



**SuMi TRUST**  
SUMITOMO MITSUI TRUST GROUP

# Investor Meeting on Financial Results for FY2017 <Data Book>

May 22, 2018

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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)

Total solution: "TS"

Asset management: "AM"

### 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)

(Yen bn)	FY2016			FY2017			Change	FY2017	
	FY2016	Domestic business	International business	FY2017	Domestic business	International business		Domestic business	International business
Trust fee income (after written-off of principal guaranteed trust a/c)	94.2	94.2	-	94.8	94.8	-	0.5	0.5	-
Net interest income	203.2	141.0	62.1	163.3	143.4	19.8	(39.9)	2.3	(42.2)
Interest income (*1)	370.6	206.8	170.8	409.5	204.4	208.3	38.8	(2.3)	37.4
	7.0	---	---	3.3	---	---	(3.7)	---	---
Interest expenses (*1,*2)	(167.3)	(65.7)	(108.7)	(246.2)	(61.0)	(188.4)	(78.8)	4.7	(79.7)
	(7.0)	---	---	(3.3)	---	---	3.7	---	---
Net fees and commissions	116.1	112.7	3.3	108.6	107.2	1.4	(7.4)	(5.5)	(1.9)
Fees and commissions received	200.7	189.6	11.0	195.1	185.4	9.6	(5.5)	(4.1)	(1.3)
Fees and commissions paid	(84.5)	(76.8)	(7.7)	(86.4)	(78.2)	(8.2)	(1.9)	(1.3)	(0.5)
Net trading income	17.0	15.3	1.6	10.4	9.4	0.9	(6.6)	(5.8)	(0.7)
Trading income (*3)	18.3	16.4	1.8	10.4	9.9	0.9	(7.9)	(6.5)	(0.9)
Trading expenses (*3)	(1.2)	(1.0)	(0.2)	-	(0.4)	-	1.2	(0.6)	0.2
Net other operating income	(47.3)	7.0	(54.3)	49.5	0.0	49.4	96.9	(6.9)	103.8
Other operating income (*4)	72.1	7.4	64.7	79.0	1.7	78.3	6.9	(5.6)	13.6
Other operating expenses(*4)	(119.4)	(0.3)	(119.1)	(29.4)	(1.6)	(28.9)	89.9	(1.3)	90.2
Gross business profit (after written-off of principal guaranteed trust a/c)	383.3	370.5	12.8	426.8	355.1	71.7	43.5	(15.4)	58.9

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

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

(\*2) Expenses matching the amount of investment of money held in trust is excluded from "Interest expenses". (FY2016: 0.0 billion yen, FY2017: 0.0 billion yen)

(\*3) Total figure of "Net trading income" and "Net trading expenses" in FY2017 are 0.4 bn yen respectively less than sum of "Domestic business" and "International business" as net trading figures are shown for income and expenses from derivative other than for trading or hedging.

(\*4) Total figure of "Net other operating income" and "Net other operating expenses" in FY2017 are 1.0 bn yen respectively less than sum of "Domestic business" and "International business" as net trading figures are shown for income and expenses from derivative other than for trading or hedging.

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

<Domestic business>	FY2016			FY2017			Change		
	(Average balance: Yen tm)			(Average balance: Yen tm)			(Average balance: Yen tm)		
	Average balance	Yield	Income/expenses	Average balance	Yield	Income/expenses	Average balance	Yield	Income/expenses
(Income / Expenses: Yen bn)									
Interest-earning assets	33.10	0.62%	206.8	35.68	0.57%	204.4	2.58	(0.05%)	(2.3)
Loans and bills discounted	20.05	0.73%	147.7	21.10	0.70%	149.2	1.05	(0.03%)	1.4
Securities	3.08	1.52%	47.1	3.20	1.45%	46.5	0.12	(0.07%)	(0.5)
Japanese government bonds	0.44	0.58%	2.6	0.18	1.08%	1.9	(0.26)	0.50%	(0.6)
Japanese corporate bonds	0.74	0.41%	3.0	0.71	0.39%	2.8	(0.03)	(0.02%)	(0.2)
Japanese stocks	1.09	2.53%	27.7	1.07	2.78%	29.8	(0.02)	0.25%	2.1
Other securities	0.79	1.73%	13.7	1.22	0.96%	11.8	0.43	(0.77%)	(1.8)
Call loans	0.10	(0.03%)	(0.0)	0.02	0.06%	0.0	(0.08)	0.09%	0.0
Monetary claims bought	0.07	(1.11%)	(0.7)	0.05	(0.10%)	(0.0)	(0.01)	1.01%	0.7
Due from banks	8.11	0.07%	5.7	10.73	0.05%	6.0	2.62	(0.02%)	0.3
JPY deposit converted into foreign currencies	1.25	0.17%	2.2	-	-	-	(1.25)	(0.17%)	(2.2)
Income on swaps	---	---	4.8	---	---	2.7	---	---	(2.1)
Interest-bearing liabilities	32.42	0.20%	(65.7)	35.10	0.17%	(61.0)	2.68	(0.03%)	4.7
Deposits	22.86	0.16%	(37.0)	23.12	0.14%	(32.4)	0.25	(0.02%)	4.5
Negotiable certificates of deposit (NCD)	2.87	0.01%	(0.5)	3.00	0.01%	(0.4)	0.13	(0.00%)	0.1
Borrowed money	2.07	0.37%	(7.8)	3.49	0.24%	(8.6)	1.41	(0.13%)	(0.8)
Short-term bonds payable	0.01	0.05%	0.0	-	-	-	(0.01)	(0.05%)	(0.0)
Bonds payable	0.58	1.20%	(7.0)	0.52	1.16%	(6.1)	(0.06)	(0.04%)	0.9
Borrowed money from trust account	2.67	0.49%	(13.2)	2.67	0.49%	(13.1)	(0.00)	(0.00%)	0.1
Foreign currencies' deposit converted into JPY	-	-	-	0.38	0.14%	(0.5)	0.38	0.14%	(0.5)
Gross margin/net interest income	---	0.42%	141.0	---	0.40%	143.4	---	(0.02%)	2.3
Loan-deposit margin/income	---	0.57%	110.7	---	0.56%	116.7	---	(0.01%)	6.0

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

<International business>	FY2016			FY2017			Change		
	(Average balance: Yen trn)			(Average balance: Yen trn)			(Average balance: Yen trn)		
	Average balance	Yield	Income/expenses	Average balance	Yield	Income/expenses	Average balance	Yield	Income/expenses
(Income / Expenses: Yen bn)									
Interest-earning assets	11.99	1.42%	170.8	11.95	1.74%	208.3	(0.03)	0.32%	37.4
Loans and bills discounted	7.23	1.64%	118.7	6.68	2.12%	142.3	(0.54)	0.48%	23.6
Securities	2.05	1.72%	35.4	1.87	2.13%	40.1	(0.17)	0.41%	4.6
Due from banks	1.95	0.64%	12.6	2.14	0.96%	20.6	0.18	0.32%	7.9
Foreign currency deposit converted into JPY	-	-	-	0.38	0.14%	0.5	0.38	0.14%	0.5
Interest-bearing liabilities	12.01	0.90%	(108.7)	11.79	1.59%	(188.4)	(0.22)	0.69%	(79.7)
Deposits	4.55	0.90%	(41.3)	5.09	1.20%	(61.2)	0.53	0.30%	(19.8)
Negotiable certificates of deposit (NCD)	3.47	0.78%	(27.3)	3.71	1.12%	(41.9)	0.24	0.34%	(14.5)
Call money	0.09	1.75%	(1.7)	0.10	2.24%	(2.3)	0.00	0.49%	(0.6)
Borrowed money	0.52	1.96%	(10.3)	0.68	1.95%	(13.4)	0.16	(0.01%)	(3.0)
Bonds payable	0.24	2.24%	(5.5)	0.49	2.15%	(10.7)	0.25	(0.09%)	(5.2)
Foreign currency deposit converted from JPY	1.25	0.17%	(2.2)	-	-	-	(1.25)	(0.17%)	2.2
Expenses on swaps	---	---	(5.9)	---	---	(35.8)	---	---	(29.9)
Gross margin / net interest income	---	0.52%	62.1	---	0.15%	19.8	---	(0.37%)	(42.2)
Loan-deposit margin / income	---	0.74%	77.3	---	0.92%	81.1	---	0.18%	3.7
<Domestic business / International business combined>									
Interest-earning assets	43.83	0.84%	370.6	47.25	0.86%	409.5	3.41	0.02%	38.8
Loans and bills discounted	27.28	0.97%	266.4	27.79	1.04%	291.5	0.50	0.07%	25.1
Interest-bearing liabilities	43.18	0.38%	(167.3)	46.51	0.52%	(246.2)	3.33	0.14%	(78.8)
Deposits	27.42	0.28%	(78.3)	28.21	0.33%	(93.6)	0.78	0.05%	(15.3)
Gross margin / net interest income	---	0.46%	203.2	---	0.34%	163.3	---	(0.12%)	(39.9)
Loan-deposit margin / income	---	0.69%	188.1	---	0.71%	197.8	---	0.02%	9.7

# 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. 2018	
	FY2017	Change from FY2016	FY2017	Change from FY2016	Amortization Amount	Outstanding balance
(Yen bn)						
Consolidation difference	80.8	(1.0)	36.0	(7.7)	(12.0)	89.6
Effect of purchase accounting method	(2.7)	(0.0)	(0.4)	(8.3)	---	---
Contribution (before consolidation adjustments) (*1)	82.8	6.4	59.4	12.0	(12.0)	89.6
Sumitomo Mitsui Trust Asset Management	5.5	(0.7)	3.7	(0.5)	-	-
Nikko Asset Management (Consolidated)	13.3	4.1	7.5	2.7	(*3) (4.0)	(*3) 34.5
Japan Trustee Services Bank	1.1	0.5	0.3	0.0	-	-
Sumitomo Mitsui Trust Bank (U.S.A.)	3.4	1.2	2.0	0.7	-	-
Sumitomo Mitsui Trust Bank (Luxembourg)	0.1	0.0	0.0	(0.0)	-	-
Tokyo Securities Transfer Agent	0.4	(0.0)	0.3	(0.0)	-	-
Japan Securities Agents	0.0	0.0	0.2	0.1	-	-
Sumitomo Mitsui Trust TA Solution	0.1	(0.0)	0.1	0.0	-	-
Japan Stockholders Data Service	0.0	(0.0)	0.0	(0.0)	-	-
Sumitomo Mitsui Trust Realty	5.8	0.9	4.1	0.6	-	-
Sumitomo Mitsui Trust Real Estate Investment Management	0.2	(0.5)	0.1	(0.3)	-	-
Sumitomo Mitsui Trust Panasonic Finance (Consolidated)	12.8	1.1	5.1	(0.6)	-	-
Sumitomo Mitsui Trust Loan & Finance	10.2	0.3	6.9	0.0	(3.8)	26.5
Marubeni SuMiT Rail Transport Inc. (Consolidated) (*2)	1.5	0.2	2.5	1.8	(2.5)	8.4
Zijin Trust	1.7	(0.2)	1.4	0.1	-	-
SBI Sumishin Net Bank (Consolidated)	7.9	0.4	5.2	0.2	-	-
Sumitomo Mitsui Trust Guarantee (Consolidated)	11.9	(0.1)	8.3	0.3	-	-
Sumitomo Mitsui Trust Card	0.1	(0.1)	0.1	0.0	-	-
Sumitomo Mitsui Trust Club	2.9	(2.6)	(0.2)	(2.7)	(1.5)	20.1

(\*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) Figures in 1HFY2016 represents the contribution of the company after it became an affiliated entity in June 2016.

(\*3) Including ¥0.0bn of amortization amount and ¥0.2bn of outstanding balance from affiliated companies

# Consolidated balance sheets

(Yen bn)	Mar. 2017	Mar. 2018	Change
Cash and due from banks	26,944.4	28,841.3	1,896.8
Call loans and bills bought	124.7	152.9	28.2
Receivables under securities borrowing transactions	480.4	675.2	194.8
Monetary claims bought	906.5	955.9	49.3
Trading assets	496.5	363.2	(133.2)
Securities	5,127.7	5,537.6	409.9
Loans and bills discounted	28,040.4	28,190.5	150.1
Lease receivables and investment assets	667.8	677.2	9.4
Other assets	1,739.9	1,958.5	218.6
Tangible fixed assets	225.8	214.3	(11.4)
Intangible fixed assets	214.7	197.2	(17.5)
Assets for retirement benefits	119.0	163.2	44.2
Deferred Tax Assets	23.2	23.1	(0.1)
Customers' liabilities for acceptances and guarantees	458.0	508.9	50.9
Allowance for loan losses	(115.8)	(102.9)	12.8
Total assets	65,453.7	68,356.7	2,903.0

(Yen bn)	Mar. 2017	Mar. 2018	Change
Deposits	36,000.8	37,351.8	1,351.0
Negotiable certificates of deposit	7,326.6	6,563.3	(763.2)
Call money and bills sold	54.0	146.9	92.8
Payables under repurchase agreements	1,063.7	1,454.8	391.1
Trading liabilities	366.8	266.1	(100.7)
Borrowed money	3,463.1	4,370.0	906.9
Short-term bonds payable	904.2	1,062.8	158.6
Bonds payable	1,385.0	1,470.7	85.6
Borrowed money from trust account	10,274.1	11,070.7	796.5
Other liabilities	1,227.7	1,036.9	(190.8)
Deferred tax liabilities	137.5	181.0	43.5
Acceptances and guarantees	458.0	508.9	50.9
Total liabilities	62,662.0	65,484.4	2,822.4
Capital stock	261.6	261.6	-
Capital surplus	645.0	645.0	(0.0)
Retained earnings	1,159.0	1,263.4	104.3
Treasury stock	(34.0)	(42.2)	(8.1)
Total shareholders' equity	2,031.6	2,127.8	96.1
Valuation difference on available-for-sale securities	476.8	516.6	39.8
Deferred gains or losses on hedges	(21.0)	(22.7)	(1.7)
Adjustments for Retirement Benefits	(20.9)	4.7	25.6
Others	(3.9)	(1.7)	2.1
Total accumulated other comprehensive income	430.9	496.8	65.8
Share acquisition rights	0.5	0.7	0.2
Minority interests	328.4	246.8	(81.6)
Total net assets	2,791.6	2,872.3	80.6
Total liabilities and net assets	65,453.7	68,356.7	2,903.0



# Maturity ladder (loans, securities)

## <Loans (Non-consolidated)>

(Yen bn)	Mar. 2018					Change from Mar. 2017				
	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	5,094.0	9,373.8	11,486.5	2,304.6	28,259.0	373.1	(631.9)	200.3	158.6	100.1
Variable rate	---	6,471.5	7,679.0	2,304.5	16,455.2	---	(694.1)	(199.6)	158.6	(735.1)
Fixed rate	---	2,902.2	3,807.4	0.0	6,709.7	---	62.1	399.9	0.0	462.1

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

## <Securities with fair value (Non-consolidated)>

(Yen bn)	Mar. 2018					Change from Mar. 2017				
	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	166.0	359.8	510.9	-	1,036.8	(112.5)	56.3	43.9	-	(12.1)
Government bonds	128.5	75.4	156.6	-	360.5	(62.2)	75.3	37.1	-	50.2
Local government bonds	-	2.3	4.8	-	7.2	-	1.0	1.4	-	2.4
Corporate bonds	37.5	282.0	349.4	-	668.9	(50.3)	(19.9)	5.3	-	(64.9)
Japanese stocks	---	---	---	1,503.6	1,503.6	---	---	---	109.7	109.7
Other securities	209.1	1,071.2	1,352.6	135.4	2,768.5	(73.0)	202.6	131.5	61.4	322.6
Foreign bonds	209.1	380.8	732.8	-	1,322.8	(73.0)	108.7	(158.5)	-	(122.7)
Foreign stocks	-	-	-	15.2	15.2	-	-	-	(5.2)	(5.2)

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

# Maturity ladder (time deposits, interest rate swaps)

## <Time deposits (Non-consolidated)>

(Yen bn)	Mar. 2018					Change from Mar. 2017				
	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	13,795.2	3,792.9	1,641.9	1,977.8	21,207.9	266.2	(309.4)	136.8	(394.0)	(300.4)
Variable rate	---	99.3	118.8	214.9	433.0	---	2.5	29.5	(31.9)	0.1
Fixed rate	---	3,693.6	1,523.0	1,762.9	6,979.6	---	(312.0)	107.2	(362.0)	(566.8)

(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)>

(Yen bn)	Mar. 2018				Change from Mar. 2017			
	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	3,975.7	6,299.7	344.9	10,620.4	512.8	560.3	(135.0)	938.1
Flt Rcv-Fix Pay	308.1	1,117.0	2,172.0	3,597.3	132.6	165.9	211.9	510.4

# Deferred tax assets

<Major factors for deferred tax assets and deferred tax liabilities> (Yen bn)	Non-consolidated			Consolidated		
	Mar. 2017	Mar. 2018	Change	Mar. 2017	Mar. 2018	Change
Deferred tax assets (A)	80.2	72.7	(7.4)	126.8	105.6	(21.1)
Devaluation of securities	26.3	24.2	(2.0)	21.0	19.2	(1.8)
Allowance for loan losses (including written-off of loans)	28.8	23.4	(5.4)	45.8	40.2	(5.6)
Deferred gains/ losses on hedges	6.9	8.0	1.0	7.5	8.7	1.1
Liabilities for retirement benefits	---	---	---	13.1	0.2	(12.8)
Valuation difference due to share exchange	---	---	---	5.1	5.1	(0.0)
Others	32.4	30.6	(1.7)	70.7	68.9	(1.7)
Valuation allowance	(14.4)	(13.6)	0.8	(36.7)	(36.8)	(0.1)
Deferred tax liabilities (B)	227.3	246.1	18.8	241.0	263.5	22.4
Amount related retirement benefits	10.1	12.0	1.8	10.1	11.4	1.2
Valuation difference on available-for-sale securities	212.0	228.8	16.8	213.1	230.1	17.0
Valuation difference due to share exchange	---	---	---	9.3	7.7	(1.6)
Others	5.1	5.2	0.1	8.3	14.1	5.8
Net deferred tax assets (A) - (B)	(147.0)	(173.4)	(26.3)	(114.2)	(157.9)	(43.6)

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

(Yen bn)	FY2013	FY2014	FY2015	FY2016	FY2017
Taxable income before deduction of loss carry-forwards	107.4	118.5	177.5	106.4	127.2
Net business profit before credit costs	211.8	245.7	249.1	150.5	189.7

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

(Yen bn)	Gross business profit (Non-consolidated)			Net business profit before credit costs (Non-consolidated)			Net business profit before credit costs (Consolidated)		
	FY2016	FY2017	Change	FY2016	FY2017	Change	FY2016	FY2017	Change
Retail TS services	140.2	132.8	(7.4)	15.7	11.1	(4.5)	33.6	23.4	(10.1)
Wholesale financial services (*1)	118.5	128.6	10.0	78.6	89.1	10.5	104.0	116.6	12.6
Stock transfer agency services	19.6	20.1	0.5	16.2	16.7	0.4	17.1	17.4	0.3
Gross business profit	29.7	30.0	0.3	---	---	---	---	---	---
Fees paid for outsourcing	(10.1)	(9.9)	0.1	---	---	---	---	---	---
Real estate	32.0	32.1	0.1	23.1	23.1	(0.0)	29.3	29.8	0.4
Fiduciary services	61.2	62.7	1.4	32.5	35.9	3.4	50.0	59.1	9.1
Gross business profit	90.7	93.1	2.3	---	---	---	---	---	---
Fees paid for outsourcing	(29.4)	(30.3)	(0.9)	---	---	---	---	---	---
Global markets	8.2	54.4	46.1	(4.7)	39.3	44.1	(4.7)	39.3	44.1
Others (*2)	3.3	(4.1)	(7.4)	(10.9)	(25.7)	(14.7)	2.9	(15.4)	(18.3)
<b>Total</b>	<b>383.3</b>	<b>426.8</b>	<b>43.5</b>	<b>150.5</b>	<b>189.7</b>	<b>39.2</b>	<b>232.3</b>	<b>270.5</b>	<b>38.1</b>

(\*1) Combined total of Wholesale TS services and Wholesale AM

(\*2) Figures of "Others" include costs of capital funding, dividends of shares from cross-shareholdings, general and administrative expenses of headquarters, etc.

# Retail TS services / Wholesale TS services & Wholesale AM / Stock transfer agency services

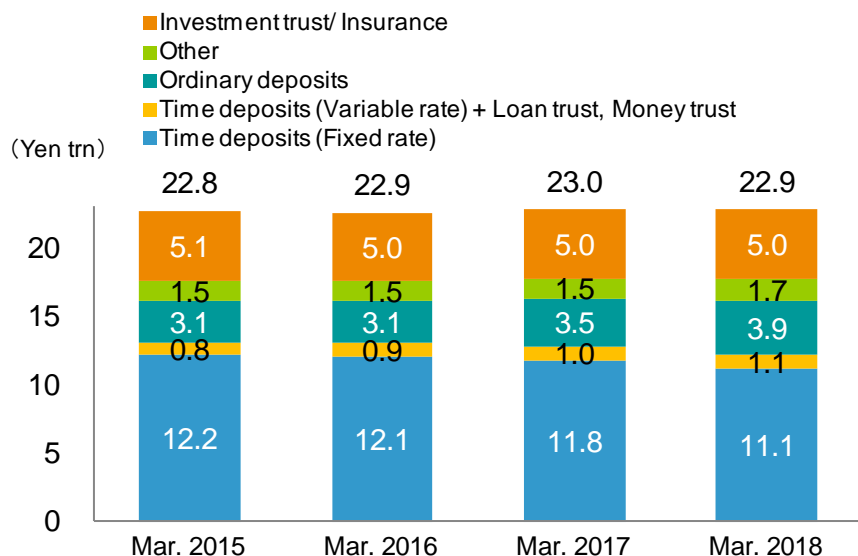
## Retail TS services / Gross business profit

(Yen bn)	FY2016	FY2017	Change
Business profit	105.8	102.8	(2.9)
Net interest income, etc.	45.6	48.7	3.0
Loans to individuals	56.4	61.7	5.3
Deposits	(11.0)	(14.0)	(3.0)
Others	0.3	1.0	0.7
Net fees and commissions	60.1	54.1	(5.9)
Investment trust / Insurance	58.5	57.8	(0.7)
Others	1.5	(3.7)	(5.2)
Adjustments among businesses	34.4	29.9	(4.4)
Gross business profit	140.2	132.8	(7.4)

## Wholesale TS services & Wholesale AM / Gross business profit

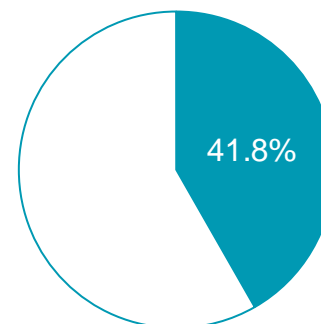
(Yen bn)	FY2016	FY2017	Change
Business profit	147.5	151.5	3.9
Net interest income, etc.	111.4	117.0	5.5
Net interest income	121.3	128.0	6.6
Deposits	(2.3)	(1.2)	1.0
Others	(7.5)	(9.7)	(2.2)
Net fees and commissions	36.0	34.4	(1.5)
Real estate NRL	4.4	3.7	(0.7)
Syndicated loans	21.1	21.7	0.6
Securitization	5.5	4.9	(0.5)
Adjustments among businesses	(28.9)	(22.8)	6.1
Gross business profit	118.5	128.6	10.0

## Total depositary assets from individuals

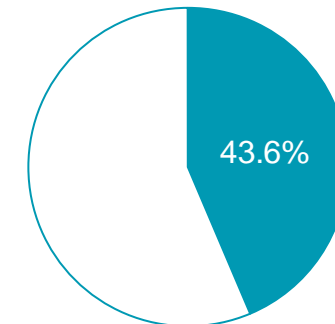


## Market share of stock transfer agency services<sup>(\*)</sup> (as of Mar. 2018)

< Number of listed corporate clients >

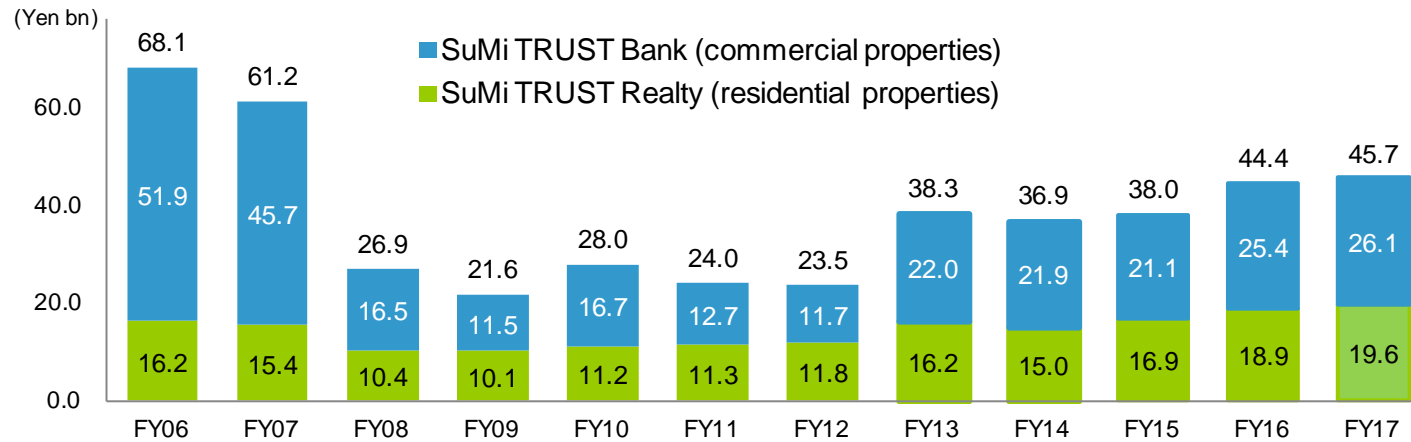


< Number of shareholders under administration >

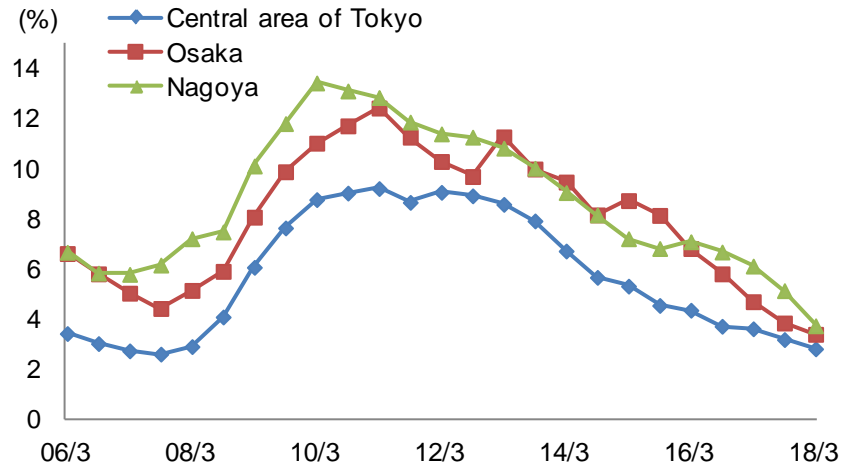


(\*) Combined total of SuMi TRUST Bank, Tokyo Securities Transfer Agent, and Japan Securities Agents

## Real estate brokerage fees

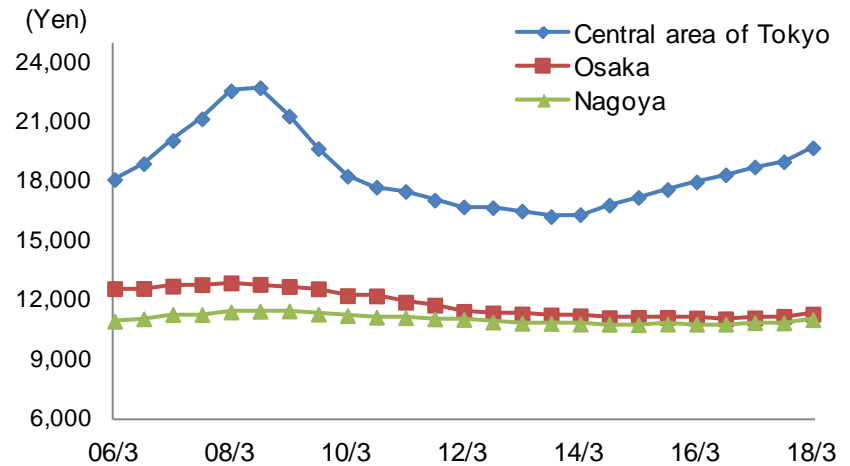


## Average Vacancy Rates (Office market)



[Source] Miki Shoji

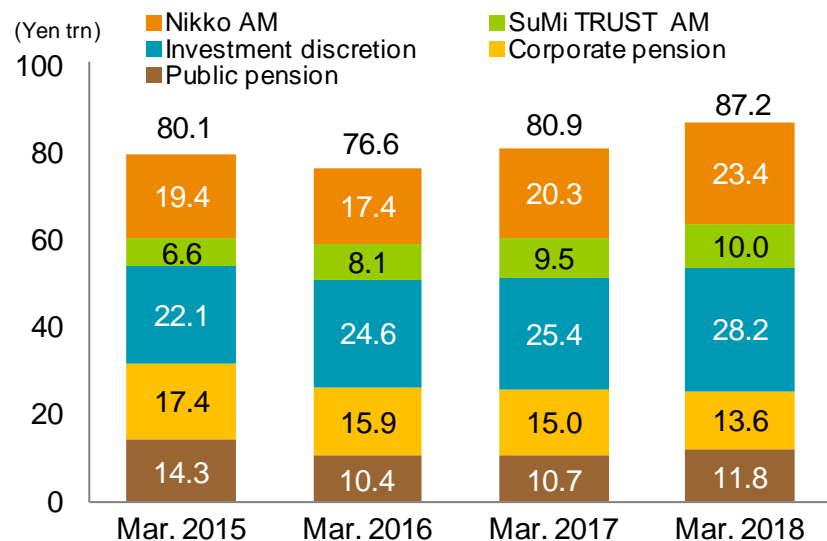
## Average Rent (Office market)



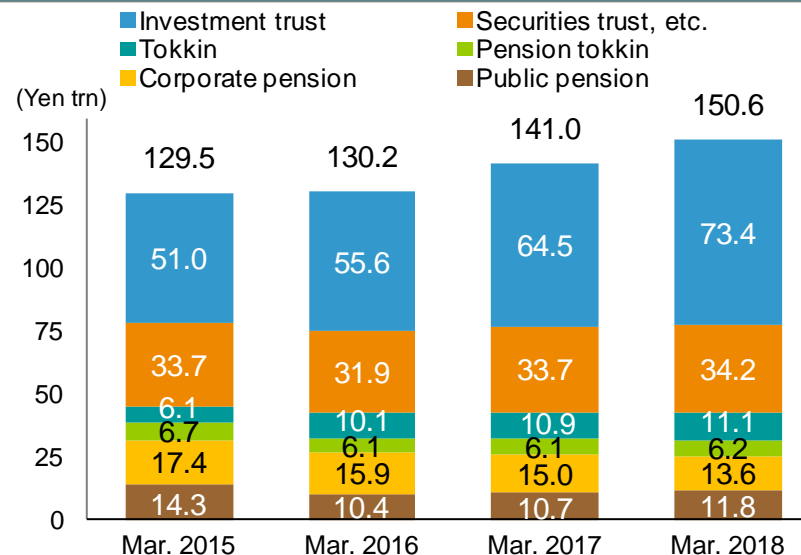
[Source] Miki Shoji

# Fiduciary services

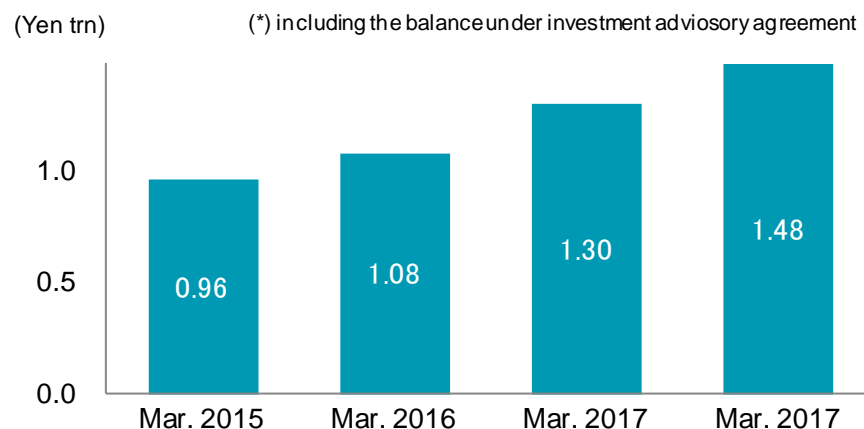
## Assets under management (AUM) (Group)



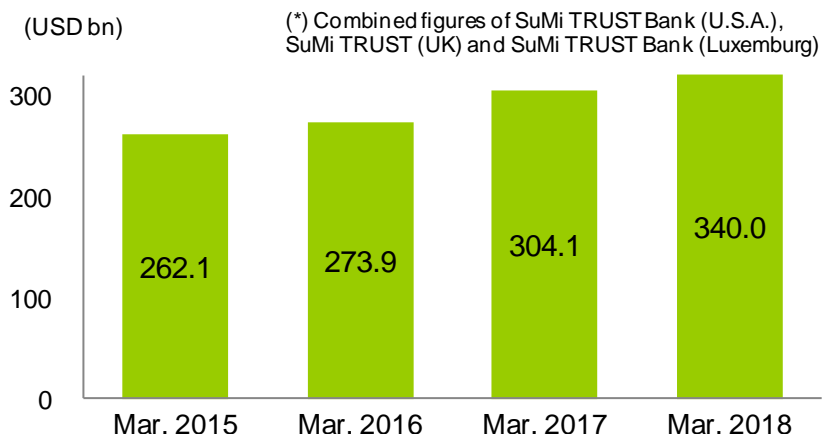
## Entrusted assets (Non-consolidated)



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



## Assets in global custody





## Gross business profit

(Yen bn)	FY2016	FY2017	Change
Financial operations	(48.7)	3.3	52.1
Investment operations	17.5	7.1	(10.4)
Marketing functions	39.5	43.9	4.4
Total	8.2	54.4	46.1

### <Financial operations>

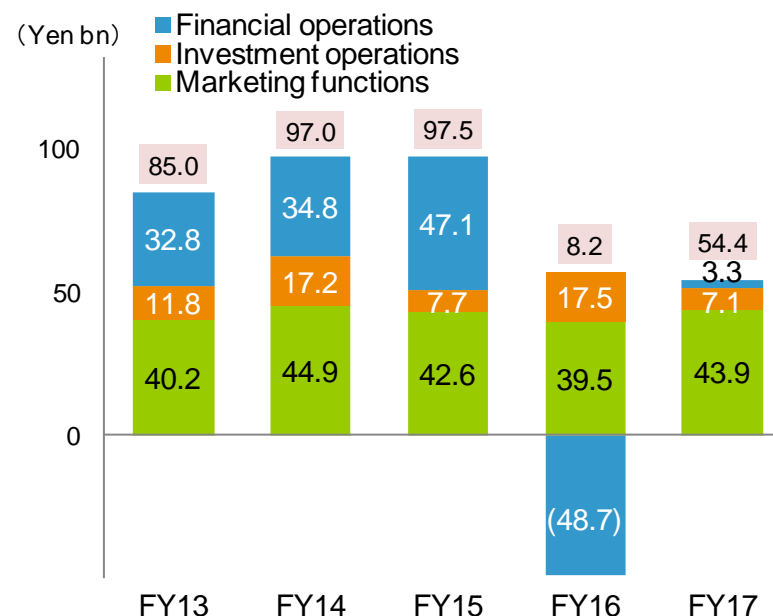
Financial operations managing potential market risks(Interest rate, Equity, etc.) involved in the overall balance sheet

### <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)

(Yen bn)	Mar. 2018	Change from Mar. 2017	Mar. 2018	Change from Mar. 2017	Mar. 2018	Change from Mar. 2017	Mar. 2018	Change from Mar. 2017
JPY	358.0	49.7	20.3	0.0	2.6	0.6	6.8	0.8
Others	752.9	(221.4)	(22.2)	(6.9)	2.9	(4.8)	4.0	(4.0)
USD	617.3	(299.4)	(23.5)	(7.7)	1.8	(5.5)	3.1	(5.0)
EUR, etc.	135.5	77.9	1.3	0.7	1.0	0.7	7.9	1.4

(\*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 and hedging effect utilizing investment trust taken into consideration.

# Credit portfolio

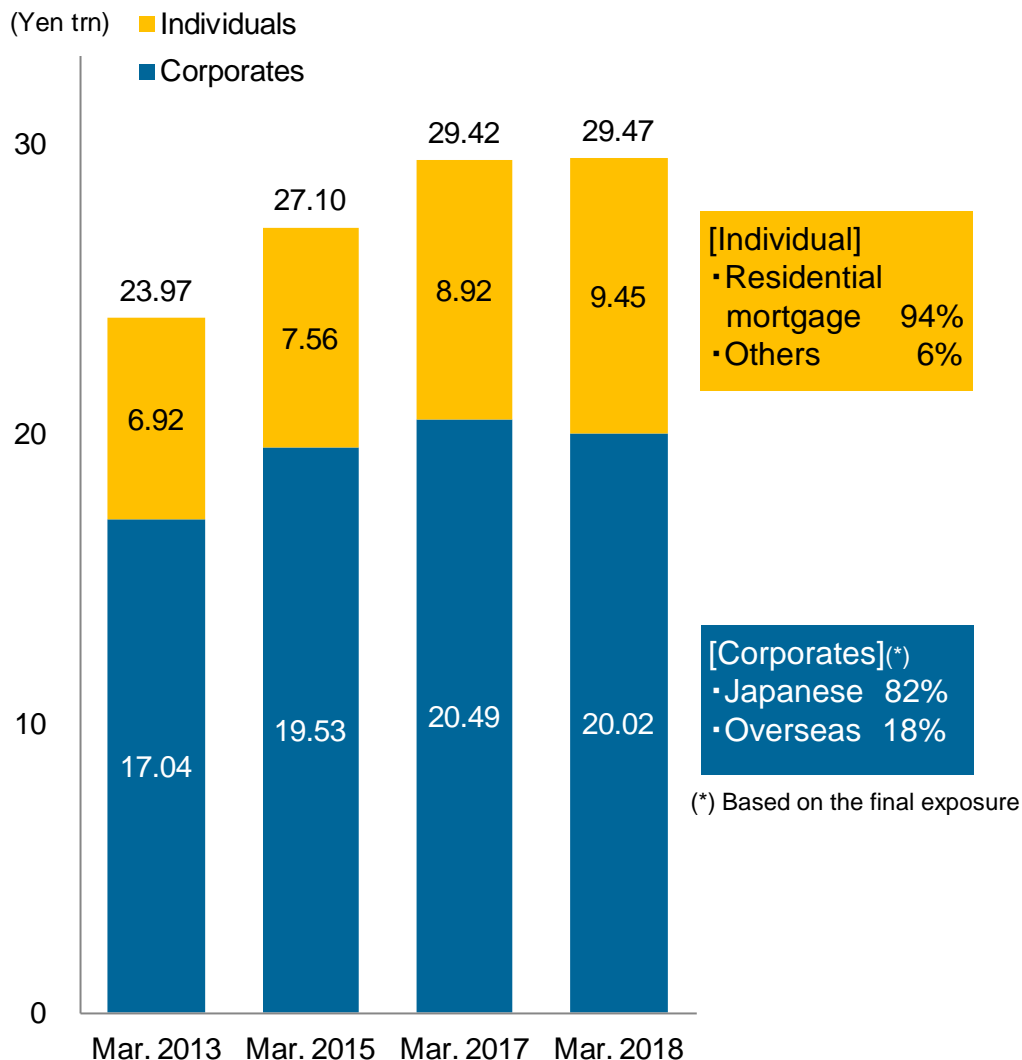
## Loans by industry (Non-consolidated)

(Yen bn)	Mar. 2017		Mar. 2018		Change	
	Balance	Proportion	Balance	Proportion	Balance	Proportion
Domestic Branches (excluding offshore accounts)	24,447.2	86.7%	24,709.4	87.3%	262.1	0.6%
Manufacturing	2,595.5	9.2%	2,486.2	8.8%	(109.3)	(0.4%)
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	12.8	0.0%	12.1	0.0%	(0.7)	(0.0%)
Construction	129.8	0.5%	120.4	0.4%	(9.4)	(0.1%)
Electricity, gas, heat supply and water	891.3	3.2%	1,047.7	3.7%	156.4	0.5%
Information and communications	405.0	1.4%	412.2	1.5%	7.1	0.1%
Transport and postal activities	1,126.2	4.0%	1,111.4	3.9%	(14.8)	(0.1%)
Wholesale and retail trade	1,219.7	4.3%	1,171.8	4.1%	(47.8)	(0.2%)
Finance and insurance	2,977.0	10.6%	2,805.6	9.9%	(171.4)	(0.7%)
Real estate	3,246.4	11.5%	3,427.5	12.1%	181.1	0.6%
Goods rental and leasing	897.5	3.2%	986.2	3.5%	88.7	0.3%
Others	10,945.5	38.8%	11,128.0	39.3%	182.4	0.5%
Residential mortgage	8,378.6	29.7%	8,874.7	31.4%	496.1	1.7%
Overseas branches and offshore accounts	3,758.8	13.3%	3,585.8	12.7%	(173.0)	(0.6%)
Total	28,206.1	100.0%	28,295.3	100.0%	89.1	---

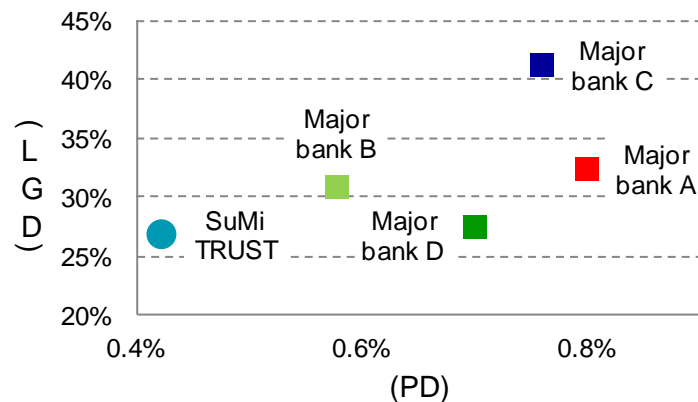
(Note) The above table is made based on the categorization of "Survey on loans by industry" of Bank of Japan.

# Credit portfolio (Non-consolidated)

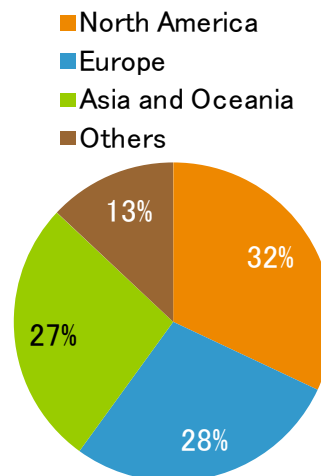
## Credit portfolio



## Individuals: PD/LGD of residential mortgage loan



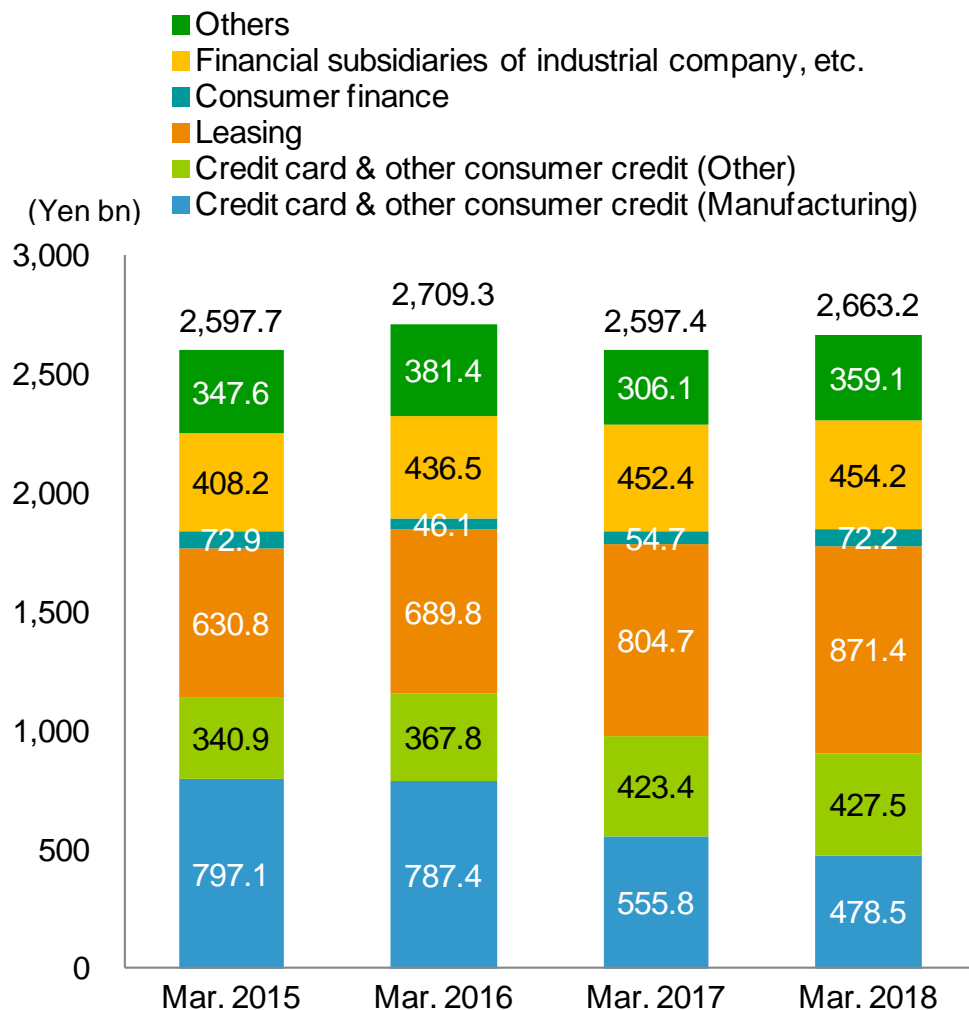
## Corporates: Composition of credit for overseas



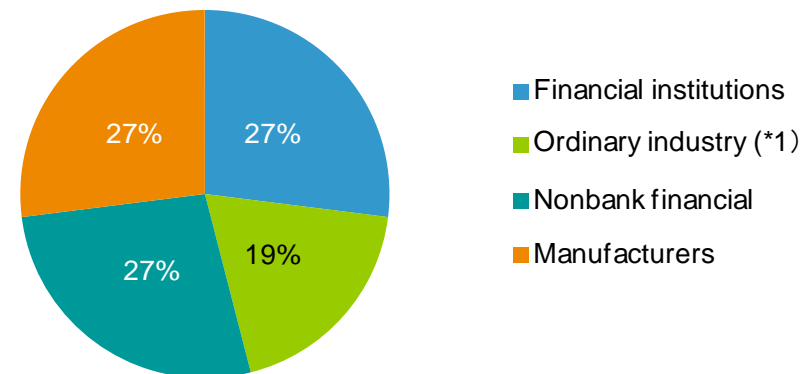
Credit for Overseas		100%
North America		32%
U.S.A.		31%
Europe		28%
United Kingdom		12%
France		4%
Switzerland		3%
The Netherland		3%
Asia-Oceania		27%
Singapore		6%
Australia		5%
China		5%
Hong Kong		4%
Others		13%
Middle-east		8%
Latin America		4%

# Loans to nonbank financial industry: Non-consolidated

## Outstanding loans to nonbank financial industry

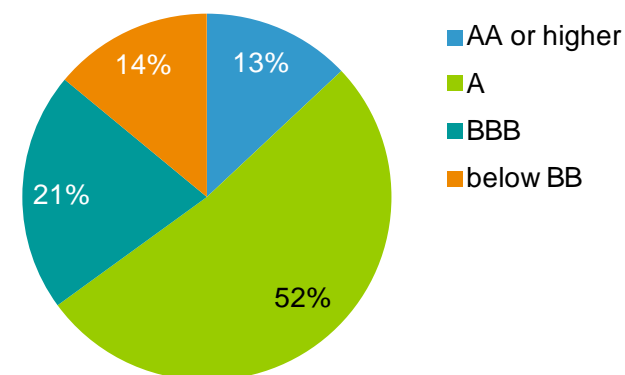


## Characteristics of borrowers' parent company by industry



(\*1) Ordinary industry: Retail / Services, etc.

## Characteristics of borrowers by rating (parent company basis) (\*2)



(\*2) On internal credit ratings basis (shown by rating marks based on the general correspondence to external credit ratings)

# Real estate-related loans: Non-consolidated

## Balance of real estate-related loans

(Yen bn)	Mar. 2017	Mar. 2018	Change
Real estate-related loans	3,069.6	3,306.8	237.2
Corporation	1,007.8	1,153.7	145.8
Real estate NRL (*1)	1,209.5	1,236.8	27.3
REIT(*2)	852.2	916.3	64.0

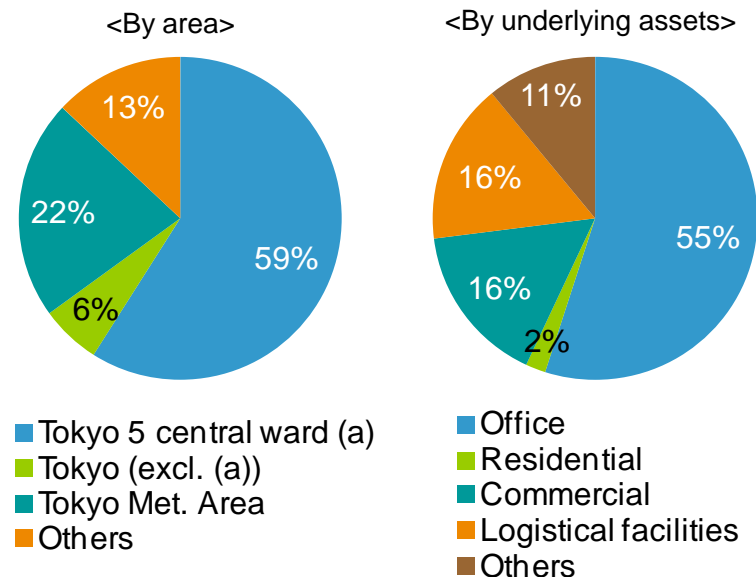
(\*1) Including bond-type. Excluding overseas real estate NRL.

(\*2) Excluding overseas REIT.

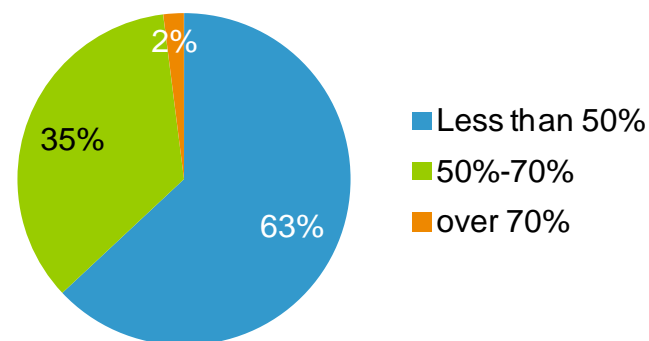
<Reference>

Real estate equity investment	27.9	22.5	(5.4)
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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) >

(Yen bn)	Mar. 2017	Mar. 2018		Collateral/Allowance		Coverage ratio (*1)	Allowance ratio (*2)
	Balance	Balance	Change				
Problem assets based on the Financial Reconstruction Act	71.2	56.7	(14.5)			95.8%	78.4%
Ratio to total loan balance	0.2%	0.2%	(0.0%)				
Bankrupt and practically bankrupt	7.9	12.0	4.1	Total	12.0	100.0%	100.0%
				Collateral value	9.2		
				Specific allowance for loan losses	2.7		
Doubtful	35.4	27.0	(8.4)	Total	25.1	92.9%	74.6%
				Collateral value	19.4		
				Specific allowance for loan losses	5.6		
Substandard	27.8	17.7	(10.2)	Total	17.1	97.4%	34.7%
				Collateral value	16.9		
				General allowance for loan losses	0.2		
Assets to other special mention debtors	555.6	548.5	(7.1)	(*1) (Collateral value after considering haircuts + allowance for loan losses) / Loan balance			
Ordinary assets	28,108.4	28,213.3	104.9	(*2) Allowance for loan losses / (Loan balance - collateral value after considering haircuts)			
Total	28,735.2	28,818.4	83.3				

< Migration analysis (Non-consolidated) >

(Yen bn)	Mar. 2017	Mar. 2018		Downgrade	Downgrade	Upgrade	Upgrade	Repayment, etc.
	Balance	Balance	Change	(+)	(-)	(+)	(-)	
Bankrupt and practically bankrupt	7.9	12.0	4.1	7.4			(1.7)	(1.7)
Doubtful	35.4	27.0	(8.4)	12.1	(0.3)	0.3	(3.8)	(16.7)
Assets to substandard debtors	29.0	19.0	(10.1)	1.9	(3.4)	0.7	(3.1)	(6.1)
Assets to other special mention debtors	554.3	547.1	(7.2)	164.8	(4.6)	6.9	(75.5)	(98.9)
Total	626.7	605.2	(21.6)					



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

(Yen bn)	Mar. 2017	Banking	Trust	Mar. 2018	Banking	Trust	Change	Banking	Trust
	Balance	a/c	a/c	Balance	a/c	a/c		a/c	a/c
Domestic Branches (excluding offshore accounts)	67.8	62.8	5.0	51.7	50.8	0.9	(16.1)	(12.0)	(4.1)
Manufacturing	13.1	13.1	-	3.1	3.1	-	(10.0)	(10.0)	-
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	1.0	1.0	-	-	-	-	(1.0)	(1.0)	-
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	-	0.0	0.0	-	(0.4)	(0.4)	-
Wholesale and retail trade	0.9	0.9	-	5.6	5.6	-	4.7	4.7	-
Finance and insurance	0.3	0.3	-	0.2	0.2	-	(0.0)	(0.0)	-
Real estate	15.2	10.2	5.0	7.9	7.0	0.8	(7.3)	(3.2)	(4.1)
Goods rental and leasing	-	-	-	-	-	-	-	-	-
Others	37.1	37.0	0.1	35.0	34.9	0.0	(2.1)	(2.1)	(0.0)
Overseas branches and offshore accounts	3.3	3.3	-	5.0	5.0	-	1.7	1.7	-
Total	71.2	66.1	5.0	56.7	55.8	0.9	(14.5)	(10.3)	(4.1)

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

# Risk monitored loans

< Consolidated > (Yen bn)	Mar. 2017			Mar. 2018			Change	Banking a/c	Trust a/c
	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c			
Risk monitored loans	96.2	91.2	5.0	78.4	77.5	0.8	(17.7)	(13.6)	(4.1)
Ratio to total loan balance	0.3%	0.3%	10.7%	0.3%	0.3%	2.5%	(0.0%)	(0.0%)	(8.2%)
Loans in bankruptcy proceedings	2.9	2.9	-	6.0	6.0	-	3.0	3.0	-
Other delinquent loans	58.7	53.7	4.9	48.4	47.5	0.8	(10.3)	(6.2)	(0.0)
Loans past due 3 months or more	0.1	0.1	-	-	-	-	(0.1)	(0.1)	-
Restructured loans	34.4	34.3	0.0	24.0	24.0	0.0	(10.3)	(10.3)	(0.0)
Total loan balance	28,087.6	28,040.4	47.1	28,036.8	28,000.6	36.2	(50.7)	(39.8)	(10.9)

Note: Partial direct written-off: Mar. 2017: 15.0 billion yen, Mar. 2018: 10.3 billion yen

< Non-consolidated > (Yen bn)	Mar. 2017			Mar. 2018			Change	Banking a/c	Trust a/c
	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c			
Risk monitored loans	67.7	62.6	5.0	54.0	53.1	0.8	(13.6)	(9.4)	(4.1)
Ratio to total loan balance	0.2%	0.2%	10.7%	0.2%	0.2%	2.5%	(0.0%)	(0.0%)	(8.2%)
Loans in bankruptcy proceedings	1.0	1.0	-	4.3	4.3	-	3.3	3.3	-
Other delinquent loans	38.9	33.9	4.9	32.1	31.2	0.8	(6.8)	(2.6)	(4.1)
Loans past due 3 months or more	0.1	0.1	-	-	-	-	(0.1)	(0.1)	-
Restructured loans	27.6	27.5	0.0	17.6	17.6	0.0	(9.9)	(9.9)	(0.0)
Total loan balance	28,206.1	28,158.9	47.1	28,295.3	28,259.0	36.2	89.1	100.1	(10.9)

Note: Partial direct written-off: Mar. 2017: 13.7 billion yen, Mar. 2018: 9.2 billion yen

# Risk monitored loans by industry

< Non-consolidated >

(Yen bn)	Mar. 2017			Mar. 2018			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)	64.3	59.3	5.0	49.1	48.2	0.8	(15.2)	(11.1)	(4.1)
Manufacturing	13.0	13.0	-	3.0	3.0	-	(10.0)	(10.0)	-
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	0.9	0.9	-	-	-	-	(0.9)	(0.9)	-
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	0.3	0.3	-	0.0	0.0	-	(0.0)	(0.0)	-
Wholesale and retail trade	0.8	0.8	-	5.5	5.5	-	4.6	4.6	-
Finance and insurance	0.2	0.2	-	0.2	0.2	-	(0.0)	(0.0)	-
Real estate	14.8	9.8	4.9	7.8	7.0	0.8	(6.9)	(2.8)	(4.1)
Goods rental and leasing	-	-	-	-	-	-	-	-	-
Others	33.9	33.9	0.0	32.3	32.3	0.0	(1.6)	(1.5)	(0.0)
Overseas branches and offshore accounts	3.3	3.3	-	4.9	4.9	-	1.6	1.6	-
Total	67.7	62.6	5.0	54.0	53.1	0.8	(13.6)	(9.4)	(4.1)

(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. 2018)

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

(Yen bn)	<Pro forma>		items subject to transitional arrangements (Yen bn)	<Pro forma>	
	Regulatory basis	Fully-loaded basis		Regulatory basis	Fully-loaded basis
Total capital	3,348.1		Common Equity Tier 1 capital (CET1)	2,325.8	2,325.8
Tier 1 capital	2,821.4		Instruments and reserves	2,602.7	2,602.7
Common Equity Tier 1 capital	2,325.8	2,325.8	Directly issued qualifying capital plus retained earnings	2,103.0	2,103.0
Instruments and reserves	2,602.7	2,602.7	Accumulated Other Comprehensive Income	496.8	496.8
Regulatory adjustments	(276.9)	(276.9)	Common share capital issued by subsidiaries and held by third parties	2.0	2.0
Additional Tier 1 capital	495.5		Amount allowed in group CET1 subject to transitional arrangements	-	---
Directly issued qualifying Additional Tier 1 instruments	290.0		Regulatory adjustments	(276.9)	(276.9)
Eligible Tier 1 capital instruments subject to phase-out arrangements	193.0		Intangibles	(170.9)	(170.9)
Tier 2 capital	526.7		Deferred tax assets excluding those arising from temporary differences	(0.2)	(0.2)
Directly issued qualifying Tier 2 instruments	220.0		Shortfall of eligible provisions to expected losses	(11.5)	(11.5)
Eligible Tier 2 capital instruments subject to phase-out arrangements	299.2		Assets for retirement benefits	(113.2)	(113.2)
Total risk-weighted assets	20,522.9	20,522.9	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	-	-
Credit risk	18,352.1	18,352.1	Regulatory adjustments applied to Common Equity Tier 1 due to insufficient Additional Tier 1 and Tier 2 to cover deductions	-	-
Market risk	1,163.8	1,163.8	Total risk-weighted assets	20,522.9	20,522.9
Operational risk	1,006.8	1,006.8	Amount of credit risk-weighted assets	18,352.1	18,352.1
Total capital ratio	16.31%		Amount included in credit risk-weighted assets subject to transitional arrangements	-	---
Tier 1 capital ratio	13.74%		Amount of market risk equivalents	1,163.8	1,163.8
Common Equity Tier 1 capital ratio	11.33%	11.33%	Amount of operational risk equivalents	1,006.8	1,006.8

<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.

# Credit risk-weighted assets

(Yen bn)	Mar. 2018				Change from Mar. 2017			
	EAD	RW	RWA	EL	EAD	RW	RWA	EL
Internal Ratings-Based	55,996.3	31.4%	17,634.4	129.6	1,437.7	-	475.3	(19.7)
Corporate, etc.	38,502.5	26.6%	10,243.5	96.3	851.3	(0.8%)	(102.4)	(15.6)
Corporation	19,858.7	48.4%	9,621.1	93.4	72.4	(0.5%)	(79.8)	(15.5)
Sovereign	16,823.2	0.8%	145.7	1.8	621.4	(0.1%)	(14.7)	(0.1)
Financial institution	1,820.5	26.1%	476.7	1.0	157.4	(2.9%)	(7.8)	0.0
Retail	9,971.2	13.1%	1,316.1	27.1	777.5	(2.3%)	(115.5)	1.2
Residential mortgage	8,999.9	10.0%	905.1	14.3	480.5	(3.9%)	(288.5)	(3.6)
Qualifying revolving retail exposure	76.8	16.2%	12.5	0.6	12.0	(0.7%)	1.4	0.0
Other retail exposure	894.5	44.5%	398.4	12.1	284.9	7.3%	171.5	4.8
Equity	1,011.6	165.3%	1,672.6	---	(7.8)	0.8%	(4.6)	---
Fund	2,166.2	118.3%	2,562.7	3.1	282.9	23.5%	777.7	(0.1)
Securitization	795.7	21.2%	168.9	-	(145.1)	2.3%	(8.5)	(0.1)
Purchased receivables	957.7	56.8%	544.8	1.9	138.9	2.3%	97.8	0.2
CVA	764.4	50.9%	389.7	---	(12.6)	(0.4%)	(9.7)	---
Others	2,135.1	47.8%	1,021.4	1.1	(397.8)	3.3%	(104.9)	(5.2)
Exemption	14,336.7	3.0%	432.0	---	593.7	(0.3%)	(33.3)	---
Total credit risk	70,641.6	25.9%	18,352.1	129.6	2,080.9	-	496.3	(19.7)

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. 2018)

Issuer	Series	Issue amount	Coupon rate(*1)	Step up clause	Issue date	First callable date
Sumitomo Mitsui Trust Holdings, Inc.	3	¥70.0 bn	1.51% Fixed	No	Sep. 8, 2016	Dec. 5, 2026
	4	¥30.0 bn	1.73% Fixed	No	Sep. 8, 2016	Dec. 5, 2031
	5	¥70.0 bn	1.28% Fixed	No	Sep. 5, 2017	Dec. 5, 2027

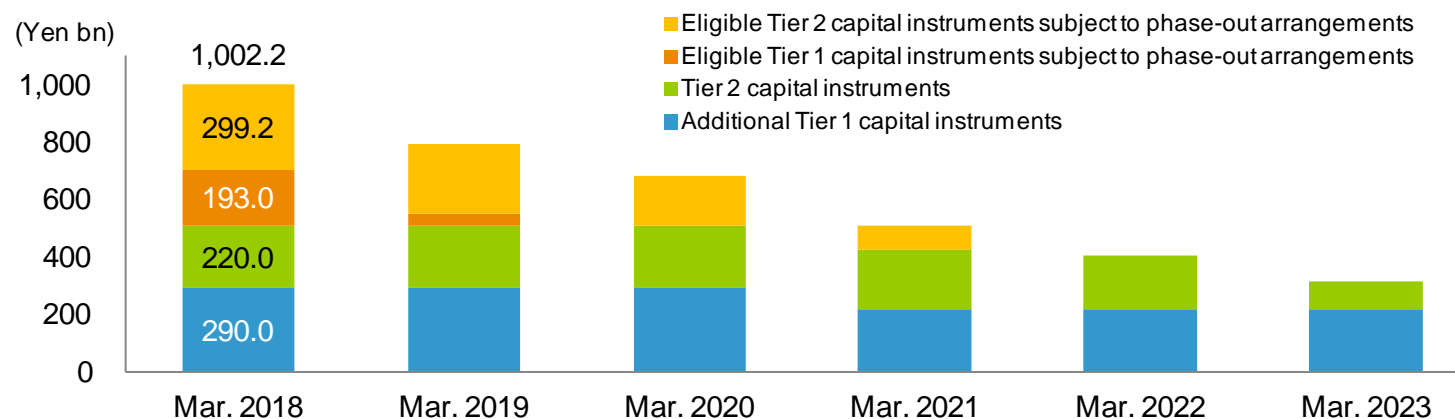
< Preferred Securities (Eligible Tier 1 capital instruments subject to phase-out arrangements) > (as of Mar. 2018)

Issuer	Issue amount	Dividend rate (*1)	Step up clause	Issue date	First callable date	
CMTM Preferred Capital 6 (Cayman) Limited	¥42.0 bn	3.52% Fixed	Yes	Feb. 15, 2008	(*2) July 25, 2018	
CMTM Preferred Capital 7 (Cayman) Limited	Series A	¥10.0 bn	5.09% Fixed	Yes	Dec. 16, 2008	July 25, 2019
	Series B	¥31.0 bn	5.59% Fixed	No	Dec. 16, 2008	July 25, 2019
STB Preferred Capital 4 (Cayman) Limited	Series A	¥56.0 bn	3.94% Fixed	Yes	June 24, 2008	(*2) July 25, 2018
	Series B	¥54.0 bn	4.44% Fixed	No	June 24, 2008	(*2) July 25, 2018

(\*1) Interest / Dividend rate (fixed / floating) applicable as of Mar. 2018

(\*2) On May 11, 2018, 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 bn)		
					FY2016	FY2017	Change
Sumitomo Mitsui Trust Bank, Limited	JPY 342.0 bn	Trust and banking	100	(-)	77.6	117.9	40.3
Sumitomo Mitsui Trust Asset Management Co., Ltd.	JPY 0.3 bn	Asset management	100	(-)	4.3	3.7	(0.5)
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	0.4	0.0
Tokyo Securities Transfer Agent Co., Ltd.	JPY 0.05 bn	Stock transfer agency	100	(100)	0.3	0.3	(0.0)
Sumitomo Mitsui Trust Club Co., Ltd.	JPY 0.1 bn	Credit cards	100	(100)	2.5	(0.2)	(2.7)
Sumitomo Mitsui Trust Guarantee Co., Ltd.	JPY 0.3 bn	Housing loan guaranty	100	(100)	5.8	6.7	0.8
Sumishin Guaranty Co., Ltd.	JPY 0.3 bn	Housing loan guaranty	100	(100)	2.0	1.6	(0.4)
Sumitomo Mitsui Trust Card Co., Ltd.	JPY 0.1 bn	Credit cards	100	(100)	0.1	0.1	0.0
Sumitomo Mitsui Trust Realty Co., Ltd.	JPY 0.3 bn	Residential brokerage	100	(100)	3.5	4.1	0.6
Sumitomo Mitsui Trust General Service Co., Ltd.	JPY 0.1 bn	Property management	100	(100)	1.4	10.3	8.8
Sumitomo Mitsui Trust Wealth Partners Co., Ltd.	JPY 0.1 bn	Consulting	100	(100)	0.2	0.1	(0.0)
Sumitomo Mitsui Trust Loan & Finance Co., Ltd.	JPY 6.0 bn	Finance	100	(100)	4.7	4.7	0.0
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)	0.5	0.1	(0.3)
Nikko Asset Management Co., Ltd. (*2)	JPY 17.3 bn	Asset management	91.90	(91.90)	5.1	8.2	3.0
Japan Securities Agents, Ltd.	JPY 0.5 bn	Stock transfer agency	85.10	(85.10)	0.1	0.3	0.2
Sumitomo Mitsui Trust Panasonic Finance Co., Ltd. (*2)	JPY 25.5 bn	General leasing/ Credit cards	84.89	(84.89)	6.8	6.0	(0.7)
Sumitomo Mitsui Trust (Hong Kong) Limited	USD 45.0 mill	Security	100	(100)	0.2	0.4	0.1
Sumitomo Mitsui Trust Bank (Luxembourg) S.A.	USD 30.0 mill	Banking, security and trust	100	(100)	0.1	0.0	(0.1)
Sumitomo Mitsui Trust (UK) Limited (*2)	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)	1.3	2.0	0.7
Sumitomo Mitsui Trust (Ireland) (*2)	EUR 75.8 mill	Trust services	100	(100)	(0.8)	(0.5)	0.3
Sumitomo Mitsui Trust Bank (Thai) Public Company Limited	THB 20.0 bn	Banking	100	(100)	(0.4)	(0.0)	0.3
<Affiliates>							
SBI Sumishin Net Bank, Ltd. (*2)	JPY 31.0 bn	Banking	50.00	(50.00)	9.8	10.4	0.5
Zijin Trust Co., Ltd.	CNY 2.4 bn	Trust	19.98	(19.98)	6.9	7.4	0.5
Marubeni SuMIT Rail Transport Inc. (*2, 3)	USD 46.1 mill	Leasing	50.00	(50.00)	2.2	5.6	3.4

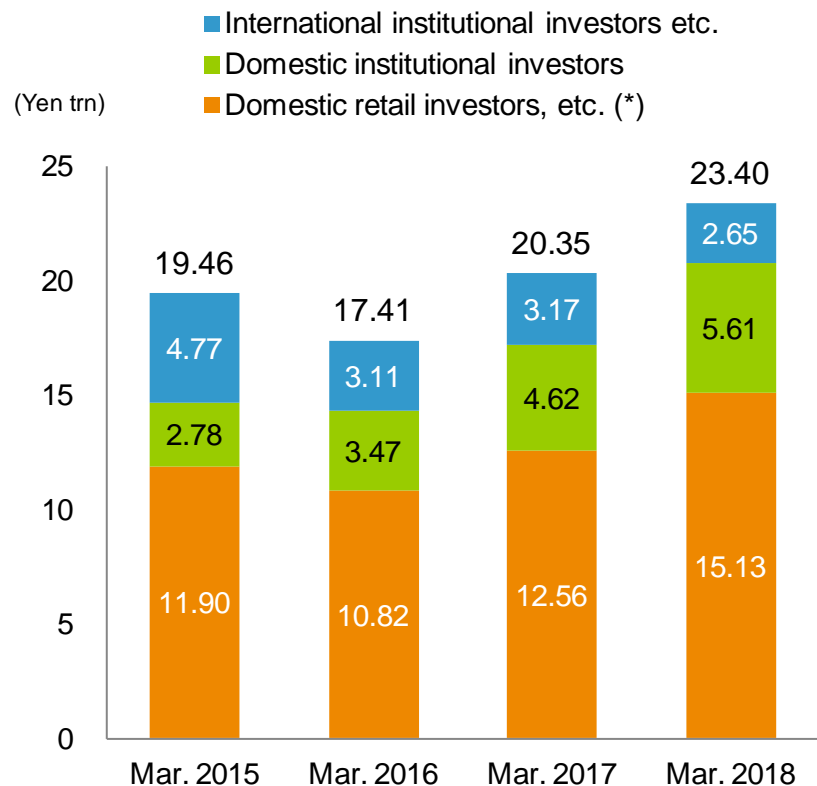
(\*1) Figures in ( ) describe percentage points owned through subsidiaries.

(\*2) Consolidated basis for each company. Net income for those companies is Net income attributable to owners of the parent.

(\*3) "Net income" in 1HFY2016 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)



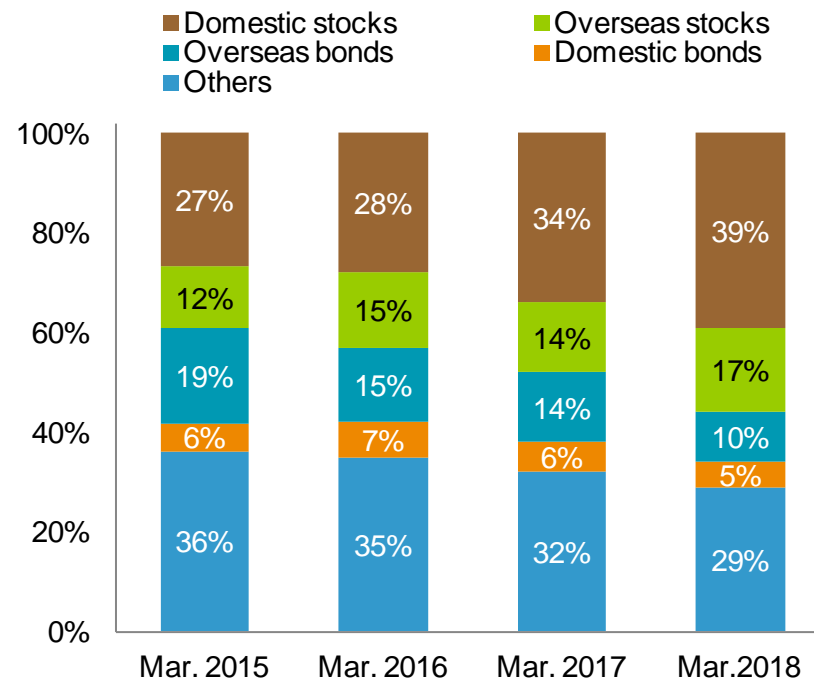
	(Yen bn)	FY2015	FY2016	FY2017
Net cash inflow/outflow		(234.1)	1,570.4	1,807.0
International institutional investors, etc.		(990.1)	(422.1)	(682.1)
Domestic institutional investors		543.9	996.5	827.8
Domestic retail investors (*)		212.1	996.1	1,661.2

(\*) Including ETF, MMF

## P/L

(Yen bn)	FY2016	FY2017	Change
Net business profit	6.6	11.3	4.7
Ordinary income	8.3	12.3	4.0
Net income attributable to owners of the parent	5.1	8.2	3.0

## Breakdown of AUM by asset type



## Financial business in group companies 2. SBI Sumishin Net Bank (Consolidated)

### Major business figures

(Yen bn)	Mar. 2017	Mar. 2018	Change
Number of account (millions)	2.82	3.21	0.38
Deposits	4,006.8	4,425.1	418.3
Loans	2,352.8	3,182.2	829.4

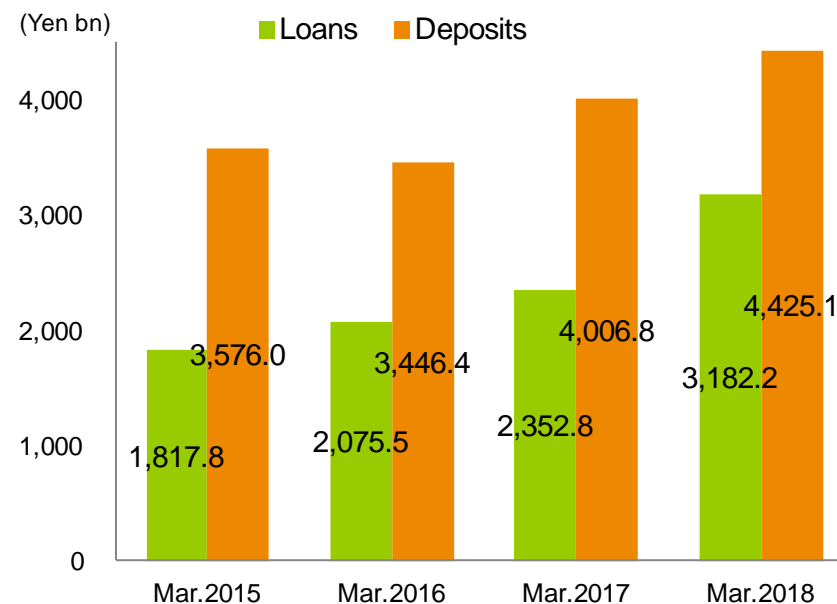
### P/L

(Yen bn)	FY2016	FY2017	Change
Net business profit	15.1	16.0	0.8
Ordinary income	14.7	15.4	0.7
Net income attributable to owners of the parent	9.8	10.4	0.5

### B/S

(Yen bn)	Mar. 2017	Mar. 2018	Change
Total assets	4,436.2	5,039.9	603.7
Net assets	83.0	92.9	9.9
Shareholders' equity	87.3	97.8	10.4

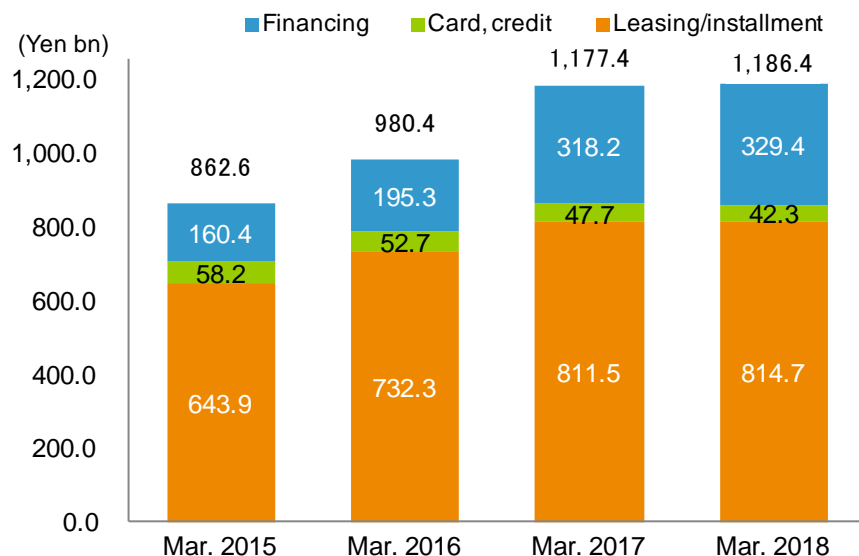
### Balance of Loans and deposits



# Financial business in group companies 3. Leasing, real estate-related finance, residential mortgage loans

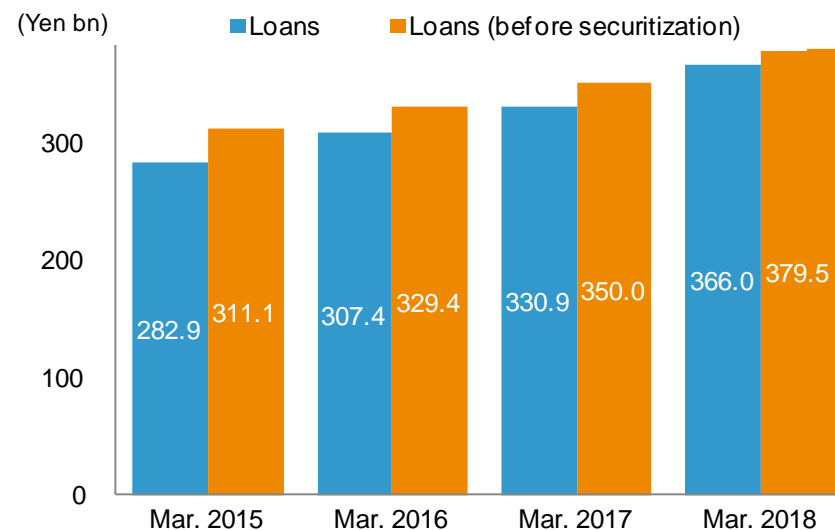
## Sumitomo Mitsui Trust Panasonic Finance (Consolidated)

### Operating assets



## Sumitomo Mitsui Trust Loan & Finance

### Loan balance



### P/L

(Yen bn)	FY2016		FY2017	
	FY2016	FY2017	Change	
Net business profit	11.9	10.3	(1.5)	
Ordinary profit	10.5	9.3	(1.2)	
Net income attributable to owners of the parent	6.8	6.0	(0.7)	
Total credit costs	(0.2)	(2.1)	(1.8)	

### P/L

(Yen bn)	FY2016		FY2017	
	FY2016	FY2017	Change	
Net business profit	7.4	7.8	0.3	
Ordinary profit	7.7	7.9	0.1	
Net income	4.7	4.7	0.0	
Total credit costs	(0.0)	(0.1)	(0.1)	

(Supplement)  
Long-term time series tables

# Statements of income

<Consolidated>	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
(Yen bn)										
Net business profit before credit costs	362.7	316.3	290.6	342.2	284.6	285.8	316.7	318.3	232.3	270.5
Ordinary profit	(87.3)	231.5	185.4	272.1	255.0	258.0	292.4	278.0	196.3	232.6
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	153.9
<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	189.7
Gross business profit	563.0	531.5	475.5	487.6	449.6	461.5	494.2	485.3	383.3	426.8
Net interest income and related profit	294.3	311.1	247.2	228.3	207.2	215.7	233.4	223.9	216.7	176.5
Net interest income	268.9	291.2	235.4	218.0	199.5	207.9	224.4	212.1	203.2	163.3
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	13.2
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	190.2
Net fees and commissions	77.0	80.3	84.8	83.1	85.3	104.2	110.8	111.5	116.1	108.6
Other trust fees	99.2	86.3	85.8	81.7	82.2	91.4	90.2	88.4	80.8	81.6
Net trading income	(49.5)	18.2	15.2	12.5	24.1	24.3	32.4	15.5	17.0	10.4
Net other operating income	142.0	35.3	42.2	81.8	50.6	25.6	27.2	45.9	(47.3)	49.5
Net gains on bonds	130.6	37.9	37.9	79.2	50.5	15.7	63.4	51.7	(96.9)	(5.7)
General and administrative expenses	(249.1)	(247.1)	(242.1)	(248.6)	(239.4)	(249.7)	(248.5)	(236.1)	(232.7)	(237.0)
Net non-recurring profit	(396.6)	(69.5)	(83.9)	(90.6)	(19.6)	(23.4)	(15.6)	(23.9)	(5.2)	(16.7)
Ordinary profit	(75.8)	212.5	149.4	158.1	190.6	188.4	230.0	218.8	117.3	172.9
Extraordinary profit	31.3	(47.1)	0.7	(44.5)	(31.6)	(2.4)	(60.0)	(3.6)	(5.9)	(8.3)
Income before income tax	(44.4)	165.4	150.1	113.6	159.0	185.9	169.9	215.1	111.3	164.6
Total income taxes	3.4	(86.1)	(27.1)	(57.2)	(53.8)	(69.9)	(39.4)	(72.0)	(33.6)	(46.6)
Net income	(41.0)	79.3	123.0	56.4	105.1	116.0	130.5	143.1	77.6	117.9
Total credit costs	(73.9)	2.2	(7.4)	1.1	5.3	7.6	18.1	(14.1)	(24.9)	7.0
Dividend on common share (Yen)				85	90	100	120	130	130	130

# Balance sheets

<Consolidated>	(Yen bn)	Mar. 2009	Mar. 2010	Mar. 2011	Mar. 2012	Mar. 2013	Mar. 2014	Mar. 2015	Mar. 2016	Mar. 2017	Mar. 2018
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	28,190.5
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	5,537.6
<b>Total assets</b>		<b>36,416.5</b>	<b>35,529.0</b>	<b>35,157.1</b>	<b>34,376.3</b>	<b>37,704.0</b>	<b>41,889.4</b>	<b>46,235.9</b>	<b>58,229.9</b>	<b>65,453.7</b>	<b>68,356.7</b>
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	37,351.8
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	6,563.3
<b>Total liabilities</b>		<b>34,464.0</b>	<b>33,232.5</b>	<b>32,805.9</b>	<b>32,039.2</b>	<b>35,373.5</b>	<b>39,448.3</b>	<b>43,518.9</b>	<b>55,525.4</b>	<b>62,662.0</b>	<b>65,484.4</b>
Capital stock		549.1	603.6	603.6	261.6	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	645.0
Retained earnings		801.9	883.0	971.9	696.8	790.1	886.4	970.3	1,087.1	1,159.0	1,263.4
Treasury stock		(0.7)	(0.7)	(0.7)	(0.1)	(93.1)	(0.5)	(17.0)	(27.0)	(34.0)	(42.2)
<b>Shareholders' equity</b>		<b>1,592.8</b>	<b>1,783.0</b>	<b>1,871.8</b>	<b>1,817.8</b>	<b>1,711.5</b>	<b>1,901.7</b>	<b>1,860.1</b>	<b>1,966.8</b>	<b>2,031.6</b>	<b>2,127.8</b>
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	516.6
<b>Total accumulated other comprehensive income</b>		<b>(217.5)</b>	<b>24.4</b>	<b>(12.7)</b>	<b>9.0</b>	<b>134.4</b>	<b>203.5</b>	<b>529.6</b>	<b>410.1</b>	<b>430.9</b>	<b>496.8</b>
Minority interests		577.1	488.9	492.1	510.1	484.4	335.6	326.9	327.1	328.4	246.8
<b>Total net assets</b>		<b>1,952.5</b>	<b>2,296.5</b>	<b>2,351.2</b>	<b>2,337.0</b>	<b>2,330.4</b>	<b>2,441.0</b>	<b>2,716.9</b>	<b>2,704.5</b>	<b>2,791.6</b>	<b>2,872.3</b>
<b>Total liabilities and net assets</b>		<b>36,416.5</b>	<b>35,529.0</b>	<b>35,157.1</b>	<b>34,376.3</b>	<b>37,704.0</b>	<b>41,889.4</b>	<b>46,235.9</b>	<b>58,229.9</b>	<b>65,453.7</b>	<b>68,356.7</b>

## <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	28,259.0
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	5,972.3
<b>Total assets</b>		<b>35,384.3</b>	<b>34,273.1</b>	<b>34,045.8</b>	<b>32,838.7</b>	<b>35,294.9</b>	<b>39,122.6</b>	<b>42,705.4</b>	<b>50,256.5</b>	<b>50,969.2</b>	<b>53,161.4</b>
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	29,392.2
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	6,758.9
<b>Total liabilities</b>		<b>33,904.5</b>	<b>32,397.6</b>	<b>32,119.3</b>	<b>30,856.7</b>	<b>33,410.2</b>	<b>37,091.4</b>	<b>40,476.9</b>	<b>47,971.3</b>	<b>48,659.5</b>	<b>50,789.1</b>

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