



SuMi TRUST
SUMITOMO MITSUI TRUST GROUP

Investor Meeting on Financial Results for FY2019 <Data Book>

May 22, 2020

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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)	FY2018			FY2019			Change	Change	
	Domestic business	International business		Domestic business	International business	Domestic business		International business	
Trust fee income (after written-off of principal guaranteed trust a/c)	100.9	100.9	-	99.8	99.8	-	(1.1)	(1.1)	-
Net interest income	153.8	171.7	(17.9)	118.1	153.1	(34.9)	(35.6)	(18.6)	(17.0)
Interest income (*1)	520.7	232.1	291.0	474.5	209.9	267.2	(46.2)	(22.1)	(23.7)
	2.4	---	---	2.6	---	---	0.2	---	---
Interest expenses (*1,*2)	(366.9)	(60.4)	(308.9)	(356.4)	(56.8)	(302.2)	10.5	3.5	6.6
	(2.4)	---	---	(2.6)	---	---	(0.2)	---	---
Net fees and commissions	104.3	99.2	5.1	90.5	85.3	5.1	(13.7)	(13.8)	0.0
Fees and commissions received	194.1	181.1	12.9	185.8	173.1	12.7	(8.2)	(8.0)	(0.2)
Fees and commissions paid	(89.8)	(81.9)	(7.8)	(95.3)	(87.7)	(7.5)	(5.4)	(5.7)	0.2
Net trading income	27.9	2.4	25.4	102.1	17.4	84.7	74.2	15.0	59.2
Trading income (*3)	27.9	3.0	25.4	102.1	17.4	84.7	74.2	14.3	59.2
Trading expenses (*3)	-	(0.6)	-	-	-	-	-	0.6	-
Net other operating income	80.3	0.0	80.2	42.5	0.4	42.0	(37.7)	0.4	(38.2)
Other operating income	114.9	2.3	112.5	94.4	3.3	91.7	(20.5)	0.9	(20.7)
Other operating expenses	(34.6)	(2.3)	(32.2)	(51.8)	(2.8)	(49.7)	(17.2)	(0.5)	(17.4)
Gross business profit (after written-off of principal guaranteed trust a/c)	467.3	374.4	92.9	453.2	356.2	96.9	(14.1)	(18.1)	4.0

(*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". (FY2018: 0.0 billion yen, FY2019: 0.0 billion yen)

(*3) Total figure of "Trading income" and "Trading expenses" in FY2018 are 0.6 bn yen respectively less than sum of "Domestic business" and "International business"

as net trading figures are shown for income and expenses from securities and derivative related to trading transactions.

(*4) Total figure of "Net other operating income" and "Net other operating expenses" in FY2019 are 0.7 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>	FY2018			FY2019			Change		
	Average balance	Yield	Income/expenses	Average balance	Yield	Income/expenses	Average balance	Yield	Income/expenses
(Average balance: Yen tm)									
(Income / Expenses: Yen bn)									
Interest-earning assets	38.47	0.60%	232.1	38.89	0.53%	209.9	0.41	(0.07%)	(22.1)
Loans and bills discounted	21.76	0.69%	150.3	22.79	0.66%	151.9	1.02	(0.03%)	1.6
Securities	3.50	2.16%	75.8	3.41	1.51%	51.6	(0.08)	(0.65%)	(24.1)
Japanese government bonds	0.13	1.40%	1.9	0.22	0.64%	1.4	0.09	(0.76%)	(0.4)
Japanese corporate bonds	0.66	0.37%	2.5	0.71	0.37%	2.6	0.04	0.00%	0.1
Japanese stocks	1.04	6.32%	66.1	0.91	4.30%	39.3	(0.13)	(2.02%)	(26.7)
Other securities	1.64	0.32%	5.2	1.54	0.52%	8.0	(0.09)	0.20%	2.8
Call loans	0.15	(0.05%)	(0.0)	0.01	0.01%	0.0	(0.13)	0.06%	0.0
Monetary claims bought	0.03	0.14%	0.0	0.03	0.72%	0.2	(0.00)	0.58%	0.1
Due from banks	12.11	0.04%	5.9	11.63	0.05%	6.0	(0.47)	0.01%	0.1
JPY deposit converted into foreign currencies	-	-	-	-	-	-	-	-	-
Income on swaps	---	---	0.1	---	---	-	---	---	(0.1)
Interest-bearing liabilities	37.84	0.15%	(60.4)	38.29	0.14%	(56.8)	0.45	(0.01%)	3.5
Deposits	24.19	0.09%	(22.7)	24.51	0.08%	(20.8)	0.31	(0.01%)	1.9
Negotiable certificates of deposit (NCD)	2.71	0.01%	(0.3)	2.53	0.01%	(0.3)	(0.18)	(0.00%)	0.0
Borrowed money	3.76	0.25%	(9.7)	3.78	0.26%	(10.0)	0.01	0.01%	(0.3)
Short-term bonds payable	-	-	-	0.00	0.00%	(0.0)	0.00	0.00%	(0.0)
Bonds payable	0.46	1.25%	(5.8)	0.37	1.37%	(5.1)	(0.08)	0.12%	0.6
Borrowed money from trust account	3.80	0.49%	(18.8)	3.23	0.49%	(15.9)	(0.56)	(0.00%)	2.9
Foreign currencies' deposit converted into JPY	1.99	-	-	2.59	0.10%	(2.6)	0.59	0.10%	(2.6)
Expenses on swaps	---	---	-	---	---	(1.1)	---	---	(1.1)
Gross margin/net interest income	---	0.45%	171.7	---	0.39%	153.1	---	(0.06%)	(18.6)
Loan-deposit margin/income	---	0.60%	127.5	---	0.58%	131.1	---	(0.02%)	3.5

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

<International business> (Average balance: Yen trn) (Income / Expenses: Yen bn)	FY2018			FY2019			Change		
	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses
Interest-earning assets	13.87	2.09%	291.0	13.92	1.91%	267.2	0.05	(0.18%)	(23.7)
Loans and bills discounted	6.54	2.94%	192.9	6.31	2.84%	179.3	(0.23)	(0.10%)	(13.6)
Securities	2.38	2.35%	56.0	2.36	2.23%	52.6	(0.02)	(0.12%)	(3.4)
Due from banks	2.30	1.49%	34.3	1.94	1.44%	28.1	(0.35)	(0.05%)	(6.2)
Foreign currency deposit converted into JPY	1.99	0.11%	2.2	2.59	0.10%	2.6	0.59	(0.01%)	0.4
Interest-bearing liabilities	13.70	2.25%	(308.9)	13.72	2.20%	(302.2)	0.01	(0.05%)	6.6
Deposits	5.83	1.74%	(102.0)	5.80	1.74%	(101.1)	(0.03)	(0.00%)	0.8
Negotiable certificates of deposit (NCD)	4.10	1.97%	(80.9)	4.22	1.90%	(80.6)	0.12	(0.07%)	0.2
Call money	0.10	2.57%	(2.6)	0.13	2.30%	(3.0)	0.03	(0.27%)	(0.4)
Borrowed money	0.50	2.60%	(13.1)	0.41	2.18%	(8.9)	(0.09)	(0.42%)	4.2
Bonds payable	0.45	2.32%	(10.5)	0.17	1.63%	(2.8)	(0.27)	(0.69%)	7.6
Foreign currency deposit converted from JPY	-	-	-	-	-	-	-	-	-
Expenses on swaps	---	---	(36.3)	---	---	(41.2)	---	---	(4.9)
Gross margin / net interest income	---	(0.16%)	(17.9)	---	(0.29%)	(34.9)	---	(0.13%)	(17.0)
Loan-deposit margin / income	---	1.20%	90.9	---	1.10%	78.2	---	(0.10%)	(12.7)
<Domestic business / International business combined>									
Interest-earning assets	50.35	1.03%	520.7	50.23	0.94%	474.5	(0.12)	(0.09%)	(46.2)
Loans and bills discounted	28.31	1.21%	343.3	29.10	1.13%	331.3	0.79	(0.08%)	(11.9)
Interest-bearing liabilities	49.55	0.74%	(366.9)	49.42	0.72%	(356.4)	(0.12)	(0.02%)	10.5
Deposits	30.03	0.41%	(124.7)	30.31	0.40%	(121.9)	0.27	(0.01%)	2.7
Gross margin / net interest income	---	0.29%	153.8	---	0.22%	118.1	---	(0.07%)	(35.6)
Loan-deposit margin / income	---	0.80%	218.5	---	0.73%	209.3	---	(0.07%)	(9.1)

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. 2020	
	FY2019	Change from FY2018	FY2019	Change from FY2018	Amortization Amount	Outstanding balance
	(Yen bn)					
Consolidation difference (*1)	88.9	3.5	45.0	(14.8)	(12.1)	47.5
Effect of purchase accounting method	(2.7)	(0.1)	3.8	4.1	---	---
Contribution (before consolidation adjustments) (*1)	97.8	6.9	46.6	(11.3)	(12.1)	47.5
Sumitomo Mitsui Trust Asset Management	14.4	5.9	9.2	3.5	-	-
Nikko Asset Management (Consolidated)	14.8	(0.8)	8.7	(1.0)	(*2) (4.0)	(*2) 26.4
JTC Holdings(Consolidated) (*3)	1.3	1.0	0.1	0.0	-	-
Sumitomo Mitsui Trust Bank (U.S.A.)	4.0	(0.0)	2.8	(0.0)	-	-
Sumitomo Mitsui Trust Bank (Luxembourg)	0.3	0.1	0.2	(0.3)	-	-
Tokyo Securities Transfer Agent	0.5	(0.0)	0.3	(0.0)	-	-
Japan Securities Agents	0.1	(0.0)	0.0	(0.0)	-	-
Sumitomo Mitsui Trust TA Solution	0.1	0.1	0.0	0.0	-	-
Japan Stockholders Data Service	0.0	(0.0)	0.0	(0.0)	-	-
Sumitomo Mitsui Trust Realty	5.9	(0.3)	4.0	(0.2)	-	-
Sumitomo Mitsui Trust Real Estate Investment Management	0.1	(0.0)	0.1	(0.0)	-	-
Sumitomo Mitsui Trust Panasonic Finance (Consolidated)	9.9	(0.3)	0.3	(2.6)	-	-
Sumitomo Mitsui Trust Loan & Finance	12.1	0.4	8.2	0.2	(3.8)	18.7
Marubeni SuMiT Rail Transport Inc. (Consolidated)	1.3	(0.0)	0.9	(0.0)	(2.6)	3.3
Zijin Trust	1.7	(0.4)	1.6	0.2	-	-
SBI Sumishin Net Bank (Consolidated)	9.7	0.6	6.2	0.2	-	-
Sumitomo Mitsui Trust Guarantee (Consolidated)	11.5	(0.1)	7.8	(0.8)	-	-
Sumitomo Mitsui Trust Card	0.1	(0.0)	(0.4)	(0.5)	-	-
Sumitomo Mitsui Trust Club	0.6	(0.2)	(10.8)	(12.3)	(*4) (0.6)	-

(*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 and dividend from group companies aimed to improve capital efficiency.
(Non-consolidated profit/loss of the holding company, elimination of dividend, amortization of goodwill, etc.)

(*2) Including ¥0.0bn of amortization amount and ¥0.1bn of outstanding balance from affiliated companies

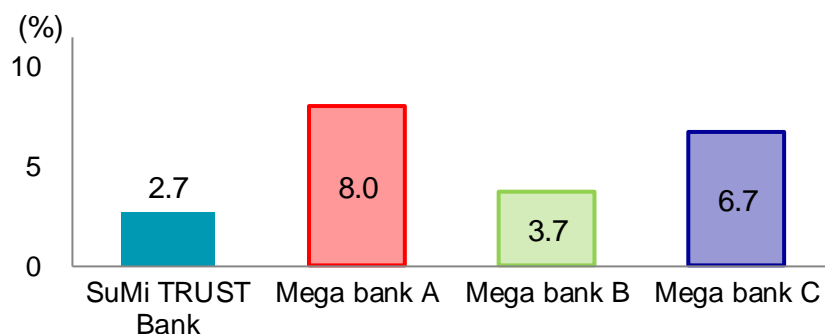
(*3) Figures of FY2018 represents the contribution of the company after it became an affiliated entity in October 2018.

(*4) Excluding the impact of loss of approx. ¥(6.4)bn recorded from impairment loss of goodwill and approx. ¥(2.6)bn recorded from impairment loss of intangible fixed assets in FY2019

Consolidated balance sheets

(Yen bn)	Mar. 2019	Mar. 2020	Change
Cash and due from banks	16,045.8	13,141.1	(2,904.6)
Call loans and bills bought	50.1	71.2	21.1
Receivables under securities borrowing transactions	759.8	740.6	(19.1)
Monetary claims bought	1,082.6	999.7	(82.9)
Trading assets	454.9	507.6	52.6
Securities	5,759.5	6,437.5	678.0
Loans and bills discounted	29,025.7	29,703.3	677.6
Lease receivables and investment assets	653.4	673.8	20.4
Other assets	2,220.7	3,388.9	1,168.2
Tangible fixed assets	211.3	213.5	2.2
Intangible fixed assets	151.4	129.4	(21.9)
Assets for retirement benefits	138.9	87.0	(51.8)
Deferred Tax Assets	17.3	14.5	(2.8)
Customers' liabilities for acceptances and guarantees	557.0	518.8	(38.1)
Allowance for loan losses	(99.7)	(127.2)	(27.4)
Total assets	57,029.1	56,500.5	(528.5)

JGB holdings ratio(Non-consolidated)(*)



(*) As of Mar. 2020

(Yen bn)	Mar. 2019	Mar. 2020	Change
Deposits	31,903.5	30,688.9	(1,214.6)
Negotiable certificates of deposit	6,328.6	5,860.2	(468.3)
Call money and bills sold	72.7	142.9	70.1
Payables under repurchase agreements	1,603.1	1,558.9	(44.2)
Trading liabilities	258.7	371.9	113.1
Borrowed money	4,023.8	5,856.3	1,832.5
Short-term bonds payable	1,472.7	1,707.0	234.3
Bonds payable	1,378.3	1,125.7	(252.5)
Borrowed money from trust account	5,408.0	4,750.2	(657.7)
Other liabilities	1,161.3	1,277.3	116.0
Deferred tax liabilities	130.4	50.8	(79.6)
Acceptances and guarantees	557.0	518.8	(38.1)
Total liabilities	54,298.7	53,909.6	(389.1)
Capital stock	261.6	261.6	-
Capital surplus	645.0	580.5	(0.0)
Retained earnings	1,387.5	1,495.0	107.4
Treasury stock	(51.2)	(2.8)	48.3
Total shareholders' equity	2,242.9	2,334.3	91.3
Valuation difference on available-for-sale securities	467.4	351.4	(115.9)
Deferred gains or losses on hedges	(36.7)	(56.7)	(20.0)
Adjustments for Retirement Benefits	(19.2)	(68.5)	(49.3)
Others	(0.9)	(5.2)	(4.2)
Total accumulated other comprehensive income	410.4	220.8	(189.5)
Share acquisition rights	1.0	1.0	-
Minority interests	75.8	34.5	(41.2)
Total net assets	2,730.3	2,590.9	(139.4)
Total liabilities and net assets	57,029.1	56,500.5	(528.5)

Maturity ladder (loans, securities)

<Loans (Non-consolidated)>

(Yen bn)	Mar. 2020					Change from Mar. 2019				
	Less than 1 year(*1)	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	4,977.5	9,846.7	12,611.6	2,517.6	29,953.5	(307.0)	38.2	769.6	48.5	549.3
Variable rate	---	6,741.5	9,040.8	2,517.5	18,300.0	---	(22.6)	942.3	48.5	968.1
Fixed rate	---	3,105.1	3,570.7	0.0	6,675.9	---	60.8	(172.6)	0.0	(111.7)

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

<Securities with fair value (Non-consolidated)>(*2)

(Yen bn)	Mar. 2020					Change from Mar. 2019				
	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	861.1	813.2	550.9	-	2,225.3	573.1	527.3	82.3	-	1,182.8
Government bonds	838.7	488.6	153.5	-	1,480.9	568.9	473.4	18.1	-	1,060.5
Local government bonds	1.2	4.5	9.0	-	14.7	1.2	1.6	3.1	-	6.0
Corporate bonds	21.1	320.0	388.4	-	729.6	2.9	52.2	60.9	-	116.1
Japanese stocks	---	---	---	1,108.1	1,108.1	---	---	---	(261.0)	(261.0)
Other securities	319.2	1,233.3	1,092.2	75.0	2,720.0	(31.4)	46.7	(226.9)	(3.5)	(215.2)
Foreign bonds	319.2	393.4	722.2	-	1,435.0	(31.4)	(32.1)	27.1	-	(36.3)
Foreign stocks	-	-	-	73.1	73.1	-	-	-	68.6	68.6

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

Maturity ladder (time deposits, interest rate swaps)

<Time deposits (Non-consolidated)>

(Yen bn)	Mar. 2020					Change from Mar. 2019				
	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	13,325.3	3,386.9	1,221.9	2,631.2	20,565.4	(193.4)	(777.3)	121.2	488.0	(361.4)
Variable rate	---	118.5	89.8	261.8	470.2	---	(7.1)	(23.7)	64.8	33.9
Fixed rate	---	3,268.3	1,132.0	2,369.3	6,769.7	---	(770.1)	145.0	423.2	(201.9)

(*) 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. 2020				Change from Mar. 2019			
	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	4,418.8	6,021.0	278.9	10,718.8	1,966.7	(232.5)	(57.0)	1,677.2
Flt Rcv-Fix Pay	242.6	1,672.6	1,800.1	3,715.4	(109.2)	225.6	(253.1)	(136.7)

Deferred tax assets

<Major factors for deferred tax assets and deferred tax liabilities> (Yen bn)	Non-consolidated			Consolidated		
	Mar. 2019	Mar. 2020	Change	Mar. 2019	Mar. 2020	Change
Deferred tax assets (A)	74.3	95.3	20.9	133.0	164.1	31.1
Loss carried forward	---	---	---	15.6	4.3	(11.3)
Devaluation of securities	31.6	37.1	5.5	19.3	19.1	(0.1)
Allowance for loan losses (including written-off of loans)	22.1	30.1	7.9	38.5	48.1	9.6
Deferred gains/ losses on hedges	13.7	23.7	10.0	14.5	25.6	11.1
Liabilities for retirement benefits	---	---	---	10.0	30.6	20.5
Valuation difference due to share exchange	---	---	---	4.8	4.7	(0.1)
Others	28.4	30.3	1.8	52.3	55.7	3.3
Valuation allowance	(21.5)	(26.0)	(4.4)	(22.4)	(24.3)	(1.9)
Deferred tax liabilities (B)	230.8	187.2	(43.6)	246.1	200.5	(45.6)
Amount related retirement benefits	18.6	23.6	5.0	18.0	23.0	4.9
Valuation difference on available-for-sale securities	207.2	158.6	(48.5)	208.7	159.8	(48.9)
Valuation difference due to share exchange	---	---	---	6.7	5.8	(0.9)
Others	4.9	4.8	(0.0)	12.5	11.8	(0.7)

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

(Yen bn)	FY2015	FY2016	FY2017	FY2018	FY2019
Taxable income before deduction of loss carry-forwards	177.5	106.4	127.6	146.2	194.6
Net business profit before credit costs	249.1	150.5	189.7	231.4	206.8

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)		
	FY2018	FY2019	Change	FY2018	FY2019	Change	FY2018	FY2019	Change
Retail TS services	138.0	130.4	(7.5)	15.3	7.3	(7.9)	30.9	22.8	(8.0)
Wholesale financial services (*1)	137.2	147.0	9.8	95.3	102.8	7.5	123.4	132.5	9.0
Stock transfer agency services	21.4	21.3	(0.0)	17.7	17.6	(0.0)	18.4	18.4	0.0
Gross business profit	31.2	31.5	0.3	---	---	---	---	---	---
Fees paid for outsourcing	(9.7)	(10.2)	(0.4)	---	---	---	---	---	---
Real estate	32.4	35.4	3.0	23.1	25.8	2.7	30.1	32.4	2.2
Fiduciary services (*2)	57.4	52.3	(5.0)	33.2	30.2	(2.9)	63.0	65.8	2.8
Gross business profit	92.2	90.5	(1.7)	---	---	---	---	---	---
Fees paid for outsourcing	(34.8)	(38.1)	(3.3)	---	---	---	---	---	---
Global markets	45.6	72.5	26.9	30.3	57.5	27.1	30.3	57.5	27.1
Others (*3)	35.0	(6.1)	(41.1)	16.4	(34.7)	(51.1)	(14.1)	(40.6)	(26.5)
Total	467.3	453.2	(14.1)	231.4	206.8	(24.6)	282.2	289.0	6.7

(*1) Combined total of Wholesale total solution services and Wholesale asset management.

(*2) Figures for "Net business profit before credit costs(Consolidated)" include total of asset management business (SuMi TRUST AM, Nikko AM (consolidated), Sky Ocean Asset Management, JP Asset Management).

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

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

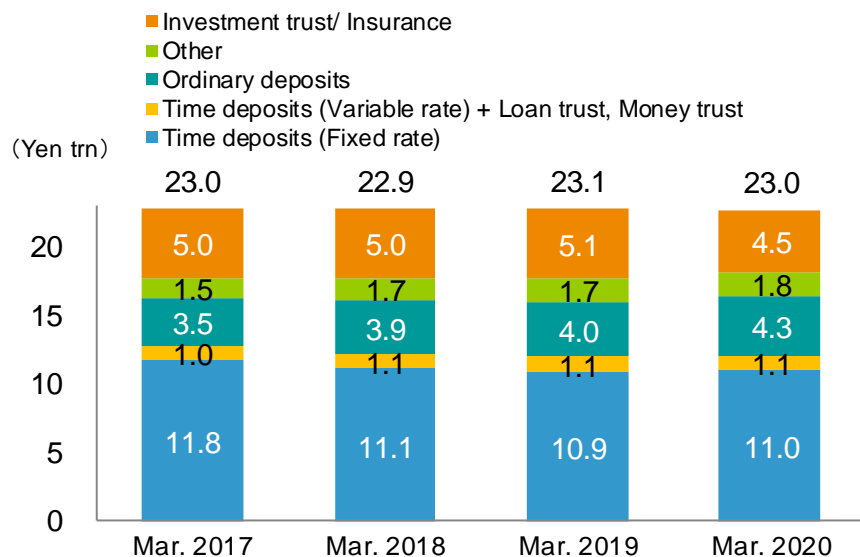
Retail TS services / Gross business profit

(Yen bn)	FY2018	FY2019	Change
Business profit	111.1	105.3	(5.8)
Net interest income, etc.	57.8	60.7	2.9
Loans to individuals	61.8	65.4	3.5
Deposits	(5.7)	(6.0)	(0.3)
Others	1.7	1.4	(0.3)
Net fees and commissions	53.2	44.5	(8.7)
Investment trust / Insurance	53.3	45.7	(7.6)
Others	(0.1)	(1.2)	(1.1)
Adjustments among businesses	26.8	25.1	(1.7)
Gross business profit	138.0	130.4	(7.5)

Wholesale TS services & Wholesale AM / Gross business profit

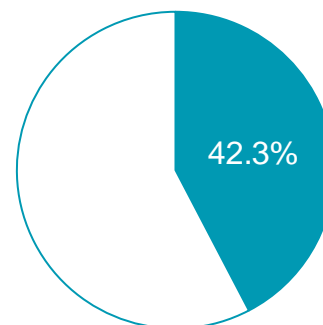
(Yen bn)	FY2018	FY2019	Change
Business profit	157.9	168.5	10.6
Net interest income, etc.	126.1	137.1	10.9
Net interest income	123.5	132.6	9.1
Deposits	0.1	0.3	0.2
Others	2.4	4.0	1.5
Net fees and commissions	31.7	31.4	(0.2)
Real estate NRL	3.9	3.3	(0.5)
Syndicated loans	18.4	18.6	0.1
Securitization	5.3	5.9	0.5
Adjustments among businesses	(20.6)	(21.5)	(0.8)
Gross business profit	137.2	147.0	9.8

Total depositary assets from individuals

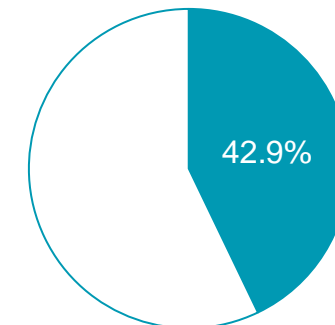


Market share of stock transfer agency services^(*) (as of Mar. 2020)

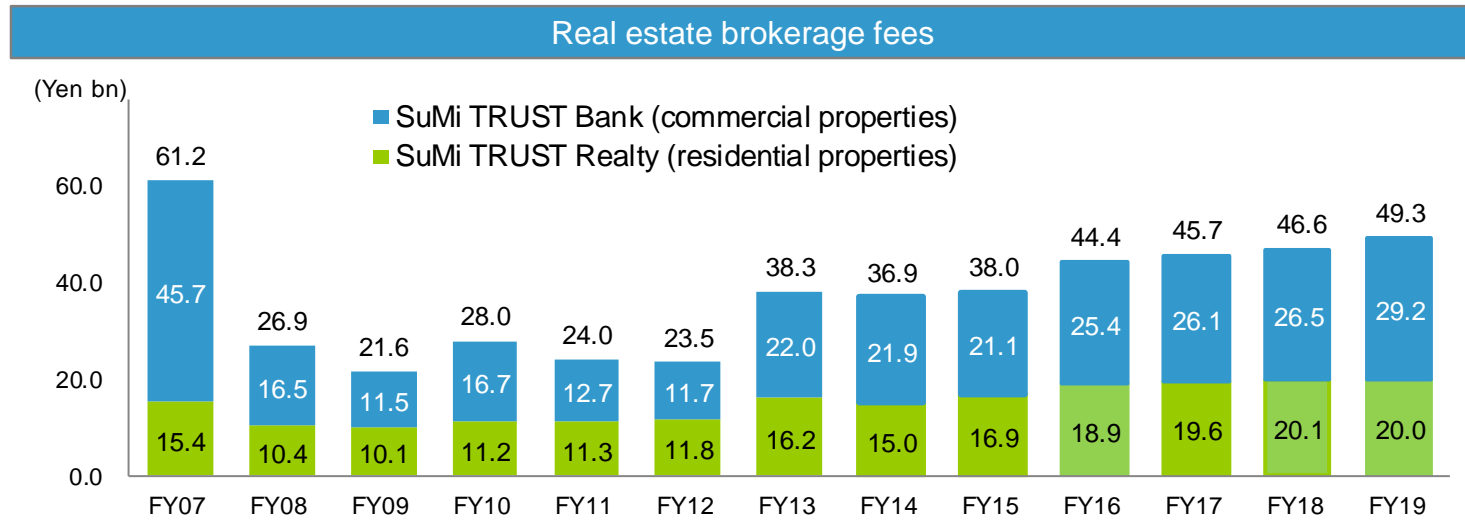
< Number of listed corporate clients >



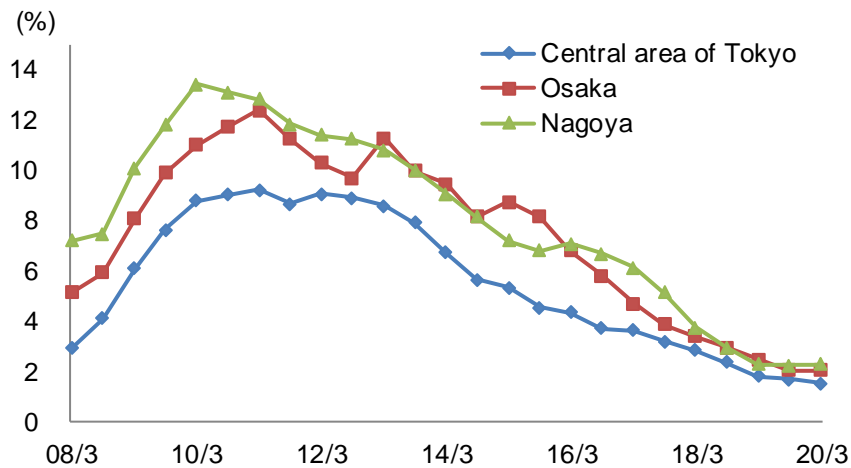
< Number of shareholders under administration >



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

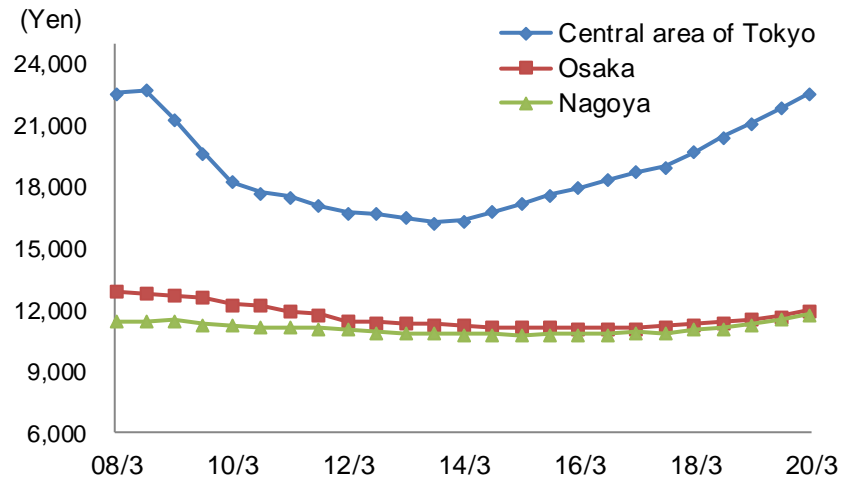


Average Vacancy Rates (Office market)



[Source] Miki Shoji

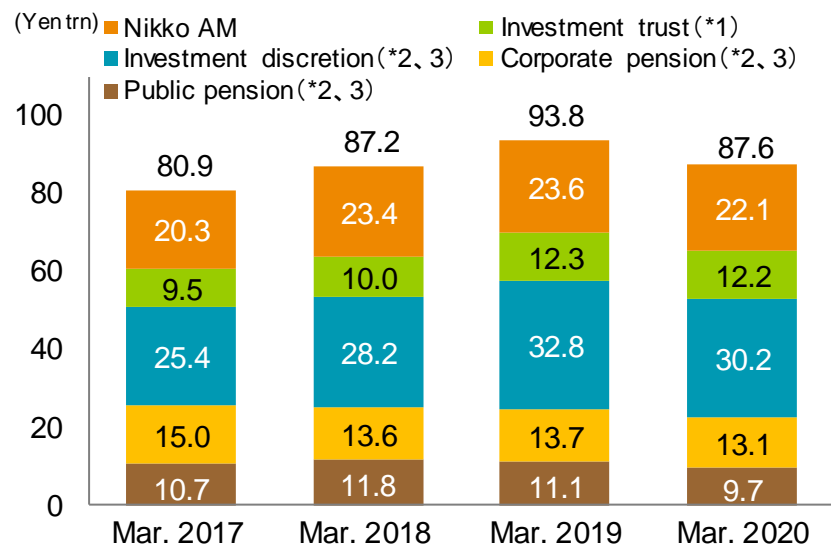
Average Rent (Office market)



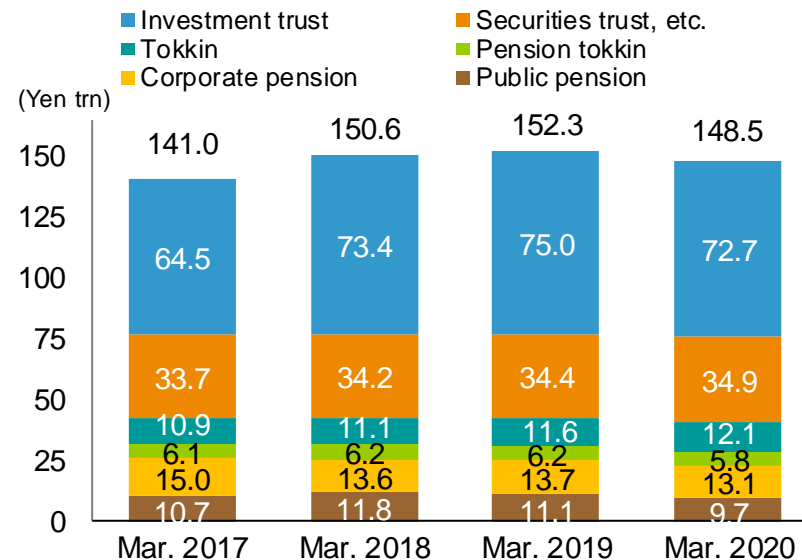
[Source] Miki Shoji

Fiduciary services

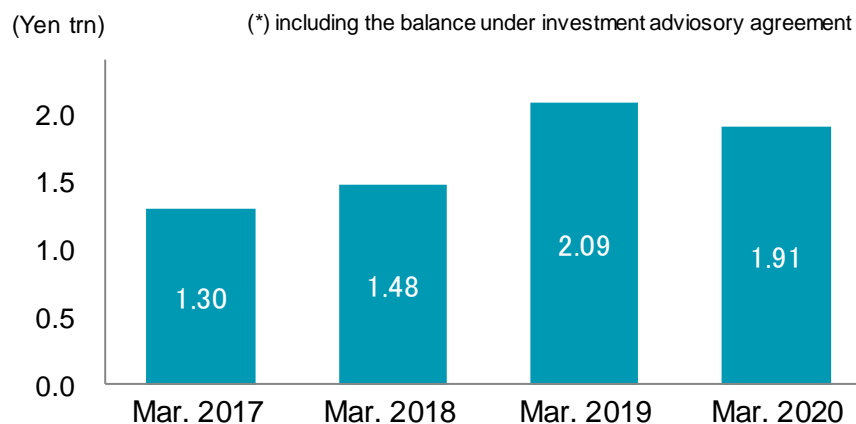
Assets under management (AUM) (Group)



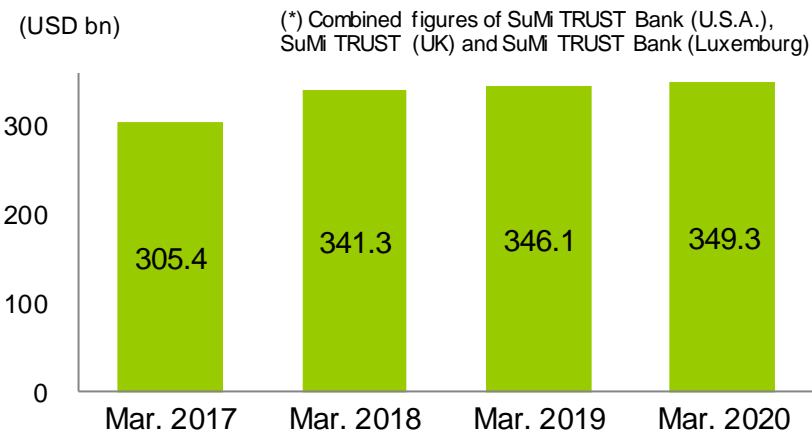
Entrusted assets (Non-consolidated)



AUM entrusted from overseas investors (*2,3,4)



Assets in global custody (*5)



(*1) Managed by SuMi TRUST AM (*2) Partially include AUM managed by SuMi TRUST Bank (*3) Managed by SuMi TRUST Bank until the end of Sep. 2018

(*4) including the balance under investment advisory agreement (*5) Combined figures of SuMi TRUST Bank (U.S.A.), SuMi TRUST (UK) and SuMi TRUST Bank (Luxemburg)

Gross business profit

(Yen bn)	FY2018	FY2019	Change
Financial operations	(12.3)	(0.0)	12.3
Investment operations	(1.2)	11.0	12.3
Marketing functions	59.3	61.4	2.1
Total	45.6	72.5	26.9

<Financial operations>

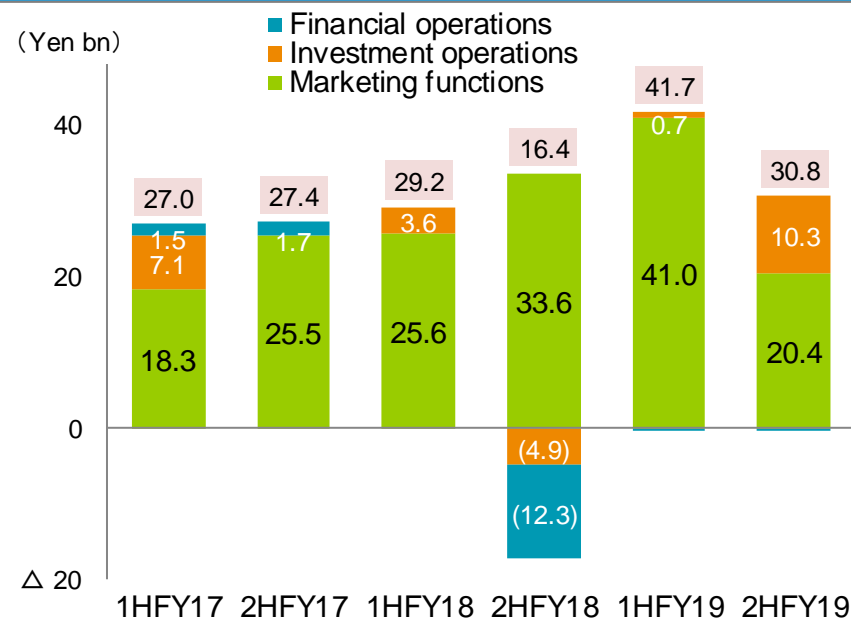
Financial operations managing potential market risks (Interest rate, Equity, etc.) involved in the overall balance sheet

<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)	Cost		Unrealized gains/losses		10BPV (*2)		Duration (years) (*2)	
	Mar. 2020	Change from Mar. 2019	Mar. 2020	Change from Mar. 2019	Mar. 2020	Change from Mar. 2019	Mar. 2020	Change from Mar. 2019
JPY	1,574.2	1,100.7	18.1	(3.2)	3.6	1.4	2.2	(2.2)
Others	519.8	(113.8)	24.7	19.6	2.2	(0.0)	4.1	0.6
USD	451.8	(168.3)	24.9	20.2	1.6	(0.5)	3.5	0.0
EUR, etc.	67.9	54.5	(0.2)	(0.5)	0.5	0.4	8.3	3.4

(*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)

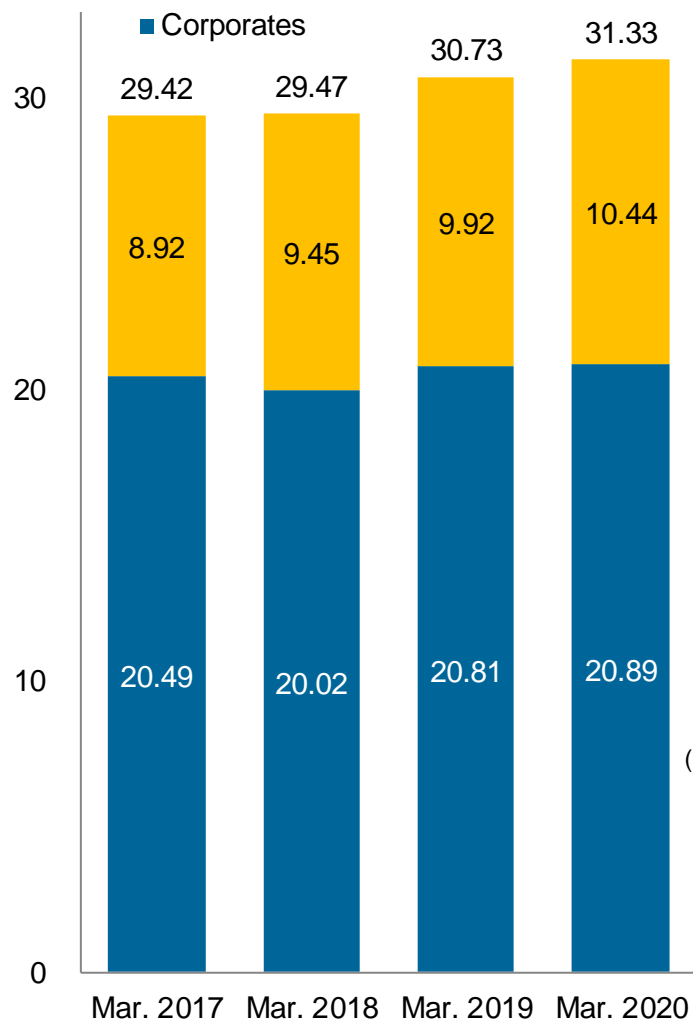
(Yen bn)	Mar. 2019		Mar. 2020		Change	
	Balance	Proportion	Balance	Proportion	Balance	Proportion
Domestic Branches (excluding offshore accounts)	25,530.5	86.7%	25,900.4	86.4%	369.8	(0.3%)
Manufacturing	2,663.7	9.0%	2,643.4	8.8%	(20.3)	(0.2%)
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	30.8	0.1%	64.3	0.2%	33.5	0.1%
Construction	119.4	0.4%	184.4	0.6%	64.9	0.2%
Electricity, gas, heat supply and water	1,147.4	3.9%	1,171.9	3.9%	24.4	0.0%
Information and communications	357.8	1.2%	428.4	1.4%	70.6	0.2%
Transport and postal activities	1,169.3	4.0%	1,146.8	3.8%	(22.4)	(0.2%)
Wholesale and retail trade	1,253.4	4.3%	1,253.8	4.2%	0.3	(0.1%)
Finance and insurance	2,665.3	9.1%	2,487.7	8.3%	(177.6)	(0.8%)
Real estate	3,468.1	11.8%	3,523.0	11.8%	54.9	(0.0%)
Goods rental and leasing	1,090.3	3.7%	1,174.7	3.9%	84.4	0.2%
Others	11,564.5	39.3%	11,821.4	39.4%	256.9	0.1%
Residential mortgage	9,314.0	31.6%	9,801.0	32.7%	487.0	1.1%
Overseas branches and offshore accounts	3,904.5	13.3%	4,079.8	13.6%	175.2	0.3%
Total	29,435.1	100.0%	29,980.2	100.0%	545.1	---

(*) 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

(Yen trn) ■ Individuals

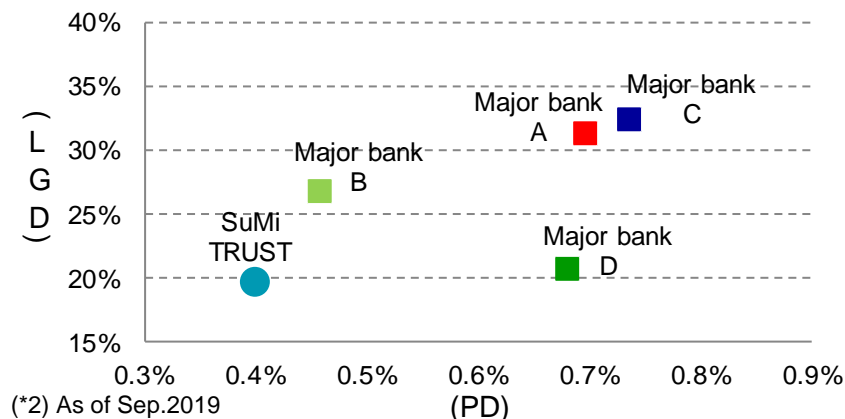


[Individual]
 ・Residential mortgage 94%
 ・Others 6%

[Corporates](*)
 ・Japanese 84%
 ・Overseas 16%

(*) Based on the final exposure

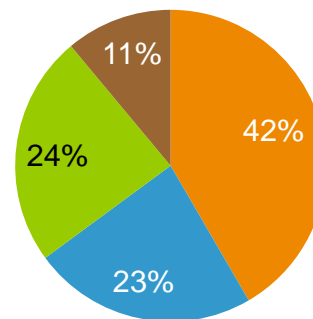
Individuals: PD/LGD of residential mortgage loan (*2)



(*2) As of Sep.2019

Corporates: Composition of credit for overseas (*3)

■ North America
 ■ Europe
 ■ Asia-Oceania
 ■ Others

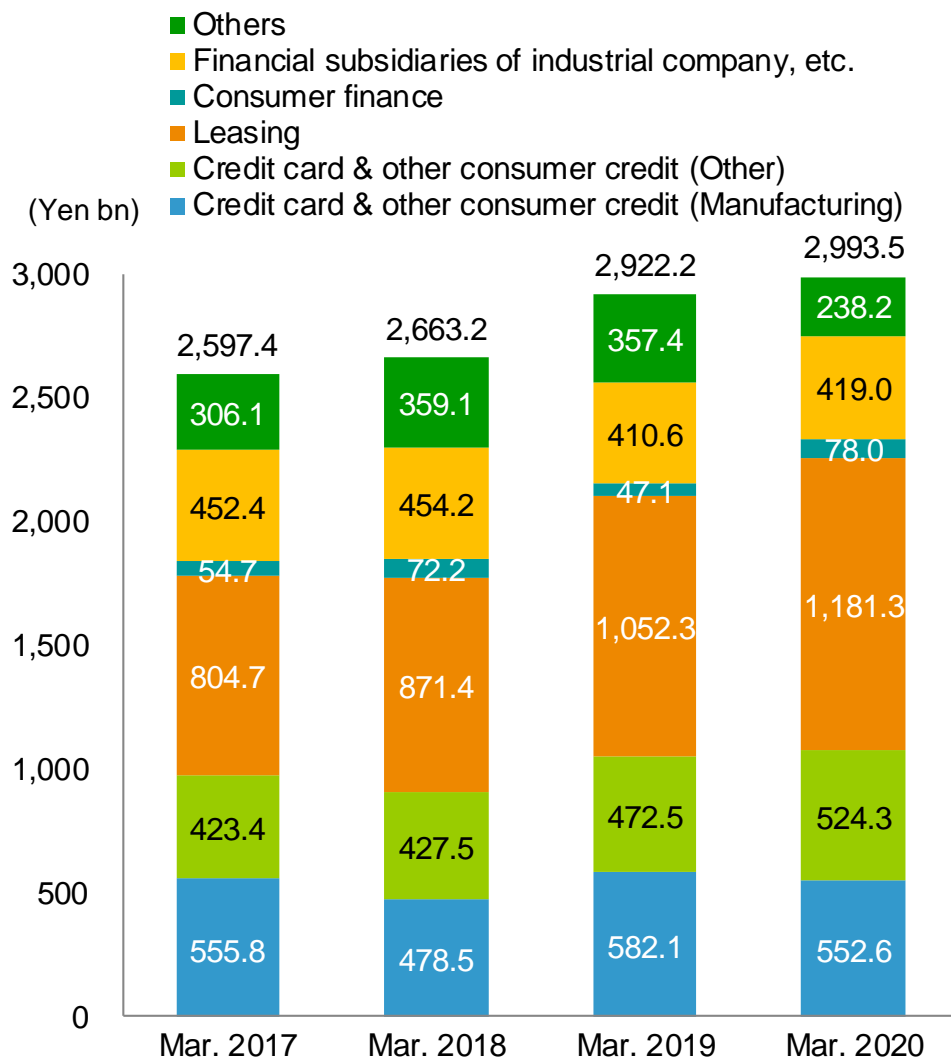


(*3) As of Mar.2020

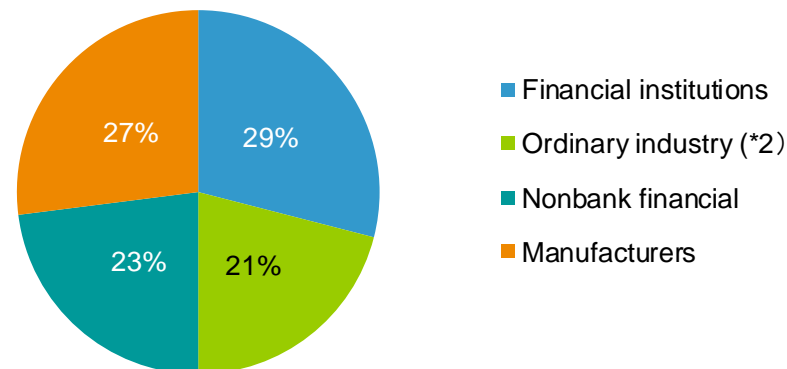
Credit for Overseas		100%
North America		42%
U.S.A.		41%
Europe		23%
United Kingdom		11%
Germany		4%
Switzerland		2%
The Netherland		2%
Asia-Oceania		24%
Singapore		6%
China		5%
Australia		4%
Hong Kong		3%
Others		11%
Middle-east		8%
Latin America		3%

Loans to nonbank financial industry: Non-consolidated

Outstanding loans to nonbank financial industry



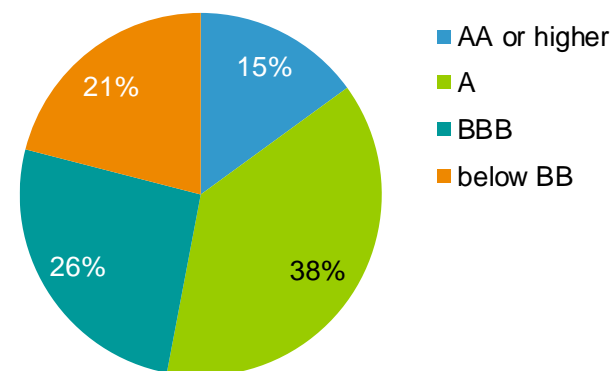
Characteristics of borrowers' parent company by industry (*1)



(*1)As of Mar.2020

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

Characteristics of borrowers by rating (parent company basis) (*3)



(*3)As of Mar.2020

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. 2019	Mar. 2020	Change
Real estate-related loans	3,303.6	3,337.6	33.9
Corporation	1,170.1	1,227.1	57.0
Real estate NRL (*1)	1,129.3	1,023.2	(106.1)
REIT(*2)	1,004.1	1,087.2	83.0

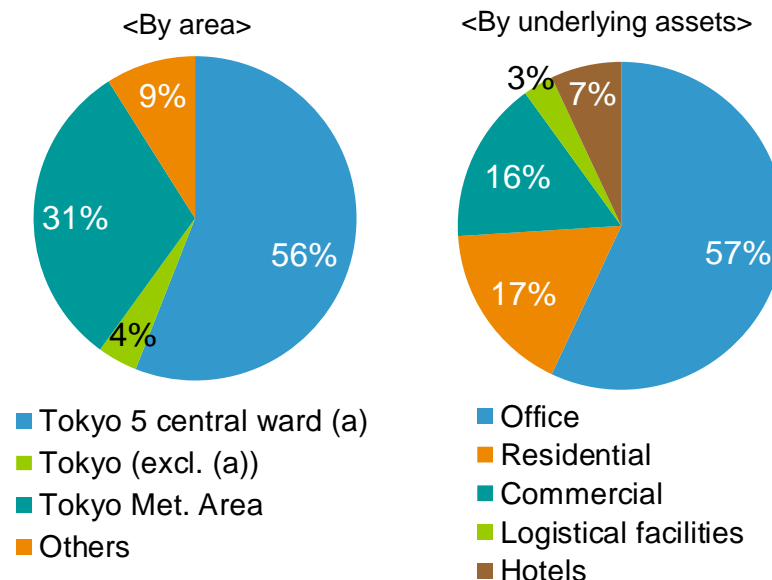
(*1) Including bond-type. Excluding overseas real estate NRL.

(*2) Excluding overseas REIT.

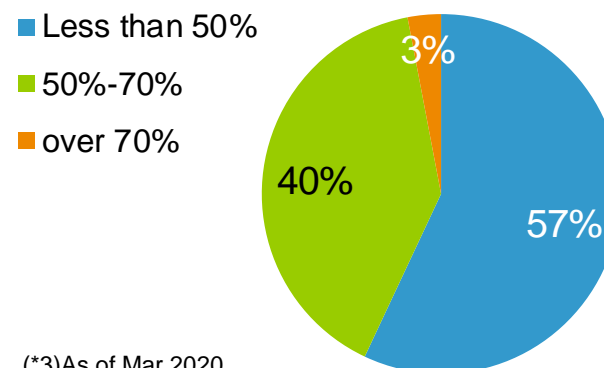
<Reference>

Real estate equity investment	24.5	23.8	(0.7)
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Characteristics of real estate NRL (*3)



LTV of real estate NRL (based on external appraisal value) (*3)



(*3) As of Mar. 2020

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. 2019	Mar. 2020	Change	Collateral/Allowance	Coverage ratio (*1)	Allowance ratio (*2)	
	Balance	Balance					
Problem assets based on the Financial Reconstruction Act	84.2	86.8	2.6		71.8%	43.8%	
Ratio to total loan balance	0.3%	0.3%	0.0%				
Bankrupt and practically bankrupt	10.5	9.5	(1.0)	Total	9.5	100.0%	100.0%
				Collateral value	6.8		
				Specific allowance for loan losses	2.6		
Doubtful	55.2	39.2	(16.0)	Total	37.0	94.4%	85.9%
				Collateral value	23.7		
				Specific allowance for loan losses	13.3		
Substandard	18.5	38.1	19.6	Total	15.8	41.5%	12.1%
				Collateral value	12.7		
				General allowance for loan losses	3.0		
Assets to other special mention debtors	415.3	424.6	9.3	(*1) (Collateral value after considering haircuts + allowance for loan losses) / Loan balance			
Ordinary assets	29,441.8	29,945.6	503.8	(*2) Allowance for loan losses / (Loan balance - collateral value after considering haircuts)			
Total	29,941.3	30,457.0	515.7				

< Migration analysis (Non-consolidated) >

(Yen bn)	Mar. 2019	Mar. 2020	Change	Downgrade	Downgrade	Upgrade	Upgrade	Repayment, etc.
	Balance	Balance		(+)	(-)	(+)	(-)	
Bankrupt and practically bankrupt	10.5	9.5	(1.0)	2.4			(1.6)	(1.9)
Doubtful	55.2	39.2	(16.0)	13.5	(0.2)	0.3	(13.7)	(15.8)
Assets to substandard debtors	19.5	44.2	24.7	27.5	(0.6)	1.3	(0.7)	(2.7)
Assets to other special mention debtors	414.3	418.5	4.2	154.5	(17.8)	14.1	(77.8)	(68.7)
Total	499.5	511.4	11.9					

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

(Yen bn)	Mar. 2019			Mar. 2020			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)	67.0	66.2	0.8	59.3	58.6	0.7	(7.6)	(7.6)	(0.0)
Manufacturing	16.9	16.9	-	8.5	8.5	-	(8.4)	(8.4)	-
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	0.4	0.4	-	0.3	0.3	-	(0.1)	(0.1)	-
Construction	0.0	0.0	-	0.0	0.0	-	(0.0)	(0.0)	-
Electricity, gas, heat supply and water	4.0	4.0	-	3.7	3.7	-	(0.4)	(0.4)	-
Information and communications	0.0	0.0	-	0.0	0.0	-	(0.0)	(0.0)	-
Transport and postal activities	-	-	-	-	-	-	-	-	-
Wholesale and retail trade	6.5	6.5	-	6.5	6.5	-	(0.0)	(0.0)	-
Finance and insurance	0.2	0.2	-	0.2	0.2	-	(0.1)	(0.1)	-
Real estate	6.5	5.7	0.7	8.7	8.0	0.7	2.2	2.3	(0.0)
Others	32.3	32.3	0.0	31.4	31.4	0.0	(0.9)	(0.9)	(0.0)
Overseas branches and offshore accounts	17.2	17.2	-	27.5	27.5	-	10.3	10.3	-
Total	84.2	83.4	0.8	86.8	86.1	0.7	2.6	2.7	(0.0)

(*) 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. 2019			Mar. 2020			Change	Banking a/c	Trust a/c
	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c			
Risk monitored loans	101.4	100.7	0.7	101.1	100.4	0.7	(0.3)	(0.2)	(0.0)
Ratio to total loan balance	0.3%	0.3%	2.5%	0.3%	0.3%	2.7%	(0.0%)	(0.0%)	0.2%
Loans in bankruptcy proceedings	7.0	7.0	-	4.9	4.9	-	(2.0)	(2.0)	-
Other delinquent loans	71.0	70.3	0.7	53.7	53.1	0.6	(17.2)	(17.2)	(0.0)
Loans past due 3 months or more	-	-	-	3.3	3.3	-	3.3	3.3	-
Restructured loans	23.2	23.2	0.0	38.9	38.9	0.0	15.7	15.7	(0.0)
Total loan balance	29,056.6	29,025.7	30.9	29,730.0	29,703.3	26.7	673.3	677.6	(4.2)

(*1) Partial direct written-off: Mar. 2019: 12.9 billion yen, Mar. 2020: 15.1 billion yen

< Non-consolidated > (Yen bn)	Mar. 2019			Mar. 2020			Change	Banking a/c	Trust a/c
	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c			
Risk monitored loans	81.0	80.2	0.7	83.0	82.3	0.7	2.0	2.1	(0.0)
Ratio to total loan balance	0.3%	0.3%	2.5%	0.3%	0.3%	2.7%	0.0%	0.0%	0.2%
Loans in bankruptcy proceedings	4.3	4.3	-	3.1	3.1	-	(1.2)	(1.2)	-
Other delinquent loans	58.1	57.4	0.7	41.8	41.1	0.6	(16.3)	(16.2)	(0.0)
Loans past due 3 months or more	-	-	-	3.3	3.3	-	3.3	3.3	-
Restructured loans	18.4	18.4	0.0	34.7	34.6	0.0	16.2	16.2	(0.0)
Total loan balance	29,435.1	29,404.1	30.9	29,980.2	29,953.5	26.7	545.1	549.3	(4.2)

(*2) Partial direct written-off: Mar. 2019: 8.2 billion yen, Mar. 2020: 8.8 billion yen

Risk monitored loans by industry

< Non-consolidated >

(Yen bn)	Mar. 2019			Mar. 2020			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)	64.4	63.6	0.7	56.1	55.4	0.7	(8.2)	(8.1)	(0.0)
Manufacturing	16.8	16.8	-	8.4	8.4	-	(8.4)	(8.4)	-
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	0.4	0.4	-	0.3	0.3	-	(0.0)	(0.0)	-
Construction	0.0	0.0	-	0.0	0.0	-	(0.0)	(0.0)	-
Electricity, gas, heat supply and water	4.0	4.0	-	3.6	3.6	-	(0.3)	(0.3)	-
Information and communications	0.0	0.0	-	0.0	0.0	-	(0.0)	(0.0)	-
Transport and postal activities	-	-	-	-	-	-	-	-	-
Wholesale and retail trade	6.5	6.5	-	6.4	6.4	-	(0.0)	(0.0)	-
Finance and insurance	0.2	0.2	-	0.1	0.1	-	(0.0)	(0.0)	-
Real estate	6.4	5.7	0.7	8.0	7.3	0.7	1.5	1.5	(0.0)
Others	29.7	29.7	0.0	29.0	29.0	0.0	(0.7)	(0.7)	(0.0)
Overseas branches and offshore accounts	16.6	16.6	-	26.8	26.8	-	10.2	10.2	-
Total	81.0	80.2	0.7	83.0	82.3	0.7	2.0	2.1	(0.0)

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

Status of capital

Credit risk-weighted assets

(Yen bn)	Mar. 2020				Change from Mar. 2019			
	EAD	RW	RWA	EL	EAD	RW	RWA	EL
Internal Ratings-Based	59,316.0	27.0%	16,018.3	121.7	566.4	(1.9%)	(971.8)	(19.1)
Corporate, etc.	39,942.7	23.8%	9,510.3	73.9	(585.2)	(1.7%)	(837.6)	(19.6)
Corporation	21,558.6	41.5%	8,954.3	73.1	404.9	(4.7%)	(831.7)	(19.6)
Sovereign	16,768.4	0.8%	134.4	0.2	(855.0)	0.0%	8.8	(0.0)
Financial institution	1,615.6	26.0%	421.5	0.5	(135.1)	1.1%	(14.7)	(0.0)
Retail	11,295.2	12.0%	1,366.0	40.5	495.9	(1.0%)	(53.3)	(1.4)
Residential mortgage	9,874.5	8.3%	821.8	12.5	434.6	(1.2%)	(83.6)	(0.8)
Qualifying revolving retail exposure	421.4	25.4%	107.1	12.4	13.2	2.6%	14.2	(0.2)
Other retail exposure	999.2	43.7%	437.0	15.5	48.1	(0.5%)	16.1	(0.3)
Equity	594.6	164.6%	979.2	---	(71.9)	6.9%	(72.1)	---
Fund	1,470.9	110.4%	1,625.2	2.3	(168.8)	(0.3%)	(192.5)	(0.0)
Securitization	1,103.3	31.5%	348.0	-	(6.1)	2.5%	25.9	-
Purchased receivables	976.7	56.3%	550.8	4.0	(158.6)	2.1%	(65.1)	2.1
CVA	832.6	79.6%	663.1	---	141.8	7.8%	167.0	---
Others	3,370.7	36.0%	1,213.5	0.8	932.8	(10.7%)	73.0	(0.1)
Exemption	1,175.5	44.3%	521.7	---	115.8	(4.1%)	7.7	---
Total credit risk	60,762.6	27.6%	16,778.2	121.7	695.7	(1.8%)	(946.9)	(19.1)

(*) 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

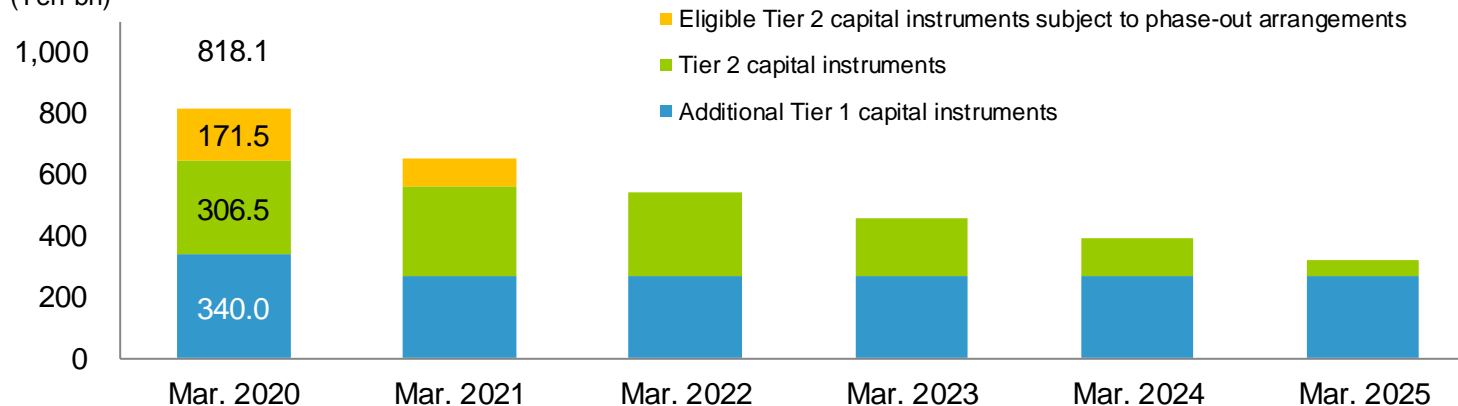
< Perpetual subordinated bonds (Qualifying additional Tier1 instrument)> (as of Mar. 2020)

Issuer	Series	Issue amount	Coupon rate(*1)	Step up clause	Issue date	First callable date
Sumitomo Mitsui Trust Holdings, Inc.	1	¥70.0 bn	2.49% Fixed	No	Sep. 8, 2015	Dec. 5, 2020
	2	¥50.0 bn	2.87% Fixed	No	Sep. 8, 2015	Dec. 5, 2025
	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
	6	¥50.0 bn	1.39% Fixed	No	Sep. 11, 2018	Dec. 5, 2028

(*1) Interest (fixed / floating) applicable as of Mar. 2020

< Amount of capital instrument to be counted as eligible/qualifying capital (*2) >

(Yen bn)



(*2) 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)(2*)		
					FY2018	FY2019	Change
Sumitomo Mitsui Trust Bank, Limited	JPY 342.0 bn	Trust and banking	100	(-)	114.0	117.9	3.9
Sumitomo Mitsui Trust Asset Management Co., Ltd.	JPY 2.0 bn	Asset management	100	(-)	5.7	9.1	3.3
Nikko Asset Management Co., Ltd. (*3)	JPY 17.3 bn	Asset management	91.97	(-)	10.7	9.5	(1.1)
Sumitomo Mitsui Trust Research Institute Co., Ltd.	JPY 0.3 bn	Research and consulting/ Asset management	100	(-)	0.1	0.2	0.0
Mutual Fund & Insurance Research Institute	JPY 0.15 bn	Research and consulting	88.00	(-)	(0.0)	(0.0)	0.0
Sumitomo Mitsui Trust Loan & Finance Co., Ltd.	JPY 6.0 bn	Finance	100	(100)	0.6	6.8	6.2
Sumitomo Mitsui Trust Guarantee Co., Ltd. (*3)	JPY 0.3 bn	Housing loan guaranty	100	(100)	8.6	7.8	(0.8)
Sumitomo Mitsui Trust Realty Co., Ltd.	JPY 0.3 bn	Residential brokerage	100	(100)	4.3	4.0	(0.2)
Sumitomo Mitsui Trust Real Estate Investment Management Co., Ltd.	JPY 0.3 bn	Asset management	100	(100)	0.1	0.1	(0.0)
Sumitomo Mitsui Trust Wealth Partners Co., Ltd.	JPY 0.1 bn	Consulting	100	(100)	0.2	0.2	(0.0)
Sumitomo Mitsui Trust Club Co., Ltd.	JPY 0.1 bn	Credit cards	100	(100)	1.4	(10.8)	(12.3)
Sumitomo Mitsui Trust Card Co., Ltd.	JPY 0.1 bn	Credit cards	100	(100)	0.0	(0.4)	(0.5)
Sumitomo Mitsui Trust General Service Co., Ltd.	JPY 0.1 bn	Property management	100	(100)	0.4	0.4	0.0
Sumitomo Mitsui Trust Investment Co., Ltd.	JPY 0.1 bn	Venture capital	100	(100)	0.2	0.2	0.0
Tokyo Securities Transfer Agent Co., Ltd.	JPY 0.05 bn	Stock transfer agency	100	(100)	0.3	0.3	(0.0)
Japan Securities Agents, Ltd.	JPY 0.5 bn	Stock transfer agency	85.10	(85.10)	0.1	0.0	(0.0)
Sumitomo Mitsui Trust Panasonic Finance Co., Ltd. (*3)	JPY 25.5 bn	General leasing/ Credit cards	84.89	(84.89)	3.5	0.4	(3.1)
Sumitomo Mitsui Trust Bank (Thai) Public Company Limited	THB 20.0 bn	Banking	100	(100)	0.2	0.7	0.5
Sumitomo Mitsui Trust (Ireland) (*3)	EUR 75.8 mill	Trust services	100	(100)	(0.1)	0.4	0.5
Sumitomo Mitsui Trust Bank (U.S.A.) Limited	USD 56.0 mill	Banking and trust services	100	(100)	2.9	2.8	(0.0)
Sumitomo Mitsui Trust (Hong Kong) Limited	USD 45.0 mill	Security	100	(100)	1.0	2.1	1.0
Sumitomo Mitsui Trust Bank (Luxembourg) S.A.	USD 30.0 mill	Banking, security and trust	100	(100)	0.6	0.2	(0.3)
Sumitomo Mitsui Trust (UK) Limited (*3)	GBP 1.7 mill	Trust services	100	(100)	0.0	(0.0)	(0.1)
<Affiliates>							
JTC Holdings, Ltd. (*3) (*4)	JPY 0.5 bn	Banking and trust services	33.33	(-)	0.3	0.5	0.2
SBI Sumishin Net Bank, Ltd. (*3)	JPY 31.0 bn	Banking	50.00	(50.00)	11.9	12.5	0.5
Cardif Assurance (*3)	JPY 20.6 bn	Life insurance and property insurance, security	20.00	(20.00)	5.5	5.9	0.4
Zijin Trust Co., Ltd.	CNY 2.4 bn	Trust	19.99	(19.99)	7.2	8.3	1.1
Midwest Railcar Corporation (*3)	USD 46.1 mill	Leasing, security	50.00	(50.00)	2.2	2.1	(0.0)

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

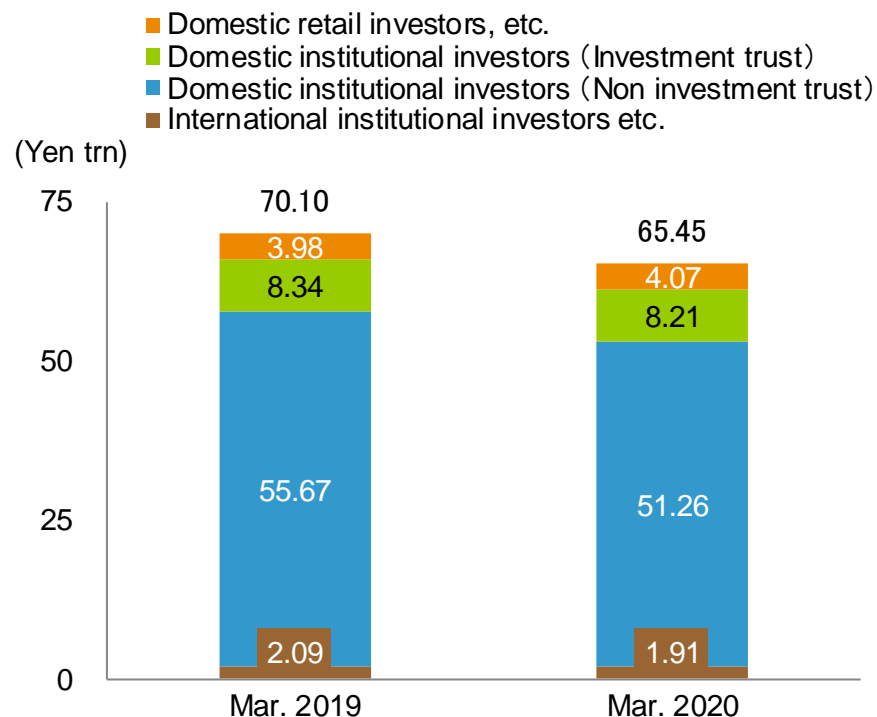
(*2) Excluding dividend from group companies aimed to improve capital efficiency

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

(*4) "Net income" represents the contribution of the company after it became an affiliated entity in October 2018.

Financial business in group companies 1. Sumitomo Mitsui Trust Asset Management

Assets under management (AUM, *1)



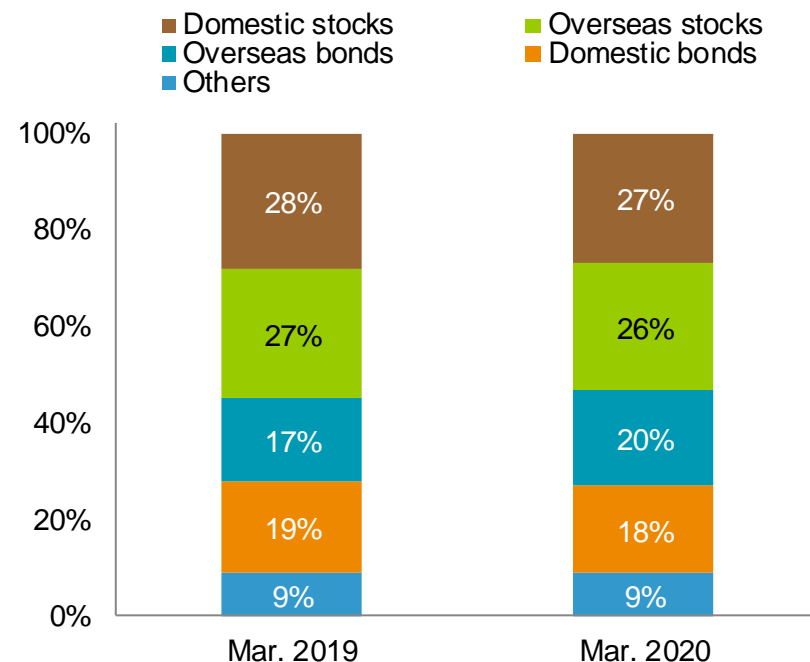
	(Yen bn)	FY2019
Change of AUM (*)		(4,646.8)
Domestic retail investors		87.3
Domestic institutional investors (Investment trust)		(136.8)
Domestic institutional investors (Non investment trust)		(4,408.6)
International institutional investors, etc.		(188.7)

(*1) Partially include AUM managed by SuMi TRUST Bank

P/L

(Yen bn)	FY2018	FY2019	Change
Net business profit	8.5	12.5	4.0
Ordinary income	8.6	13.3	4.7
Net income attributable to owners of the parent	5.7	9.1	3.3

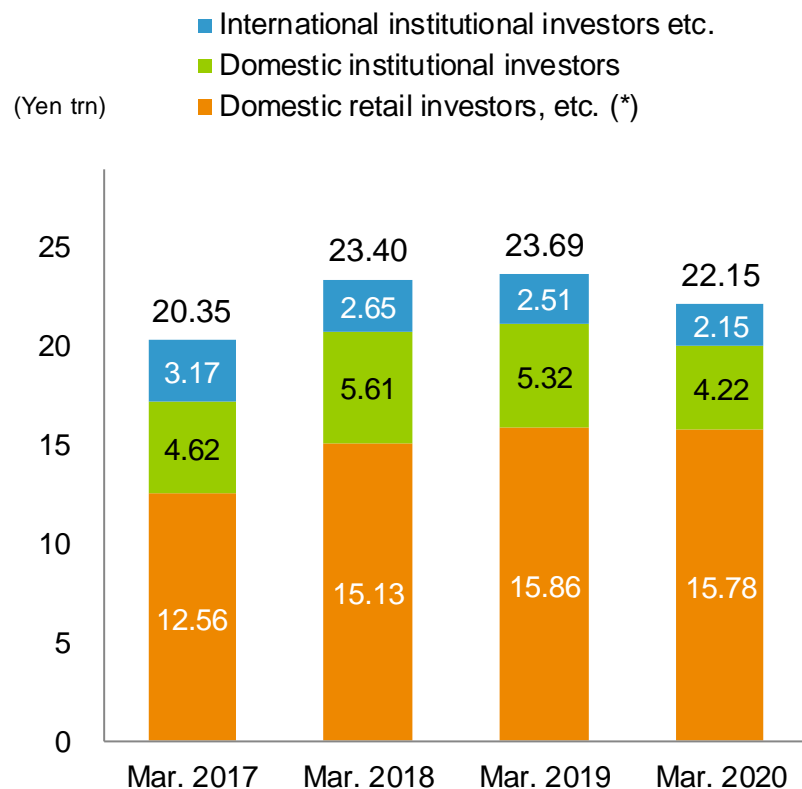
Breakdown of AUM by asset type (*1,2)



(*2) Calculation method changed for Mar 2020. New method applied for Mar 2019

Financial business in group companies 2. Nikko Asset Management (Consolidated)

Assets under management (AUM) (Consolidated)



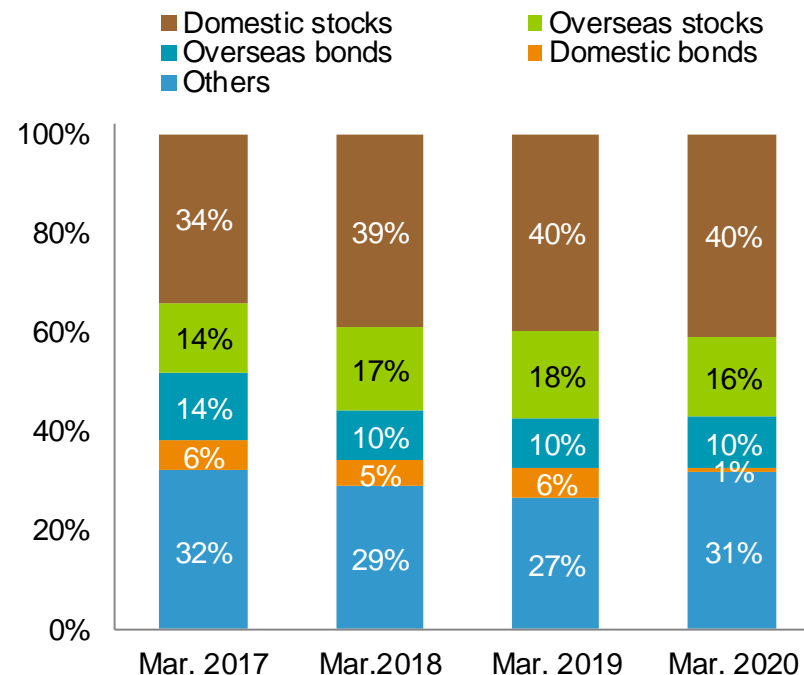
(Yen bn)	FY2017	FY2018	FY2019
Net cash inflow/outflow	3,049.7	290.3	(1,540.4)
International institutional investors, etc.	(511.5)	(149.6)	(356.1)
Domestic institutional investors	993.1	(291.5)	(1,107.8)
Domestic retail investors, etc. (*)	2,568.1	731.4	(76.5)

(*) Including ETF, MMF

P/L

(Yen bn)	FY2018	FY2019	Change
Net business profit	13.1	11.8	(1.2)
Ordinary income	15.0	14.1	(0.9)
Net income attributable to owners of the parent	10.7	9.5	(1.1)

Breakdown of AUM by asset type



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

Major business figures

(Yen bn)	Mar. 2019	Mar. 2020	Change
Number of account (millions)	3.54	3.92	0.38
Deposits	4,856.4	5,391.4	535.0
Loans	3,605.5	4,043.0	437.4

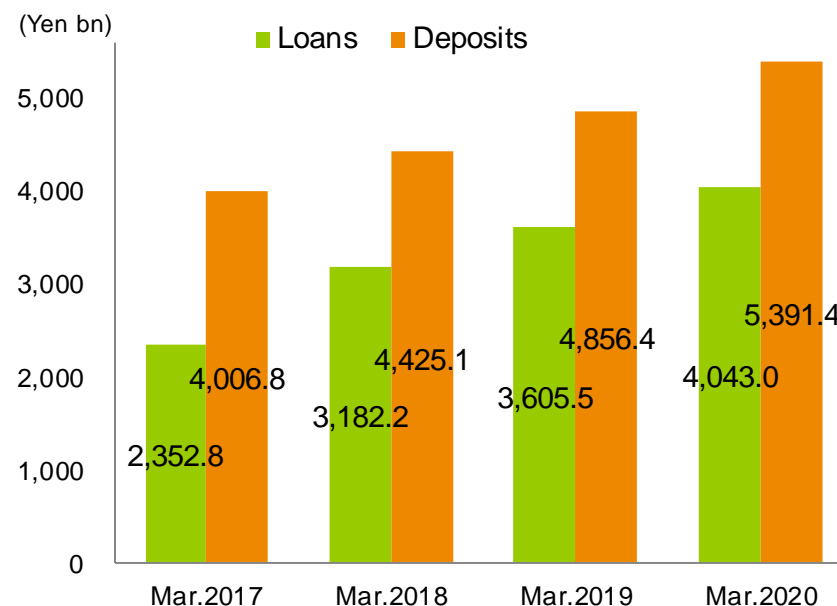
P/L

(Yen bn)	FY2018	FY2019	Change
Net business profit	18.1	20.4	2.2
Ordinary income	17.8	19.0	1.1
Net income attributable to owners of the parent	11.9	12.5	0.5

B/S

(Yen bn)	Mar. 2019	Mar. 2020	Change
Total assets	5,559.6	6,373.7	814.0
Net assets	106.9	118.9	11.9
Shareholders' equity	109.8	122.3	12.5

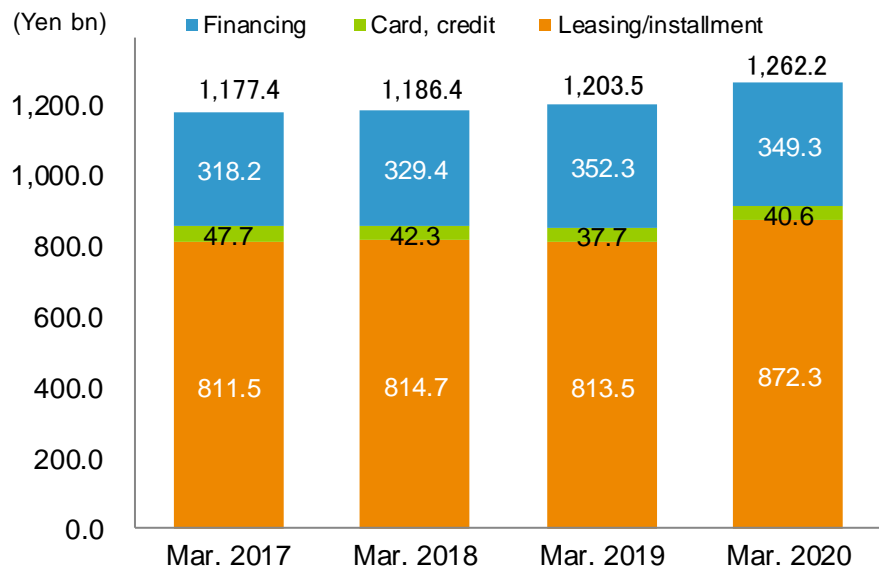
Balance of Loans and deposits



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

Sumitomo Mitsui Trust Panasonic Finance (Consolidated)

Operating assets

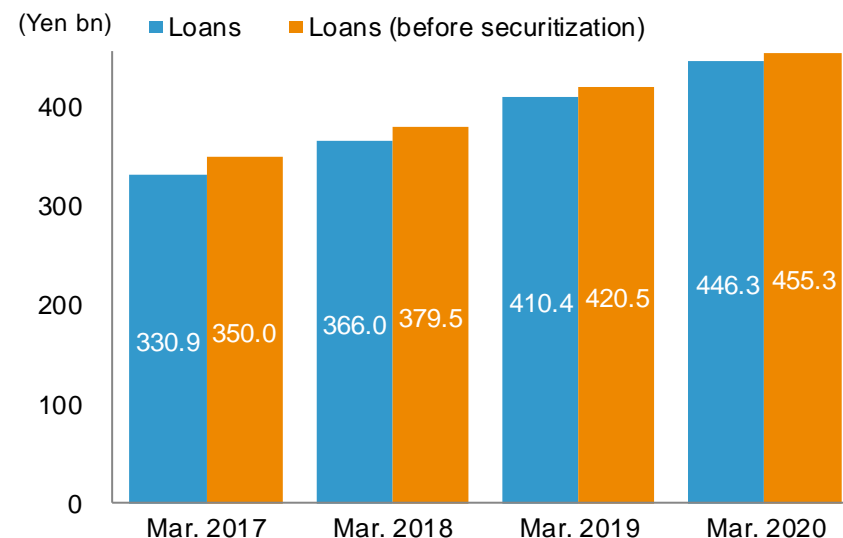


P/L

(Yen bn)	FY2018		FY2019	
				Change
Net business profit	6.6	2.3		(4.2)
Ordinary profit	5.7	1.1		(4.6)
Net income attributable to owners of the parent	3.5	0.4		(3.1)
Total credit costs	(3.2)	(7.9)		(4.7)

Sumitomo Mitsui Trust Loan & Finance

Loan balance



P/L

(Yen bn)	FY2018		FY2019	
				Change
Net business profit	9.0	10.4		1.4
Ordinary profit	9.3	10.5		1.1
Net income	0.6	6.8		6.2
Total credit costs	(0.2)	(0.3)		(0.0)

(Supplement)
Long-term time series tables

Statements of income

<Consolidated>	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
(Yen bn)										
Net business profit before credit costs	290.6	342.2	284.6	285.8	316.7	318.3	232.3	270.5	282.2	289.0
Ordinary profit	185.4	272.1	255.0	258.0	292.4	278.0	196.3	232.6	256.4	257.6
Net income attributable to owners of the parent	130.7	164.6	133.7	137.6	159.6	166.9	121.4	153.9	173.8	163.0
<Non-consolidated>										
Net business profit before credit costs	233.3	239.0	210.2	211.8	245.7	249.1	150.5	189.7	231.4	206.8
Gross business profit	475.5	487.6	449.6	461.5	494.2	485.3	383.3	426.8	467.3	453.2
Net interest income and related profit	247.2	228.3	207.2	215.7	233.4	223.9	216.7	176.5	172.7	134.1
Net interest income	235.4	218.0	199.5	207.9	224.4	212.1	203.2	163.3	153.8	118.1
Trust fees from principal guaranteed trust a/c	11.8	10.3	7.7	7.8	8.9	11.8	13.4	13.2	18.8	16.0
Net fees and commissions and related profit	170.6	164.9	167.6	195.7	201.0	199.9	196.9	190.2	186.3	174.3
Net fees and commissions	84.8	83.1	85.3	104.2	110.8	111.5	116.1	108.6	104.3	90.5
Other trust fees	85.8	81.7	82.2	91.4	90.2	88.4	80.8	81.6	82.0	83.7
Net trading income	15.2	12.5	24.1	24.3	32.4	15.5	17.0	10.4	27.9	102.1
Net other operating income	42.2	81.8	50.6	25.6	27.2	45.9	(47.3)	49.5	80.3	42.5
Net gains on bonds	37.9	79.2	50.5	15.7	63.4	51.7	(96.9)	(5.7)	(3.8)	33.9
General and administrative expenses	(242.1)	(248.6)	(239.4)	(249.7)	(248.5)	(236.1)	(232.7)	(237.0)	(235.8)	(246.4)
Net non-recurring profit	(83.9)	(90.6)	(19.6)	(23.4)	(15.6)	(23.9)	(5.2)	(16.7)	(22.3)	3.2
Ordinary profit	149.4	158.1	190.6	188.4	230.0	218.8	117.3	172.9	209.0	176.4
Extraordinary profit	0.7	(44.5)	(31.6)	(2.4)	(60.0)	(3.6)	(5.9)	(8.3)	(4.2)	1.0
Income before income tax	150.1	113.6	159.0	185.9	169.9	215.1	111.3	164.6	204.8	177.5
Total income taxes	(27.1)	(57.2)	(53.8)	(69.9)	(39.4)	(72.0)	(33.6)	(46.6)	(56.1)	(52.8)
Net income	123.0	56.4	105.1	116.0	130.5	143.1	77.6	117.9	148.6	124.7
Total credit costs	(7.4)	1.1	5.3	7.6	18.1	(14.1)	(24.9)	7.0	1.9	(34.7)
Dividend on common share (Yen)		85	90	100	120	130	130	130	140	150

Balance sheets

<Consolidated>	(Yen bn)	Mar. 2011	Mar. 2012	Mar. 2013	Mar. 2014	Mar. 2015	Mar. 2016	Mar. 2017	Mar. 2018	Mar. 2019	Mar. 2020
Loans and bills discounted		20,659.2	20,636.4	22,391.6	23,824.0	25,550.0	27,525.8	28,040.4	28,190.5	29,025.7	29,703.3
Securities		8,327.0	6,795.7	6,346.0	5,764.4	4,813.3	4,926.2	5,127.7	5,537.6	5,759.5	6,437.5
Total assets		35,157.1	34,376.3	37,704.0	41,889.4	46,235.9	58,229.9	65,453.7	68,356.7	57,029.1	56,500.5
Deposits		21,590.5	22,077.8	23,023.8	24,123.3	25,079.7	26,701.9	36,000.8	37,351.8	31,903.5	30,688.9
Negotiable certificates of deposit		2,549.1	3,252.8	4,103.5	5,100.1	6,570.5	7,130.6	7,326.6	6,563.3	6,328.6	5,860.2
Total liabilities		32,805.9	32,039.2	35,373.5	39,448.3	43,518.9	55,525.4	62,662.0	65,484.4	54,298.7	53,909.6
Capital stock		603.6	261.6	261.6	261.6	261.6	261.6	261.6	261.6	261.6	261.6
Capital surplus		297.0	859.4	752.9	754.2	645.2	645.1	645.0	645.0	645.0	580.5
Retained earnings		971.9	696.8	790.1	886.4	970.3	1,087.1	1,159.0	1,263.4	1,387.5	1,495.0
Treasury stock		(0.7)	(0.1)	(93.1)	(0.5)	(17.0)	(27.0)	(34.0)	(42.2)	(51.2)	(2.8)
Shareholders' equity		1,871.8	1,817.8	1,711.5	1,901.7	1,860.1	1,966.8	2,031.6	2,127.8	2,242.9	2,334.3
Valuation difference on available-for-sale securities		10.4	32.4	161.5	229.6	505.4	467.5	476.8	516.6	467.4	351.4
Total accumulated other comprehensive income		(12.7)	9.0	134.4	203.5	529.6	410.1	430.9	496.8	410.4	220.8
Minority interests		492.1	510.1	484.4	335.6	326.9	327.1	328.4	246.8	75.8	34.5
Total net assets		2,351.2	2,337.0	2,330.4	2,441.0	2,716.9	2,704.5	2,791.6	2,872.3	2,730.3	2,590.9
Total liabilities and net assets		35,157.1	34,376.3	37,704.0	41,889.4	46,235.9	58,229.9	65,453.7	68,356.7	57,029.1	56,500.5

<Non-consolidated>

Loans and bills discounted		21,015.2	20,789.2	22,349.0	24,034.2	25,826.4	27,044.3	28,158.9	28,259.0	29,404.1	29,953.5
Securities		8,721.5	6,585.8	6,531.2	5,971.2	5,039.6	5,311.2	5,518.9	5,972.3	6,091.8	6,625.0
Total assets		34,045.8	32,838.7	35,294.9	39,122.6	42,705.4	50,256.5	50,969.2	53,161.4	55,223.7	54,596.7
Deposits		21,639.6	22,059.5	22,885.7	24,072.9	24,855.5	26,467.4	29,019.3	29,392.2	31,744.1	30,537.4
Negotiable certificates of deposit		2,627.6	3,301.3	4,222.9	5,304.1	6,758.0	7,254.1	7,523.2	6,758.9	6,546.2	6,112.9
Total liabilities		32,119.3	30,856.7	33,410.2	37,091.4	40,476.9	47,971.3	48,659.5	50,789.1	52,951.9	52,579.3

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