



SuMi TRUST
SUMITOMO MITSUI TRUST GROUP

Summary of Financial Results for 1QFY2016

August 10, 2016

“Capital” (Page12) was added in accordance with the announcement of capital adequacy ratio as of June 30, 2016.

September 9, 2016

“Enhancement of fundamental earning power: Credit portfolio” (Page11 / “Credit to overseas borrowers” (acceptance and guarantee, etc.)) was revised.

November 21, 2016

“Contribution of major group companies” (Page 3 / note *2) was revised.

July 28, 2016

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

1QFY2016 financial results: Consolidated

- ▶ Net business profit before credit costs: Down ¥27.3bn YoY to ¥49.8bn due primarily to decrease in market-related profit and increase in foreign currencies funding costs of SuMi TRUST Bank
- ▶ Net income attributable to owners of the parent: Down ¥9.9bn YoY to ¥32.2bn, 19% achievement rate relative to forecast for FY2016. Decrease in net business profit before credit costs was partially offset by increase in non-recurring profit such as net gains on stocks

	(Billions of yen)	FY2015	FY2016	Change	Forecast for FY2016	
		1Q	1Q		1H	Full
Net business profit before credit costs	1	77.1	49.8	(27.3)	145.0	300.0
(Contribution of group companies before consolidated adjustments)	2	18.3	18.4	0.1		
Gross business profit	3	166.0	146.4	(19.6)		
Net interest income and related profit	4	56.6	42.5	(14.0)		
Net fees and commissions and related profit	5	85.1	92.6	7.4		
Net other operating profit	6	19.9	11.3	(8.6)		
General and administrative expenses	7	(96.8)	(102.8)	(6.0)		
Net non-recurring profit, etc.	8	(2.3)	5.2	7.6		
Ordinary profit	9	66.8	48.8	(18.0)	120.0	255.0
Extraordinary profit	10	(0.4)	0.4	0.8		
Income before income taxes	11	66.4	49.2	(17.1)		
Total income taxes	12	(20.9)	(13.8)	7.1		
Net income attributable to owners of the parent	13	42.2	32.2	(9.9)	80.0	170.0
Total credit costs	14	(1.5)	1.6	3.1	(15.0)	(30.0)
Net gains on stocks	15	1.2	7.8	6.6		
Net assets per common shares (BPS) (Yen)	16	629.25	611.30	(17.95)		

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

- (1) Non-consolidated: ¥31.2bn
 - (2) Group companies: ¥18.4bn
 - (3) Effect of purchase accounting method: ¥(0.5)bn
- (*) Adjustments, such as elimination of dividends from subsidiaries, were added to sum of (1), (2) and (3)

< Major factors [change from 1QFY2015] >

- (1) Net business profit before credit costs <1>: ¥(27.3)bn
 Non-consolidated: ¥(28.1)bn [¥59.4bn → ¥31.2bn]
 Group companies: +¥0.1bn [¥18.3bn → ¥18.4bn]
 Effect of purchase accounting method: ¥(0.2)bn [¥(0.2)bn → ¥(0.5)bn]
- (2) Contribution of group companies before consolidated adjustments <2>: +¥0.1bn
 - Nikko Asset Management: ¥(0.6)bn
 - Sumitomo Mitsui Trust Asset Management: +¥0.0bn
 - Sumitomo Mitsui Trust Realty: +¥0.0bn
 - SBI Sumishin Net Bank: ¥(0.9)bn

1QFY2016 financial results: Non-consolidated

- ▶ Net business profit before credit costs: Down ¥28.1bn YoY to ¥31.2bn due primarily to decrease in market-related profit and increase in foreign currencies funding costs, whereas general and administrative expenses decreased
- ▶ Net income: Down ¥10.5bn YoY to ¥24.4bn. Decrease in net business profit before credit costs was partially offset by improvement of total credit costs and increase in net gains on stocks

	(Billions of Yen)	FY2015	FY2016	Change	Forecast for FY2016	
		1Q	1Q		1H	Full
Net business profit before credit costs	1	59.4	31.2	(28.1)	110.0	225.0
Gross business profit	2	117.4	87.5	(29.9)	228.0	461.0
Net interest income and related profit	3	53.5	40.1	(13.3)		
Net fees and commissions and related profit	4	45.2	42.9	(2.2)		
Net trading profit	5	4.3	(0.0)	(4.3)		
Net other operating profit	6	14.4	4.5	(9.8)		
Net gains on bonds	7	2.5	9.8	7.3		
Net gains from derivatives other than for trading or hedging	8	11.1	(14.0)	(25.2)		
General and administrative expenses	9	(58.0)	(56.2)	1.7	(118.0)	(236.0)
Total credit costs	10	(1.4)	2.3	3.8	(15.0)	(25.0)
Other non-recurring profit	11	(7.1)	(0.8)	6.3	(10.0)	(15.0)
Net gains on stocks	12	1.6	9.0	7.3		
Amortization of net actuarial losses	13	(3.7)	(7.1)	(3.4)		
Ordinary profit	14	50.7	32.8	(17.9)	85.0	185.0
Extraordinary profit	15	(0.6)	(0.4)	0.1		
Income before income taxes	16	50.1	32.3	(17.7)		
Total income taxes	17	(15.1)	(7.9)	7.1		
Net income	18	34.9	24.4	(10.5)	65.0	135.0

< Major factors [change from 1QFY2015] >

(1) Net interest income and related profit <3>: ¥(13.3)bn

Net interest income: ¥(15.9)bn
[¥51.2bn → ¥35.2bn]

Income from securities: ¥(4.8)bn
[¥16.5bn → ¥11.6bn]

Domestic loan-deposit income: ¥(2.0)bn
[¥29.5bn → ¥27.4bn]

Income/expense related to swaps: ¥(2.9)bn
[¥(3.4)bn → ¥(6.4)bn]

(2) Net fees and commissions and related profit <4>: ¥(2.2)bn

Investment trust/insurance related profit: ¥(1.8)bn
[¥15.9bn → ¥14.0bn]

Real estate brokerage fees: +¥0.1bn
[¥2.8bn → ¥3.0bn]

(3) Net gains on bonds <7>: +¥7.3bn

Domestic bonds: +¥0.1bn [¥0.0bn → ¥0.1bn]

Foreign bonds: +¥7.1bn [¥2.5bn → ¥9.7bn]

Contribution of major group companies

- ▶ Contribution to net business profit before credit costs: Remained nearly flat YoY at ¥18.4bn
UP: Sumitomo Mitsui Trust Panasonic Finance
Down: SBI Sumishin Net Bank, Nikko Asset Management
- ▶ Contribution to net income attributable to owners of the parent : UP ¥0.6bn YoY to ¥12.2bn

	Net business profit before credit costs			Net income attributable to owners of the parent			Goodwill as of June 2016	
	FY2015 1Q	FY2016 1Q	Change	FY2015 1Q	FY2016 1Q	Change	Amortization amount	Outstanding balance
(Billions of yen)								
Consolidation difference	17.7	18.5	0.8	7.2	7.8	0.5	(2.6)	110.6
Effect of purchase accounting method	(0.2)	(0.5)	(0.2)	2.1	1.5	(0.6)	---	---
Contribution (before consolidated adjustments) (*1)	18.3	(*2) 18.4	0.1	11.5	(*2) 12.2	0.6	(2.6)	110.6
Sumitomo Mitsui Trust Asset Management	1.5	1.5	0.0	1.0	1.0	0.0	---	---
Nikko Asset Management (Consolidated)	3.1	2.4	(0.6)	1.6	1.5	(0.1)	(*3) (1.2)	(*3) 41.7
Sumitomo Mitsui Trust Realty	1.1	1.1	0.0	0.8	0.7	(0.0)	---	---
Sumitomo Mitsui Trust Panasonic Finance (Consolidated)	2.5	3.1	0.5	1.3	1.7	0.3	---	---
Sumitomo Mitsui Trust Loan & Finance	2.1	2.3	0.2	1.4	1.6	0.2	(0.9)	33.3
SBI Sumishin Net Bank (Consolidated)	2.6	1.7	(0.9)	1.6	1.0	(0.6)	---	---
Sumitomo Mitsui Trust Guarantee (Consolidated)	2.8	2.9	0.1	1.9	1.9	(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) Contribution of Sumitomo Mitsui Trust Club is ¥ 2.0bn for net business profit before credit costs and ¥ 0.8bn for net income attributable to owners of the parent.

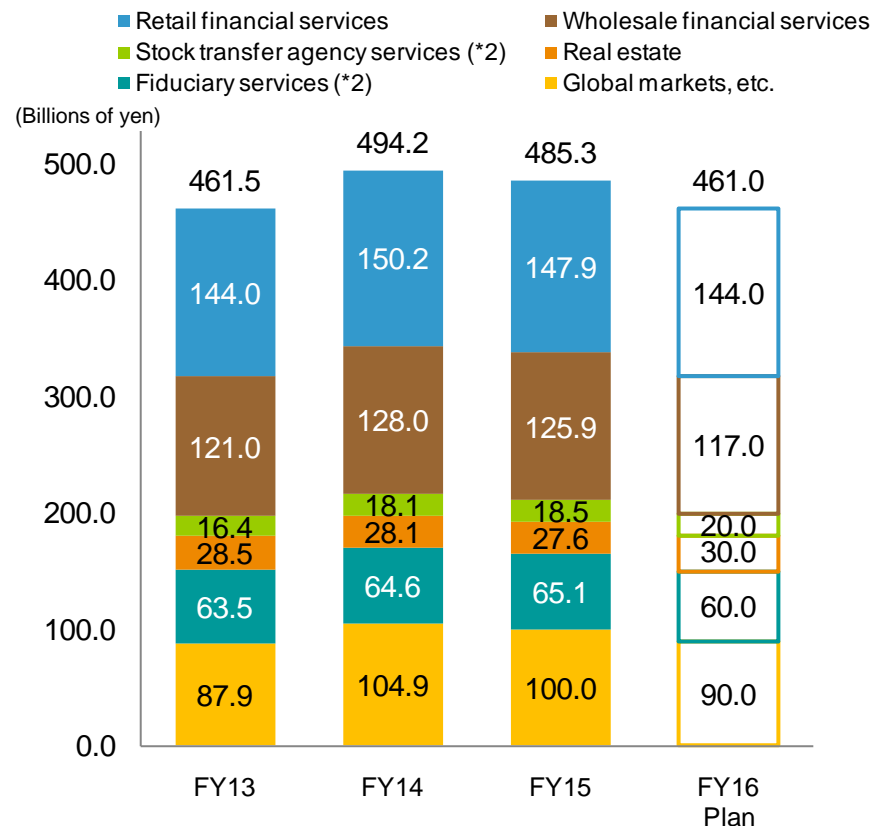
(*3) Including ¥ 0.2bn of amortization amount and ¥0.5bn of outstanding balance from affiliated companies

Profit by business segment: Non-consolidated

- ▶ Gross business profit: slow achievement rate of 19% relative to forecast for FY2016, primarily due to decrease in Global markets
- ▶ Retail financial services: Down ¥3.0bn YoY, due to decrease in investment trust sales fees and deposit income
- ▶ Fiduciary services: Down ¥2.1bn YoY, due primarily to decrease in AUM resulting from expected dissolution of company employees' pension funds(DB add-on tier, kosei-nenkin-kikin), in line with forecast
- ▶ Global Markets: Down ¥17.0bn YoY, due to decrease in interest income from securities and net gain from derivatives other than for trading or hedging, whereas profit from client transactions steadily increased

(Billions of yen)	Gross business profit (Non-consolidated)			Forecast for FY2016	
	FY2015 1Q	FY2016 1Q	Change	1H	Full
	Retail financial services	35.5	32.4	(3.0)	72.0
Wholesale financial services	24.7	23.5	(1.1)	58.0	117.0
Stock transfer agency services	6.7	7.3	0.6	11.0	20.0
Gross business profit	9.8	10.4	0.5	16.0	30.0
Fees paid out for outsourcing	(3.1)	(3.0)	0.0	(5.0)	(10.0)
Real estate	4.2	4.4	0.2	13.0	30.0
Fiduciary services	16.6	14.5	(2.1)	29.0	60.0
Gross business profit	23.9	22.0	(1.8)	44.0	90.0
Fees paid out for outsourcing	(7.3)	(7.5)	(0.2)	(15.0)	(30.0)
Global markets	23.4	6.4	(17.0)	42.0	85.0
Others (*1)	6.0	(1.3)	(7.3)	3.0	5.0
Total	117.4	87.5	(29.9)	228.0	461.0

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



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

Net interest income: Non-consolidated

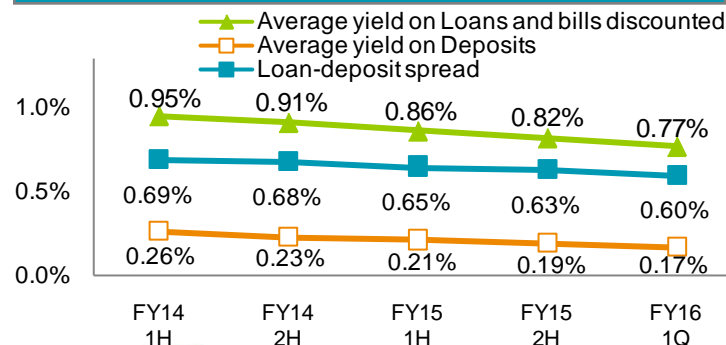
- ▶ Net interest income: Down ¥15.9bn YoY to ¥ 35.2bn, due primarily to increased foreign currencies funding costs and decreased interest income from securities. Negative impact of NIRP was limited due primarily to decrease in funding costs of domestic deposits and NCDs, whereas decrease in domestic loan income continued
- ▶ Domestic loan-deposit spread for 1QFY2016 fell by 3bp from 2HFY2015. Decline in yield on loans and bills discounted was partially offset by decline in yield on deposits

	1QFY2016					
	Average balance	Change from 1QFY2015	Yield	Change from 1QFY2015	Income/Expense	Change from 1QFY2015
(Average balance: Trillions of yen) (Income/Expense: Billions of yen)						
Net interest income					35.2	(15.9)
Domestic business			0.33%	(0.14%)	28.3	(7.5)
Interest-earning assets	34.06	4.03	0.55%	(0.15%)	46.7	(6.0)
Loans and bills discounted	19.27	0.85	0.77%	(0.10%)	37.0	(2.8)
Securities	3.13	0.24	0.88%	(0.32%)	6.9	(1.7)
Interest-bearing liabilities	32.79	3.41	0.22%	(0.01%)	(18.4)	(1.4)
Deposits	22.59	1.51	0.17%	(0.02%)	(9.6)	0.7
International business			0.24%	(0.27%)	6.9	(8.3)
Interest-earning assets	11.25	(0.56)	1.21%	0.09%	34.1	1.1
Loans and bills discounted	7.05	0.05	1.44%	0.17%	25.4	3.2
Securities	1.41	(0.26)	1.33%	(0.53%)	4.7	(3.1)
Interest-bearing liabilities	11.24	(0.31)	0.97%	0.36%	(27.1)	(9.5)
Deposits	3.87	0.32	0.76%	0.29%	(7.4)	(3.2)
Loan-deposit spread / income			0.70%	(0.05%)	45.5	(2.0)
Domestic business			0.60%	(0.08%)	27.4	(2.0)
< Reference > Net interest income and related profit					40.1	(13.3)
Trust fees from principal guaranteed trust a/c					4.8	2.5

< Major factors [change from 1QFY2015] >

- Securities**: ¥(4.8)bn [¥16.5bn → ¥11.6bn]
 JGB: ¥(0.3)bn [¥1.0bn → ¥0.7bn]
 Stocks: ¥(0.1)bn [¥5.0bn → ¥4.9bn]
 Foreign securities: ¥(3.0)bn [¥7.8bn → ¥4.7bn]
 Others: ¥(1.3)bn [¥1.7bn → ¥0.4bn]
- Expense on NCDs**: ¥(2.5)bn [¥(3.3)bn → ¥(5.8)bn]
 Domestic business: +¥0.5bn [¥(0.7)bn → ¥(0.1)bn]
 International business: ¥(3.0)bn [¥(2.6)bn → ¥(5.7)bn]
- Swaps**: ¥(2.9)bn [¥(3.4)bn → ¥(6.4)bn]
 Domestic business: ¥(0.6)bn [¥1.6bn → ¥1.0bn]
 International business: ¥(2.3)bn [¥(5.1)bn → ¥(7.5)bn]
- Trust fees from principal guaranteed trust**: +¥2.5bn [¥2.2bn → ¥4.8bn]
 Partially offset expense on domestic interest-bearing liabilities

Domestic loan-deposit spread



Total credit costs and problem assets

- ▶ Total credit costs (Consolidated): Reversal of ¥1.6bn due primarily to problem debt recovered from some obligors in addition to decrease in amount of problem assets. Occurrence of new problem assets remained at low level
- ▶ NPL ratio (Non-consolidated): 0.3%, remained same level with Mar. 2016
- ▶ Coverage ratio to problem assets was 92.0%, maintaining prudent level

< Total credit costs >

(Billions of yen)	FY2015	FY2016	Change	Major factors (1QFY2016)
	1Q	1Q		
Total credit costs (Non-Consolidated)	(1.4)	2.3	3.8	
General allowance for loan losses	(0.4)	1.1	1.5	Downgraded debtors: Approx. (0.5) Upgraded debtors: Approx. +0.0 Decrease in loan balance, etc. (Including recoveries): Approx. +3.0
Specific allowance for loan losses	0.9	0.4	(0.5)	
Recoveries of written-off claims	0.4	1.0	0.5	
Losses on sales of claims, written-off	(2.3)	(0.2)	2.1	
Total credit costs (Group companies)	(0.0)	(0.7)	(0.6)	
Total	(1.5)	1.6	3.1	

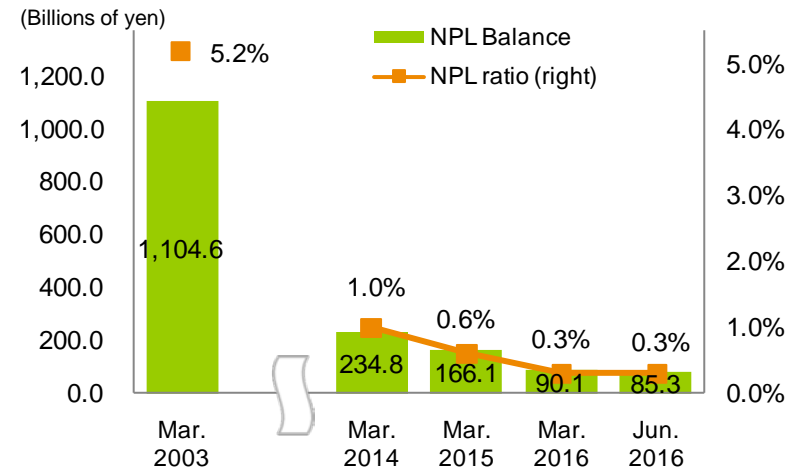
< Problem assets based on the Financial Reconstruction Act (Non-consolidated) >

(Billions of yen)	Jun. 2016	Coverage ratio (*1)	Allowance ratio (*2)	Change from Mar. 2016
	Problem assets based on the Financial Reconstruction Act	85.3	92.0%	64.5%
(Ratio to total loan balance)	0.3%	---	---	(0.0%)
Bankrupt and practically bankrupt	11.5	100.0%	100.0%	(0.4)
Doubtful	43.2	90.9%	65.7%	(1.7)
Substandard	30.6	90.6%	23.5%	(2.7)
Other special mention debtors	371.9	---	---	3.6
Ordinary assets	26,871.9	---	---	(333.1)
Total balance	27,329.1	---	---	(334.3)

(*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 ¥195.2bn from Mar. 2016 to ¥3,566.7bn due to decrease mostly in government bonds
- ▶ Unrealized gains / losses of available-for-sale securities (Consolidated): Down ¥38.6bn from Mar. 2016 to ¥636.9bn due to fall in Japanese Stocks, partially offset by hedging transactions
- ▶ Risk of strategic-shareholdings is planned to be reduced, utilizing hedge transactions as well

<Breakdown of securities with fair value (Consolidated)>

(Billions of yen)	Costs		Unrealized gains/losses	
	Jun. 2016	Change from Mar. 2016	Jun. 2016	Change from Mar. 2016
Available-for-sale securities	3,566.7	(195.2)	636.9	(38.6)
Japanese stocks	690.6	(3.9)	539.0	(66.8)
Japanese bonds	1,115.0	(189.9)	3.4	1.6
Others	1,761.1	(1.3)	94.4	26.5
Held-to-maturity debt securities	419.6	(0.9)	39.0	2.1

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

Available-for-sale securities	3,522.0	(163.4)	656.9	(39.7)
Japanese stocks	664.5	(2.6)	563.0	(67.9)
Japanese bonds	1,144.0	(171.5)	1.9	0.7
Government bonds	399.6	(170.2)	1.6	0.3
Others	1,713.5	10.7	91.9	27.3
Domestic investment (*1)	108.7	(11.4)	2.2	(0.0)
International investment (*1)	969.8	13.1	7.6	(0.2)
US Treasury	539.3	36.2	7.7	1.6
Others (Investment trust, etc.) (*2)	634.8	9.0	82.0	27.6
for hedging of strategic-shareholdings	530.2	-	81.5	28.7

(*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	333.2	1.1	39.0	2.0
Government bonds	177.7	(12.5)	28.2	4.0
International investment (*1, *3)	115.7	15.9	10.0	(2.0)

(*3) Unamortized balance of unrealized loss on overseas asset-backed securities which were reclassified from AFS to HTM during FY2008 [Jun. 2016: (9.3)bn yen, Mar. 2016: (11.5)bn yen]

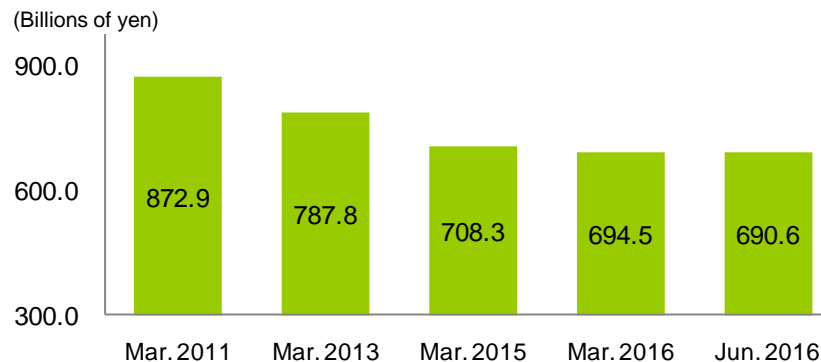
Securities portfolio of Global markets (Non-consolidated) (*4)

(Billions of yen)	10BPV (*5)		Duration (years) (*5)	
	Jun. 2016	Change from Mar. 2016	Jun. 2016	Change from Mar. 2016
JPY	2.3	(0.1)	3.9	0.7
Others	3.9	0.7	7.1	1.5

(*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

Balance of strategic-shareholdings (Consolidated) (*6)



(Billions of yen)	FY2014	FY2015		FY2016
		1H	2H	1Q
Reduction amount of strategic-shareholdings	27.3	5.3	12.3	4.1

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

(*6) Cost of listed shares

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

- ▶ Sales volume: Down ¥165.3bn YoY to ¥336.8bn, due to continuous decrease in sales under unstable market condition
- ▶ Balance of Wrap selection: Down ¥46.3bn from Mar. 2016 to ¥1,540.6bn, due to fall in market value
- ▶ Income: Down ¥1.8bn YoY to ¥14.0bn, due to decrease in investment trust sales, whereas administration and management fees remained flat level on YoY basis

Income (Non-consolidated)

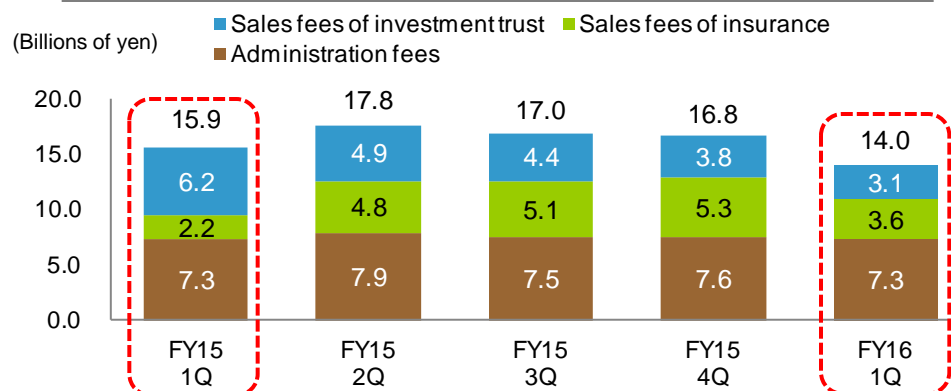
(Billions of yen)	FY2015	FY2016	Change
	1Q	1Q	
Income total	15.9	14.0	(1.8)
Sales fees of investment trust	6.2	3.1	(3.1)
Sales fees of insurance	2.2	3.6	1.3
Administration fees	7.3	7.3	(0.0)

Sales volume/balance (Non-consolidated)

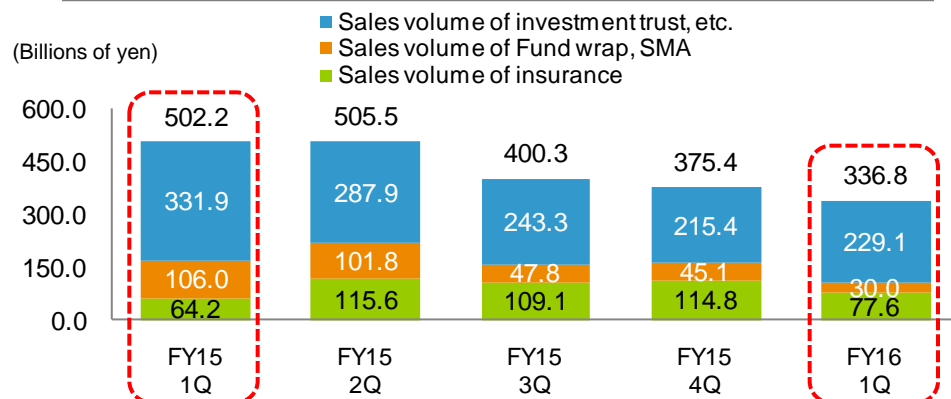
(Billions of yen)	FY2015	FY2016	Change
	1Q	1Q	
Sales volume total	502.2	336.8	(165.3)
Investment trust	331.9	229.1	(102.7)
Fund wrap, SMA	106.0	30.0	(75.9)
Insurance	64.2	77.6	13.4

(Billions of yen)	Mar. 2016	Jun. 2016	Change
	Balance total	5,803.8	
Investment trust	2,649.7	2,559.0	(90.6)
Fund wrap, SMA	848.3	814.1	(34.2)
Insurance	2,305.7	2,268.7	(36.9)
Wrap selection	1,587.0	1,540.6	(46.3)

Trend of Income (Non-consolidated) (quarterly)



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



Focus on growing fee businesses : (2) Fiduciary services

- ▶ AUM : Down ¥3.7tr from Mar. 2016 to ¥72.8tr due primarily to expected dissolution of company employees' pension fund (DB add-on tier, Kosei-nenkin-kikin) in addition to decrease in market value by appreciation of JPY and fall in stock prices
- ▶ Income (Non-consolidated): Down ¥2.1bn on YoY basis due primarily to decreased AUM, but in accordance with forecast

Assets under management (AUM)

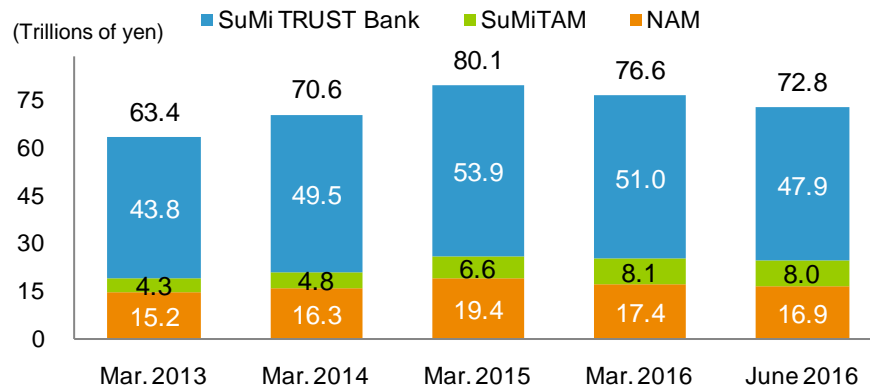
(Trillions of yen)	Mar. 2016	Jun. 2016	Change
Assets under management (AUM)	76.6	72.8	(3.7)
SuMi TRUST Bank	51.0	47.9	(3.0)
Corporate pension trust	15.9	14.4	(1.4)
Public pension trust	10.4	9.7	(0.7)
Discretionary investment	24.6	23.7	(0.8)
Subsidiaries	25.6	24.9	(0.6)
Sumitomo Mitsui Trust Asset Management	8.1	8.0	(0.1)
Nikko Asset Management	17.4	16.9	(0.4)

Income

(Billions of yen)	1QFY2015	1QFY2016	Change
SuMi TRUST Bank	16.6	14.5	(2.1)
Gross business profit	23.9	22.0	(1.8)
Fees paid out for outsourcing	(7.3)	(7.5)	(0.2)
Group companies (Net business profit) (*1)	5.0	4.3	(0.6)
Sumitomo Mitsui Trust Asset Management	1.5	1.5	0.0
Nikko Asset Management	3.1	2.4	(0.6)

(*1) Contribution to consolidated

Assets under management (AUM) by company



USD/ JPY	93.99	102.90	120.18	112.63	102.91
TOPIX	1,034.71	1,202.89	1,543.11	1,347.20	1,245.82

Assets under custody (AUC)

(Trillions of yen)	Mar. 2016	Jun. 2016	Change
Domestic entrusted assets (*2)	236	243	6
(Billions of USD)			
Global custody assets (*3)	273.9	284.9	10.9
Fund administration	26.0	27.7	1.7

(*2) Total trust assets of the group companies

(*3) 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 from corporate clients (SuMi TRUST Bank): Remained at ¥3.0bn, kept same level on YoY despite decrease in transactions of large properties
- ▶ Real estate brokerage fees from retail clients (Sumitomo Mitsui Trust Realty): UP ¥0.6bn YoY to ¥4.3bn with continuing good performance

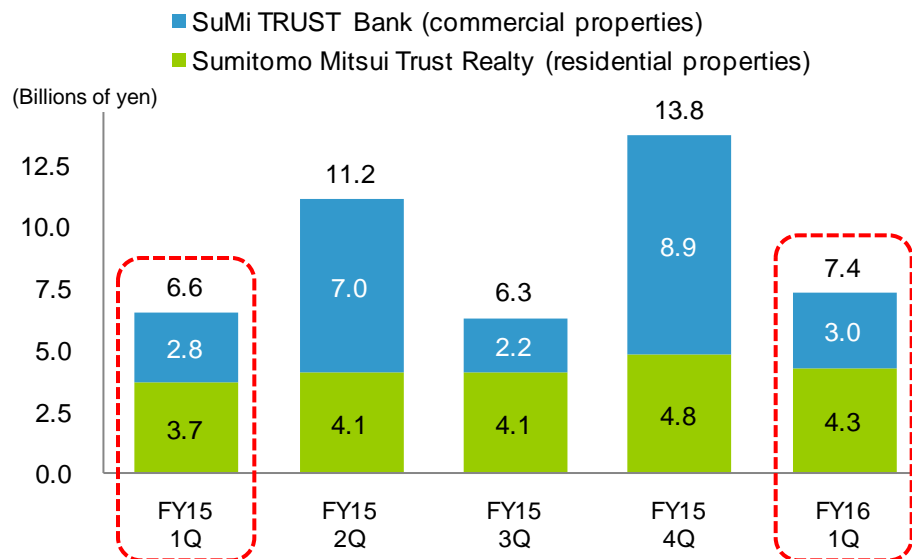
Income (Group basis)

(Billions of yen)	FY2015 1Q	FY2016 1Q	Change
Real estate brokerage fees	6.6	7.4	0.7
SuMi TRUST Bank	2.8	3.0	0.1
Sumitomo Mitsui Trust Realty	3.7	4.3	0.6
Real estate trust fees, etc.	1.4	1.4	0.0
Net other real estate profit	0.2	0.3	0.0
SuMi TRUST Bank	-	-	-
Group companies	0.2	0.3	0.0
Total	8.3	9.2	0.8
SuMi TRUST Bank	4.2	4.4	0.2

Assets under management / administration

(Billions of yen)	Mar. 2016	Jun. 2016	Change
Securitized real estate	13,148.6	13,257.7	109.1
Assets under custody from J-REITs	10,645.2	10,935.4	290.2
Assets under management	839.6	849.0	9.4
Private placement funds	436.5	445.9	9.4
J-REITs	403.0	403.0	-

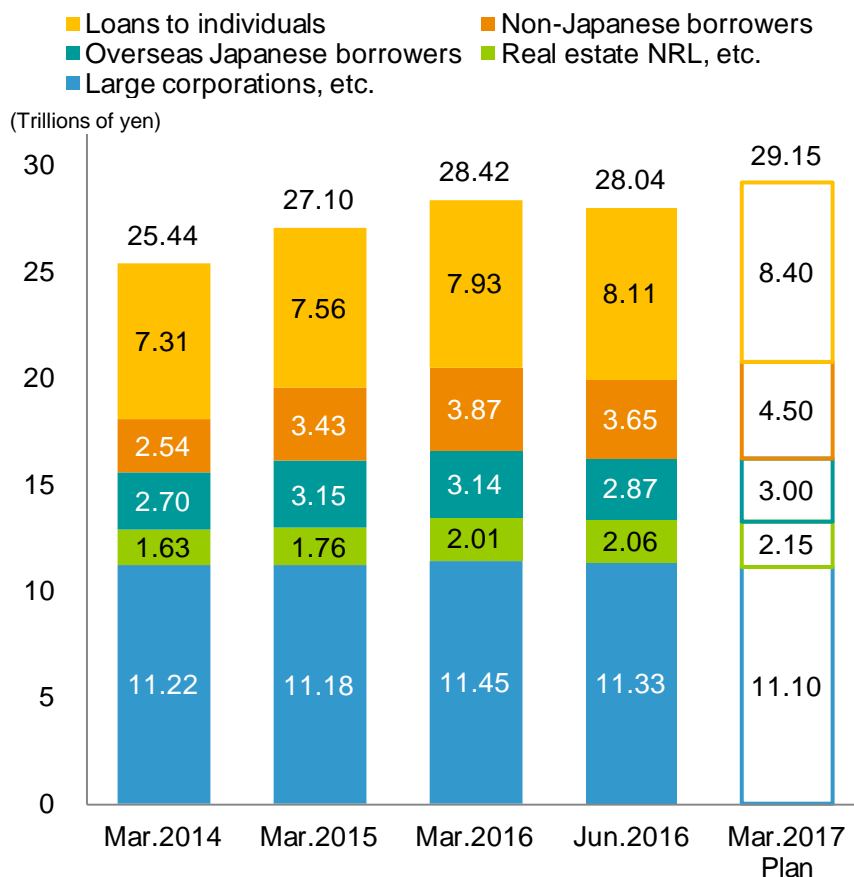
Real estate brokerage fees (quarterly)



Enhancement of fundamental earning power: Credit portfolio

- ▶ Balance of overall credit portfolio: DOWN ¥0.37tr from Mar.2016 to ¥28.04tr due primarily to appreciation of JPY
- ▶ Loans to individuals, mainly mortgage loans, increased largely in both advanced amount and balance, reflecting fall in interest rates, whereas loan demand from corporate clients is still slow

Credit portfolio



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

Loans to individuals (Non-consolidated)

(Billions of yen)	FY2015	FY2016	Change
	1Q	1Q	
Advanced amount of loans to individuals	193.1	401.2	208.0
Residential mortgage loans	180.0	381.0	201.0

(Billions of yen)	Mar. 2016	Jun. 2016	Change
	Balance of loans to individuals	7,932.1	
Residential mortgage loans	7,422.1	7,608.8	186.6

Credit to overseas borrowers (*2)

(Billions of yen)	Mar. 2016	Jun. 2016	Change
	Non-Japanese borrowers	3,877.8	
Loans	3,461.4	3,202.8	(258.6)
Overseas Japanese borrowers	3,146.1	2,870.2	(275.8)
Loans	3,035.7	2,790.7	(245.0)
Total	7,024.0	6,522.1	(501.8)
Loans	6,497.1	5,993.5	(503.6)
USD/JPY	112.63	102.91	(9.72)

(*2) In addition to the above, there are acceptance and guarantee, etc.
 Jun. 2016: ¥13.4bn [¥(6.8)bn from Mar. 2016]

Capital

- ▶ Common Equity Tier 1 capital ratio (Consolidated): UP 0.11 percentage points from Mar. 2016 to 11.47% resulting from decrease in total risk-weighted assets due primarily to appreciation of JPY, while Common Equity Tier 1 capital decreased by valuation changes in accumulated other comprehensive income
- ▶ Common Equity Tier 1 capital ratio (Consolidated, Fully-loaded basis, pro forma): 11.67%, same level with Mar. 2016

< Capital and total risk-weighted assets >

(International standard) (Consolidated)

(Billions of yen)	Mar. 2016	June. 2016	Change
Total capital ratio	16.75%	16.79%	0.04%
Tier 1 capital ratio	13.36%	13.48%	0.12%
Common Equity Tier 1 capital ratio	11.36%	11.47%	0.11%
Total capital	3,026.7	2,998.2	(28.4)
Tier 1 capital	2,415.3	2,407.5	(7.8)
Common Equity Tier 1 capital	2,053.8	2,047.9	(5.8)
Instruments and reserves	2,204.2	2,205.8	1.5
Regulatory adjustments	(150.4)	(157.8)	(7.3)
Additional Tier 1 capital	361.5	359.5	(2.0)
Tier 2 capital	611.3	590.7	(20.6)
Total risk-weighted assets	18,065.8	17,849.5	(216.3)
Credit risk	16,541.1	16,239.6	(301.5)
Market risk	573.0	658.2	85.1
Operational risk	951.6	951.6	-

< Reference > Fully-loaded basis (pro forma)

Common Equity Tier 1 capital ratio	11.68%	11.67%	(0.01%)
Common Equity Tier 1 capital	2,103.9	2,077.9	(25.9)
Accumulated other comprehensive income (*1)	410.1	371.3	(38.7)
Total risk-weighted assets	18,012.7	17,792.8	(219.9)

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

(*1) Valuation differences on Available-for-Sale Securities (June. 2016): ¥442.5bn

< Major factors of change in capital >

(1) Common Equity Tier 1 capital: ¥(5.8)bn

[Instruments and reserves]

- Net income: +¥32.2bn
- Repurchase of own shares: ¥(6.9)bn
- Accumulated other comprehensive income: ¥(23.2)bn including Valuation differences on Available-for-Sale Securities: ¥(14.9)bn

[Regulatory adjustments]

- Increase in goodwill: ¥(5.8)bn

(2) Tier 2 capital: ¥(20.6)bn

- Subordinated debts: ¥(9.2)bn

< Major factors of change in risk-weighted assets >

(3) Credit risk: ¥(0.3)tr

- Decrease in book value of foreign-currency-denominated assets due to JPY appreciation, etc.

< Other ratios required in prudential regulations >

(Consolidated)

(Billions of yen)	June. 2016	Chg. frm. Mar. 2016
Leverage ratio	3.93%	(0.07%)
Tier 1 capital	2,407.5	(7.8)
Total exposure	61,205.2	822.4
Liquidity coverage ratio (*2)	124.3%	(15.6%)
Total high-quality liquid assets	22,106.3	4,421.0
Net cash outflows	17,774.7	4,674.8

(*2) Average of month end figures in 1QFY2016. "Change from Mar. 2016"

represents the comparison to figure for 4QFY2015 calculated in the same manner