of yen)



## Focus on growing fee businesses : (2) Fiduciary services

- ▶ Assets under management (AUM): DOWN ¥3.9tr YoY to ¥76.1tr from Mar. 2015 due to decrease in market value, but Sumitomo Mitsui Trust Asset Management's entrusted assets increased steadily
- ▶ Assets under custody (AUC): UP ¥11tr YoY to ¥235tr from Mar. 2015 due to increase in investment trust assets

### Assets under management (AUM) (\*1)

(Trillions of yen)	Mar. 2015	Sep. 2015	Change
Assets under management (AUM)	80.1	76.1	(3.9)
SuMi TRUST Bank	53.9	51.1	(2.7)
Corporate pension trust	17.4	16.2	(1.1)
Public pension trust	14.3	13.2	(1.0)
Discretionary investment	22.1	21.6	(0.5)
Subsidiaries	26.1	24.9	(1.1)
Sumitomo Mitsui Trust Asset Management	6.6	7.4	0.7
Nikko Asset Management	19.4	17.5	(1.9)

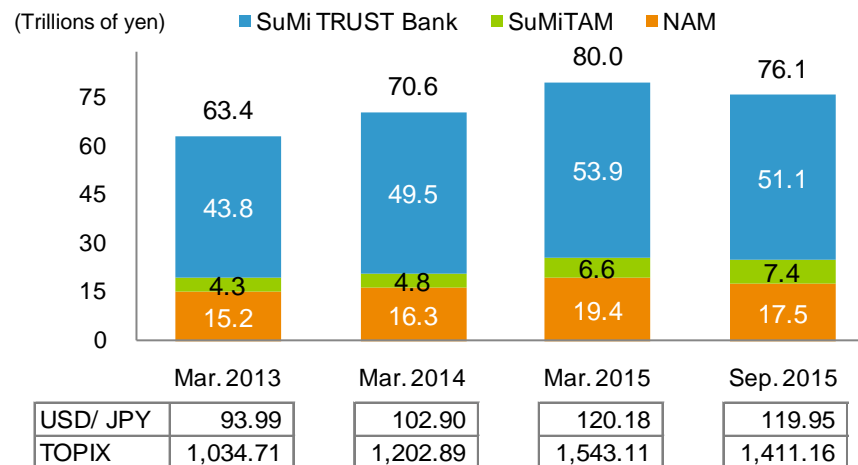
(\*1) Figures of AUM for Nikko Asset Management is preliminary basis

### Income

(Billions of yen)	1HFY2014	1HFY2015	Change
SuMi TRUST Bank	31.1	32.7	1.6
Gross business profit	45.5	47.2	1.6
Fees paid out for outsourcing	(14.4)	(14.4)	(0.0)
Group companies (Net business profit) (*2)	7.0	10.9	3.9
Sumitomo Mitsui Trust Asset Management	2.0	3.2	1.1
Nikko Asset Management	3.8	6.5	2.6

(\*2) Contribution to consolidated

### Assets under management (AUM) by company



### Assets under custody (AUC)

(Trillions of yen)	Mar. 2015	Sep. 2015	Change
Domestic entrusted assets (*3)	223	235	11

(Billions of USD)	Mar. 2015	Sep. 2015	Change
Global custody assets (*4)	262.1	259.2	(2.8)
Fund administration	22.0	22.5	0.5

(\*3) Total trust assets of the group companies

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

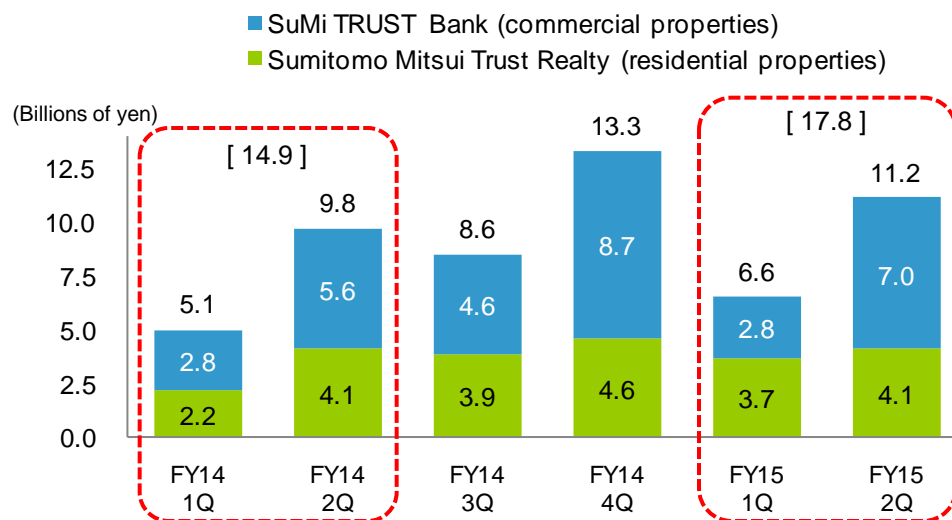
## Focus on growing fee businesses : (3) Real estate

- ▶ Real estate brokerage fees of SuMi TRUST Bank (commercial properties): Increased ¥1.3bn YoY due to steady increase in transaction volume
- ▶ Real estate brokerage fees of Sumitomo Mitsui Trust Realty (residential properties): Increased ¥1.4bn YoY due to continuing healthy demand

### Income (Group basis)

(Billions of yen)	1HFY2014	1HFY2015	Change
Real estate brokerage fees	14.9	17.8	2.8
SuMi TRUST Bank	8.5	9.9	1.3
Sumitomo Mitsui Trust Realty	6.4	7.9	1.4
Real estate trust fees, etc.	3.0	3.1	0.0
Net other real estate profit	0.7	0.7	(0.0)
SuMi TRUST Bank	(0.0)	0.1	0.2
Group companies	0.8	0.6	(0.2)
Total	18.8	21.7	2.8
SuMi TRUST Bank	11.5	13.1	1.6

### Real estate brokerage fees



Note: Figures in “[ ]” are results of 1H

### Assets under management / administration

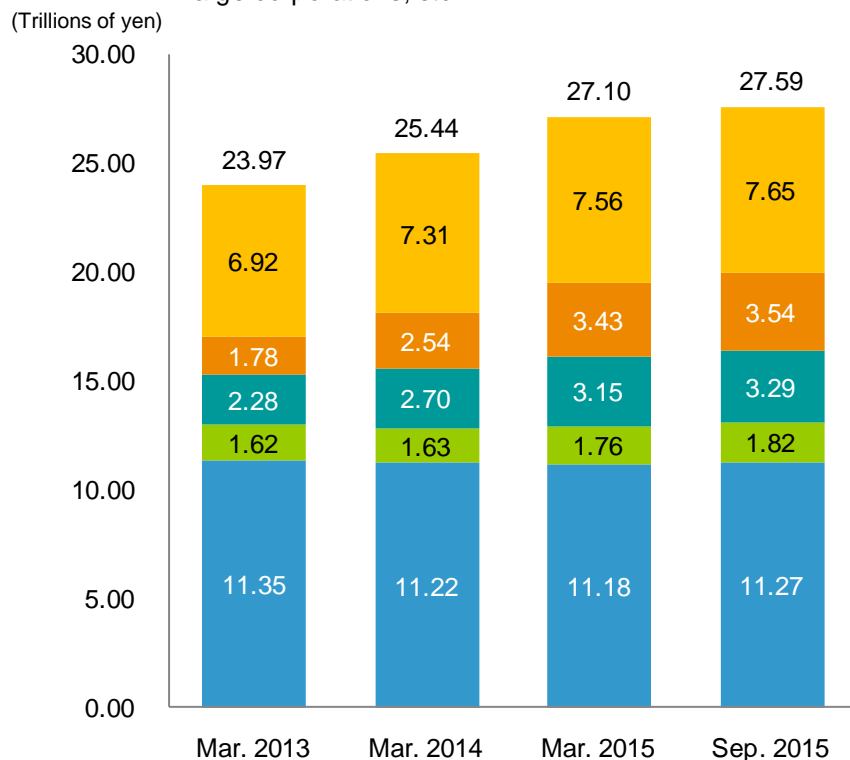
(Billions of yen)	Mar. 2015	Sep. 2015	Change
Securitized real estate	11,905.0	12,433.3	528.3
Assets under custody from J-REITs	8,793.7	9,468.2	674.5
Assets under management	841.3	785.6	(55.6)
Private placement funds	447.9	384.2	(63.6)
J-REITs	393.4	401.3	7.9

# Enhancement of fundamental earning power: Credit portfolio

- ▶ Balance of credit portfolio: UP ¥0.49tr from Mar. 2015 to ¥27.59tr due primarily to increase in overseas credit
- ▶ Focus on overseas credit and loans to individuals expecting steady cash demands as well as fields where we have expertise

## Credit portfolio

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



(\*)Overseas real estate NRL, etc. is included in non-Japanese borrowers

## Balance and advanced amount (Non-consolidated)

	(Billions of yen)		Change
	1HFY2014	1HFY2015	
Advanced amount of loans to individuals	408.9	453.3	44.3
Residential mortgage loans	356.8	408.4	51.5

	(Billions of yen)		Change
	Mar. 2015	Sep. 2015	
Balance of loans to individuals	7,564.2	7,650.7	86.5
Residential mortgage loans	7,076.2	7,153.8	77.6

## Balance of credit to non-Japanese / overseas Japanese borrowers

	(Billions of yen)		Change	
	Mar. 2015	Sep. 2015		
Non-Japanese borrowers	3,436.3	3,548.0	111.7	
Loans	2,924.7	3,147.3	222.5	
Overseas Japanese borrowers	3,151.5	3,299.6	148.1	
Loans	2,979.6	3,128.0	148.4	
Total	6,587.8	6,847.6	259.8	
Loans	5,904.3	6,275.4	371.0	
	USD/JPY	120.18	119.95	(0.23)

Note: In addition to the above, there are acceptance and guarantee, etc.  
 Sep. 2015: ¥22.1bn [ ¥(13.0)bn from Mar. 2015 ]

# Capital

- ▶ Common Equity Tier 1 capital ratio (Consolidated): DOWN 0.20 percentage points from Mar. 2015 to 10.08% due primarily to increase in credit risk assets
- ▶ Common Equity Tier 1 capital ratio (Consolidated, Fully-loaded basis, pro forma): DOWN 0.32 percentage points from Mar. 2015 to 10.57%

## < Capital and total risk-weighted assets >

(International standard) (Consolidated)

(Billions of yen)	Mar. 2015	Sep. 2015 Preliminary	Change
	Total capital ratio	15.57%	15.38%
Tier 1 capital ratio	11.45%	11.85%	0.40%
Common Equity Tier 1 capital ratio	10.28%	10.08%	(0.20%)
Total capital	2,938.2	3,021.0	82.7
Tier 1 capital	2,160.6	2,328.4	167.7
Common Equity Tier 1 capital	1,939.8	1,980.0	40.1
Instruments and reserves	2,070.2	2,106.3	36.0
Regulatory adjustments	(130.3)	(126.2)	4.0
Additional Tier 1 capital	220.8	348.3	127.5
Tier 2 capital	777.5	692.5	(85.0)
Total risk-weighted assets	18,868.4	19,637.8	769.3
Credit risk	17,641.5	18,316.6	675.0
Market risk	380.1	440.7	60.6
Operational risk	846.7	880.4	33.6
Floor adjustment	-	-	-

## <Reference> Fully-loaded basis (pro forma)

Common Equity Tier 1 capital ratio	10.89%	10.57%	(0.32%)
Common Equity Tier 1 capital	2,040.0	2,063.4	23.4
Total risk-weighted assets	18,727.1	19,513.9	786.7

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

## < Major factors of change in capital >

### (1) Common Equity Tier 1 capital: +¥40.1bn

• Net income: +¥86.0bn, Valuation on Available-for-Sale Securities: ¥(17.7)bn

### (2) Additional Tier 1 capital: +¥127.5bn

• Issuance of perpetual subordinated debt: +¥120.0bn

### (3) Tier 2 capital: ¥(85.0)bn

• Subordinated debts: ¥(78.6)bn (Issuance +¥30.0bn, redemption etc. ¥(108.6)bn)

## < Major factors of change in risk-weighted assets >

### (4) Credit risk: +¥0.6tr

• Increase in lending to corporate, etc.: +¥0.3tr

(Billions of yen)	Sep. 2015 Pro forma	Ratio to RWA	Change from Mar. 2015
Common Equity Tier 1 capital (CET1)	2,063.4	10.57%	23.4
Instruments and reserves	2,379.1	12.19%	13.2
Accumulated other comprehensive income (*1)	491.9	2.52%	(37.7)
Regulatory adjustments	(315.7)	(1.61%)	10.1

(\*1) Valuation differences on Available-for-Sale Securities: ¥461.1bn

## < Other ratios required in prudential regulations >

(Billions of yen)	Sep. 2015	Change from Mar. 2015
Leverage ratio	4.52%	-
Tier 1 capital	2,328.4	167.7
Total exposure	51,425.1	3,644.4
Liquidity coverage ratio (*2)	165.0%	6.0%
Total high-quality liquid assets (*2)	13,203.5	1,705.1
Net cash outflows (*2)	8,043.0	769.5

(\*2) Average of month end figures in 2QFY2015. "Change from Mar. 2015" represents the comparison to the figure for 1QFY2015 calculated in the same manner