



**SuMi TRUST**  
SUMITOMO MITSUI TRUST GROUP

# Investor Meeting on Financial Results for FY2020 <Data Book>

May 21, 2021

# Table of Contents

## Financial results and related information

- Income/expenses in domestic / international business
- Interest-earning assets / interest-bearing liabilities in domestic / international business
- Contribution of major group companies to consolidated financial results
- Consolidated balance sheets
- Maturity ladder (loans, securities)
- Maturity ladder (time deposits, interest rate swaps)
- Deferred tax assets

## Performance by business sections

- Breakdown of profit by business
- Retail total solution services / Wholesale total solution services and Wholesale asset management / Stock transfer agency services
- Real estate
- Fiduciary services
- Global markets

## Credit portfolio

- Loans by industry
- Credit portfolio
- Loans to nonbank financial industry
- Real estate-related loans

## Non-performing loans

- Problem assets based on Financial Reconstruction Act
- Risk monitored loans

## Status of capital

- Credit risk-weighted assets
- Capital instruments

## Subsidiaries and group companies

- Major subsidiaries and affiliates
- Sumitomo Mitsui Trust Asset Management Co., Ltd.
- Nikko Asset Management Co., Ltd.
- SBI Sumishin Net Bank, Ltd.
- Sumitomo Mitsui Trust Panasonic Finance Co., Ltd.
- Sumitomo Mitsui Trust Loan & Finance Co., Ltd.

## (Supplement) Long-term time series tables

- Statements of income
- Balance sheets

### 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)	FY19	Domestic business	International business	FY20	Domestic business	International business	Change	Domestic business	International business
	Trust fee income (after written-off of principal guaranteed trust a/c)	99.8	99.8	-	102.8	102.8	-	3.0	3.0
Net interest income	118.1	153.1	(34.9)	212.1	154.5	57.5	94.0	1.4	92.5
Interest income	474.5	209.9	267.2	345.8	208.3	139.5	(128.6)	(1.6)	(127.7)
Interest expenses (*1)	2.6	---	---	1.9	---	---	(0.6)	---	---
	(356.4)	(56.8)	(302.2)	(133.6)	(53.7)	(81.9)	222.7	3.0	220.3
	(2.6)	---	---	(1.9)	---	---	0.6	---	---
Net fees and commissions	90.5	85.3	5.1	78.8	73.5	5.3	(11.7)	(11.8)	0.1
Fees and commissions received	185.8	173.1	12.7	178.5	165.7	12.7	(7.3)	(7.3)	(0.0)
Fees and commissions paid	(95.3)	(87.7)	(7.5)	(99.6)	(92.2)	(7.4)	(4.3)	(4.5)	0.1
Net trading income	102.1	17.4	84.7	(33.2)	8.1	(41.3)	(135.4)	(9.3)	(126.0)
Trading income (*2)	102.1	17.4	84.7	0.0	8.5	-	(102.1)	(8.8)	(84.7)
Trading expenses (*2)	-	-	-	(33.3)	(0.4)	(41.3)	(33.3)	(0.4)	(41.3)
Net other operating income	42.5	0.4	42.0	91.3	2.2	89.1	48.7	1.7	47.0
Other operating income (*3)	94.4	3.3	91.7	116.7	4.8	111.8	22.2	1.5	20.0
Other operating expenses (*3)	(51.8)	(2.8)	(49.7)	(25.3)	(2.6)	(22.7)	26.4	0.1	27.0
Gross business profit (after written-off of principal guaranteed trust a/c)	453.2	356.2	96.9	451.9	341.3	110.6	(1.2)	(14.9)	13.7

(\*1) Expenses matching the amount of investment of money held in trust is excluded from "Interest expenses". (FY2019: 0.0 billion yen, FY2020: 0.0 billion yen)

(\*2) Total figure of "Trading income" and "Trading expenses" in FY2020 are 8.5 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.

(\*3) 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> (Average balance: Yen trn) (Income / Expenses: Yen bn)	FY19			FY20			Change		
	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses
Interest-earning assets	38.89	0.53%	209.9	43.23	0.48%	208.3	4.34	(0.05%)	(1.6)
Loans and bills discounted	22.79	0.66%	151.9	24.36	0.64%	156.8	1.56	(0.02%)	4.9
Securities	3.41	1.51%	51.6	4.15	1.09%	45.4	0.73	(0.42%)	(6.1)
Japanese government bonds	0.22	0.64%	1.4	1.14	0.15%	1.7	0.91	(0.49%)	0.2
Japanese corporate bonds	0.71	0.37%	2.6	0.75	0.36%	2.7	0.04	(0.01%)	0.1
Japanese stocks	0.91	4.30%	39.3	0.83	3.51%	29.5	(0.07)	(0.79%)	(9.8)
Other securities	1.54	0.52%	8.0	1.38	0.81%	11.3	(0.15)	0.29%	3.2
Call loans	0.01	0.01%	0.0	0.42	(0.03%)	(0.1)	0.41	(0.04%)	(0.1)
Monetary claims bought	0.03	0.72%	0.2	0.04	0.35%	0.1	0.01	(0.37%)	(0.0)
Due from banks	11.63	0.05%	6.0	12.84	0.04%	6.0	1.20	(0.01%)	(0.0)
JPY deposit converted into foreign currencies	-	-	-	-	-	-	-	-	-
Income on swaps	---	---	-	---	---	-	---	---	-
Interest-bearing liabilities	38.29	0.14%	(56.8)	42.81	0.12%	(53.7)	4.51	(0.02%)	3.0
Deposits	24.51	0.08%	(20.8)	27.05	0.06%	(18.1)	2.54	(0.02%)	2.6
Negotiable certificates of deposit (NCD)	2.53	0.01%	(0.3)	3.25	0.01%	(0.5)	0.72	0.00%	(0.1)
Borrowed money	3.78	0.26%	(10.0)	5.06	0.17%	(8.9)	1.27	(0.09%)	1.1
Short-term bonds payable	0.00	0.00%	(0.0)	0.31	0.01%	(0.0)	0.31	0.01%	(0.0)
Bonds payable	0.37	1.37%	(5.1)	0.34	1.24%	(4.3)	(0.02)	(0.13%)	0.8
Borrowed money from trust account	3.23	0.49%	(15.9)	3.71	0.47%	(17.6)	0.47	(0.02%)	(1.7)
Foreign currencies' deposit converted into JPY	2.59	0.10%	(2.6)	2.36	0.08%	(1.9)	(0.22)	(0.02%)	0.6
Expenses on swaps	---	---	(1.1)	---	---	(0.6)	---	---	0.4
Gross margin/net interest income	---	0.39%	153.1	---	0.36%	154.5	---	(0.03%)	1.4
Loan-deposit margin/income	---	0.58%	131.1	---	0.58%	138.7	---	(0.00%)	7.5

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

<International business> (Average balance: Yen trn) (Income / Expenses: Yen bn)	FY19			FY20			Change		
	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses
Interest-earning assets	13.92	1.91%	267.2	13.54	1.03%	139.5	(0.38)	(0.88%)	(127.7)
Loans and bills discounted	6.31	2.84%	179.3	6.18	1.52%	94.4	(0.13)	(1.32%)	(84.9)
Securities	2.36	2.23%	52.6	2.30	1.63%	37.8	(0.05)	(0.60%)	(14.8)
Due from banks	1.94	1.44%	28.1	1.95	0.19%	3.8	0.00	(1.25%)	(24.2)
Foreign currency deposit converted into JPY	2.59	0.10%	2.6	2.36	0.08%	1.9	(0.22)	(0.02%)	(0.6)
Interest-bearing liabilities	13.72	2.20%	(302.2)	13.59	0.60%	(81.9)	(0.12)	(1.60%)	220.3
Deposits	5.80	1.74%	(101.1)	5.84	0.43%	(25.4)	0.04	(1.31%)	75.7
Negotiable certificates of deposit (NCD)	4.22	1.90%	(80.6)	3.73	0.36%	(13.6)	(0.49)	(1.54%)	66.9
Call money	0.13	2.30%	(3.0)	0.16	0.66%	(1.0)	0.02	(1.64%)	2.0
Borrowed money	0.41	2.18%	(8.9)	0.62	0.55%	(3.5)	0.21	(1.63%)	5.4
Bonds payable	0.17	1.63%	(2.8)	0.14	0.71%	(1.0)	(0.02)	(0.92%)	1.7
Foreign currency deposit converted from JPY	-	-	-	-	-	-	-	-	-
Expenses on swaps	---	---	(41.2)	---	---	(26.8)	---	---	14.4
Gross margin / net interest income	---	(0.29%)	(34.9)	---	0.43%	57.5	---	0.72%	92.5
Loan-deposit margin / income	---	1.10%	78.2	---	1.09%	68.9	---	(0.01%)	(9.2)
<Domestic business / International business combined>									
Interest-earning assets	50.23	0.94%	474.5	54.41	0.63%	345.8	4.18	(0.31%)	(128.6)
Loans and bills discounted	29.10	1.13%	331.3	30.54	0.82%	251.3	1.43	(0.31%)	(80.0)
Interest-bearing liabilities	49.42	0.72%	(356.4)	54.04	0.24%	(133.6)	4.61	(0.48%)	222.7
Deposits	30.31	0.40%	(121.9)	32.89	0.13%	(43.6)	2.58	(0.27%)	78.3
Gross margin / net interest income	---	0.22%	118.1	---	0.39%	212.1	---	0.17%	94.0
Loan-deposit margin / income	---	0.73%	209.3	---	0.69%	207.7	---	(0.04%)	(1.6)

# 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. 21	
	FY20	Change from FY19	FY20	Change from FY19	Amortization Amount	Outstanding balance
(Yen bn)						
Consolidation difference (*1)	88.1	5.9	46.2	7.9	(10.6)	38.0
Effect of purchase accounting method	0.3	3.1	1.0	(2.8)	---	---
Contribution (before consolidation adjustments) (*1)	95.6	(2.1)	62.2	15.5	(10.6)	38.0
Sumitomo Mitsui Trust Asset Management	10.2	(4.1)	6.9	(2.1)	-	-
Nikko Asset Management (Consolidated)	19.3	4.4	12.3	3.5	(*2) (4.0)	(*2) 22.5
Custody Bank of Japan, Ltd. (*3)	1.4	0.1	0.0	(0.1)	-	-
Sumitomo Mitsui Trust Bank (U.S.A.)	1.6	(2.3)	1.3	(1.5)	-	-
Sumitomo Mitsui Trust Bank (Luxembourg)	0.1	(0.1)	0.1	(0.0)	-	-
Tokyo Securities Transfer Agent	0.5	0.0	0.9	0.5	-	-
Japan Securities Agents	0.1	0.0	0.0	0.0	-	-
Sumitomo Mitsui Trust TA Solution	0.2	0.0	0.1	0.0	-	-
Japan Stockholders Data Service	0.0	0.0	0.0	(0.0)	-	-
Sumitomo Mitsui Trust Realty	3.6	(2.3)	2.3	(1.7)	-	-
Sumitomo Mitsui Trust Real Estate Investment Management	0.1	0.0	0.1	0.0	-	-
Sumitomo Mitsui Trust Panasonic Finance (Consolidated)	10.5	0.6	4.7	4.3	-	-
Sumitomo Mitsui Trust Loan & Finance	11.1	(0.9)	7.6	(0.5)	(3.8)	14.8
Marubeni SuMiT Rail Transport Inc. (Consolidated)	1.0	(0.3)	0.7	(0.2)	(2.7)	0.6
Zijin Trust	2.5	0.7	1.8	0.1	-	-
SBI Sumishin Net Bank (Consolidated)	10.5	0.7	6.9	0.6	-	-
Sumitomo Mitsui Trust Guarantee (Consolidated)	11.4	(0.0)	7.8	0.0	-	-
Sumitomo Mitsui Trust Card	0.1	0.0	0.0	0.4	-	-
Sumitomo Mitsui Trust Club	1.8	1.1	0.8	11.6	-	-

(\*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 FY20 includes the contribution of JTC Holdings (consolidated) until the establishment of Custody Bank of Japan.

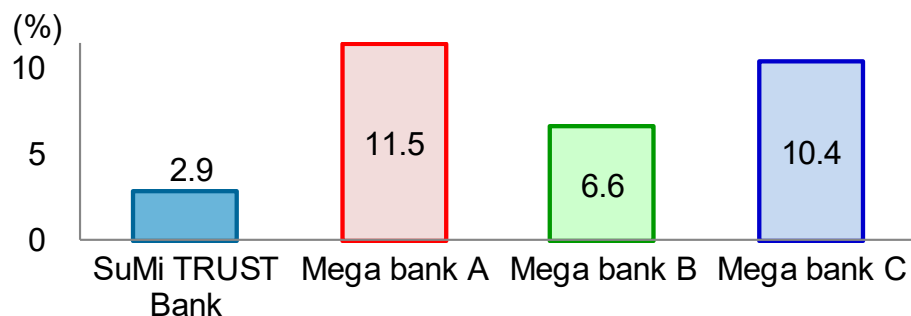
"Change from FY19" represents the comparison to the figures of JTC Holdings (consolidated).



# Consolidated balance sheets

(Yen bn)	Mar. 20	Mar. 21	Change
Cash and due from banks	13,141.1	18,488.7	5,347.5
Call loans and bills bought	71.2	8.7	(62.4)
Receivables under securities borrowing transactions	740.6	727.6	(12.9)
Monetary claims bought	999.7	892.3	(107.3)
Trading assets	507.6	433.7	(73.8)
Securities	6,437.5	6,983.4	545.8
Loans and bills discounted	29,703.3	30,506.9	803.5
Lease receivables and investment assets	673.8	695.1	21.2
Other assets	3,388.9	2,458.2	(930.7)
Tangible fixed assets	213.5	228.1	14.6
Intangible fixed assets	129.4	112.3	(17.1)
Assets for retirement benefits	87.0	231.1	144.0
Deferred Tax Assets	14.5	14.4	(0.1)
Customers' liabilities for acceptances and guarantees	518.8	511.7	(7.0)
Allowance for loan losses	(127.2)	(129.2)	(2.0)
Total assets	56,500.5	62,163.8	5,663.3

## JGB holdings ratio(Non-consolidated)(\*)



(\*) As of Mar. 2021

(Yen bn)	Mar. 20	Mar. 21	Change
Deposits	30,688.9	33,467.6	2,778.7
Negotiable certificates of deposit	5,860.2	7,160.5	1,300.3
Call money and bills sold	142.9	60.6	(82.2)
Payables under repurchase agreements	1,558.9	1,628.4	69.5
Trading liabilities	371.9	321.5	(50.3)
Borrowed money	5,856.3	5,782.6	(73.7)
Short-term bonds payable	1,707.0	2,545.0	837.9
Bonds payable	1,125.7	1,545.6	419.8
Borrowed money from trust account	4,750.2	4,915.2	164.9
Other liabilities	1,277.3	1,420.5	143.1
Deferred tax liabilities	50.8	81.5	30.7
Acceptances and guarantees	518.8	511.7	(7.0)
Total liabilities	53,909.6	59,441.3	5,531.6
Capital stock	261.6	261.6	-
Capital surplus	580.5	576.1	(4.4)
Retained earnings	1,495.0	1,581.0	86.0
Treasury stock	(2.8)	(2.8)	0.0
Total shareholders' equity	2,334.3	2,416.0	81.6
Valuation difference on available-for-sale securities	351.4	329.4	(22.0)
Deferred gains or losses on hedges	(56.7)	(44.9)	11.8
Adjustments for Retirement Benefits	(68.5)	(4.0)	64.5
Others	(5.2)	(2.7)	2.5
Total accumulated other comprehensive income	220.8	277.7	56.8
Share acquisition rights	1.0	1.0	(0.0)
Minority interests	34.5	27.7	(6.8)
Total net assets	2,590.9	2,722.5	131.6
Total liabilities and net assets	56,500.5	62,163.8	5,663.3



# Maturity ladder (loans, securities)

## <Loans (Non-consolidated)>

(Yen bn)	Mar. 21					Change from Mar. 20				
	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	5,273.3	10,393.7	12,627.2	2,397.2	30,691.6	295.8	547.0	15.5	(120.3)	738.1
Variable rate	---	7,043.5	9,387.0	2,397.2	18,827.9	---	302.0	346.2	(120.3)	527.9
Fixed rate	---	3,350.1	3,240.1	0.0	6,590.3	---	244.9	(330.6)	0.0	(85.6)

(\*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. 21					Change from Mar. 20				
	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	959.2	1,032.4	492.2	-	2,483.8	98.1	219.1	(58.7)	-	258.5
Government bonds	927.5	584.4	248.4	-	1,760.4	88.8	95.7	94.8	-	279.5
Local government bonds	-	9.6	13.9	-	23.6	(1.2)	5.1	4.9	-	8.9
Corporate bonds	31.7	438.2	229.8	-	699.7	10.5	118.2	(158.6)	-	(29.8)
Japanese stocks	---	---	---	1,418.8	1,418.8	---	---	---	310.7	310.7
Other securities	419.4	914.1	1,253.7	55.6	2,643.0	100.2	(319.2)	161.4	(19.4)	(76.9)
Foreign bonds	414.9	410.4	839.2	-	1,664.6	95.7	16.9	116.9	-	229.6
Foreign stocks	-	-	-	2.1	2.1	-	-	-	(71.0)	(71.0)

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

## Maturity ladder (time deposits, interest rate swaps)

### <Time deposits (Non-consolidated)>

(Yen bn)	Mar. 21					Change from Mar. 20				
	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	14,383.2	3,633.2	1,952.0	2,801.2	22,769.9	1,057.9	246.3	730.1	170.0	2,204.4
Variable rate	---	97.2	93.3	293.8	484.4	---	(21.2)	3.4	31.9	14.1
Fixed rate	---	3,536.0	1,858.7	2,507.4	7,902.2	---	267.6	726.7	138.0	1,132.4

(\*) 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. 21				Change from Mar. 20			
	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	2,747.5	7,113.7	369.2	10,230.4	(1,671.3)	1,092.7	90.2	(488.3)
Flt Rcv-Fix Pay	239.6	2,042.8	1,618.6	3,901.1	(2.9)	370.2	(181.4)	185.7

# Deferred tax assets

<Major factors for deferred tax assets and deferred tax liabilities> (Yen bn)	Non-consolidated			Consolidated		
	Mar. 20	Mar. 21	Change	Mar. 20	Mar. 21	Change
Deferred tax assets (A)	95.3	99.7	4.3	164.1	138.3	(25.8)
Devaluation of securities	37.1	37.2	0.0	19.1	19.0	(0.1)
Allowance for loan losses (including written-off of loans)	30.1	30.8	0.7	48.1	46.7	(1.4)
Deferred gains/ losses on hedges	23.7	17.3	(6.4)	25.6	18.4	(7.2)
Liabilities for retirement benefits	---	---	---	30.6	2.1	(28.4)
Valuation difference due to share exchange	---	---	---	4.7	4.4	(0.2)
Others	30.3	40.3	9.9	60.0	71.0	10.9
Valuation allowance	(26.0)	(25.9)	0.0	(24.3)	(23.6)	0.7
Deferred tax liabilities (B)	187.2	191.1	3.8	200.5	205.4	4.9
Amount related retirement benefits	23.6	39.2	15.5	23.0	39.2	16.1
Valuation difference on available-for-sale securities	158.6	147.9	(10.7)	159.8	150.2	(9.6)
Valuation difference due to share exchange	---	---	---	5.8	5.7	(0.0)
Others	4.8	3.9	(0.9)	11.8	10.2	(1.5)

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

(Yen bn)	FY16	FY17	FY18	FY19	FY20
Taxable income before deduction of loss carry-forwards	106.4	127.6	146.2	195.3	101.6
Net business profit before credit costs	150.5	189.7	231.4	206.8	206.5

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

# Performance by business sections

# Breakdown of profit by business

(Yen bn)	Gross business profit (Non-consolidated)			Net business profit before credit costs (Non-consolidated)			Net business profit before credit costs (Consolidated)		
	FY19	FY20	Change	FY19	FY20	Change	FY19	FY20	Change
Retail TS services	130.4	122.7	(7.7)	7.3	(1.2)	(8.5)	22.8	15.5	(7.3)
Wholesale financial services (*1)	147.0	148.8	1.7	102.8	102.3	(0.4)	132.5	132.1	(0.3)
Stock transfer agency services	21.3	23.5	2.1	17.6	19.7	2.0	18.4	20.8	2.3
Gross business profit	31.5	34.0	2.4	---	---	---	---	---	---
Fees paid for outsourcing	(10.2)	(10.4)	(0.2)	---	---	---	---	---	---
Real estate	35.4	31.1	(4.2)	25.8	21.3	(4.4)	32.4	25.5	(6.8)
Fiduciary services	52.3	54.8	2.5	30.2	30.9	0.6	36.3	34.7	(1.6)
Gross business profit	90.5	92.6	2.1	---	---	---	---	---	---
Fees paid for outsourcing	(38.1)	(37.7)	0.3	---	---	---	---	---	---
Asset management business (*2)	---	---	---	---	---	---	29.5	29.8	0.2
Global markets	72.5	69.7	(2.8)	57.5	54.4	(3.1)	57.5	54.4	(3.1)
Others (*3)	(6.1)	0.9	7.1	(34.7)	(21.0)	13.6	(40.6)	(18.3)	22.3
<b>Total</b>	<b>453.2</b>	<b>451.9</b>	<b>(1.2)</b>	<b>206.8</b>	<b>206.5</b>	<b>(0.2)</b>	<b>289.0</b>	<b>294.7</b>	<b>5.6</b>

(\*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

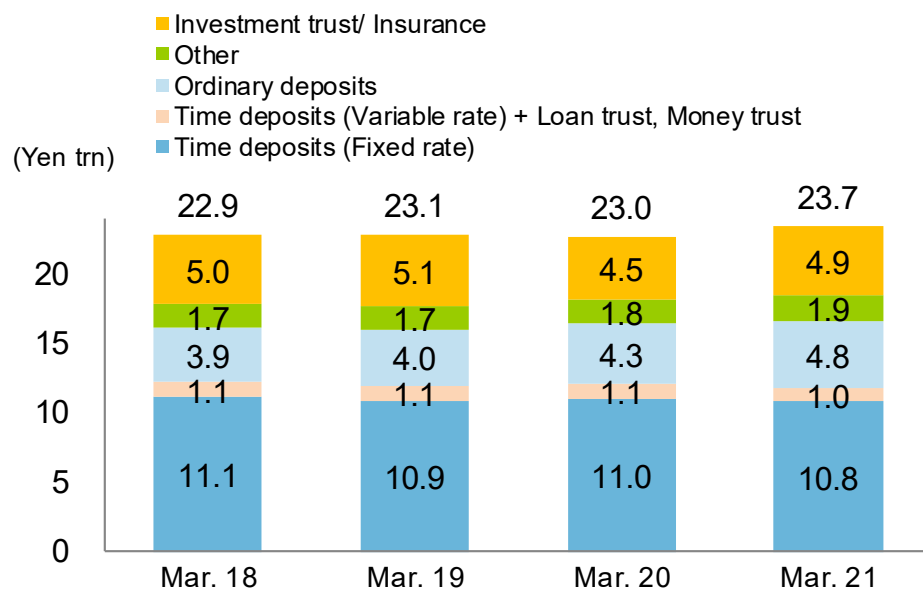
## Retail TS services / Gross business profit

(Yen bn)	FY19	FY20	Change
Business profit	105.3	96.3	(8.9)
Net interest income, etc.	60.7	63.6	2.8
Loans to individuals	65.4	68.9	3.5
Deposits	(6.0)	(6.8)	(0.7)
Others	1.4	1.5	0.0
Net fees and commissions	44.5	32.7	(11.7)
Investment trust / Insurance	45.7	36.1	(9.6)
Others	(1.2)	(3.3)	(2.1)
Adjustments among businesses	25.1	26.4	1.2
Gross business profit	130.4	122.7	(7.7)

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

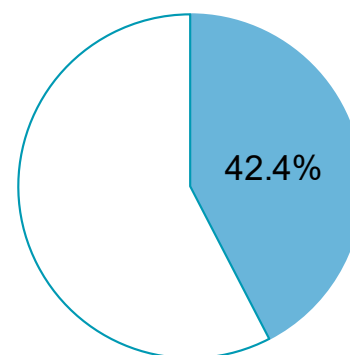
(Yen bn)	FY19	FY20	Change
Business profit	168.5	173.5	4.9
Net interest income, etc.	137.1	139.3	2.2
Net interest income	132.6	139.4	6.7
Deposits	0.3	(0.5)	(0.8)
Others	4.0	0.4	(3.6)
Net fees and commissions	31.4	34.1	2.6
Real estate NRL	3.3	3.8	0.4
Syndicated loans	18.6	19.7	1.0
Securitization	5.9	6.4	0.4
Adjustments among businesses	(21.5)	(24.6)	(3.1)
Gross business profit	147.0	148.8	1.7

## Total depositary assets from individuals

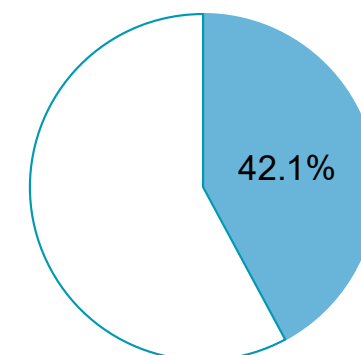


## Market share of stock transfer agency services<sup>(\*)</sup> (as of Mar. 2021)

< Number of listed corporate clients >

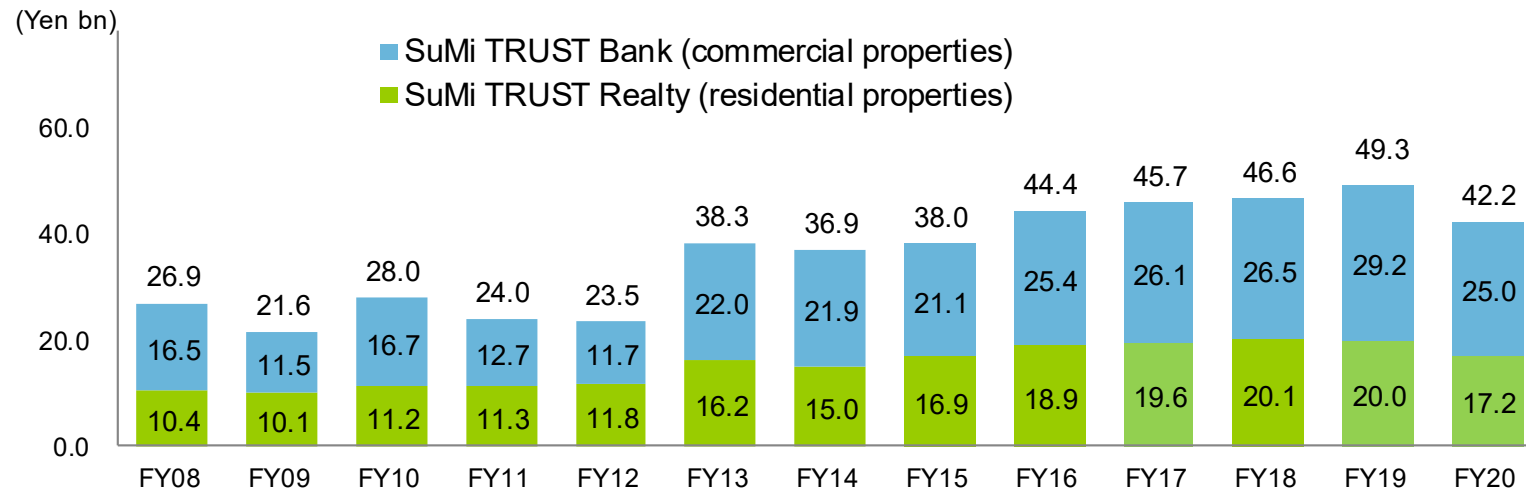


< Number of shareholders under administration >

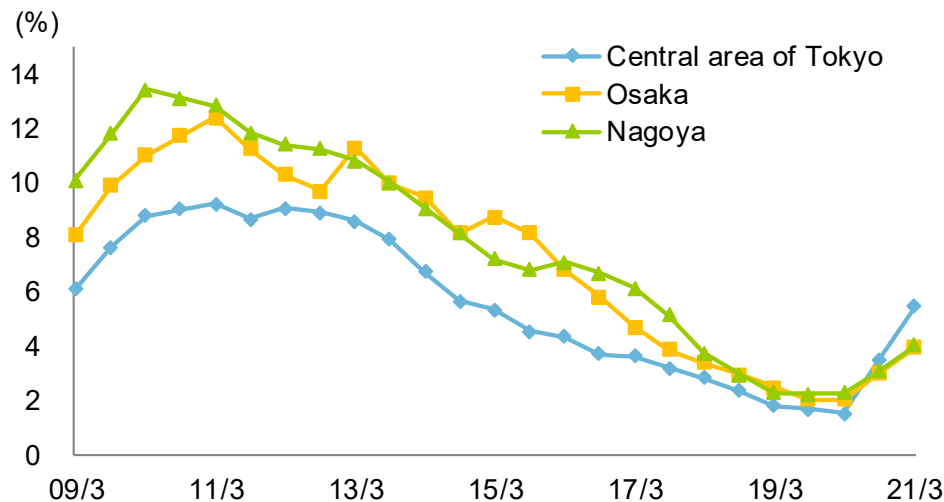


(\*) Combined total of SuMi TRUST Bank, Tokyo Securities Transfer Agent, and Japan Securities Agents

## Real estate brokerage fees

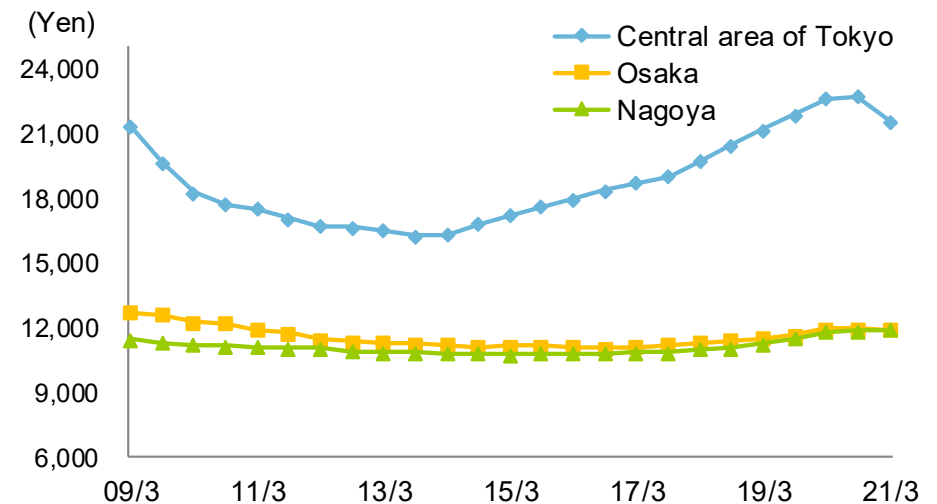


## Average Vacancy Rates (Office market)



[Source] Miki Shoji

## Average Rent (Office market)

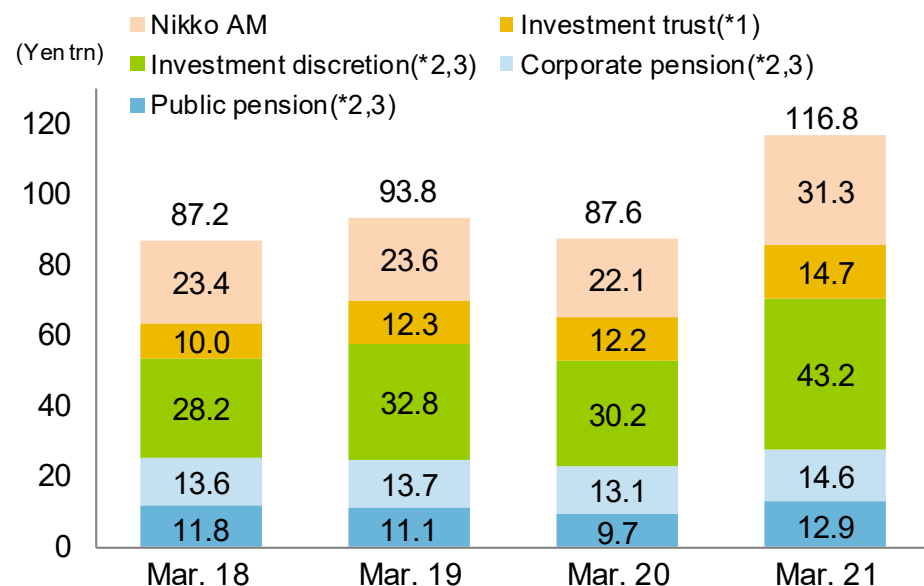


[Source] Miki Shoji

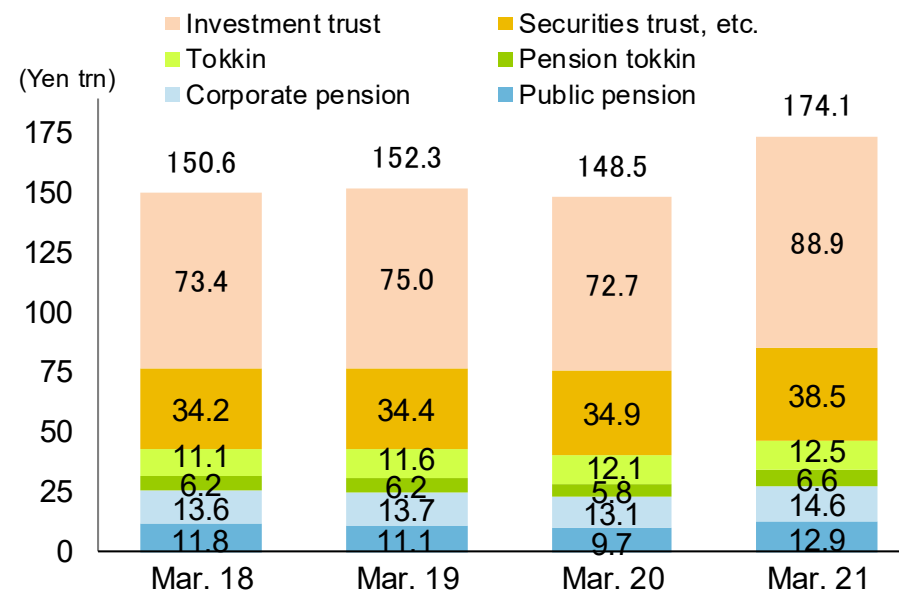


# Fiduciary services

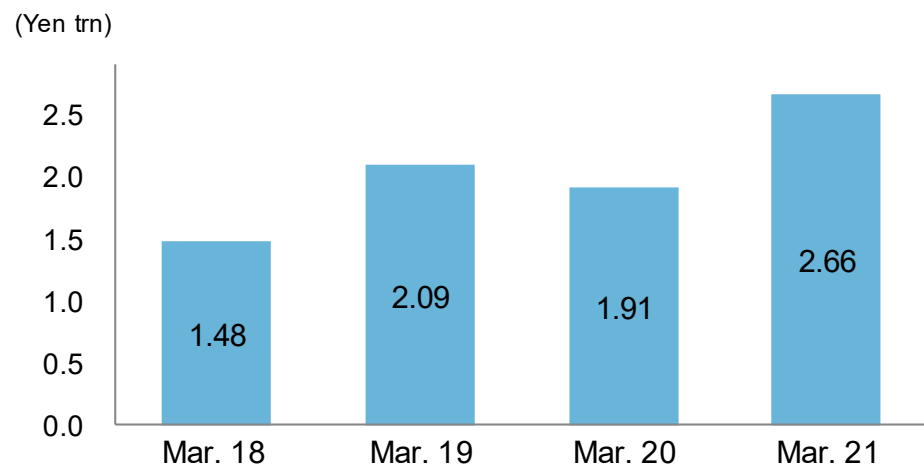
## Assets under management (AUM) (Group)



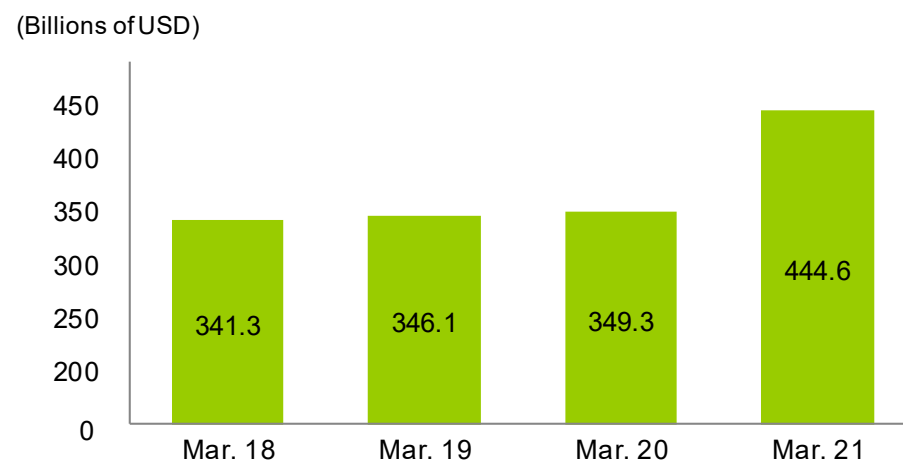
## Entrusted assets (Non-consolidated)



## AUM entrusted from overseas investors (\*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, SuMi TRUST Bank (U.S.A.) and SuMi TRUST Bank (Luxemburg)

## Gross business profit

(Yen bn)	FY19	FY20	Change
Financial operations	-	-	-
Investment operations	11.0	17.5	13.8
Marketing functions	61.4	52.2	(19.4)
Total	72.5	69.7	(2.8)

### <Financial operations>

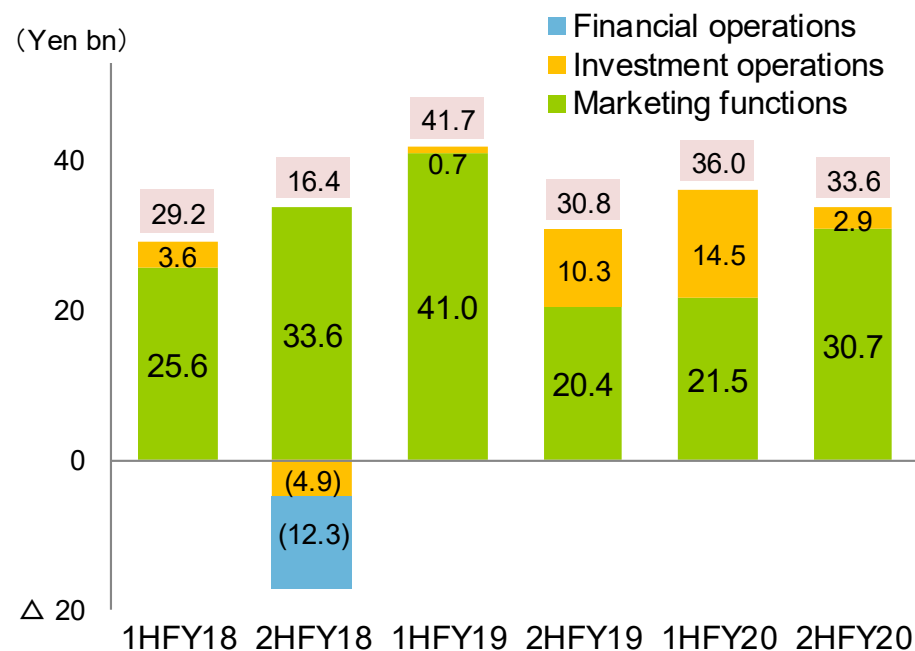
Financial operations managing potential market risks(Interest rate, Equity, etc.) involved in the overall balance sheet

### <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. 21	Change from Mar. 20	Mar. 21	Change from Mar. 20	Mar. 21	Change from Mar. 20	Mar. 21	Change from Mar. 20
JPY	1,917.1	342.9	14.0	(4.1)	6.2	2.6	3.2	0.9
Others	763.2	243.4	8.8	(15.8)	3.3	1.1	4.4	0.2
USD	702.3	250.4	8.7	(16.1)	2.7	1.0	3.8	0.2
EUR, etc.	60.9	(6.9)	0.0	0.2	0.6	0.0	10.8	2.4

(\*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

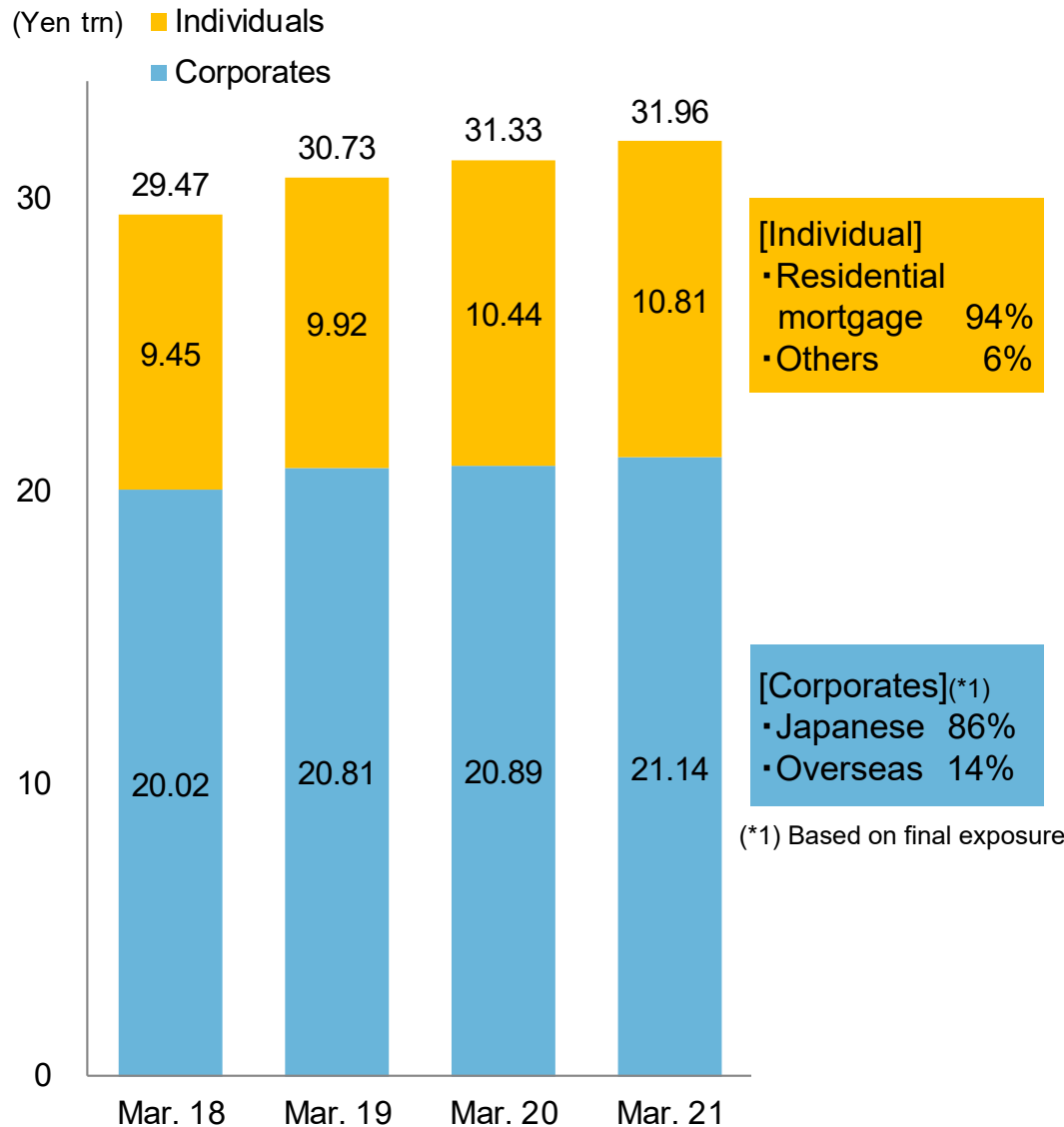
## Loans by industry (Non-consolidated)

	Mar. 20		Mar. 21		Change	
	Balance	Proportion	Balance	Proportion	Balance	Proportion
(Yen bn)						
Domestic Branches (excluding offshore accounts)	25,900.4	86.4%	26,677.7	86.9%	777.3	0.5%
Manufacturing	2,643.4	8.8%	2,955.8	9.6%	312.4	0.8%
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	64.3	0.2%	64.7	0.2%	0.3	(0.0%)
Construction	184.4	0.6%	197.5	0.6%	13.1	0.0%
Electricity, gas, heat supply and water	1,171.9	3.9%	1,201.4	3.9%	29.5	0.0%
Information and communications	428.4	1.4%	313.2	1.0%	(115.2)	(0.4%)
Transport and postal activities	1,146.8	3.8%	1,293.3	4.2%	146.5	0.4%
Wholesale and retail trade	1,253.8	4.2%	1,249.6	4.1%	(4.1)	(0.1%)
Finance and insurance	2,487.7	8.3%	2,328.3	7.6%	(159.3)	(0.7%)
Real estate	3,523.0	11.8%	3,653.9	11.9%	130.8	0.1%
Goods rental and leasing	1,174.7	3.9%	1,293.6	4.2%	118.8	0.3%
Others	11,821.4	39.4%	12,125.8	39.5%	304.3	0.1%
Residential mortgage	9,801.0	32.7%	10,141.8	33.0%	340.7	0.3%
Overseas branches and offshore accounts	4,079.8	13.6%	4,029.8	13.1%	(49.9)	(0.5%)
Total	29,980.2	100.0%	30,707.5	100.0%	727.3	---

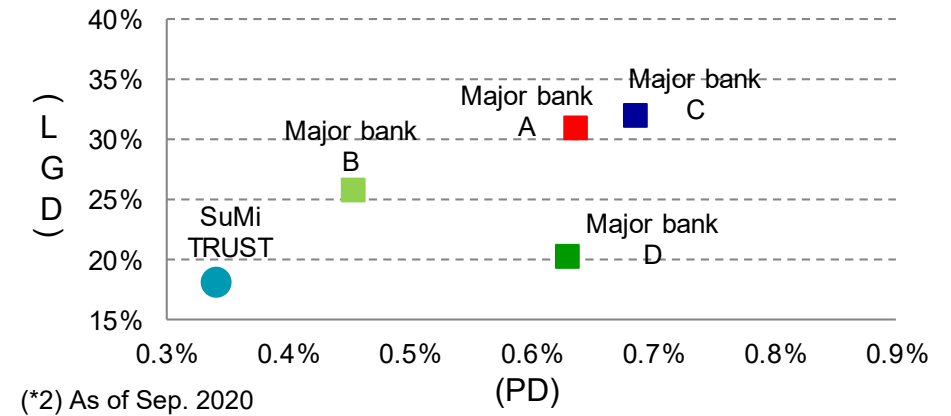
(\*) The above table is made based on the categorization of "Survey on loans by industry" of Bank of Japan.

# Credit portfolio (Non-consolidated)

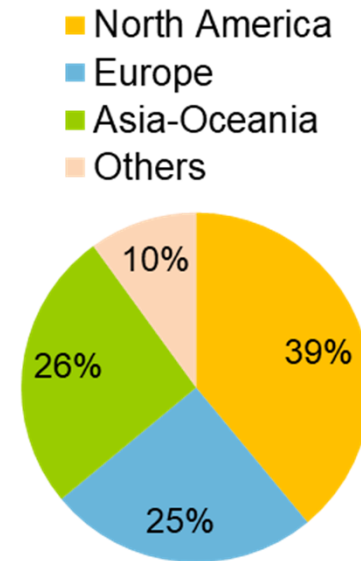
## Credit portfolio



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



## Corporates: Composition of credit for overseas (\*3)

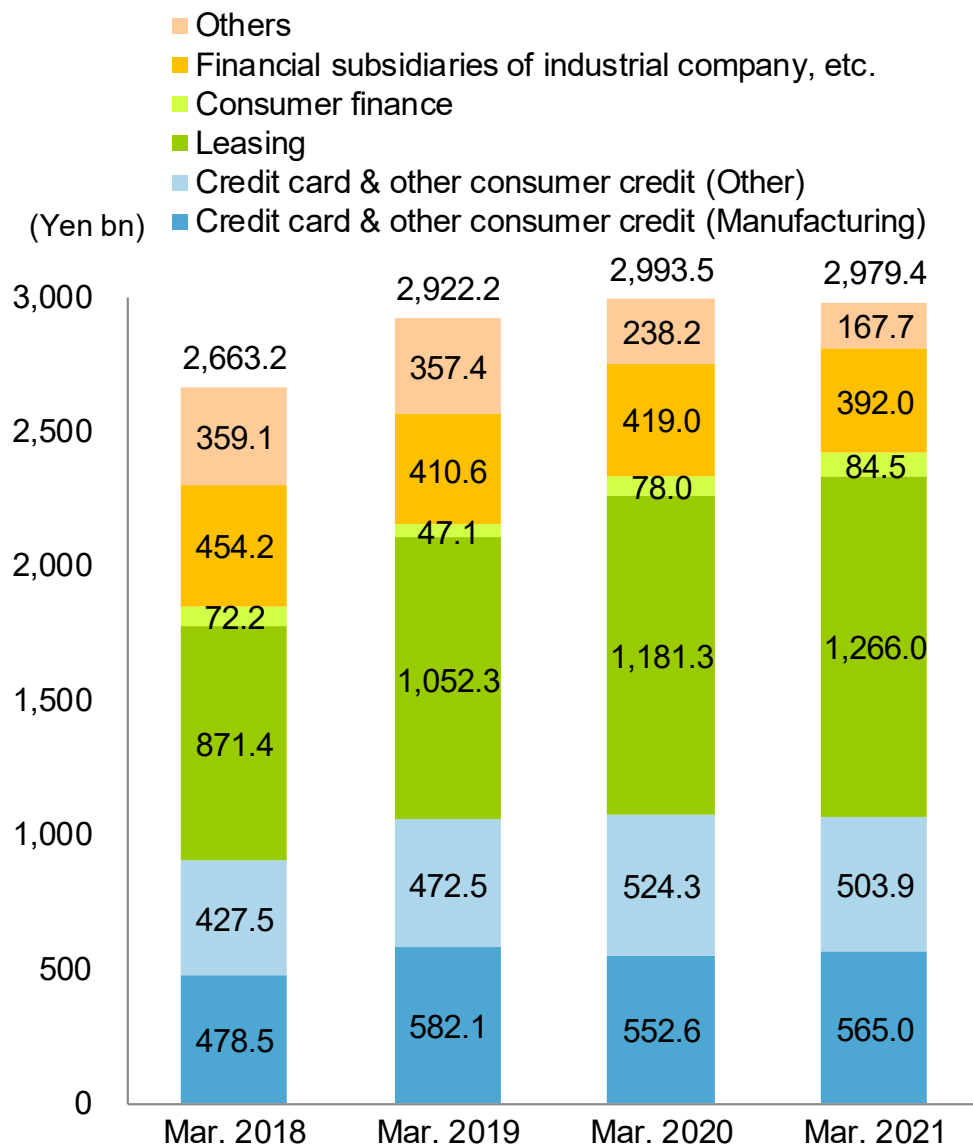


(\*3) As of Mar. 2021

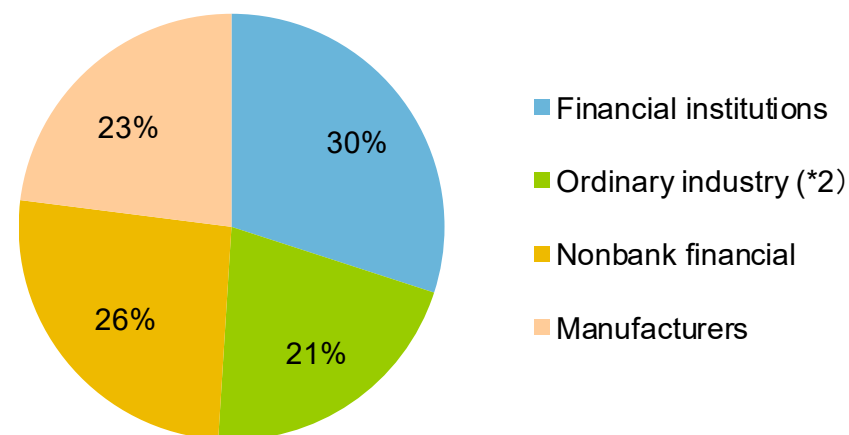
Credit for Overseas		100%
North America		39%
U.S.A.		38%
Europe		25%
United Kingdom		11%
Germany		4%
Switzerland		2%
The Netherland		2%
Asia-Oceania		26%
Singapore		7%
China		5%
Australia		5%
Hong Kong		2%
Others		10%
Middle-east		8%
Latin America		2%

# Loans to nonbank financial industry (Non-consolidated)

## Outstanding loans to nonbank financial industry



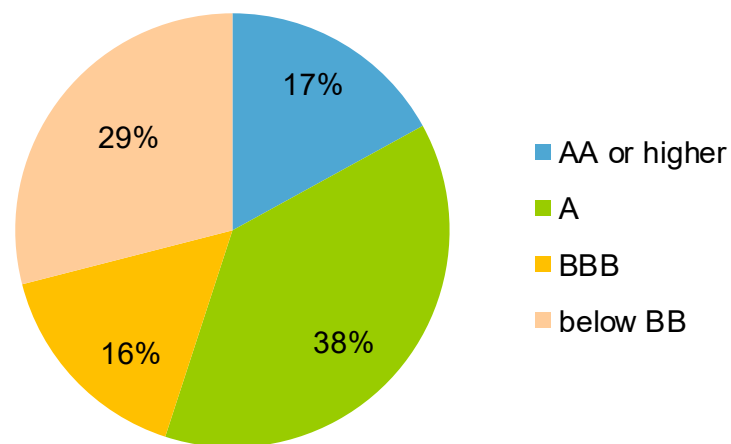
## Characteristics of borrowers' parent company by industry (\*1)



(\*1) As of Mar.2021

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

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



(\*3) As of Mar.2021

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

# Real estate-related loans (Non-consolidated)

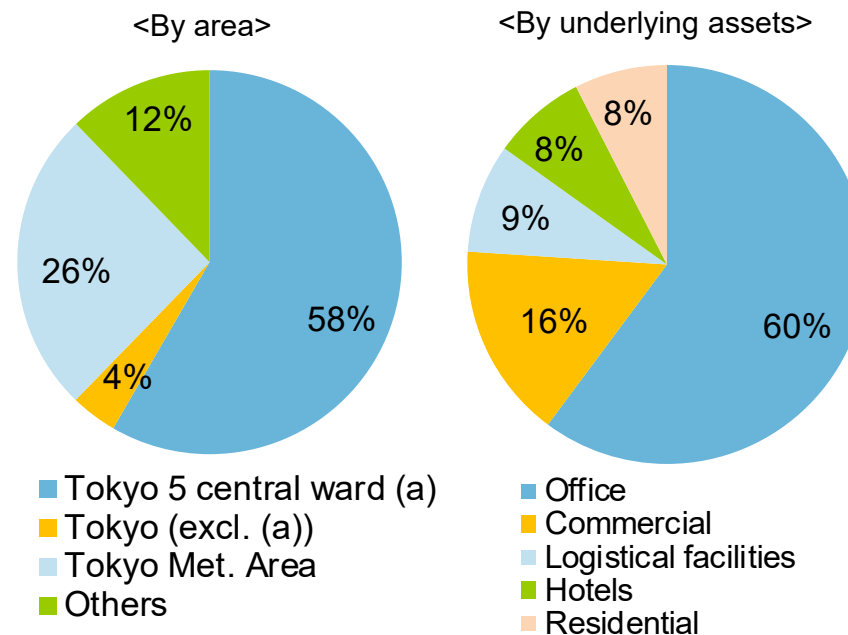
## Balance of real estate-related loans

(Yen bn)	Mar. 20	Mar. 21	Change
Real estate-related loans	3,337.6	3,394.3	56.7
Corporation	1,227.1	1,180.6	(46.5)
Real estate NRL (*1)	1,023.2	1,004.2	(18.9)
REIT(*2)	1,087.2	1,209.5	122.2

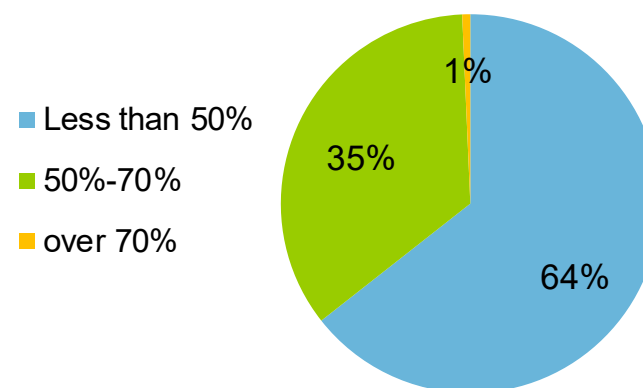
(\*1) Including bond-type. Excluding overseas real estate NRL.

(\*2) Excluding overseas REIT.

## Characteristics of real estate NRL (\*3)



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



(\*3) As of Mar.2021



# 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. 20	Mar. 21	Change	Collateral/Allowance		Coverage ratio (*1)	Allowance ratio (*2)
	Balance	Balance					
Problem assets based on the Financial Reconstruction Act	86.8	113.4	26.6			75.5%	47.8%
Ratio to total loan balance	0.3%	0.4%	0.1%				
Bankrupt and practically bankrupt	9.5	21.5	12.0	Total	21.5	100.0%	100.0%
				Collateral value	17.6		
				Specific allowance for loan losses	3.8		
Doubtful	39.2	44.5	5.3	Total	40.1	90.2%	81.1%
				Collateral value	21.5		
				Specific allowance for loan losses	18.5		
Substandard	38.1	47.4	9.3	Total	24.0	50.7%	11.3%
				Collateral value	21.0		
				General allowance for loan losses	2.9		
Assets to other special mention debtors	424.6	504.0	79.4	(*1) (Collateral value after considering haircuts + allowance for loan losses) / Loan balance			
Ordinary assets	29,945.6	30,570.3	624.7	(*2) Allowance for loan losses / (Loan balance - collateral value after considering haircuts)			
Total	30,457.0	31,187.7	730.7				

< Migration analysis (Non-consolidated) >

(Yen bn)	Mar. 20	Mar. 21	Change	Downgrade	Downgrade	Upgrade	Upgrade	Repayment, etc.
	Balance	Balance		(+)	(-)	(+)	(-)	
Bankrupt and practically bankrupt	9.5	21.5	12.0	16.8			(1.1)	(3.8)
Doubtful	39.2	44.5	5.3	17.3	(0.4)	0.2	(5.6)	(6.2)
Assets to substandard debtors	44.2	50.5	6.3	16.7	(9.8)	0.7	(1.0)	(0.3)
Assets to other special mention debtors	418.5	500.9	82.4	149.4	(13.6)	3.9	(7.7)	(49.5)
Total	511.4	617.4	106.0					

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

(Yen bn)	Mar. 20	Banking	Trust	Mar. 21	Banking	Trust	Change	Banking	Trust
	Balance	a/c	a/c	Balance	a/c	a/c		a/c	a/c
Domestic Branches (excluding offshore accounts)	59.3	58.6	0.7	71.7	71.6	0.2	12.4	13.0	(0.6)
Manufacturing	8.5	8.5	-	12.4	12.4	-	3.9	3.9	-
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	0.3	0.3	-	0.1	0.1	-	(0.3)	(0.3)	-
Construction	0.0	0.0	-	-	-	-	(0.0)	(0.0)	-
Electricity, gas, heat supply and water	3.7	3.7	-	3.3	3.3	-	(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	-	6.0	6.0	-	(0.5)	(0.5)	-
Finance and insurance	0.2	0.2	-	0.1	0.1	-	(0.0)	(0.0)	-
Real estate	8.7	8.0	0.7	10.3	10.1	0.2	1.5	2.1	(0.5)
Goods rental and leasing	-	-	-	-	-	-	-	-	-
Others	31.4	31.4	0.0	39.6	39.6	0.0	8.2	8.2	(0.0)
Overseas branches and offshore accounts	27.5	27.5	-	41.7	41.7	-	14.2	14.2	-
Total	86.8	86.1	0.7	113.4	113.2	0.2	26.6	27.1	(0.6)

(\*) 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. 20			Mar. 21			Change	Banking a/c	Trust a/c
	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c			
Risk monitored loans	101.1	100.4	0.7	128.8	128.7	0.1	27.7	28.3	(0.5)
Ratio to total loan balance	0.3%	0.3%	2.7%	0.4%	0.4%	1.0%	0.1%	0.1%	(1.7%)
Loans in bankruptcy proceedings	4.9	4.9	-	2.2	2.2	-	(2.7)	(2.7)	-
Other delinquent loans	53.7	53.1	0.6	74.3	74.2	0.1	20.5	21.1	(0.5)
Loans past due 3 months or more	3.3	3.3	-	3.0	3.0	-	(0.2)	(0.2)	-
Restructured loans	38.9	38.9	0.0	49.2	49.1	0.0	10.2	10.2	(0.0)
Total loan balance	29,730.0	29,703.3	26.7	30,522.9	30,506.9	15.9	792.8	803.5	(10.7)

(\*1) Partial direct written-off: Mar. 2020: 15.1 billion yen, Mar. 2021: 17.8 billion yen

< Non-consolidated >

(Yen bn)	Mar. 20			Mar. 21			Change	Banking a/c	Trust a/c
	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c			
Risk monitored loans	83.0	82.3	0.7	110.1	110.0	0.1	27.0	27.6	(0.5)
Ratio to total loan balance	0.3%	0.3%	2.7%	0.4%	0.4%	1.0%	0.1%	0.1%	(1.7%)
Loans in bankruptcy proceedings	3.1	3.1	-	0.6	0.6	-	(2.4)	(2.4)	-
Other delinquent loans	41.8	41.1	0.6	62.0	61.9	0.1	20.2	20.8	(0.5)
Loans past due 3 months or more	3.3	3.3	-	3.0	3.0	-	(0.2)	(0.2)	-
Restructured loans	34.7	34.6	0.0	44.3	44.3	0.0	9.6	9.6	(0.0)
Total loan balance	29,980.2	29,953.5	26.7	30,707.5	30,691.6	15.9	727.3	738.1	(10.7)

(\*2) Partial direct written-off: Mar. 2020: 8.8 billion yen, Mar. 2021: 11.4 billion yen

# Risk monitored loans by industry

< Non-consolidated >

(Yen bn)	Mar. 20			Mar. 21			Change	Mar. 21	
	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c		Balance	Trust a/c
Domestic Branches (excluding offshore accounts)	56.1	55.4	0.7	68.5	68.3	0.1	12.3	12.8	(0.5)
Manufacturing	8.4	8.4	-	12.3	12.3	-	3.8	3.8	-
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	0.3	0.3	-	0.0	0.0	-	(0.2)	(0.2)	-
Construction	0.0	0.0	-	-	-	-	(0.0)	(0.0)	-
Electricity, gas, heat supply and water	3.6	3.6	-	3.2	3.2	-	(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	6.4	6.4	-	5.9	5.9	-	(0.5)	(0.5)	-
Finance and insurance	0.1	0.1	-	0.1	0.1	-	(0.0)	(0.0)	-
Real estate	8.0	7.3	0.7	9.5	9.3	0.1	1.5	2.0	(0.5)
Others	29.0	29.0	0.0	37.1	37.1	0.0	8.1	8.1	(0.0)
Overseas branches and offshore accounts	26.8	26.8	-	41.6	41.6	-	14.7	14.7	-
Total	83.0	82.3	0.7	110.1	110.0	0.1	27.0	27.6	(0.5)

(\*) 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. 21				Change from Mar. 20			
	EAD	RW	RWA	EL	EAD	RW	RWA	EL
Internal Ratings-Based	65,230.1	25.9%	16,948.7	132.9	5,914.1	(1.0%)	930.3	11.1
Corporate, etc.	46,142.9	21.2%	9,788.5	89.7	6,200.2	(2.5%)	278.2	15.7
Corporation	23,064.2	40.2%	9,288.6	89.0	1,505.6	(1.2%)	334.3	15.8
Sovereign	21,662.3	0.5%	128.1	0.1	4,893.9	(0.2%)	(6.3)	(0.0)
Financial institution	1,416.3	26.2%	371.8	0.4	(199.3)	0.1%	(49.7)	(0.0)
Retail	11,565.8	11.4%	1,324.0	35.7	270.6	(0.6%)	(42.0)	(4.8)
Residential mortgage	10,181.5	8.1%	829.9	12.0	306.9	(0.1%)	8.1	(0.5)
Qualifying revolving retail exposure	387.1	24.4%	94.4	9.2	(34.2)	(1.0%)	(12.6)	(3.1)
Other retail exposure	997.1	40.0%	399.5	14.4	(2.0)	(3.6%)	(37.5)	(1.0)
Equity	787.7	178.3%	1,405.2	---	193.0	13.7%	426.0	---
Fund	1,135.5	176.4%	2,003.7	2.7	(335.3)	65.9%	378.5	0.4
Securitization	1,250.8	24.7%	309.0	-	147.5	(6.8%)	(38.9)	-
Purchased receivables	699.0	58.9%	411.8	3.6	(277.6)	2.5%	(139.0)	(0.3)
CVA	992.8	68.0%	675.8	---	160.1	(11.5%)	12.6	---
Others	2,655.3	38.8%	1,030.3	1.0	(444.3)	7.3%	54.8	0.2
Phased roll out	327.0	88.8%	290.4	---	56.0	0.9%	52.3	---
Exemption	1,248.8	48.4%	604.5	---	73.3	4.0%	82.7	---
<b>Total credit risk</b>	<b>66,806.1</b>	<b>26.7%</b>	<b>17,843.7</b>	<b>132.9</b>	<b>6,043.5</b>	<b>(0.9%)</b>	<b>1,065.5</b>	<b>11.1</b>

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

Risk-weight = Risk asset / Exposure



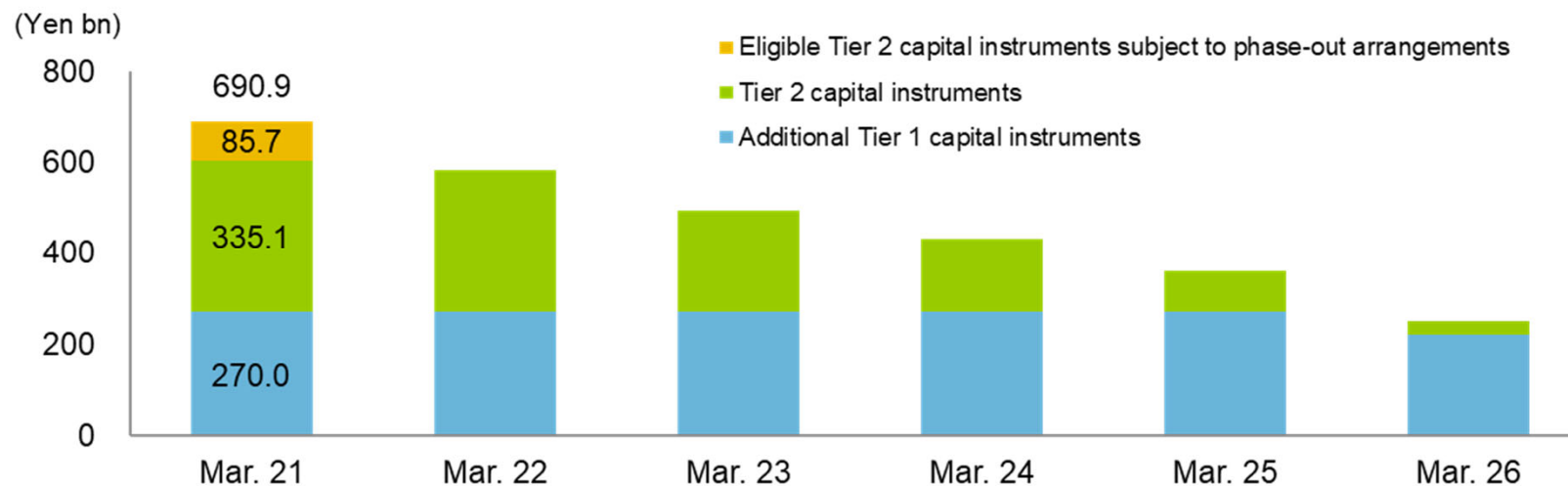
## Capital Instruments: List of qualified additional Tier 1 instruments and estimated capital inclusion amount

< Perpetual subordinated bonds (Qualifying additional Tier1 instrument)> (as of Mar. 2021)

Issuer	Series	Issue amount	Coupon rate(*1)	Step up clause	Issue date	First callable date
Sumitomo Mitsui Trust Holdings, Inc.	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. 2021

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



(\*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)		
					FY19	FY20	Change
Sumitomo Mitsui Trust Bank, Limited	JPY 342.0 bn	Trust and banking	100	(-)	124.7	95.9	(28.7)
Sumitomo Mitsui Trust Asset Management Co., Ltd.	JPY 2.0 bn	Asset management	100	(-)	9.1	6.9	(2.1)
Nikko Asset Management Co., Ltd. (*2)	JPY 17.3 bn	Asset management	100.00	(0.99)	9.5	13.0	3.4
Sumitomo Mitsui Trust Research Institute Co., Ltd.	JPY 0.3 bn	Research and consulting, Asset management	100	(-)	0.2	0.3	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)	6.8	6.3	(0.5)
Sumitomo Mitsui Trust Guarantee Co., Ltd. (*2)	JPY 0.3 bn	Housing loan guaranty	100	(100)	7.8	7.8	0.0
Sumitomo Mitsui Trust Realty Co., Ltd.	JPY 0.3 bn	Residential brokerage	100	(100)	4.0	2.3	(1.7)
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	0.1	(0.0)
Sumitomo Mitsui Trust Club Co., Ltd.	JPY 0.1 bn	Credit cards	100	(100)	(10.8)	0.8	11.6
Sumitomo Mitsui Trust Card Co., Ltd.	JPY 0.1 bn	Credit cards	100	(100)	(0.4)	0.0	0.4
Sumitomo Mitsui Trust Life Partners Co., Ltd.	JPY 0.1 bn	Property insurance/ life insurance agency	100	(100)	0.0	0.0	(0.0)
Sumitomo Mitsui Trust General Service Co., Ltd.	JPY 0.1 bn	Property management	100	(100)	0.4	0.5	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	0.9	0.5
Japan Securities Agents, Ltd.	JPY 0.5 bn	Stock transfer agency	85.10	(85.10)	0.0	0.1	0.0
J-Eurus IR Co., Ltd.	JPY 0.01 bn	Consulting	100	100	-	0.0	0.0
Sumitomo Mitsui Trust Panasonic Finance Co., Ltd. (*2)	JPY 25.5 bn	General leasing, Credit cards	84.89	(84.89)	0.4	5.5	5.1
Sumitomo Mitsui Trust Bank (Thai) Public Company Limited	THB 20.0 bn	Banking	100	(100)	0.7	0.7	(0.0)
Sumitomo Mitsui Trust (Ireland) (*2)	EUR 75.8 mill	Trust services	100	(100)	0.4	0.5	0.1
Sumitomo Mitsui Trust Bank (U.S.A.) Limited	USD 56.0 mill	Banking and trust services	100	(100)	2.8	1.3	(1.5)
Sumitomo Mitsui Trust (Hong Kong) Limited	USD 45.0 mill	Security	100	(100)	2.1	2.2	0.1
Sumitomo Mitsui Trust Bank (Luxembourg) S.A.	USD 30.0 mill	Banking, security, trust	100	(100)	0.2	0.1	(0.0)

## <Affiliates>

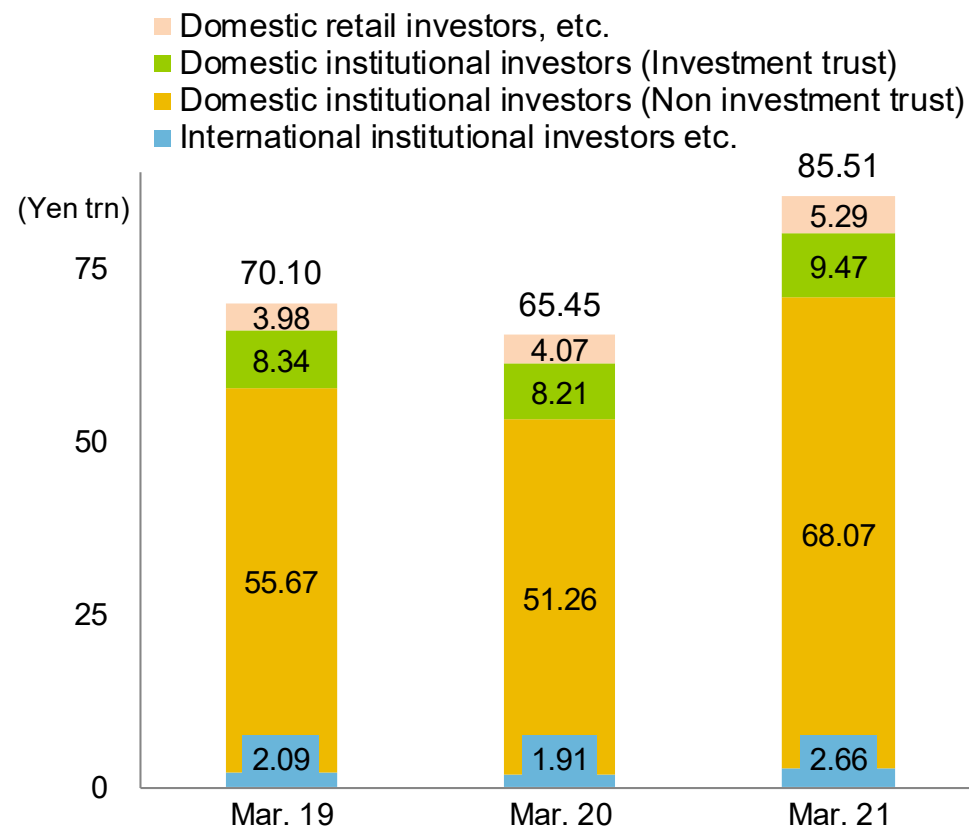
Custody Bank of Japan, Ltd.	JPY 51.0 bn	Banking and trust services	33.33	(-)	0.5	0.2	(0.3)
SBI Sumishin Net Bank, Ltd. (*2)	JPY 31.0 bn	Banking	50.00	(50.00)	12.5	13.9	1.3
Cardif Assurance (*2)	JPY 20.6 bn	Life insurance, property insurance	20.00	(20.00)	5.9	7.0	1.1
Zijin Trust Co., Ltd.	CNY 2.4 bn	Trust	19.99	(19.99)	8.3	9.2	0.8
Marubeni SuMiT Rail Transport Inc. (*2)	USD 46.1 mill	Leasing, security	50.00	(50.00)	2.1	1.6	(0.4)

(\*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.

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

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



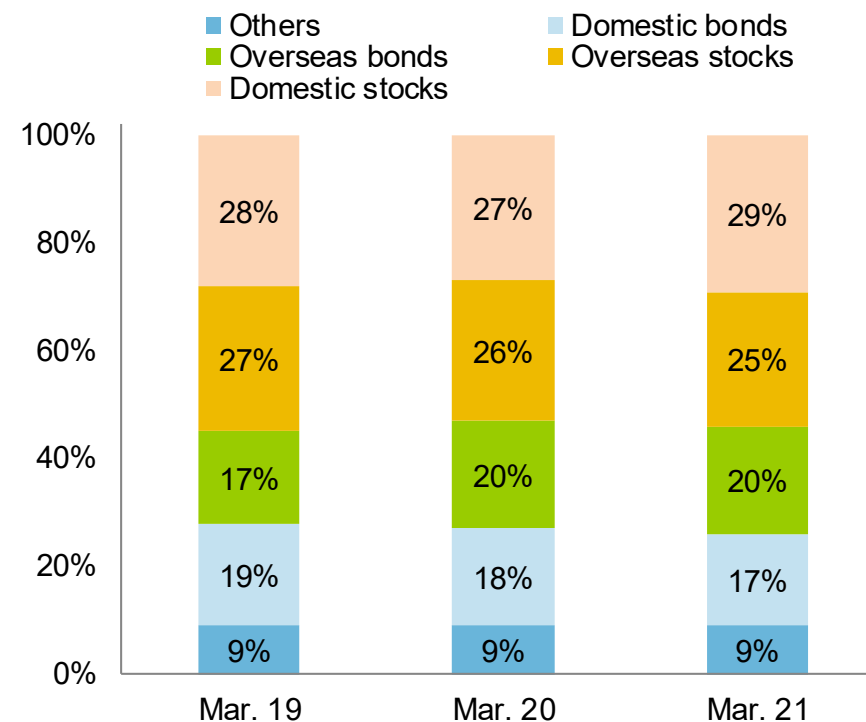
(Yen bn)	FY19	FY20
Change of AUM (*1)	(4,646.8)	20,051.8
Domestic retail investors	87.3	1,217.1
Domestic institutional investors (Investment trust)	(136.8)	1,264.2
Domestic institutional investors (Non investment trust)	(4,408.6)	16,813.9
International institutional investors, etc.	(188.7)	756.5

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

## P/L

(Yen bn)	FY19	FY20	Change
Net business profit	12.5	10.9	(1.6)
Ordinary income	13.3	10.2	(3.0)
Net income attributable to owners of the parent	9.1	6.9	(2.1)

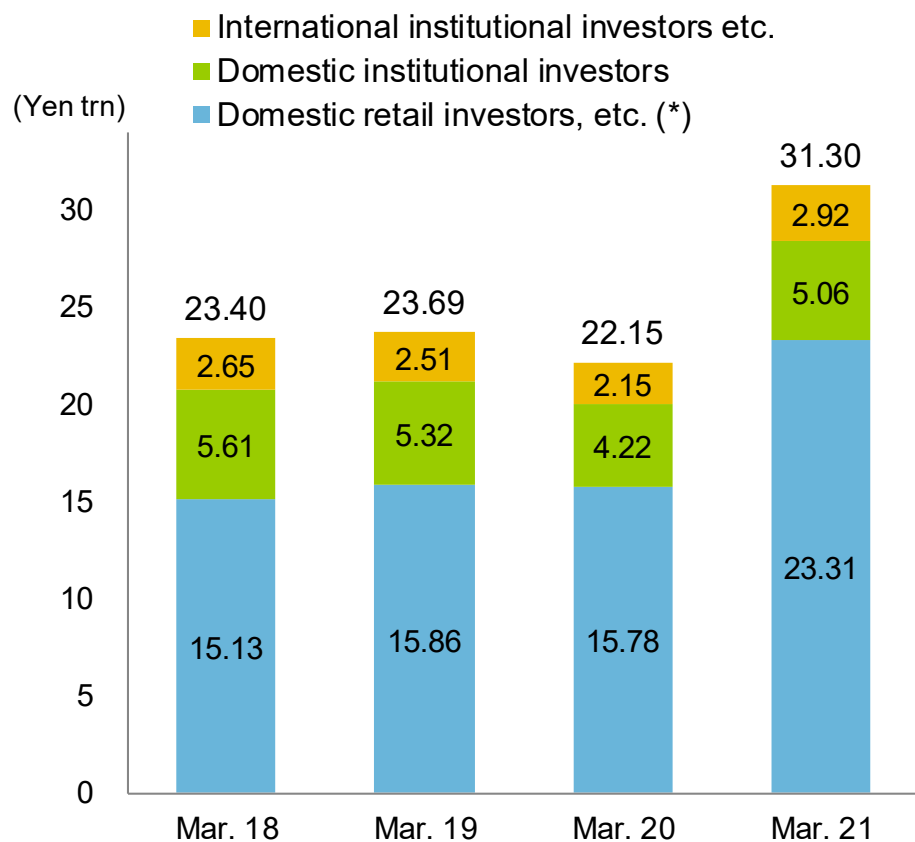
## Breakdown of AUM by asset type (\*1,2)



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

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

## Assets under management (AUM) (Consolidated)



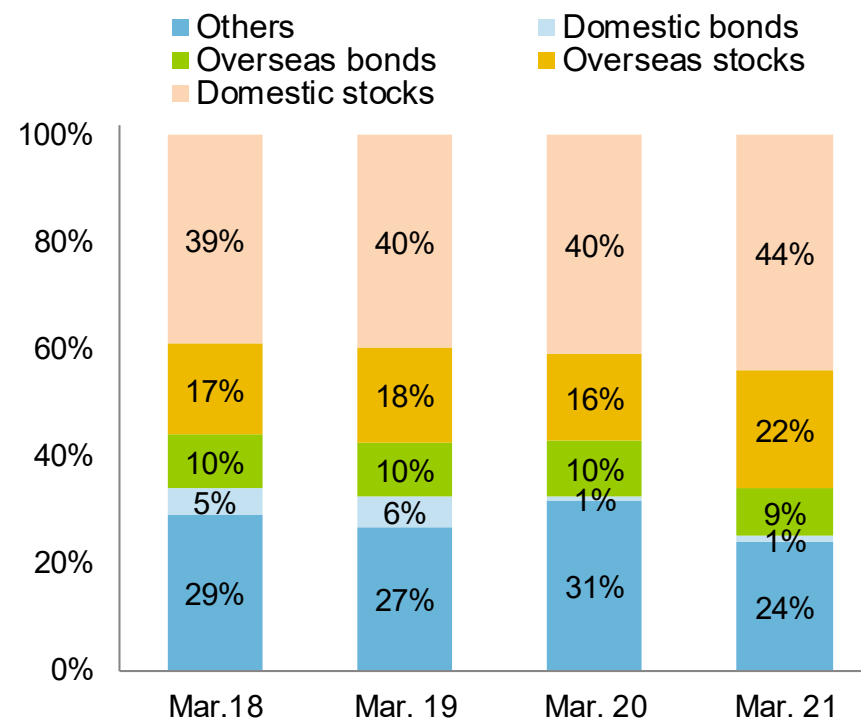
	(Yen bn)	FY18	FY19	FY20
Change of AUM		290.3	(1,540.4)	9,142.9
International institutional investors, etc.		(149.6)	(356.1)	768.2
Domestic institutional investors		(291.5)	(1,107.8)	845.5
Domestic retail investors, etc. (*)		731.4	(76.5)	7,529.2

(\*) Including ETF, MMF

## P/L

(Yen bn)	FY19	FY20	Change
Net business profit	11.8	14.8	2.9
Ordinary income	14.1	17.5	3.4
Net income attributable to owners of the parent	9.5	13.0	3.4

## Breakdown of AUM by asset type



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

### Major business figures

(Yen bn)	Mar. 20	Mar. 21	Change
Number of account (millions)	3.92	4.51	0.58
Deposits	5,391.4	6,291.7	900.2
Loans	4,043.0	4,584.6	541.6

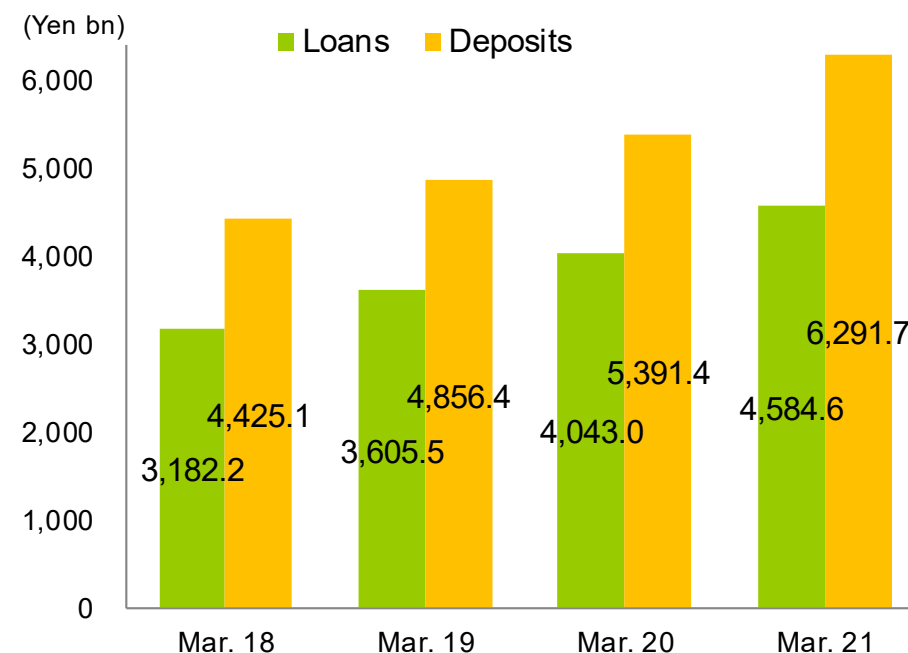
### P/L

(Yen bn)	FY19	FY20	Change
Net business profit	20.4	21.5	1.1
Ordinary income	19.0	20.7	1.7
Net income attributable to owners of the parent	12.5	13.9	1.3

### B/S

(Yen bn)	Mar. 20	Mar. 21	Change
Total assets	6,373.7	7,233.3	859.5
Net assets	118.9	134.1	15.2
Shareholders' equity	122.3	136.3	13.9

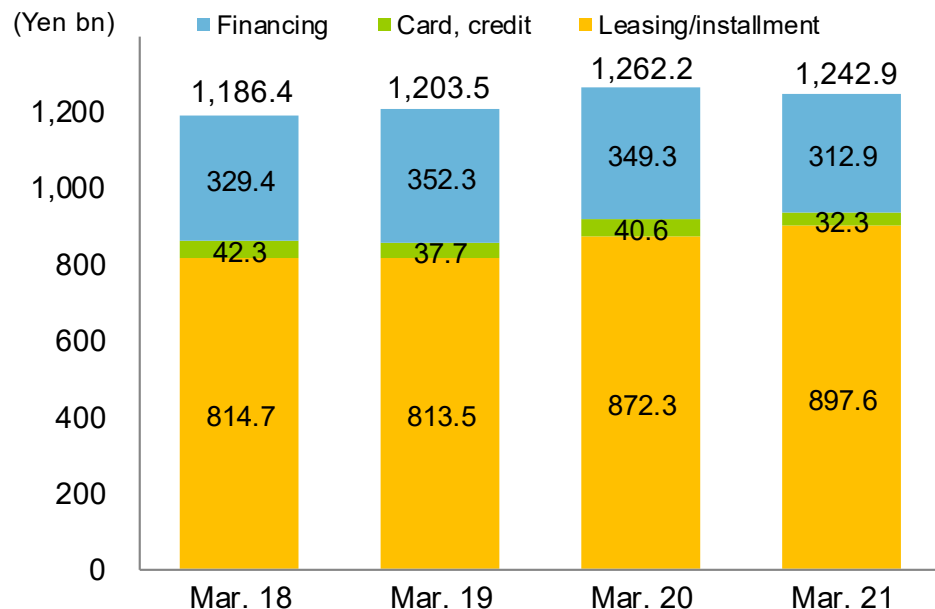
### Balance of Loans and deposits



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

## Sumitomo Mitsui Trust Panasonic Finance (Consolidated)

### Operating assets

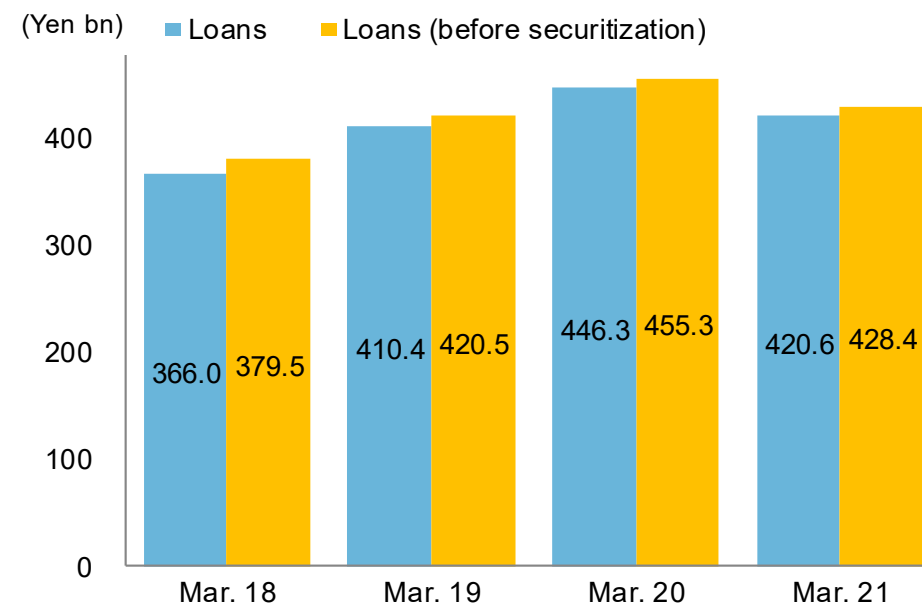


### P/L

(Yen bn)	FY20		Change
	FY19	FY20	
Net business profit	2.3	9.7	7.4
Ordinary profit	1.1	8.4	7.3
Net income attributable to owners of the parent	0.4	5.5	5.1
Total credit costs	(7.9)	(0.9)	7.0

## Sumitomo Mitsui Trust Loan & Finance

### Loan balance



### P/L

(Yen bn)	FY20		Change
	FY19	FY20	
Net business profit	10.4	9.7	(0.7)
Ordinary profit	10.5	9.7	(0.7)
Net income	6.8	6.3	(0.5)
Total credit costs	(0.3)	(0.0)	0.2



(Supplement)  
Long-term time series tables

# Statements of income

<Consolidated>	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20
(Yen bn)										
Net business profit before credit costs	342.2	284.6	285.8	316.7	318.3	232.3	270.5	282.2	289.0	294.7
Ordinary profit	272.1	255.0	258.0	292.4	278.0	196.3	232.6	256.4	257.6	183.1
Net income attributable to owners of the parent	164.6	133.7	137.6	159.6	166.9	121.4	153.9	173.8	163.0	142.1
<Non-consolidated>										
Net business profit before credit costs	239.0	210.2	211.8	245.7	249.1	150.5	189.7	231.4	206.8	206.5
Gross business profit	487.6	449.6	461.5	494.2	485.3	383.3	426.8	467.3	453.2	451.9
Net interest income and related profit	228.3	207.2	215.7	233.4	223.9	216.7	176.5	172.7	134.1	229.9
Net interest income	218.0	199.5	207.9	224.4	212.1	203.2	163.3	153.8	118.1	212.1
Trust fees from principal guaranteed trust a/c	10.3	7.7	7.8	8.9	11.8	13.4	13.2	18.8	16.0	17.7
Net fees and commissions and related profit	164.9	167.6	195.7	201.0	199.9	196.9	190.2	186.3	174.3	163.9
Net fees and commissions	83.1	85.3	104.2	110.8	111.5	116.1	108.6	104.3	90.5	78.8
Other trust fees	81.7	82.2	91.4	90.2	88.4	80.8	81.6	82.0	83.7	85.1
Net trading income	12.5	24.1	24.3	32.4	15.5	17.0	10.4	27.9	102.1	(33.2)
Net other operating income	81.8	50.6	25.6	27.2	45.9	(47.3)	49.5	80.3	42.5	91.3
Net gains on bonds	79.2	50.5	15.7	63.4	51.7	(96.9)	(5.7)	(3.8)	33.9	(7.8)
General and administrative expenses	(248.6)	(239.4)	(249.7)	(248.5)	(236.1)	(232.7)	(237.0)	(235.8)	(246.4)	(245.4)
Total credit costs	1.1	5.3	7.6	18.1	(14.1)	(24.9)	7.0	1.9	(34.7)	(6.3)
Other non-recurring profit	(81.9)	(24.9)	(31.0)	(33.7)	(16.1)	(8.2)	(23.8)	(24.3)	4.4	(86.2)
Ordinary profit	158.1	190.6	188.4	230.0	218.8	117.3	172.9	209.0	176.4	114.0
Extraordinary profit	(44.5)	(31.6)	(2.4)	(60.0)	(3.6)	(5.9)	(8.3)	(4.2)	1.0	15.6
Income before income tax	113.6	159.0	185.9	169.9	215.1	111.3	164.6	204.8	177.5	129.6
Total income taxes	(57.2)	(53.8)	(69.9)	(39.4)	(72.0)	(33.6)	(46.6)	(56.1)	(52.8)	(33.7)
Net income	56.4	105.1	116.0	130.5	143.1	77.6	117.9	148.6	124.7	95.9
Dividend on common share (Yen)	85	90	100	120	130	130	130	140	150	150

# Balance sheets

<Consolidated>	(Yen bn)	Mar. 12	Mar. 13	Mar. 14	Mar. 15	Mar. 16	Mar. 17	Mar. 18	Mar. 19	Mar. 20	Mar. 21
Loans and bills discounted		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	30,506.9
Securities		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	6,983.4
<b>Total assets</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>	<b>57,029.1</b>	<b>56,500.5</b>	<b>62,163.8</b>
Deposits		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	33,467.6
Negotiable certificates of deposit		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	7,160.5
<b>Total liabilities</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>	<b>54,298.7</b>	<b>53,909.6</b>	<b>59,441.3</b>
Capital stock		261.6	261.6	261.6	261.6	261.6	261.6	261.6	261.6	261.6	261.6
Capital surplus		859.4	752.9	754.2	645.2	645.1	645.0	645.0	645.0	580.5	576.1
Retained earnings		696.8	790.1	886.4	970.3	1,087.1	1,159.0	1,263.4	1,387.5	1,495.0	1,581.0
Treasury stock		(0.1)	(93.1)	(0.5)	(17.0)	(27.0)	(34.0)	(42.2)	(51.2)	(2.8)	(2.8)
<b>Shareholders' equity</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>	<b>2,242.9</b>	<b>2,334.3</b>	<b>2,416.0</b>
Valuation difference on available-for-sale securities		32.4	161.5	229.6	505.4	467.5	476.8	516.6	467.4	351.4	329.4
<b>Total accumulated other comprehensive income</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>	<b>410.4</b>	<b>220.8</b>	<b>277.7</b>
Minority interests		510.1	484.4	335.6	326.9	327.1	328.4	246.8	75.8	34.5	27.7
<b>Total net assets</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>2,730.3</b>	<b>2,590.9</b>	<b>2,722.5</b>
<b>Total liabilities and net assets</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>	<b>57,029.1</b>	<b>56,500.5</b>	<b>62,163.8</b>

## <Non-consolidated>

Loans and bills discounted		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	30,691.6
Securities		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	7,090.3
<b>Total assets</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>	<b>55,223.7</b>	<b>54,596.7</b>	<b>60,117.6</b>
Deposits		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	33,174.2
Negotiable certificates of deposit		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	7,444.1
<b>Total liabilities</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>	<b>52,951.9</b>	<b>52,579.3</b>	<b>58,068.1</b>

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