



**SuMi TRUST**  
SUMITOMO MITSUI TRUST GROUP

# Investor Meeting on Financial Results for FY2016 <Data Book>

May 19, 2017

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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

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### Financial indices per share

Indices regarding financial information per share such as "Net asset per 1 share," "Dividends per 1 share," are presented assuming that

the consolidation of shares (one (1) share for every ten (10) shares) enacted on October 1, 2016, took place at the beginning of FY2011, for consistency purposes.

# Financial results and related information

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

(Billions of yen)	FY2015			FY2016			Change	Domestic business	International business
	FY2015	Domestic business	International business	FY2016	Domestic business	International business			
Trust fee income (after written-off of principal guaranteed trust a/c)	100.2	100.2	-	94.2	94.2	-	(5.9)	(5.9)	-
Net interest income	212.1	151.1	60.9	203.2	141.0	62.1	(8.8)	(10.0)	1.2
Interest income (*1)	357.4	225.6	142.1	370.6	206.8	170.8	13.1	(18.8)	28.7
	10.3	---	---	7.0	---	---	(3.2)	---	---
Interest expenses (*1) (*2)	(145.3)	(74.5)	(81.1)	(167.3)	(65.7)	(108.7)	(22.0)	8.7	(27.5)
	(10.3)	---	---	(7.0)	---	---	3.2	---	---
Net fees and commissions	111.5	102.2	9.2	116.1	112.7	3.3	4.6	10.5	(5.9)
Fees and commissions received	188.1	173.0	15.1	200.7	189.6	11.0	12.5	16.6	(4.0)
Fees and commissions paid	(76.6)	(70.7)	(5.9)	(84.5)	(76.8)	(7.7)	(7.9)	(6.0)	(1.8)
Net trading income	15.5	23.5	(8.0)	17.0	15.3	1.6	1.5	(8.2)	9.7
Trading income (*3)	15.9	24.5	0.5	18.3	16.4	1.8	2.3	(8.1)	1.3
Trading expenses (*3)	(0.4)	(0.9)	(8.6)	(1.2)	(1.0)	(0.2)	(0.8)	0.0	8.3
Net other operating income	45.9	(4.7)	50.6	(47.3)	7.0	(54.3)	(93.2)	11.8	(105.0)
Other operating income	74.1	4.6	69.4	72.1	7.4	64.7	(2.0)	2.7	(4.7)
Other operating expenses	(28.2)	(9.4)	(18.7)	(119.4)	(0.3)	(119.1)	(91.2)	9.0	(100.3)
Gross business profit (after written-off of principal guaranteed trust a/c)	485.3	372.5	112.8	383.3	370.5	12.8	(101.9)	(1.9)	(100.0)

(\*1) Figures in the lower rows of total "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". (FY2015: 0.00 billion yen, FY2016: 0.00 billion yen)

(\*3) Total figure of "Net trading income" and "Net trading expenses" in FY2015 is 9.1bn yen less than sum of "Domestic business" and "International business" as net trading figure is shown for income and expenses from derivative other than for trading or hedging.

# 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)	FY2015			FY2016			Change		
	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses
Interest-earning assets	31.00	0.72%	225.6	33.10	0.62%	206.8	2.10	(0.10%)	(18.8)
Loans and bills discounted	18.69	0.84%	158.6	20.05	0.73%	147.7	1.35	(0.11%)	(10.9)
Securities	3.12	1.59%	49.9	3.08	1.52%	47.1	(0.04)	(0.07%)	(2.7)
Japanese government bonds	0.84	0.46%	3.9	0.44	0.58%	2.6	(0.39)	0.12%	(1.2)
Japanese corporate bonds	0.64	0.52%	3.3	0.74	0.41%	3.0	0.10	(0.11%)	(0.2)
Japanese stocks	1.10	2.53%	27.9	1.09	2.53%	27.7	(0.00)	(0.00%)	(0.2)
Other securities	0.53	2.75%	14.6	0.79	1.73%	13.7	0.26	(1.02%)	(0.9)
Call loans	0.16	0.07%	0.1	0.10	(0.03%)	(0.0)	(0.05)	(0.10%)	(0.1)
Monetary claims bought	0.08	0.18%	0.1	0.07	(1.11%)	(0.7)	(0.01)	(1.29%)	(0.9)
Due from banks	6.38	0.09%	6.1	8.11	0.07%	5.7	1.72	(0.02%)	(0.4)
JPY deposit converted into foreign currencies	1.89	0.22%	4.2	1.25	0.17%	2.2	(0.63)	(0.05%)	(2.0)
Income on swaps	---	---	6.1	---	---	4.8	---	---	(1.2)
Interest-bearing liabilities	30.56	0.24%	(74.5)	32.42	0.20%	(65.7)	1.85	(0.04%)	8.7
Deposits	21.15	0.20%	(43.6)	22.86	0.16%	(37.0)	1.70	(0.04%)	6.6
Negotiable certificates of deposit (NCD)	3.63	0.08%	(2.9)	2.87	0.01%	(0.5)	(0.76)	(0.07%)	2.3
Borrowed money	1.83	0.40%	(7.5)	2.07	0.37%	(7.8)	0.24	(0.03%)	(0.3)
Short-term bonds payable	0.37	0.08%	(0.3)	0.01	0.05%	0.0	(0.35)	(0.03%)	0.3
Bonds payable	0.63	1.30%	(8.3)	0.58	1.20%	(7.0)	(0.04)	(0.10%)	1.2
Borrowed money from trust account	2.26	0.52%	(11.8)	2.67	0.49%	(13.2)	0.41	(0.03%)	(1.3)
Expenses on swaps	---	---	-	---	---	-	---	---	-
Gross margin/net interest income	---	0.48%	151.1	---	0.42%	141.0	---	(0.06%)	(10.0)
Loan-deposit margin/income	---	0.64%	114.9	---	0.57%	110.7	---	(0.07%)	(4.2)

## 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)	FY2015			FY2016			Change		
	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses
Interest-earning assets	11.95	1.18%	142.1	11.99	1.42%	170.8	0.03	0.24%	28.7
Loans and bills discounted	6.99	1.29%	90.7	7.23	1.64%	118.7	0.24	0.35%	27.9
Securities	2.01	1.93%	38.8	2.05	1.72%	35.4	0.04	(0.21%)	(3.3)
Due from banks	2.36	0.42%	10.0	1.95	0.64%	12.6	(0.40)	0.22%	2.6
Income on swaps	---	---	-	---	---	-	---	---	-
Interest-bearing liabilities	11.73	0.69%	(81.1)	12.01	0.90%	(108.7)	0.27	0.21%	(27.5)
Deposits	3.77	0.52%	(19.6)	4.55	0.90%	(41.3)	0.78	0.38%	(21.6)
Negotiable certificates of deposit (NCD)	3.49	0.39%	(13.6)	3.47	0.78%	(27.3)	(0.02)	0.39%	(13.7)
Call money	0.17	0.77%	(1.3)	0.09	1.75%	(1.7)	(0.07)	0.98%	(0.3)
Borrowed money	0.42	1.84%	(7.7)	0.52	1.96%	(10.3)	0.10	0.12%	(2.6)
Bonds payable	0.23	2.13%	(4.9)	0.24	2.24%	(5.5)	0.01	0.11%	(0.5)
Foreign currency deposit converted from JPY	1.89	0.22%	(4.2)	1.25	0.17%	(2.2)	(0.63)	(0.05%)	2.0
Expenses on swaps	---	---	(22.3)	---	---	(5.9)	---	---	16.4
Gross margin / net interest income	---	0.49%	60.9	---	0.52%	62.1	---	0.03%	1.2
Loan-deposit margin / income	---	0.77%	71.1	---	0.74%	77.3	---	(0.03%)	6.2
<Domestic business / International business combined>									
Interest-earning assets	41.07	0.87%	357.4	43.83	0.84%	370.6	2.76	(0.03%)	13.1
Loans and bills discounted	25.68	0.97%	249.4	27.28	0.97%	266.4	1.60	0.00%	17.0
Interest-bearing liabilities	40.40	0.35%	(145.3)	43.18	0.38%	(167.3)	2.77	0.03%	(22.0)
Deposits	24.93	0.25%	(63.2)	27.42	0.28%	(78.3)	2.49	0.03%	(15.0)
Gross margin / net interest income	---	0.52%	212.1	---	0.46%	203.2	---	(0.06%)	(8.8)
Loan-deposit margin / income	---	0.72%	186.1	---	0.69%	188.1	---	(0.03%)	1.9

# Contribution of major group companies to consolidated financial results

	Net business profit before credit costs		Net income attributable to owners of the parent		Goodwill as of Mar. 2017	
	FY2016	Change	FY2016	Change	Amortization Amount	Outstanding balance
(Billions of yen)						
Consolidation difference	81.8	12.6	43.7	20.0	(12.0)	102.3
Effect of purchase accounting method	(2.7)	(2.4)	7.9	(17.1)	---	---
Contribution (before consolidation adjustments) (*1)	76.4	11.4	47.3	28.5	(12.0)	102.3
Sumitomo Mitsui Trust Asset Management	6.2	(0.2)	4.3	(0.0)	-	-
Nikko Asset Management (Consolidated)	9.1	(2.0)	4.7	0.1	(*4) (4.5)	(*4) 38.5
Japan Trustee Services Bank	0.5	0.0	0.2	0.0	-	-
Sumitomo Mitsui Trust Bank (U.S.A.)	2.2	0.5	1.3	0.3	-	-
Sumitomo Mitsui Trust Bank (Luxembourg)	0.1	(0.0)	0.0	(0.0)	-	-
Tokyo Securities Transfer Agent	0.5	0.1	0.3	0.1	-	-
Japan Securities Agents	0.0	(0.0)	0.0	0.0	-	-
Sumitomo Mitsui Trust TA Solution	0.1	(0.1)	0.1	(0.0)	-	-
Japan Stockholders Data Service	0.0	(0.0)	0.0	0.0	-	-
Sumitomo Mitsui Trust Realty	4.8	0.8	3.5	0.8	-	-
Sumitomo Mitsui Trust Real Estate Investment Management	0.7	0.0	0.5	0.1	-	-
Sumitomo Mitsui Trust Panasonic Finance (Consolidated)	11.6	0.3	5.8	1.1	-	-
Sumitomo Mitsui Trust Loan & Finance	9.9	0.9	6.8	1.0	(3.8)	30.4
Marubeni SuMiT Rail Transport Inc. (*2)	1.2	1.2	0.7	0.7	(2.0)	11.6
Zijin Trust	1.9	0.1	1.3	0.0	-	-
SBI Sumishin Net Bank (Consolidated)	7.5	1.4	4.9	0.7	-	-
Sumitomo Mitsui Trust Guarantee (Consolidated)	12.0	0.6	7.9	0.8	-	-
Sumitomo Mitsui Trust Card	0.3	(0.2)	0.1	(0.3)	-	-
Sumitomo Mitsui Trust Club (*3)	5.6	8.2	2.5	18.5	(1.5)	21.7

(\*1) Contribution of group companies (before consolidation 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) Marubeni SuMiT Rail Transport Inc. became a affiliated entity from 1QFY2016.

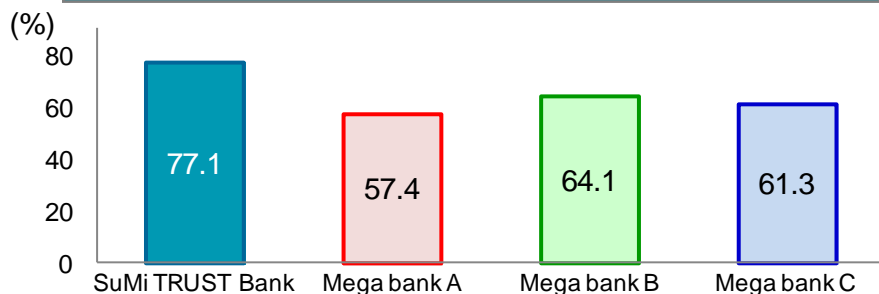
(\*3) Sumitomo Mitsui Trust Club became a consolidated entity from 3QFY2015.

(\*4) Including ¥0.5bn of amortization amount and ¥0.2bn of outstanding balance from affiliated companies

# Consolidated balance sheets

(Billions of yen)	Mar. 2016	Mar. 2017	Change
Cash and due from banks	19,924.5	26,944.4	7,019.9
Call loans and bills bought	705.2	124.7	(580.5)
Receivables under securities borrowing transactions	326.4	480.4	153.9
Monetary claims bought	889.4	906.5	17.1
Trading assets	614.2	496.5	(117.7)
Securities	4,926.2	5,127.7	201.4
Loans and bills discounted	27,525.8	28,040.4	514.5
Lease receivables and investment assets	608.4	667.8	59.3
Other assets	1,752.2	1,739.9	(12.2)
Tangible fixed assets	226.8	225.8	(1.0)
Intangible fixed assets	202.1	214.7	12.6
Assets for retirement benefits	91.4	119.0	27.6
Deferred Tax Assets	23.9	23.2	(0.7)
Customers' liabilities for acceptances and guarantees	503.7	458.0	(45.7)
Allowance for loan losses	(90.8)	(115.8)	(24.9)
<b>Total assets</b>	<b>58,229.9</b>	<b>65,453.7</b>	<b>7,223.7</b>

Comparison of loan-deposit ratio  
(Non-consolidated, as of Mar. 2017)



(Billions of yen)	Mar. 2016	Mar. 2017	Change
Deposits	26,701.9	36,000.8	9,298.8
Negotiable certificates of deposit	7,130.6	7,326.6	195.9
Call money and bills sold	38.9	54.0	15.1
Payables under repurchase agreements	653.4	1,063.7	410.2
Trading liabilities	451.7	366.8	(84.8)
Borrowed money	2,580.5	3,463.1	882.5
Short-term bonds payable	1,253.2	904.2	(348.9)
Bonds payable	1,076.1	1,385.0	308.9
Borrowed money from trust account	13,694.6	10,274.1	(3,420.4)
Other liabilities	1,316.5	1,227.7	(88.7)
Deferred tax liabilities	123.9	137.5	13.5
Acceptances and guarantees	503.7	458.0	(45.7)
<b>Total liabilities</b>	<b>55,525.4</b>	<b>62,662.0</b>	<b>7,136.6</b>
Capital stock	261.6	261.6	-
Capital surplus	645.1	645.0	(0.0)
Retained earnings	1,087.1	1,159.0	71.8
Treasury stock	(27.0)	(34.0)	(6.9)
<b>Total shareholders' equity</b>	<b>1,966.8</b>	<b>2,031.6</b>	<b>64.8</b>
Valuation difference on available-for-sale securities	467.5	476.8	9.3
Deferred gains or losses on hedges	(13.1)	(21.0)	(7.8)
Adjustments for Retirement Benefits	(41.1)	(20.9)	20.2
Others	(3.0)	(3.9)	(0.9)
Total accumulated other comprehensive	410.1	430.9	20.8
Share acquisition rights	0.4	0.5	0.1
Minority interests	327.1	328.4	1.3
<b>Total net assets</b>	<b>2,704.5</b>	<b>2,791.6</b>	<b>87.1</b>
<b>Total liabilities and net assets</b>	<b>58,229.9</b>	<b>65,453.7</b>	<b>7,223.7</b>



# Maturity ladder (loans, securities)

## <Loans (Non-consolidated)>

(Billions of yen)	Mar. 2017					Change from Mar. 2016				
	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	4,720.9	10,005.7	11,286.1	2,146.0	28,158.9	(209.1)	318.2	1,063.4	(57.8)	1,114.6
Variable rate	---	7,165.6	7,878.7	2,145.9	17,190.3	---	(173.7)	40.5	(57.8)	(191.0)
Fixed rate	---	2,840.1	3,407.4	0.0	6,247.6	---	491.9	1,022.8	0.0	1,514.7

(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)	Mar. 2017					Change from Mar. 2016				
	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	278.5	303.4	466.9	-	1,048.9	(378.8)	(110.3)	9.6	-	(479.5)
Government bonds	190.7	0.1	119.4	-	310.3	(414.7)	(20.4)	(15.9)	-	(451.1)
Local government bonds	-	1.3	3.4	-	4.7	(0.5)	(1.1)	1.6	-	(0.0)
Corporate bonds	87.8	302.0	344.0	-	733.8	36.5	(88.8)	23.9	-	(28.2)
Japanese stocks	---	---	---	1,393.9	1,393.9	---	---	---	95.7	95.7
Other securities	282.2	868.5	1,221.1	73.9	2,445.8	48.0	(151.6)	655.5	6.1	558.0
Foreign bonds	282.1	272.0	891.3	-	1,445.6	47.9	(155.4)	416.0	-	308.5
Foreign stocks	-	-	-	20.4	20.4	-	-	-	1.8	1.8

(Note) Including "Monetary Claims Bought", as well as securities.

# Maturity ladder (time deposits, interest rate swaps)

## <Time deposits (Non-consolidated)>

(Billions of yen)	Mar. 2017					Change from Mar. 2016				
	Less than 1 year	1 year to 2 years	2 year to 3 years	Over 3 years	Total	Less than 1 year	1 year to 2 years	2 year to 3 years	Over 3 years	Total
Time deposits	13,528.9	4,102.4	1,505.0	2,371.9	21,508.4	2,516.4	(321.0)	58.5	(384.5)	1,869.4
Variable rate	---	96.7	89.2	246.8	432.9	---	2.7	2.6	29.1	34.5
Fixed rate	---	4,005.6	1,415.7	2,125.0	7,546.5	---	(323.8)	55.9	(413.6)	(681.5)

(Note) Time deposits within 1 year maturity is not divided into variable rate or fixed rate.

## <Maturity ladder of interest rate swaps (qualified for hedge accounting) (Non-consolidated)>

(Billions of yen)	Mar. 2017				Change from Mar. 2016			
	Less than 1 year	1 year to 5 years	Over 5 years	Total	Less than 1 year	1 year to 5 years	Over 5 years	Total
Fix Rcv-Flt Pay	3,462.9	5,739.3	479.9	9,682.3	2,602.9	1,261.9	(66.5)	3,798.4
Flt Rcv-Fix Pay	175.5	951.1	1,960.1	3,086.8	5.1	399.5	1,006.6	1,411.3

# Deferred tax assets

<Major factors for deferred tax assets and deferred tax liabilities> (Billions of yen)	Non-consolidated			Consolidated		
	Mar. 2016	Mar. 2017	Change	Mar. 2016	Mar. 2017	Change
Deferred tax assets (A)	79.6	80.2	0.5	140.1	126.8	(13.2)
Devaluation of securities	25.2	26.3	1.1	21.8	21.0	(0.7)
Allowance for loan losses (including written-off of loans)	21.4	28.8	7.4	38.6	45.8	7.1
Deferred gains/ losses on hedges	3.2	6.9	3.7	3.4	7.5	4.1
Liabilities for retirement benefits	---	---	---	26.3	13.1	(13.2)
Valuation difference due to share exchange	---	---	---	5.6	5.1	(0.4)
Others	41.8	32.4	(9.3)	81.6	70.7	(10.9)
Valuation allowance	(12.0)	(14.4)	(2.3)	(37.4)	(36.7)	0.7
Deferred tax liabilities (B)	225.0	227.3	2.2	240.0	241.0	1.0
Amount related retirement benefits	11.3	10.1	(1.2)	11.3	10.1	(1.2)
Deferred gains/ losses on hedges	-	-	-	0.1	0.1	-
Valuation difference on available-for-sale securities	207.6	212.0	4.3	208.6	213.1	4.5
Valuation difference due to share exchange	---	---	---	10.5	9.3	(1.2)
Liabilities for retirement benefits	---	---	---	-	-	-
Others	6.0	5.1	(0.8)	9.3	8.2	(1.0)
Net deferred tax assets (A) - (B)	(145.4)	(147.0)	(1.6)	(99.9)	(114.2)	(14.2)

<(Reference) Taxable income before deduction of loss carry-forwards for the past 5 years (Non-consolidated)>

(Billions of yen)	FY2012	FY2013	FY2014	FY2015	FY2016
Taxable income before deduction of loss carry-forwards	133.0	107.4	118.5	177.5	105.5
Net business profit before credit costs	210.2	211.8	245.7	249.1	150.5

SuMi TRUST Bank applied the category 2 of the Guidance No. 26 of the Accounting Standards for tax effect accounting and posted net deferred tax assets as a company reporting stable taxable income.

# Performance by business sections

# Breakdown of profit by business

	Gross business profit (Non-consolidated)			Net business profit before credit costs (Non-consolidated)			Net business profit before credit costs (Consolidated)		
	FY2015	FY2016	Change	FY2015	FY2016	Change	FY2015	FY2016	Change
(Billions of yen)									
Retail financial services	147.9	140.2	(7.6)	21.2	15.7	(5.5)	28.3	33.6	5.3
Wholesale financial services	125.9	118.5	(7.3)	83.3	78.6	(4.7)	106.0	104.0	(1.9)
Stock transfer agency services	18.5	19.6	1.0	15.4	16.2	0.7	16.3	17.1	0.7
Gross business profit	28.8	29.7	0.8	---	---	---	---	---	---
Fees paid for outsourcing	(10.3)	(10.1)	0.1	---	---	---	---	---	---
Real estate	27.6	32.0	4.3	18.7	23.1	4.4	24.2	29.3	5.1
Fiduciary services	65.1	61.2	(3.8)	36.0	32.5	(3.5)	55.4	50.0	(5.4)
Gross business profit	93.5	90.7	(2.8)	---	---	---	---	---	---
Fees paid for outsourcing	(28.3)	(29.4)	(1.0)	---	---	---	---	---	---
Global markets	97.5	8.2	(89.2)	85.9	(4.7)	(90.6)	85.9	(4.7)	(90.6)
Others (*)	2.5	3.3	0.7	(11.7)	(10.9)	0.7	1.9	2.9	0.9
<b>Total</b>	<b>485.3</b>	<b>383.3</b>	<b>(101.9)</b>	<b>249.1</b>	<b>150.5</b>	<b>(98.6)</b>	<b>318.3</b>	<b>232.3</b>	<b>(85.9)</b>

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

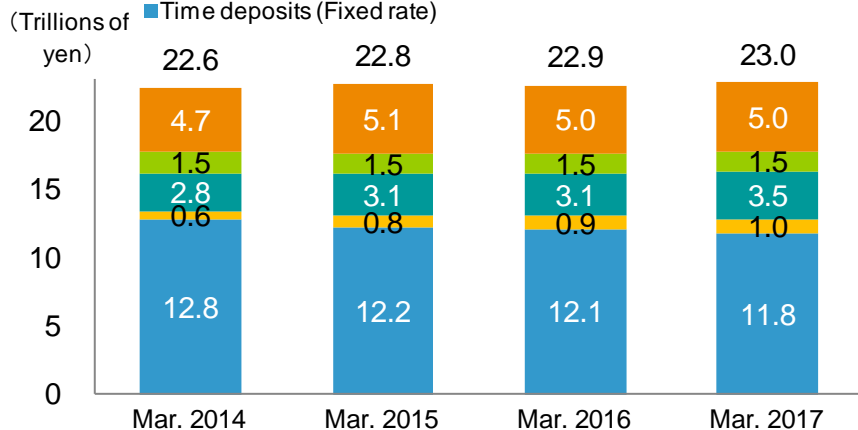
# Retail financial services / Wholesale financial services / Stock transfer agency services

## Retail financial services / Gross business profit

(Billions of yen)	FY2015	FY2016	Change
Business profit	111.3	105.8	(5.5)
Net interest income, etc.	48.0	45.6	(2.3)
Loans to individuals	50.8	56.4	5.5
Deposits	(4.1)	(11.0)	(6.9)
Others	1.2	0.3	(0.9)
Net fees and commissions	63.2	60.1	(3.1)
Investment trust / Insurance	67.4	58.5	(8.8)
Others	(4.1)	1.5	5.6
Adjustments among businesses	36.6	34.4	(2.1)
Gross business profit	147.9	140.2	(7.6)

## Total depositary assets from individuals

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

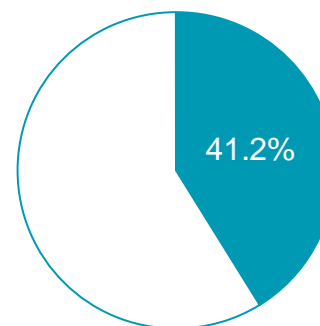


## Wholesale financial services / Gross business profit

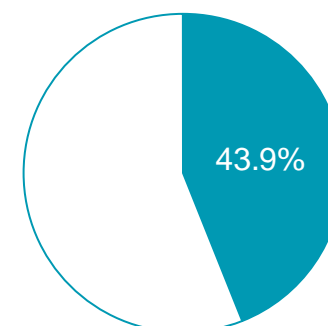
(Billions of yen)	FY2015	FY2016	Change
Business profit	157.0	147.5	(9.5)
Net interest income, etc.	118.7	111.4	(7.2)
Net interest income	123.0	125.5	2.4
Deposits	(1.3)	(2.3)	(1.0)
Others	(3.0)	(11.7)	(8.7)
Net fees and commissions	38.3	36.0	(2.2)
Real estate NRL	7.5	4.4	(3.0)
Syndicated loans	18.6	21.1	2.4
Securitization	6.4	5.5	(0.9)
Adjustments among businesses	(31.1)	(28.9)	2.1
Gross business profit	125.9	118.5	(7.3)

## Market share of stock transfer agency services<sup>(\*)</sup> (as of Mar. 2017)

< Number of listed corporate clients >



< Number of shareholders under administration >



(\*) Combined total of SuMi TRUST Bank, Tokyo Securities Transfer Agent, and Japan Securities Agents

# Global markets

## Gross business profit

(Billions of yen)	FY2015	FY2016	Change
Financial operations	47.1	(48.7)	(95.9)
Investment operations	7.7	17.5	9.8
Marketing functions	42.6	39.5	(3.1)
Total	97.5	8.2	(89.2)

### <Financial operations>

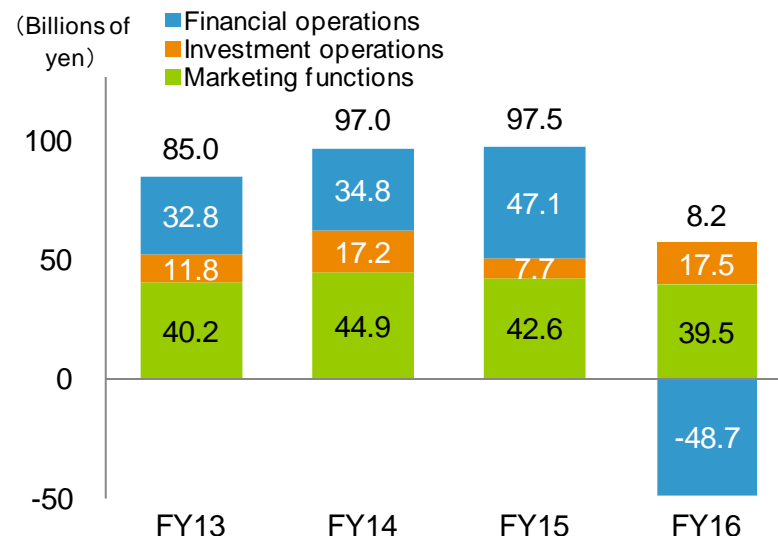
Financial operations managing potential market risks(Interest rate, Equity, etc.) involved in the overall balance sheet

### <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



## Securities portfolio of Global markets business (\*1)

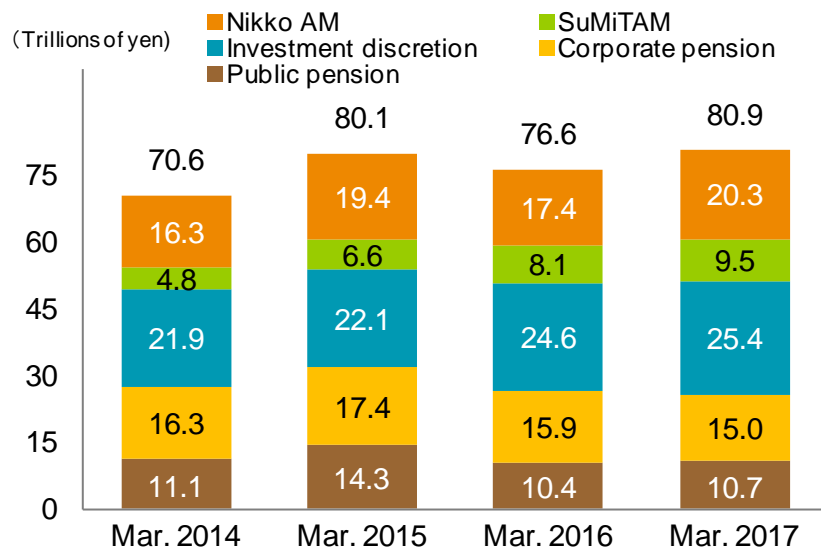
(Billions of yen)	Cost		Unrealized gains/losses		10BPV (*2)		Duration (years) (*2)	
	Mar. 2017	Change from Mar. 2016	Mar. 2017	Change from Mar. 2016	Mar. 2017	Change from Mar. 2016	Mar. 2017	Change from Mar. 2016
JPY	308.2	(425.8)	20.2	(6.0)	1.9	(0.4)	6.0	2.8
Others	974.4	396.1	(15.3)	(24.8)	7.7	4.5	8.0	2.5
USD	916.7	416.1	(15.8)	(23.9)	7.3	4.3	8.1	2.1
EUR, etc.	57.6	(20.0)	0.5	(0.8)	0.3	0.1	6.4	4.0

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

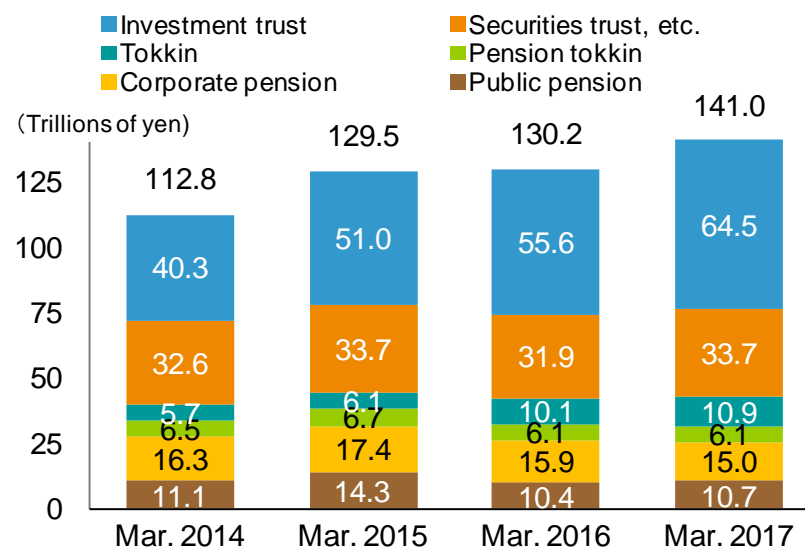
(\*2) In the calculation of 10BPV and duration, investment balance hedged by derivative transactions were excluded.

# Fiduciary services

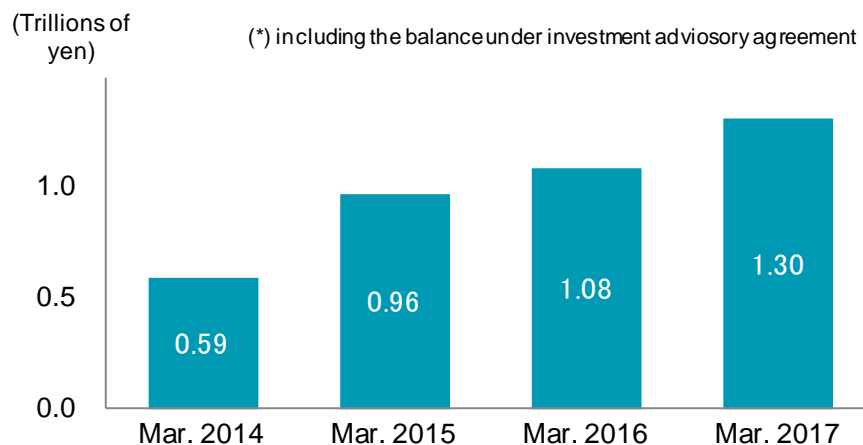
## Assets under management (AUM) (Group)



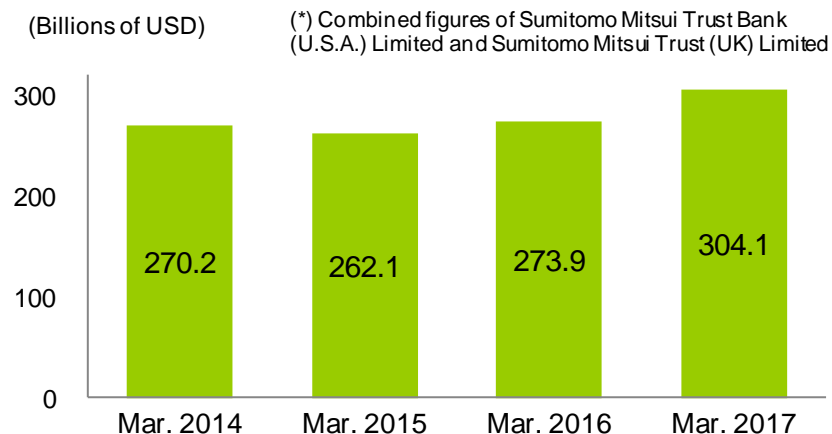
## Entrusted assets (Non-consolidated)



## AUM entrusted from overseas investors (Non-consolidated)



## Assets in global custody





# Credit portfolio

## Loans by industry (Non-consolidated)

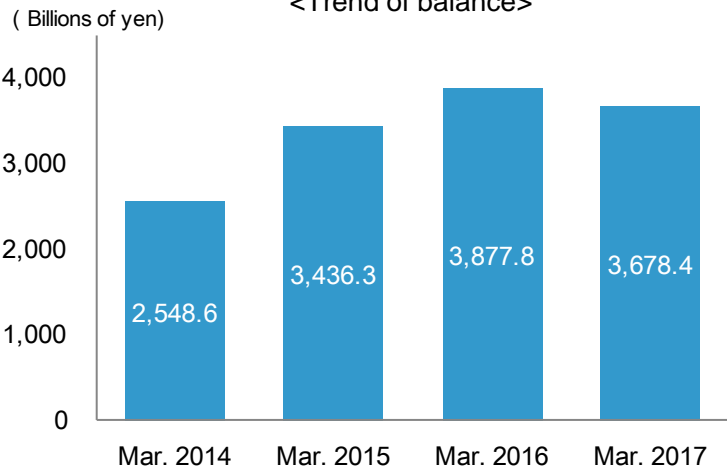
(Billions of yen)	Mar. 2016		Mar. 2017		Change	
	Balance	Proportion	Balance	Proportion	Balance	Proportion
Domestic Branches (excluding offshore accounts)	23,011.6	84.9%	24,447.2	86.7%	1,435.6	1.8%
Manufacturing	2,658.2	9.7%	2,595.5	9.2%	(62.6)	(0.5%)
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	13.2	0.0%	12.8	0.0%	(0.4)	(0.0%)
Construction	126.6	0.5%	129.8	0.5%	3.2	(0.0%)
Electricity, gas, heat supply and water	795.1	2.9%	891.3	3.2%	96.1	0.3%
Information and communications	338.3	1.2%	405.0	1.4%	66.7	0.2%
Transport and postal activities	1,109.7	4.1%	1,126.2	4.0%	16.5	(0.1%)
Wholesale and retail trade	1,203.9	4.4%	1,219.7	4.3%	15.8	(0.1%)
Finance and insurance	3,032.6	11.2%	2,977.0	10.6%	(55.6)	(0.6%)
Real estate	3,061.2	11.3%	3,246.4	11.5%	185.1	0.2%
Goods rental and leasing	828.4	3.1%	897.5	3.2%	69.0	0.1%
Others	9,843.8	36.3%	10,945.5	38.8%	1,101.7	2.5%
Overseas branches and offshore accounts	4,088.6	15.1%	3,758.8	13.3%	(329.7)	(1.8%)
Total	27,100.2	100.0%	28,206.1	100.0%	1,105.8	---

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

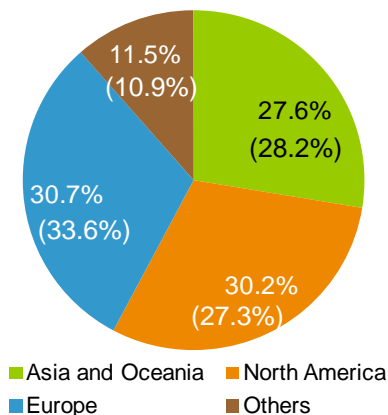
# Non-Japanese / Overseas Japanese borrowers: Non-consolidated

## Non-Japanese borrowers

<Trend of balance>



<Location(\*1)>

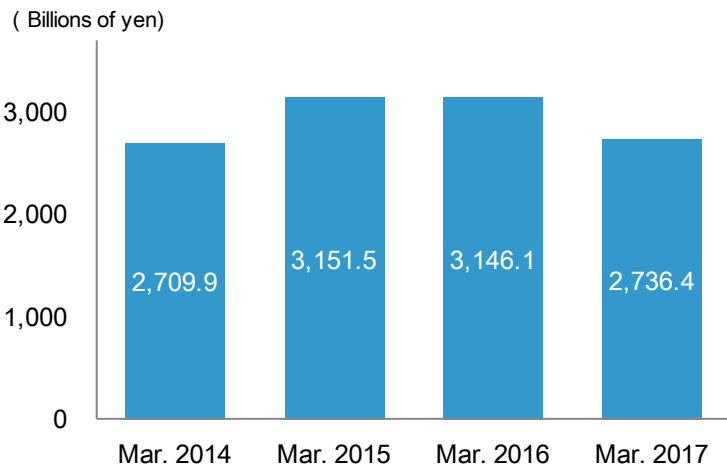


(Billions of yen)

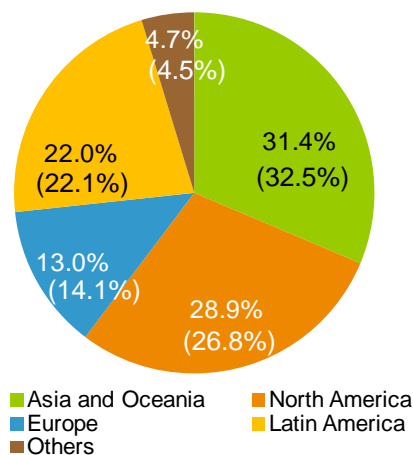
Asia-Oceania	Australia	189.7
	China	161.9
	Hong Kong	155.4
	Korea	126.1
	Singapore	90.4
North America	U.S.A.	1,043.0
Europe	United Kingdom	423.5
	France	233.2
	Switzerland	133.0
	The Netherlands	122.0
	Germany	119.6

## Overseas Japanese borrowers

<Trend of balance>



<Location(\*2)>



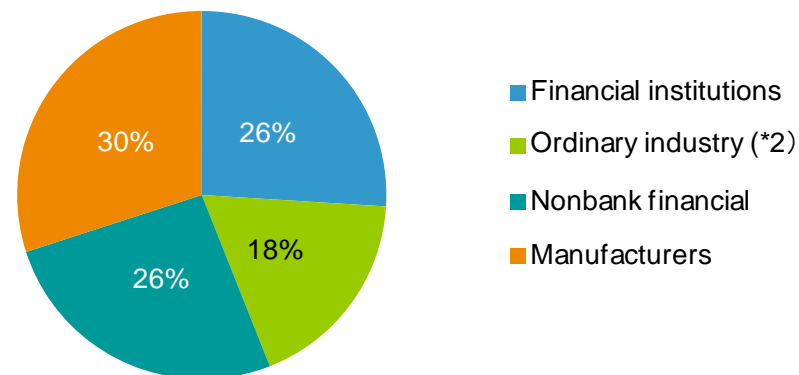
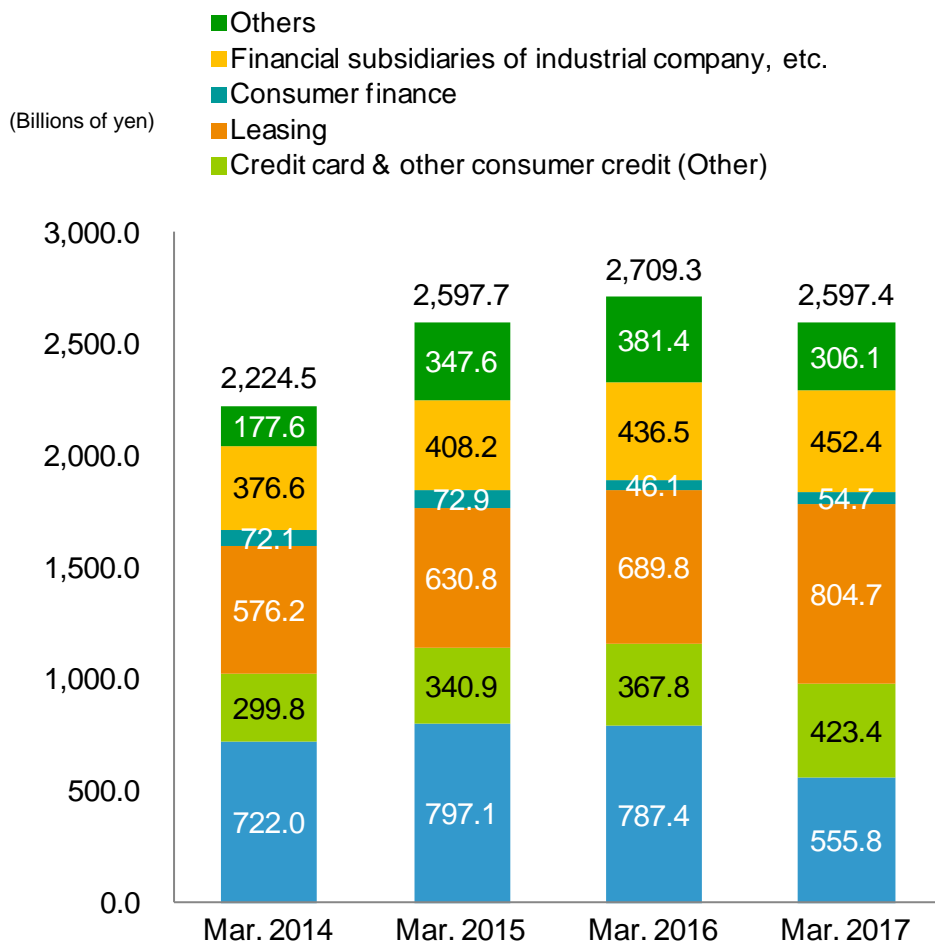
(Billions of yen)

Asia-Oceania	Australia	189.2
	China	171.8
	Singapore	155.6
	Indonesia	120.8
	Thailand	101.6
North America	U.S.A.	732.2
	Canada	58.7
Europe	United Kingdom	217.4
	The Netherlands	78.2
Latin America	Republic of Panama	514.7

# Loans to nonbank financial industry: Non-consolidated

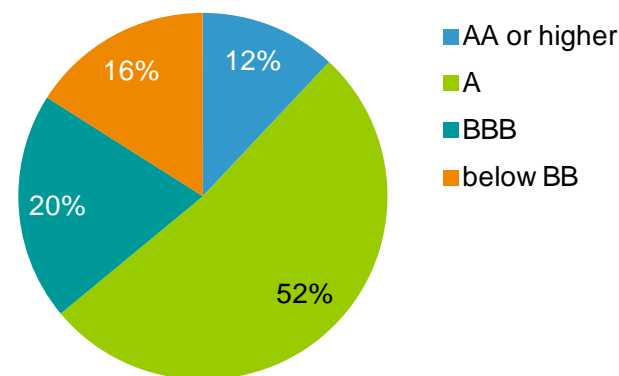
## Outstanding loans to nonbank financial industry (\*1)

## 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)

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

# Real estate-related loans: Non-consolidated

## Balance of real estate-related loans

(Billions of yen)	Mar. 2016	Mar. 2017	Change
Real estate-related loans	2,980.9	3,069.6	88.6
Corporation	969.5	1,007.8	38.3
Real estate NRL (*1)	1,242.9	1,209.5	(33.3)
REIT(*2)	768.4	852.2	83.7

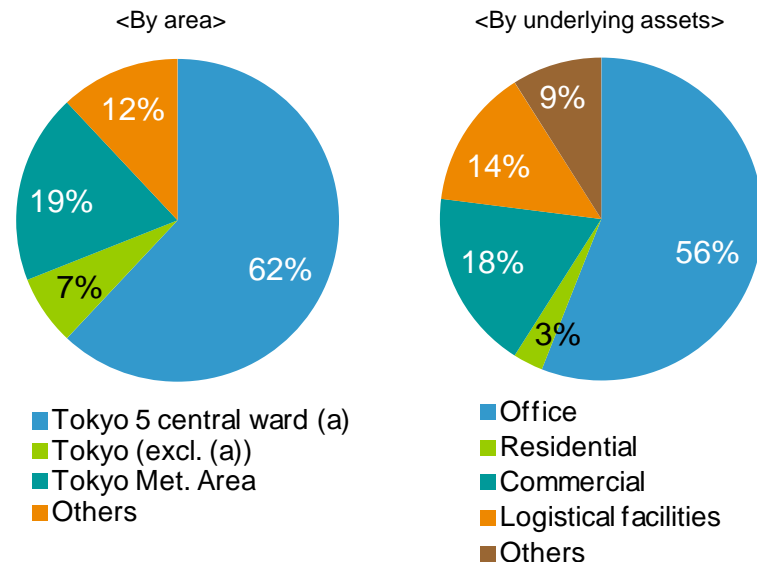
(\*1) Including bond-type. Excluding overseas real estate NRL.

(\*2) Excluding overseas REIT.

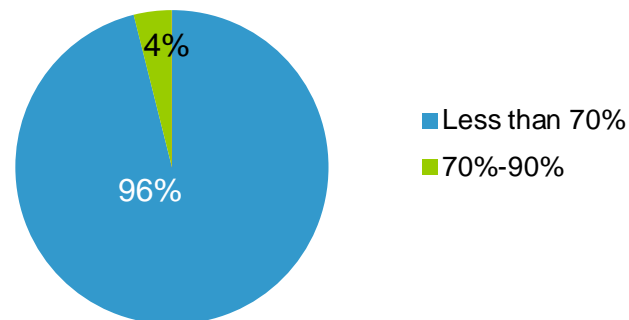
### <Reference>

Real estate equity investment	25.1	27.9	2.8
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## 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. 2016	Mar. 2017	Change	Collateral/Allowance	Coverage ratio (*1)	Allowance ratio (*2)	
	Balance	Balance					
Problem assets based on the Financial Reconstruction Act	90.1	71.2	(18.9)		90.7%	62.0%	
Ratio to total loan balance	0.3%	0.2%	(0.1%)				
Bankrupt and practically bankrupt	11.9	7.9	(4.0)	Total	7.9	100.0%	100.0%
				Collateral value	4.4		
				Specific allowance for loan losses	3.5		
Doubtful	44.9	35.4	(9.5)	Total	31.4	88.9%	62.8%
				Collateral value	24.8		
				Specific allowance for loan losses	6.6		
Substandard	33.2	27.8	(5.4)	Total	25.1	90.3%	19.5%
				Collateral value	24.4		
				General allowance for loan losses	0.6		
Assets to other special mention debtors	368.3	555.6	187.3	(*1) (Collateral value after considering haircuts + allowance for loan losses) / Loan balance			
Ordinary assets	27,205.0	28,108.4	903.4	(*2) Allowance for loan losses / (Loan balance - collateral value after considering haircuts)			
Total	27,663.4	28,735.2	1,071.8				

< Migration analysis (Non-consolidated) >

(Billions of yen)	Mar. 2016	Mar. 2017	Change	Downgrade	Downgrade	Upgrade	Upgrade	Repayment, etc.
	Balance	Balance		(+)	(-)	(+)	(-)	
Bankrupt and practically bankrupt	11.9	7.9	(4.0)	2.8			(2.1)	(4.7)
Doubtful	44.9	35.4	(9.5)	6.3	(0.3)	1.4	(11.1)	(5.8)
Assets to substandard debtors	34.7	29.0	(5.7)	4.0	(1.3)	1.6	(1.4)	(8.7)
Assets to other special mention debtors	366.8	554.3	187.5	246.0	(3.4)	4.5	(22.7)	(37.0)
Total	458.4	626.7	168.4					

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

(Billions of yen)	Mar. 2016			Mar. 2017			Change	Banking a/c	Trust a/c
	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c			
Domestic Branches (excluding offshore accounts)	88.9	83.7	5.1	67.8	62.8	5.0	(21.0)	(20.9)	(0.1)
Manufacturing	17.7	17.7	-	13.1	13.1	-	(4.6)	(4.6)	-
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	1.2	1.2	-	1.0	1.0	-	(0.2)	(0.2)	-
Construction	0.0	0.0	-	0.0	0.0	-	(0.0)	(0.0)	-
Electricity, gas, heat supply and water	-	-	-	-	-	-	-	-	-
Information and communications	0.0	0.0	-	0.0	0.0	-	(0.0)	(0.0)	-
Transport and postal activities	0.5	0.5	-	0.4	0.4	-	(0.1)	(0.1)	-
Wholesale and retail trade	1.2	1.2	-	0.9	0.9	-	(0.3)	(0.3)	-
Finance and insurance	0.3	0.3	-	0.3	0.3	-	(0.1)	(0.1)	-
Real estate	18.8	13.8	5.0	15.2	10.2	5.0	(3.7)	(3.6)	(0.1)
Goods rental and leasing	0.0	0.0	-	-	-	-	(0.0)	(0.0)	-
Others	49.0	48.9	0.1	37.1	37.0	0.1	(12.0)	(12.0)	(0.0)
Overseas branches and offshore accounts	1.2	1.2	-	3.3	3.3	-	2.1	2.1	-
<b>Total</b>	<b>90.1</b>	<b>85.0</b>	<b>5.1</b>	<b>71.2</b>	<b>66.1</b>	<b>5.0</b>	<b>(18.9)</b>	<b>(18.8)</b>	<b>(0.1)</b>

(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. 2016			Mar. 2017			Change	Banking a/c	Trust a/c
	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c			
Risk monitored loans	116.0	110.9	5.1	96.2	91.2	5.0	(19.7)	(19.6)	(0.1)
Ratio to total loan balance	0.4%	0.4%	9.2%	0.3%	0.3%	10.7%	(0.1%)	(0.1%)	1.5%
Loans in bankruptcy proceedings	4.2	4.2	-	2.9	2.9	-	(1.3)	(1.3)	-
Other delinquent loans	70.7	65.6	5.0	58.7	53.7	4.9	(12.0)	(11.9)	(0.0)
Loans past due 3 months or more	-	-	-	0.1	0.1	-	0.1	0.1	-
Restructured loans	41.0	40.9	0.0	34.4	34.3	0.0	(6.6)	(6.6)	(0.0)
Total loan balance	27,581.7	27,525.8	55.9	28,087.6	28,040.4	47.1	505.8	514.5	(8.7)

Note: Partial direct written-off: Mar. 2016: 22.0 billion yen, Mar. 2017: 15.0 billion yen

< Non-consolidated > (Billions of yen)	Mar. 2016			Mar. 2017			Change	Banking a/c	Trust a/c
	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c			
Risk monitored loans	86.2	81.0	5.1	67.7	62.6	5.0	(18.5)	(18.4)	(0.1)
Ratio to total loan balance	0.3%	0.3%	9.2%	0.2%	0.2%	10.7%	(0.1%)	(0.1%)	1.5%
Loans in bankruptcy proceedings	1.5	1.5	-	1.0	1.0	-	(0.5)	(0.5)	-
Other delinquent loans	51.4	46.3	5.0	38.9	33.9	4.9	(12.5)	(12.4)	(0.0)
Loans past due 3 months or more	-	-	-	0.1	0.1	-	0.1	0.1	-
Restructured loans	33.2	33.1	0.0	27.6	27.5	0.0	(5.6)	(5.6)	(0.0)
Total loan balance	27,100.2	27,044.3	55.9	28,206.1	28,158.9	47.1	1,105.8	1,114.6	(8.7)

Note: Partial direct written-off: Mar. 2016: 20.3 billion yen, Mar. 2017: 13.7 billion yen

# Risk monitored loans by industry

< Non-consolidated >

(Billions of yen)	Mar. 2016	Banking	Trust	Mar. 2017	Banking	Trust	Change	Banking	Trust
	Balance	a/c	a/c	Balance	a/c	a/c		a/c	a/c
Domestic Branches (excluding offshore accounts)	84.9	79.8	5.1	64.3	59.3	5.0	(20.5)	(20.4)	(0.1)
Manufacturing	17.7	17.7	-	13.0	13.0	-	(4.6)	(4.6)	-
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	1.1	1.1	-	0.9	0.9	-	(0.1)	(0.1)	-
Construction	0.0	0.0	-	0.0	0.0	-	(0.0)	(0.0)	-
Electricity, gas, heat supply and water	-	-	-	-	-	-	-	-	-
Information and communications	0.0	0.0	-	0.0	0.0	-	(0.0)	(0.0)	-
Transport and postal activities	0.4	0.4	-	0.3	0.3	-	(0.0)	(0.0)	-
Wholesale and retail trade	1.2	1.2	-	0.8	0.8	-	(0.3)	(0.3)	-
Finance and insurance	0.3	0.3	-	0.2	0.2	-	(0.0)	(0.0)	-
Real estate	18.4	13.4	5.0	14.8	9.8	4.9	(3.6)	(3.5)	(0.0)
Goods rental and leasing	0.0	0.0	-	-	-	-	(0.0)	(0.0)	-
Others	45.6	45.5	0.1	33.9	33.9	0.0	(11.6)	(11.6)	(0.0)
Overseas branches and offshore accounts	1.2	1.2	-	3.3	3.3	-	2.0	2.0	-
Total	86.2	81.0	5.1	67.7	62.6	5.0	(18.5)	(18.4)	(0.1)

(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 Mar. 2017)

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

(Billions of yen)	<Pro forma>	
	Regulatory basis	Fully-loaded basis
Total capital	3,185.8	
Tier 1 capital	2,625.7	
Common Equity Tier 1 capital	2,141.8	2,166.5
Instruments and reserves	2,360.8	2,440.2
Regulatory adjustments	(218.9)	(273.7)
Additional Tier 1 capital	483.8	
Directly issued qualifying Additional Tier 1 instruments	220.0	
Eligible Tier 1 capital instruments subject to phase-out arrangements	272.5	
Tier 2 capital	560.1	
Directly issued qualifying Tier 2 instruments	140.0	
Eligible Tier 2 capital instruments subject to phase-out arrangements	361.4	
Total risk-weighted assets	19,391.9	19,352.6
Credit risk	17,855.8	17,816.5
Market risk	551.4	551.4
Operational risk	984.6	984.6
Total capital ratio	16.42%	
Tier 1 capital ratio	13.54%	
Common Equity Tier 1 capital ratio	11.04%	11.19%

<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.

items subject to transitional arrangements (Billions of yen)	<Pro forma>	
	Regulatory basis	Fully-loaded basis
Common Equity Tier 1 capital (CET1)	2,141.8	2,166.5
Instruments and reserves	2,360.8	2,440.2
Directly issued qualifying capital plus retained earnings	2,006.7	2,006.7
Accumulated Other Comprehensive Income	344.7	430.9
Common share capital issued by subsidiaries and held by third parties	8.7	1.9
Amount allowed in group CET1 subject to transitional arrangements	6.7	---
Regulatory adjustments	(218.9)	(273.7)
Intangibles	(152.0)	(190.0)
Deferred tax assets excluding those arising from temporary differences	(0.1)	(0.1)
Shortfall of eligible provisions to expected losses	(8.7)	(10.9)
Assets for retirement benefits	(66.0)	(82.5)
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	(4.9)	(6.2)
Regulatory adjustments applied to Common Equity Tier 1 due to insufficient Additional Tier 1 and Tier 2 to cover deductions	-	-

	Regulatory basis	Fully-loaded basis
Total risk-weighted assets	19,391.9	19,352.6
Amount of credit risk-weighted assets	17,855.8	17,816.5
Amount included in credit risk-weighted assets subject to transitional arrangements	39.2	---
Amount of market risk equivalents	551.4	551.4
Amount of operational risk equivalents	984.6	984.6

# Credit risk-weighted assets

(Billions of yen)	Mar. 2017				Change from Mar. 2016			
	EAD	RW	RWA	EL	EAD	RW	RWA	EL
Internal Ratings-Based	54,558.5	31.4%	17,159.1	149.4	483.9	1.9%	1,214.7	12.2
Corporate, etc.	37,651.2	27.4%	10,346.0	112.0	(657.6)	1.9%	554.2	13.2
Corporation	19,786.3	49.0%	9,700.9	108.9	297.1	2.9%	724.4	13.5
Sovereign	16,201.8	0.9%	160.4	2.0	(185.8)	(0.1%)	(30.7)	(0.1)
Financial institution	1,663.0	29.1%	484.5	1.0	(768.9)	3.4%	(139.4)	(0.2)
Retail	9,193.7	15.5%	1,431.6	25.9	1,017.5	0.2%	177.9	0.1
Residential mortgage	8,519.3	14.0%	1,193.7	17.9	984.7	0.4%	170.0	0.2
Qualifying revolving retail exposure	64.8	16.9%	11.0	0.6	(3.5)	(1.0%)	(1.3)	(0.0)
Other retail exposure	609.5	37.2%	226.8	7.2	36.4	(0.7%)	9.2	(0.1)
Equity	1,019.5	164.5%	1,677.3	---	(103.2)	8.2%	(77.6)	---
Fund	1,883.3	94.7%	1,785.0	3.2	235.2	28.0%	684.9	0.1
Securitization	940.8	18.8%	177.4	0.1	(103.2)	0.0%	(18.4)	(0.1)
Purchased receivables	818.8	54.5%	446.9	1.7	(31.4)	(2.2%)	(36.3)	(0.1)
CVA	777.1	51.4%	399.5	---	(123.8)	(5.4%)	(113.0)	---
Others	2,532.9	44.4%	1,126.4	6.3	279.4	(2.4%)	69.8	(1.0)
Exemption	13,742.9	3.3%	465.4	---	6,510.2	(2.0%)	73.0	---
Total credit risk	68,560.6	26.0%	17,855.8	149.4	7,023.0	(0.8%)	1,314.6	12.2

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

Risk-weight = Risk asset / Exposure

# List of qualified additional Tier 1 instruments, and estimated capital inclusion amount

< Perpetual subordinated bonds (Qualifying additional Tier1 instrument)> (as of Mar. 2017)

Issuer	Series	Issue amount	Coupon rate(*1)	Step up clause	Issue date	First callable date
Sumitomo Mitsui Trust Holdings, Inc.	1	¥70.0 billion	2.49% Fixed	No	Sep. 8, 2015	Dec. 5, 2020
	2	¥50.0 billion	2.87% Fixed	No	Sep. 8, 2015	Dec. 5, 2025
	3	¥70.0 billion	1.51% Fixed	No	Sep. 8, 2016	Dec. 5, 2026
	4	¥30.0 billion	1.73% Fixed	No	Sep. 8, 2016	Dec. 5, 2031

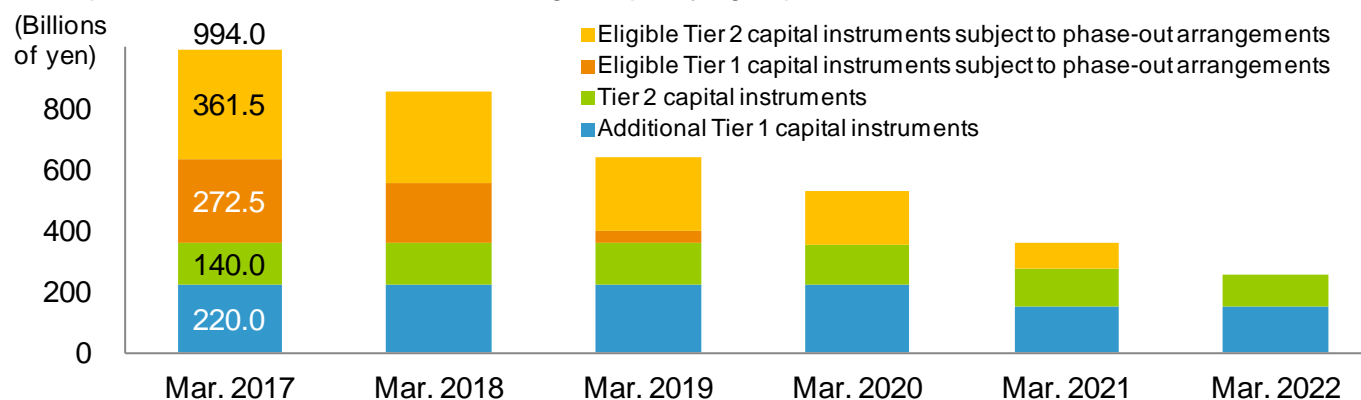
< Preferred Securities (Eligible Tier 1 capital instruments subject to phase-out arrangements) > (as of Mar. 2017)

Issuer	Issue amount	Dividend rate (*1)	Step up clause	Issue date	First callable date	
MTH Preferred Capital 5 (Cayman) Limited	¥33.0 billion	3.02% Fixed	Yes	Mar. 1, 2007	(*2) 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	(*2) 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

(\*1) Interest / Dividend rate (fixed / floating) applicable as of Mar. 2017

(\*2) On May 15, 2017, SuMi TRUST Holdings resolved to redeem the securities in full on the first callable date.

< Amount of capital instrument to be counted as eligible/qualifying capital (\*3) >



(\*3) The first callable date is assumed to be effective maturity date for the instruments.

# Subsidiaries and group companies

# Major subsidiaries and affiliates

<Major subsidiaries>	Paid-in Capital	Primary business	Ownership (%) (1*)	Net income (JPY billions)		
				FY2015	FY2016	Change
Sumitomo Mitsui Trust Bank, Limited	JPY 342.0 bn	Trust and banking	100 (-)	143.1	77.6	(65.4)
Sumitomo Mitsui Trust Asset Management Co., Ltd.	JPY 0.3 bn	Asset management	100 (-)	4.3	4.3	(0.0)
Sumitomo Mitsui Trust Research Institute Co., Ltd.	JPY 0.3 bn	Research and consulting/ Asset management	100 (-)	0.1	0.1	0.0
Japan Trustee Services Bank, Ltd.	JPY 51.0 bn	Trust and banking	66.66 (-)	0.3	0.3	0.0
Tokyo Securities Transfer Agent Co., Ltd.	JPY 0.05 bn	Stock transfer agency	100 (100)	0.2	0.3	0.1
Sumitomo Mitsui Trust Club Co., Ltd. (*2)	JPY 0.1 bn	Credit cards	100 (100)	(15.9)	2.5	18.5
Sumitomo Mitsui Trust Guarantee Co., Ltd.	JPY 0.3 bn	Housing loan guaranty	100 (100)	4.8	5.8	1.0
Sumishin Guaranty Co., Ltd.	JPY 0.3 bn	Housing loan guaranty	100 (100)	2.2	2.0	(0.1)
Sumitomo Mitsui Trust Card Co., Ltd.	JPY 0.1 bn	Credit cards	100 (100)	0.4	0.1	(0.3)
Sumitomo Mitsui Trust Realty Co., Ltd.	JPY 0.3 bn	Residential brokerage	100 (100)	2.7	3.5	0.8
Sumitomo Mitsui Trust General Service Co., Ltd.	JPY 0.1 bn	Property management	100 (100)	(0.6)	1.4	2.1
Sumitomo Mitsui Trust Wealth Partners Co., Ltd.	JPY 0.1 bn	Consulting	100 (100)	0.1	0.2	0.1
Sumitomo Mitsui Trust Loan & Finance Co., Ltd.	JPY 6.0 bn	Finance	100 (100)	3.6	4.7	1.0
Sumitomo Mitsui Trust Investment Co., Ltd.	JPY 0.1 bn	Venture capital	100 (100)	0.1	0.1	0.0
Sumitomo Mitsui Trust Real Estate Investment Management Co., Ltd.	JPY 0.3 bn	Asset management	100 (100)	0.4	0.5	0.1
Nikko Asset Management Co., Ltd. (*3)	JPY 17.3 bn	Asset management	91.81 (91.81)	4.9	5.1	0.1
Japan Securities Agents, Ltd.	JPY 0.5 bn	Stock transfer agency	85.10 (85.10)	0.0	0.1	0.0
Sumitomo Mitsui Trust Panasonic Finance Co., Ltd. (*3)	JPY 25.5 bn	General leasing/ Credit cards	84.89 (84.89)	5.5	6.8	1.3
Sumitomo Mitsui Trust (Hong Kong) Limited	USD 45.0 mill	Security	100 (100)	0.2	0.2	(0.0)
Sumitomo Mitsui Trust Bank (Luxembourg) S.A.	USD 30.0 mill	Banking, security and trust	100 (100)	0.1	0.1	0.0
Sumitomo Mitsui Trust (UK) Limited (*3)	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)	0.0	(0.0)	(0.0)
Sumitomo Mitsui Trust Bank (U.S.A) Limited	USD 56.0 mill	Banking and trust services	100 (100)	0.9	1.3	0.3
Sumitomo Mitsui Trust (Ireland) (*3)	EUR 75.8 mill	Trust services	100 (100)	(0.8)	(0.8)	(0.0)
Sumitomo Mitsui Trust Bank (Thai) Public Company Limited	THB 20.0 bn	Banking	100 (100)	(0.8)	(0.4)	0.4
<Affiliates>						
SBI Sumishin Net Bank, Ltd. (*3)	JPY 31.0 bn	Banking	50.00 (50.00)	8.4	9.8	1.4
Zijin Trust Co., Ltd.	CNY 1.2 bn	Trust	19.98 (19.98)	6.8	6.9	0.0
Marubeni SuMIT Rail Transport Inc. (*3, 4)	USD 46.6 mill	Leasing	50.00 (50.00)	---	2.2	2.2

(\*1) Figures in ( ) describe percentage points owned through subsidiaries.

(\*2) "Net income" in FY2015 represents the contribution of the company after it became a consolidated entity in December 2015.

(\*3) Consolidated basis for each company. Net income for those companies is Net income attributable to owners of the parent.

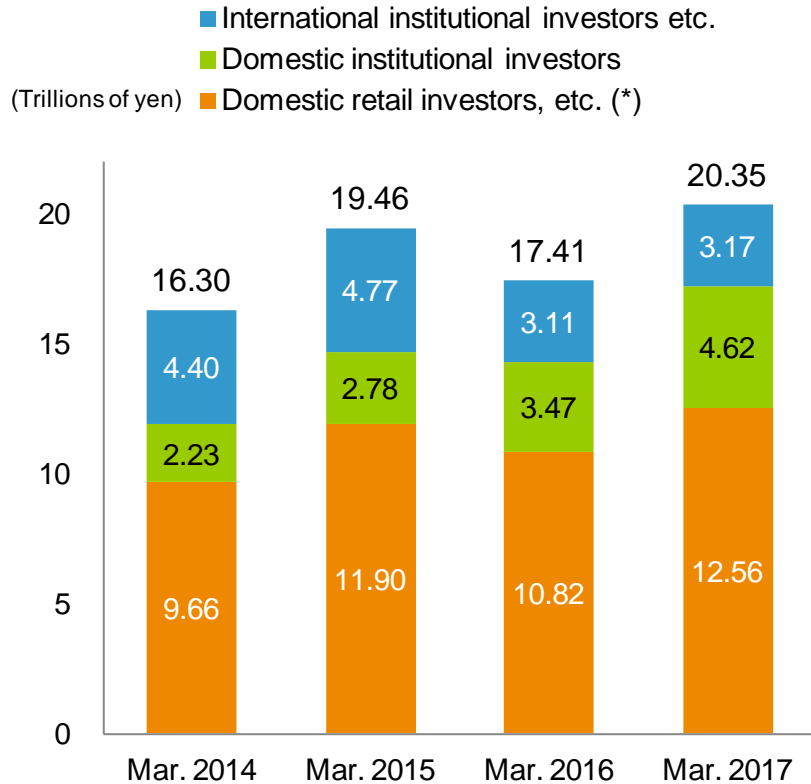
(\*4) "Net income" in FY2016 represents the contribution of the company after it became an affiliated entity in June 2016.



# Financial business in group companies

## 1. Nikko Asset Management (Consolidated)

### Assets under management (AUM) (Consolidated)



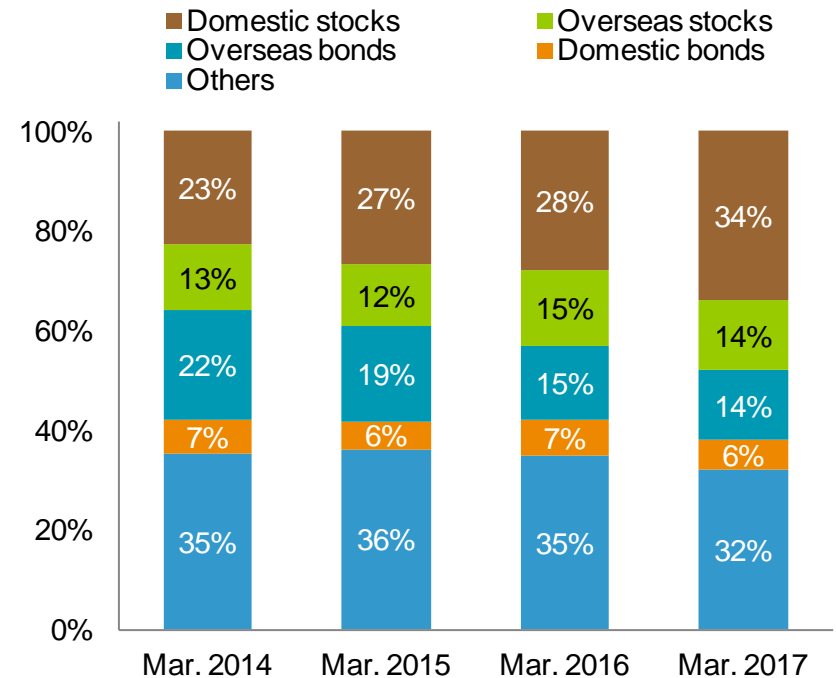
(Billions of yen)	FY2014	FY2015	FY2016
Net cash inflow/outflow	777.3	(234.1)	1,570.4
International institutional investors, etc.	(3.3)	(990.1)	(422.1)
Domestic institutional investors	223.0	543.9	996.5
Domestic retail investors (*)	557.6	212.1	996.1

(\*) Including ETF, MMF

### P/L

(Billions of yen)	FY2015	FY2016	Change
Net business profit	5.6	6.6	0.9
Ordinary income	8.9	8.3	(0.6)
Net income attributable to owners of the parent	4.9	5.1	0.1

### Breakdown of AUM by asset type



# Financial business in group companies

## 2. SBI Sumishin Net Bank (Consolidated)

### Major business figures

(Billions of yen)	Mar. 2016	Mar. 2017	Change
	Number of account (millions)	2.58	
Deposits	3,446.4	4,006.8	560.3
Loans	2,075.5	2,352.8	277.2

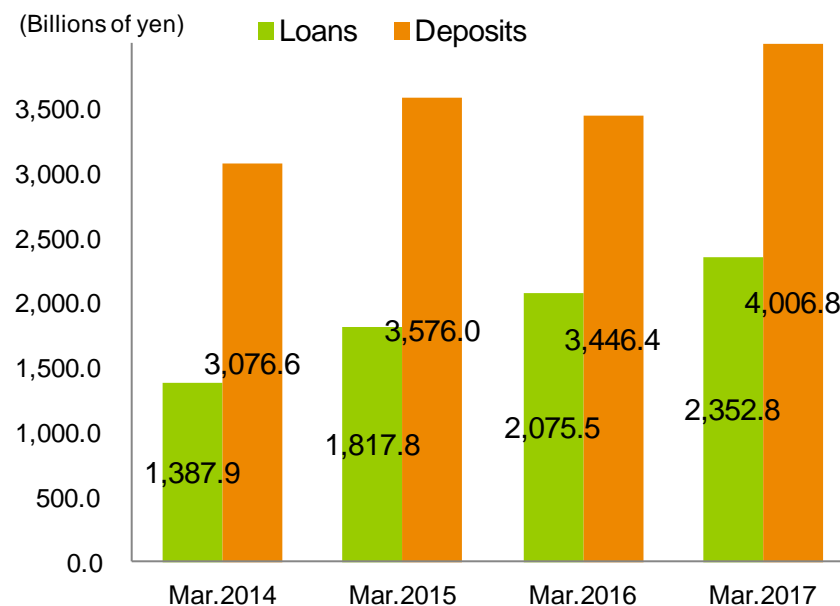
### P/L

(Billions of yen)	FY2015	FY2016	Change
	Net business profit	12.0	
Ordinary income	11.6	14.7	3.0
Net income attributable to owners of the parent	8.4	9.8	1.4

### B/S

(Billions of yen)	Mar. 2016	Mar. 2017	Change
	Total assets	3,968.5	
Net assets	74.7	83.0	8.2
Shareholders' equity	77.5	87.3	9.8

### Balance of Loans and deposits

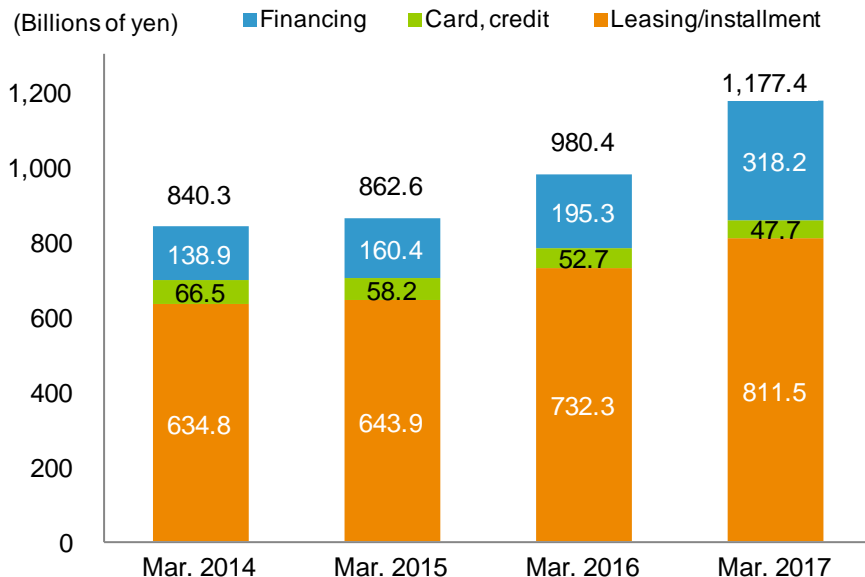


# Financial business in group companies

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

### Sumitomo Mitsui Trust Panasonic Finance (Consolidated)

#### Operating assets

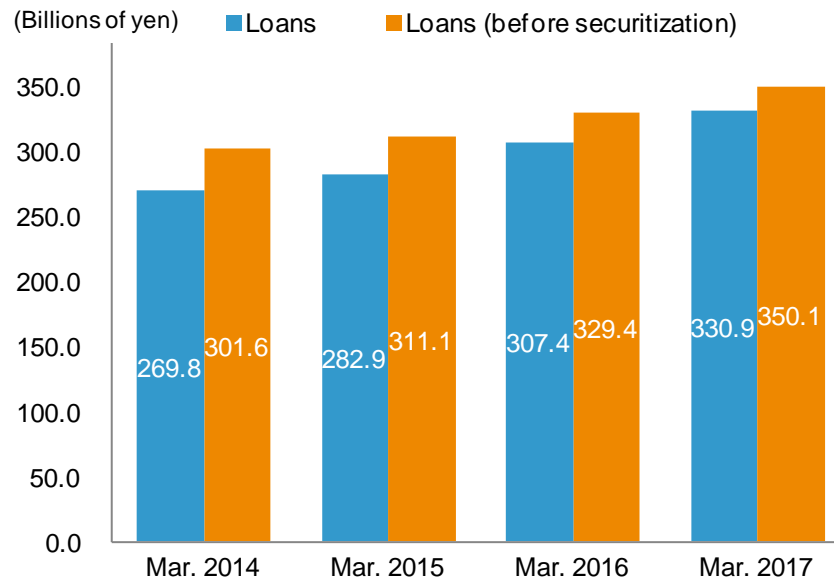


#### P/L

(Billions of yen)	FY2015	FY2016	Change
	Net business profit	7.3	
Ordinary profit	7.2	10.5	3.3
Net income attributable to owners of the parent	5.5	6.8	1.3
Total credit costs	(3.4)	(0.2)	3.1

### Sumitomo Mitsui Trust Loan & Finance

#### Loan balance



#### P/L

(Billions of yen)	FY2015	FY2016	Change
	Net business profit	6.4	
Ordinary profit	6.7	7.7	1.0
Net income	3.6	4.7	1.0
Total credit costs	(0.0)	(0.0)	0.0

# (Supplement) Long-term time series tables

# Statements of income

<Consolidated>

(Billions of yen)	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Net business profit before credit costs	362.7	316.3	290.6	342.2	284.6	285.8	316.7	318.3	232.3
Ordinary profit	(87.3)	231.5	185.4	272.1	255.0	258.0	292.4	278.0	196.3
Net income attributable to owners of the parent	(84.0)	100.0	130.7	164.6	133.7	137.6	159.6	166.9	121.4

<Non-consolidated>

Net business profit before credit costs	313.8	284.4	233.3	239.0	210.2	211.8	245.7	249.1	150.5
Gross business profit	563.0	531.5	475.5	487.6	449.6	461.5	494.2	485.3	383.3
Net interest income and related profit	294.3	311.1	247.2	228.3	207.2	215.7	233.4	223.9	216.7
Net interest income	268.9	291.2	235.4	218.0	199.5	207.9	224.4	212.1	203.2
Trust fees from principal guaranteed trust a/c	25.4	19.9	11.8	10.3	7.7	7.8	8.9	11.8	13.4
Net fees and commissions and related profit	176.2	166.7	170.6	164.9	167.6	195.7	201.0	199.9	196.9
Net fees and commissions	77.0	80.3	84.8	83.1	85.3	104.2	110.8	111.5	116.1
Other trust fees	99.2	86.3	85.8	81.7	82.2	91.4	90.2	88.4	80.8
Net trading income	(49.5)	18.2	15.2	12.5	24.1	24.3	32.4	15.5	17.0
Net other operating income	142.0	35.3	42.2	81.8	50.6	25.6	27.2	45.9	(47.3)
Net gains on bonds	130.6	37.9	37.9	79.2	50.5	15.7	63.4	51.7	(96.9)
General and administrative expenses	(249.1)	(247.1)	(242.1)	(248.6)	(239.4)	(249.7)	(248.5)	(236.1)	(232.7)
Net non-recurring profit	(396.6)	(69.5)	(83.9)	(90.6)	(19.6)	(23.4)	(15.6)	(23.9)	(5.2)
Ordinary profit	(75.8)	212.5	149.4	158.1	190.6	188.4	230.0	218.8	117.3
Extraordinary profit	31.3	(47.1)	0.7	(44.5)	(31.6)	(2.4)	(60.0)	(3.6)	(5.9)
Income before income tax	(44.4)	165.4	150.1	113.6	159.0	185.9	169.9	215.1	111.3
Total income taxes	3.4	(86.1)	(27.1)	(57.2)	(53.8)	(69.9)	(39.4)	(72.0)	(33.6)
Net income	(41.0)	79.3	123.0	56.4	105.1	116.0	130.5	143.1	77.6
Total credit costs	(73.9)	2.2	(7.4)	1.1	5.3	7.6	18.1	(14.1)	(24.9)
Dividend on common share (Yen)				85	90	100	120	130	130

# Balance sheets

<Consolidated>	(Billions of yen)	Mar. 2009	Mar. 2010	Mar. 2011	Mar. 2012	Mar. 2013	Mar. 2014	Mar. 2015	Mar. 2016	Mar. 2017
Loans and bills discounted		19,813.8	20,628.5	20,659.2	20,636.4	22,391.6	23,824.0	25,550.0	27,525.8	28,040.4
Securities		9,691.4	8,609.7	8,327.0	6,795.7	6,346.0	5,764.4	4,813.3	4,926.2	5,127.7
Total assets		36,416.5	35,529.0	35,157.1	34,376.3	37,704.0	41,889.4	46,235.9	58,229.9	65,453.7
Deposits		20,813.2	21,011.0	21,590.5	22,077.8	23,023.8	24,123.3	25,079.7	26,701.9	36,000.8
Negotiable certificates of deposit		2,845.7	2,678.0	2,549.1	3,252.8	4,103.5	5,100.1	6,570.5	7,130.6	7,326.6
Total liabilities		34,464.0	33,232.5	32,805.9	32,039.2	35,373.5	39,448.3	43,518.9	55,525.4	62,662.0
Capital stock		549.1	603.6	603.6	261.6	261.6	261.6	261.6	261.6	261.6
Capital surplus		242.5	297.0	297.0	859.4	752.9	754.2	645.2	645.1	645.0
Retained earnings		801.9	883.0	971.9	696.8	790.1	886.4	970.3	1,087.1	1,159.0
Treasury stock		(0.7)	(0.7)	(0.7)	(0.1)	(93.1)	(0.5)	(17.0)	(27.0)	(34.0)
Shareholders' equity		1,592.8	1,783.0	1,871.8	1,817.8	1,711.5	1,901.7	1,860.1	1,966.8	2,031.6
Valuation difference on available-for-sale securities		(185.5)	44.1	10.4	32.4	161.5	229.6	505.4	467.5	476.8
Total accumulated other comprehensive income		(217.5)	24.4	(12.7)	9.0	134.4	203.5	529.6	410.1	430.9
Minority interests		577.1	488.9	492.1	510.1	484.4	335.6	326.9	327.1	328.4
Total net assets		1,952.5	2,296.5	2,351.2	2,337.0	2,330.4	2,441.0	2,716.9	2,704.5	2,791.6
Total liabilities and net assets		36,416.5	35,529.0	35,157.1	34,376.3	37,704.0	41,889.4	46,235.9	58,229.9	65,453.7

## <Non-consolidated>

Loans and bills discounted		20,070.4	20,860.2	21,015.2	20,789.2	22,349.0	24,034.2	25,826.4	27,044.3	28,158.9
Securities		10,054.9	9,058.1	8,721.5	6,585.8	6,531.2	5,971.2	5,039.6	5,311.2	5,518.9
Total assets		35,384.3	34,273.1	34,045.8	32,838.7	35,294.9	39,122.6	42,705.4	50,256.5	50,969.2
Deposits		20,860.1	21,038.7	21,639.6	22,059.5	22,885.7	24,072.9	24,855.5	26,467.4	29,019.3
Negotiable certificates of deposit		2,895.7	2,734.0	2,627.6	3,301.3	4,222.9	5,304.1	6,758.0	7,254.1	7,523.2
Total liabilities		33,904.5	32,397.6	32,119.3	30,856.7	33,410.2	37,091.4	40,476.9	47,971.3	48,659.5

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