



SuMi TRUST
SUMITOMO MITSUI TRUST GROUP

Investor Meeting on Financial Results for FY2021

June 17, 2022
“Capital” (Page67) was revised.

May 20, 2022

Key messages

FY2021 financial results, FY2022 forecast

FY21 financial results

- ✓ Recorded highest net business profit since integration. In addition to strong client related fee business, favorable market conditions also contributed
- ✓ Net income was broadly in line with forecasts, after making provision for various risks

FY22 forecast

- ✓ Expected ¥190.0bn (target for the final year of the Medium-Term Management Plan) of Net income and ¥200 (increased by ¥30) of Dividend per common share

Enhancing corporate value through sustainable growth

Profit growth

- ✓ Pursue virtuous circulation of funds, assets and capital and market creation through initiatives for tackling social issues
- ✓ Strive for further growth through alliances and DX

Capital utilization

- ✓ CET1 ratio(finalized Basel 3) maintained around 10%, the goal of capital efficiency
- ✓ Repurchase shares flexibly, in addition to promoting investment in financial and non-financial capital for future growth
- ✓ Reduction of strategic shareholdings progressed ahead of plan

Table of contents

1	Financial results for FY2021 and forecast for FY2022	P.3~
	Making provision for various risks	
2	Enhancing corporate value through sustainable growth	P.10~
	1. Profit Growth	
	■ Growth points	
	■ ESG	
	■ Age of 100-year life	
	■ Diverse investment needs	
	■ Market expansion	
	2. Capital utilization	
	■ Financial capital	
	■ Non-financial capital	
	Appendix	P.41~

① Financial results for FY2021 and Forecast for FY2022

Financial results for FY2021, Forecast for FY2022

- Net business profit increased significantly YoY (highest profit since integration). Robust client related fee business earnings was the main driver, and favorable market conditions also contributed as a tailwind.
- Net income increased by ¥26.8bn YoY. Progress in mitigation of earnings volatility risk from hedging transactions. Increase in credit risk provision
- FY22 forecast of Net income: ¥190.0bn (target for the final year of the Medium-Term Management Plan). Dividend per common share: ¥200 (increased by ¥30)

<Major KPIs>

(Yen bn)		FY20 Actual	Forecast	FY21 Actual	change from FY20	change from Forecast	FY22 Plan	change from FY21
1	Net business profit before credit costs	294.7	330.0	346.0	+ 51.3	+ 16.0	310.0	(36.0)
2	Substantial gross business profit	739.2	795.0	808.1	+ 68.8	+ 13.1	800.0	(8.1)
3	Substantial G&A Expenses	(444.5)	(465.0)	(462.0)	(17.5)	+ 3.0	(490.0)	(27.9)
4	Total credit costs	(7.8)	(20.0)	(41.5)	(33.7)	(21.5)	(20.0)	+ 21.5
5	Net gains on stocks	(43.5)	(30.0)	(38.3)	+ 5.1	(8.3)	0.0	+ 38.3
6	Other net non-recurring profit, Extraordinary profit	(43.3)	(35.0)	(38.1)	+ 5.1	(3.1)	(25.0)	+ 13.1
7	Net income	142.1	170.0	169.0	+ 26.8	(1.0)	190.0	+ 20.9
8	Fee income ratio	52.9%		54.0%	+1.1%			
9	Overhead ratio	60.1%	58.5%	57.1%	(3.0%)	(1.4%)	61.3%	4.2%
10	Return on equity	5.41%		6.25%	+0.84%			
11	Common Equity Tier 1 capital ratio	12.12%		12.31%	+0.19%	(*)		

(*) Pro-forma figure of Mar. 2022 CET1 Capital Ratio on finalized Basel III reform basis is 9.9%.

<Per share information>

(Yen)		FY20 Actual	FY21 Actual	change from FY20	FY22 Plan	change from FY21
12	Earnings per share (EPS)	379	451	+71	507	+55
13	Dividend per share (DPS)	150	170	+20	200	+30
(Yen)		Mar. 21	Mar. 22	change from Mar. 21		
14	Net assets per share (BPS)	7,192	7,249	+57		

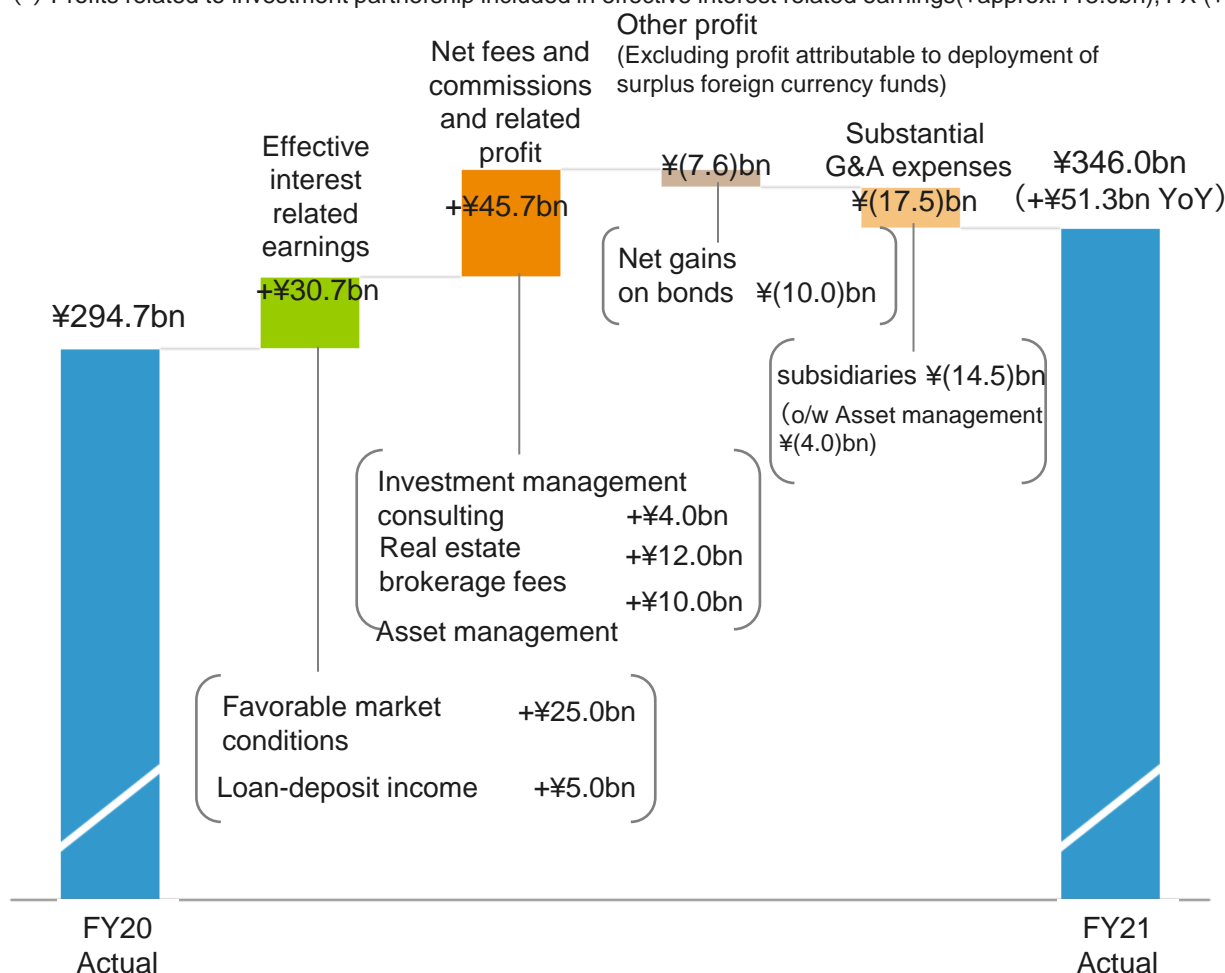
<Shareholders' return>

	FY21 Actual	FY22 Plan
15 Dividend payout ratio	37.7%	39.5%

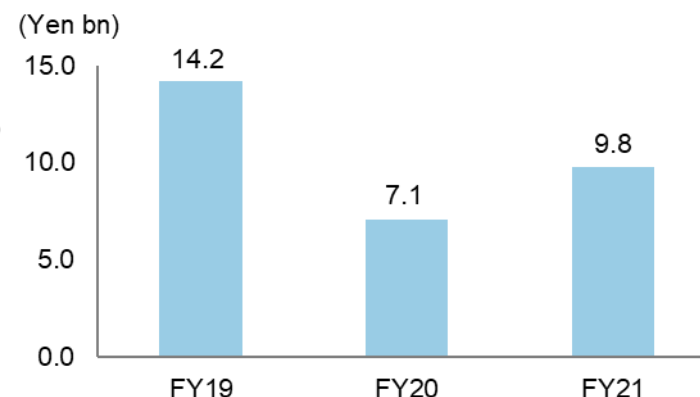
Net business profit before credit costs (FY21)

- Increased profit from businesses typical of a trust bank group, such as client related fee business and asset management business
- Recorded the highest profit since integration in real estate brokerage fees.
- Additional contribution from approx.¥25.0bn of favorable market conditions including investment partnership

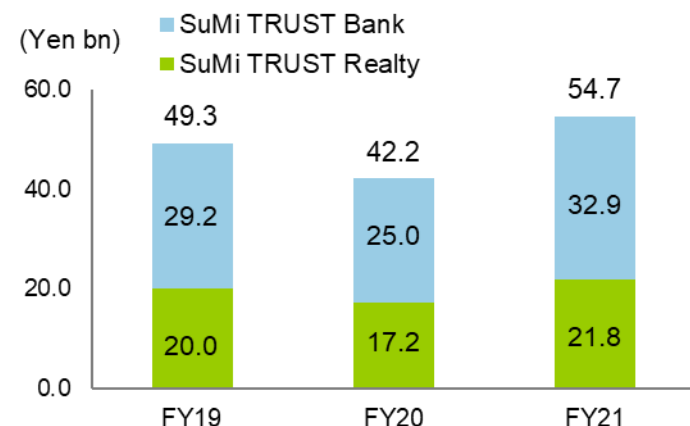
(*) Profits related to investment partnership included in effective interest related earnings(+approx.¥13.0bn), FX (+approx.¥6.0bn)



Sales fees of investment trust/ insurance

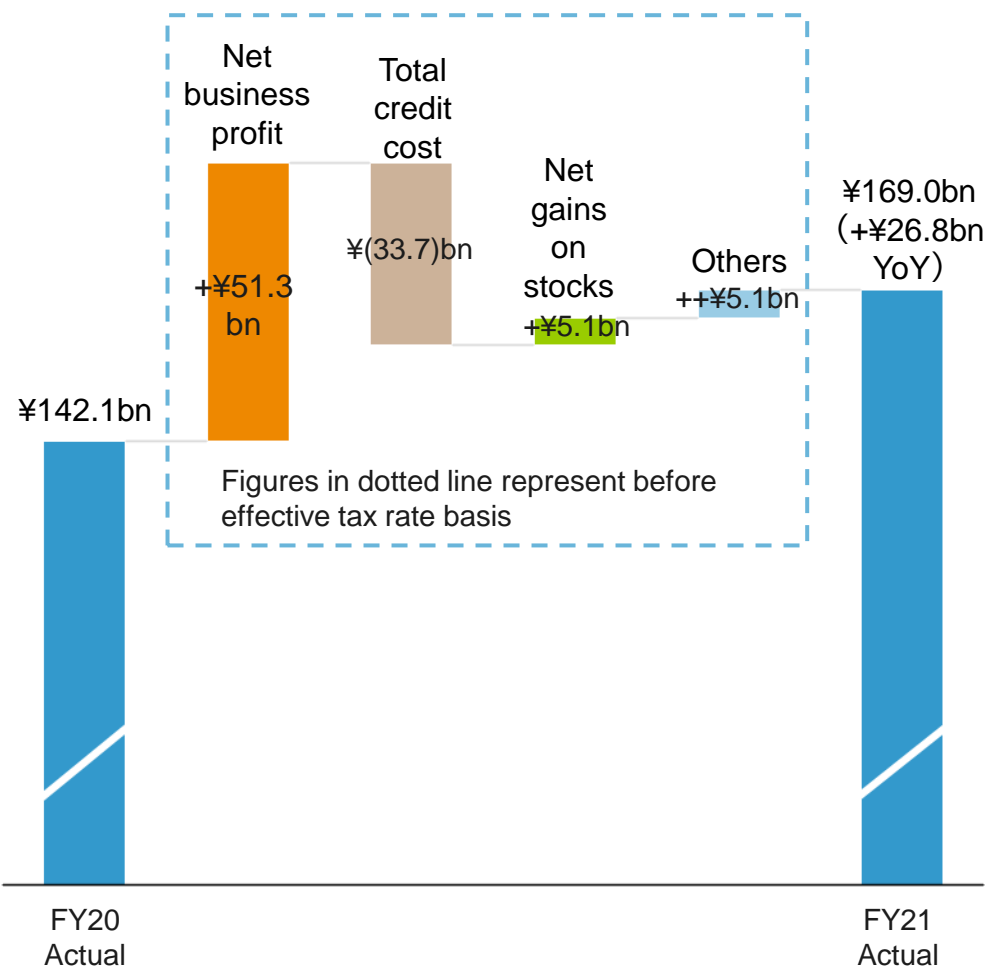


Real estate brokerage fees



Net Income (FY2021)

- Net income increased by ¥26.8bn YoY
- Decrease in margin of net business profit due to occurrence of new credit cost events resulting from deterioration in business conditions of our clients



- ✓ Total credit costs (FY2020:¥(7.8bn)→FY2021:¥(41.5bn)

YoY
(¥33.7bn)

- Occurrence of new credit cost events in our client portfolio
- Release of special loan loss provision ¥14.9bn
- Additional reserves of ¥17.5bn for uncertainties

- ✓ Net gains on stocks (FY2020:¥(43.5bn)→FY2021:¥(38.3bn)

YoY
+5.1bn

- Posted ¥87.0bn of realized gain through accelerated sale of strategic shareholdings. YoY¥(5.0bn)
- Posted ¥(127.0bn) of realized loss from reduction of hedging positions. YoY+¥10.0bn

(*) Reduction of strategic shareholdings in FY21:¥53.8bn (at cost)

- ✓ Other profit (other net non-controlling profits, extraordinary profit)
FY2020:¥(43.3bn)→FY2021¥(38.3bn)

Positive and negative factors in FY2021 vs FY2020

YoY
+5.1bn

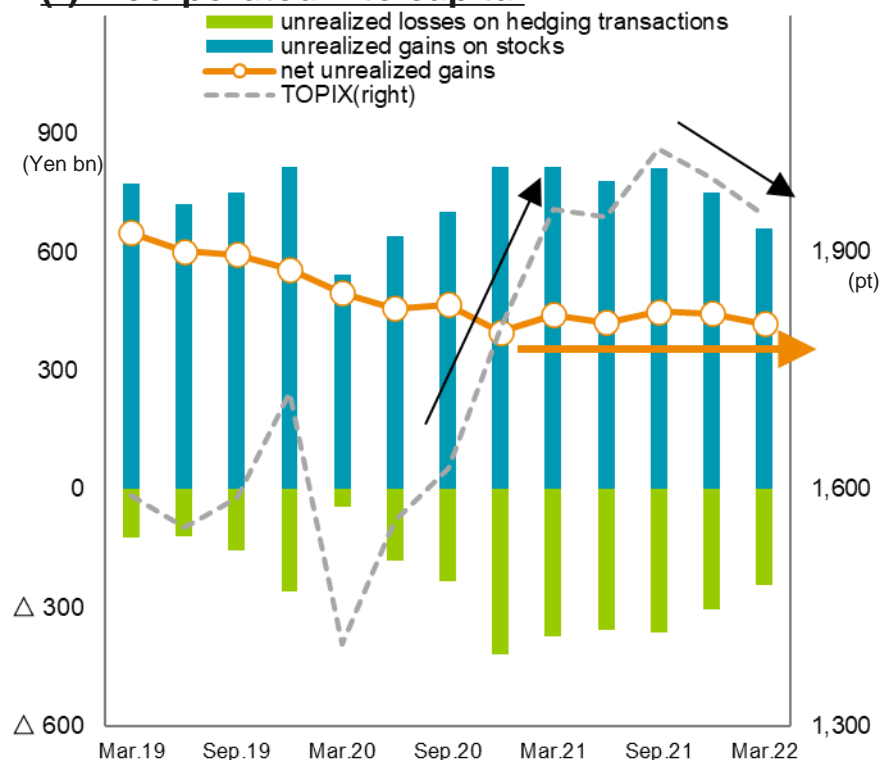
- Net profits on stock related derivatives +8.6bn
- Amortization of actuarial net differences +10.9bn
- Non-recurrence of one-time profit recognition of accumulate retirement benefit obligations: ¥(37.0bn)
- Non-recurrence of impairment of loss of software +20.0bn

Stock price fluctuation risk

- Continue restraining net stock price fluctuation risks on capital through hedging transactions
- Mitigated the risk of effect on earnings in FY22 by reducing hedging transactions with low B/E in FY21

Hedging transactions for strategic shareholdings

■ Controlling fluctuations in net unrealized gains (*) incorporated into capital



Net unrealized gains are declining due to reduction of strategic shareholdings
Effective in curbing the impact of stock price fluctuations on capital

(*) Actual impact on capital is the amount after tax effect accounting is applied

Reduced the risk that hedging transactions pose to annual profit and loss

Operation in FY21

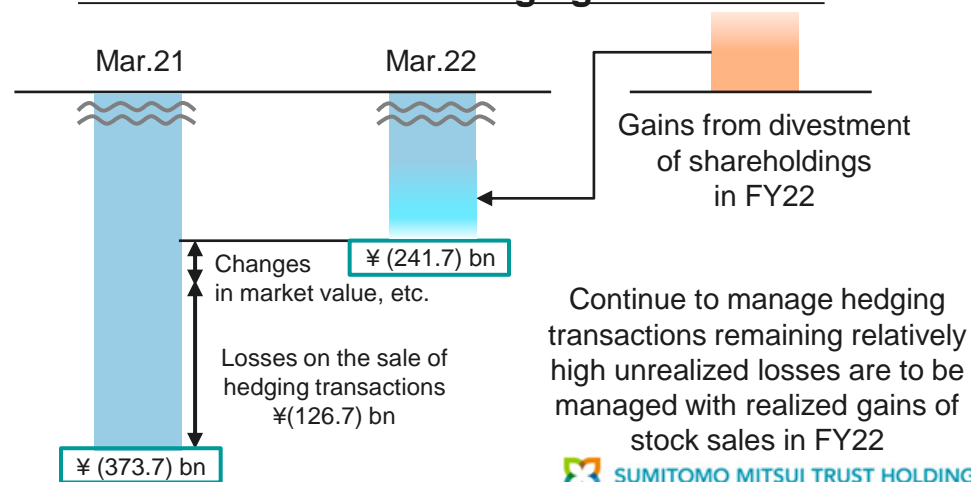
Accelerate reduction of strategic shareholdings

Reduce hedging positions with relatively high unrealized losses

(gains / losses on the sale in FY21)

Total	Strategic shareholdings	Hedging transactions
¥ (39.5) bn	¥ 87.2 bn	¥ (126.7)bn

■ Unrealized losses of hedging transactions

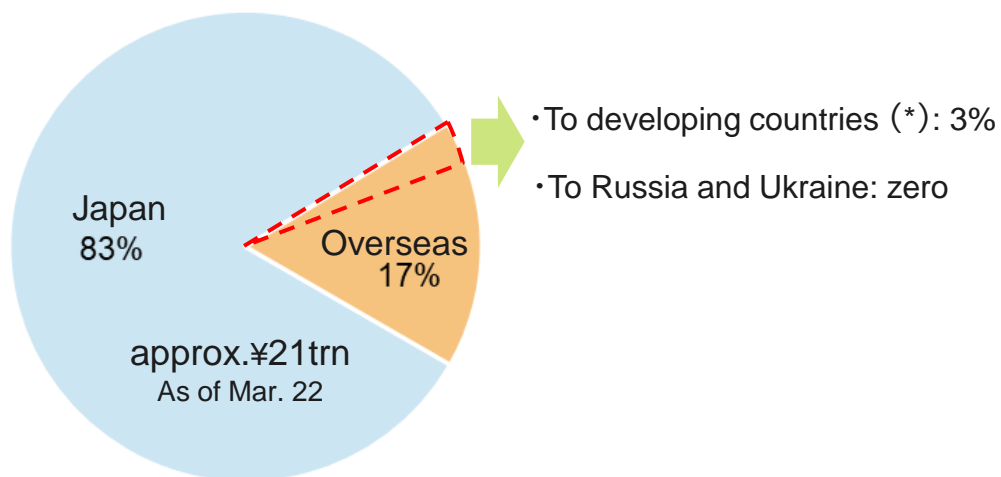


Credit risk

- Exposure related to Russia and Ukraine is zero
- Increase special loan loss provision considering COVID-19 and uncertain environment of ambiguities such as inflation

Composition of credit risk for Japan and overseas

■ Composition of corporate lending



(*) Divided into developing countries and others based on IMF definition
Limited sovereign or sub sovereign risk in lending to developing countries

FY22 special loan loss provision

■ Revised profile and calculation

Before

Expansion of COVID-19 infection

This time

Expansion of COVID-19 infection

- Spike in resource prices
- Issues with supply chain

	Mar.21			Mar.22
(Yen bn)		reversal	additional	
Special loan loss provision	18.4	(14.9)	17.5	21.0

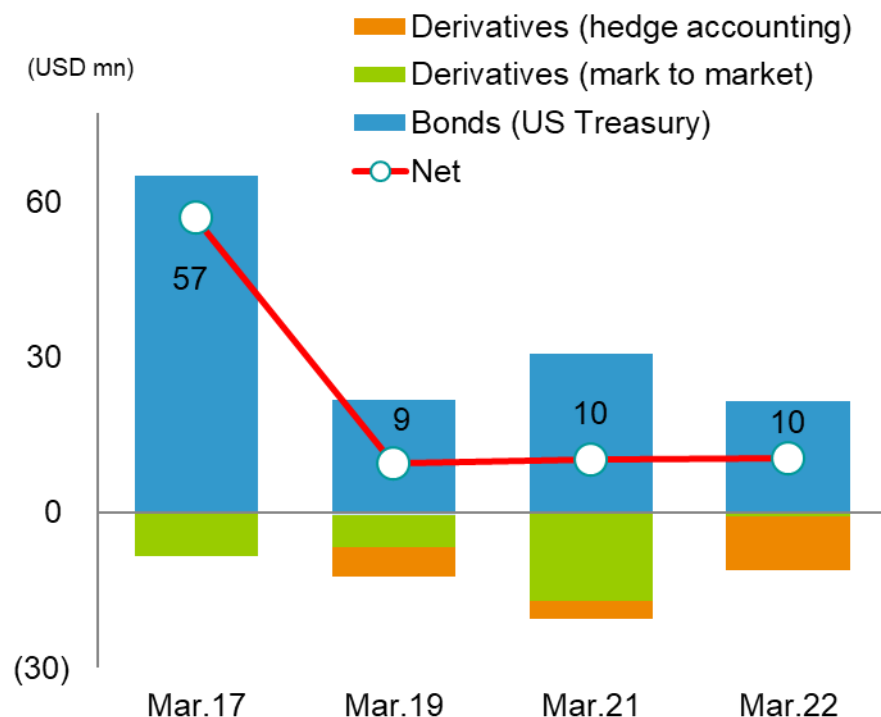
Approx.¥41.0bn in total
(Special loan loss provision + forecast of credit cost)

Interest risk and liquidity risk

- Continued restraining US interest rate risk
- Control liquidity risk by sourcing stable long- term funding with corporate bonds and highly sticky client deposits for core assets

Risk volume of USD interest (SuMi TRUST Bank)

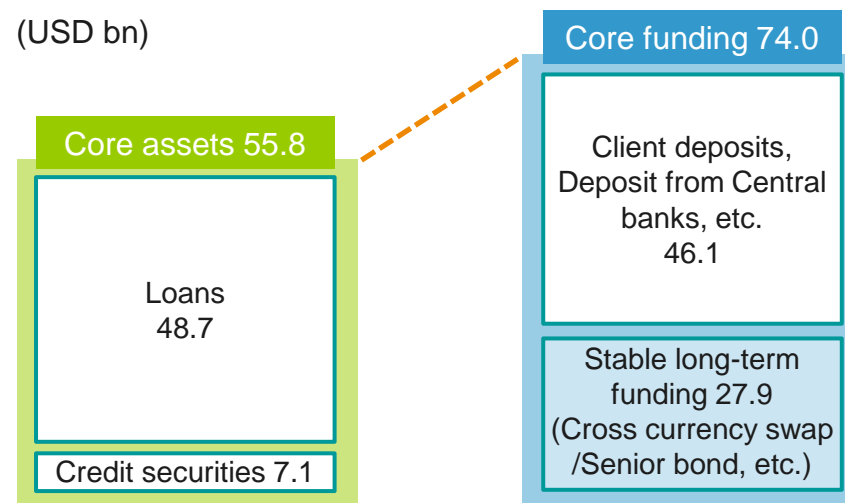
10 Basis Point Value(*)



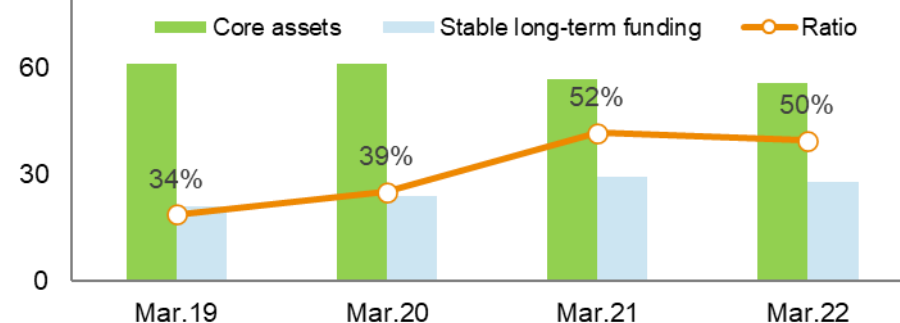
(*)Held by Global Markets (except ALM position)

Foreign currency balance sheet (SuMi TRUST Bank, As of Mar.2022)

(USD bn)



(USD bn)



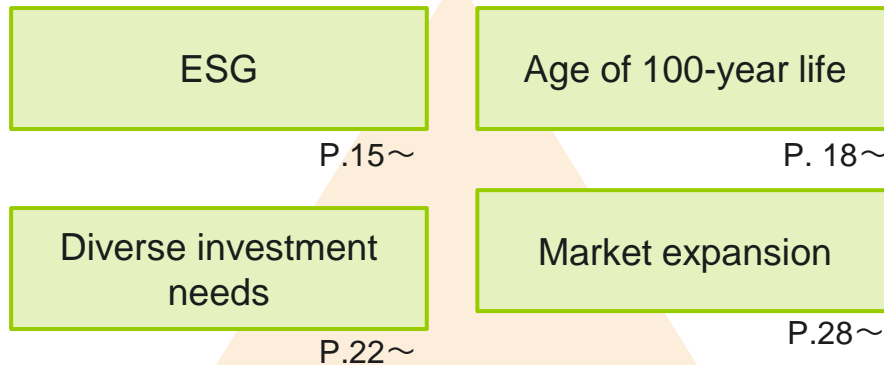
② Enhancing corporate value through sustainable growth

Enhancing corporate value through sustainable growth

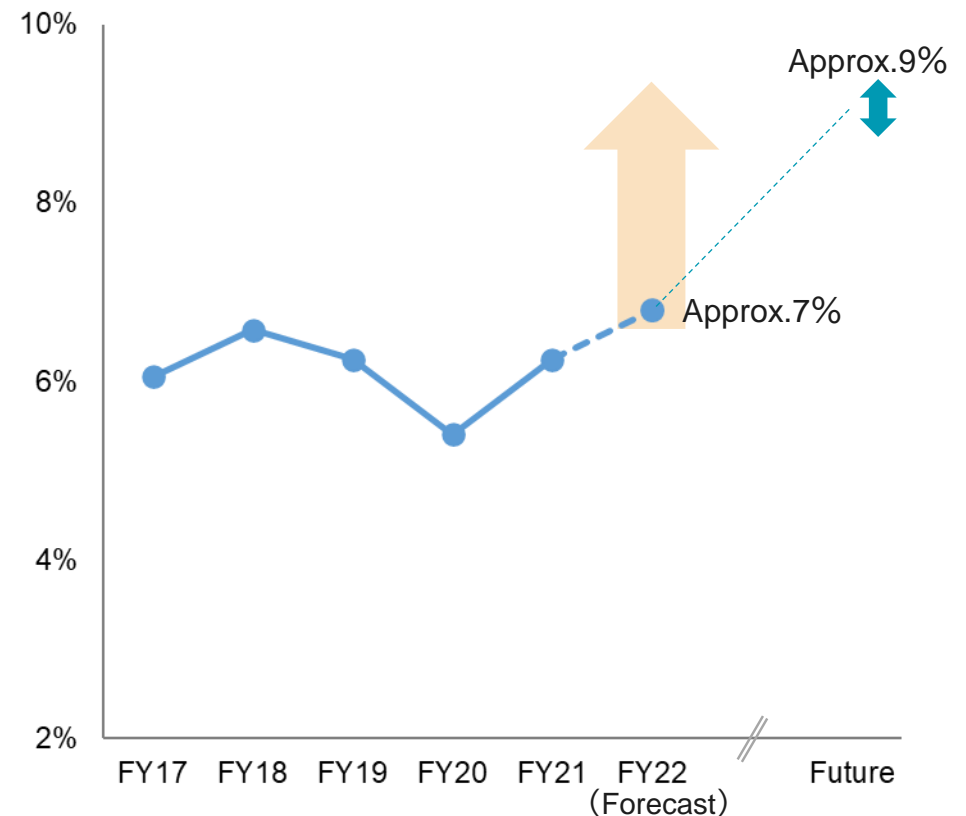
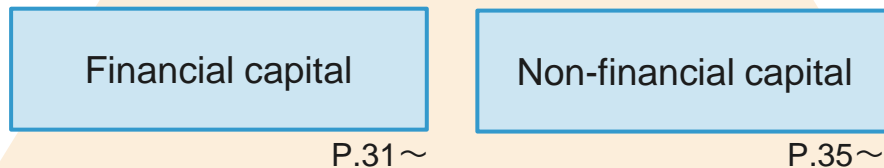
- Aiming for achievement of ROE 9%, mid to long term target, through striving for social issues and efficient capital use

ROE improvement

<Profit growth>



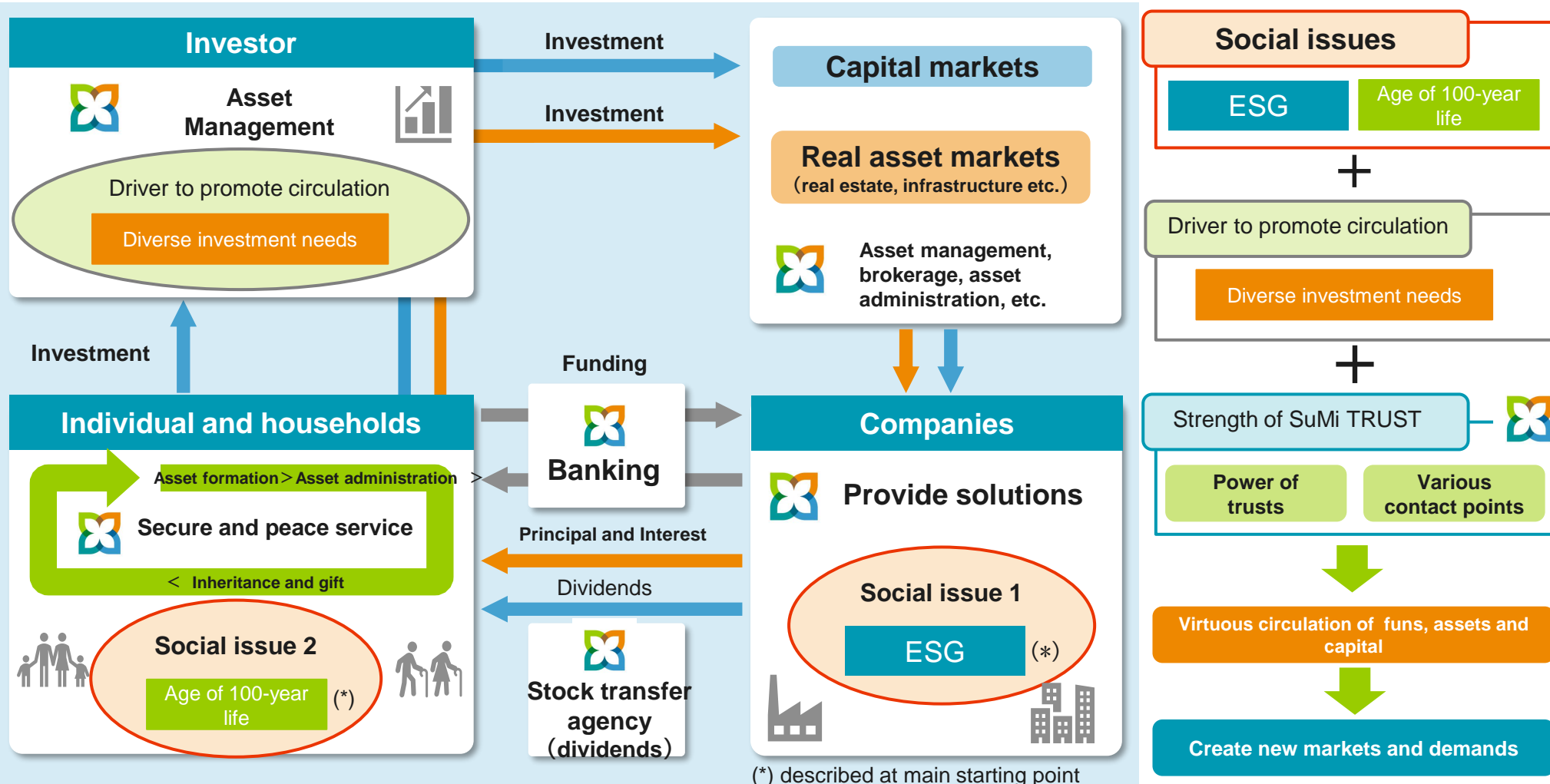
<Capital utilization>



1. Profit growth

Key points of growth ① ~virtuous circulation of funds, assets and capital~

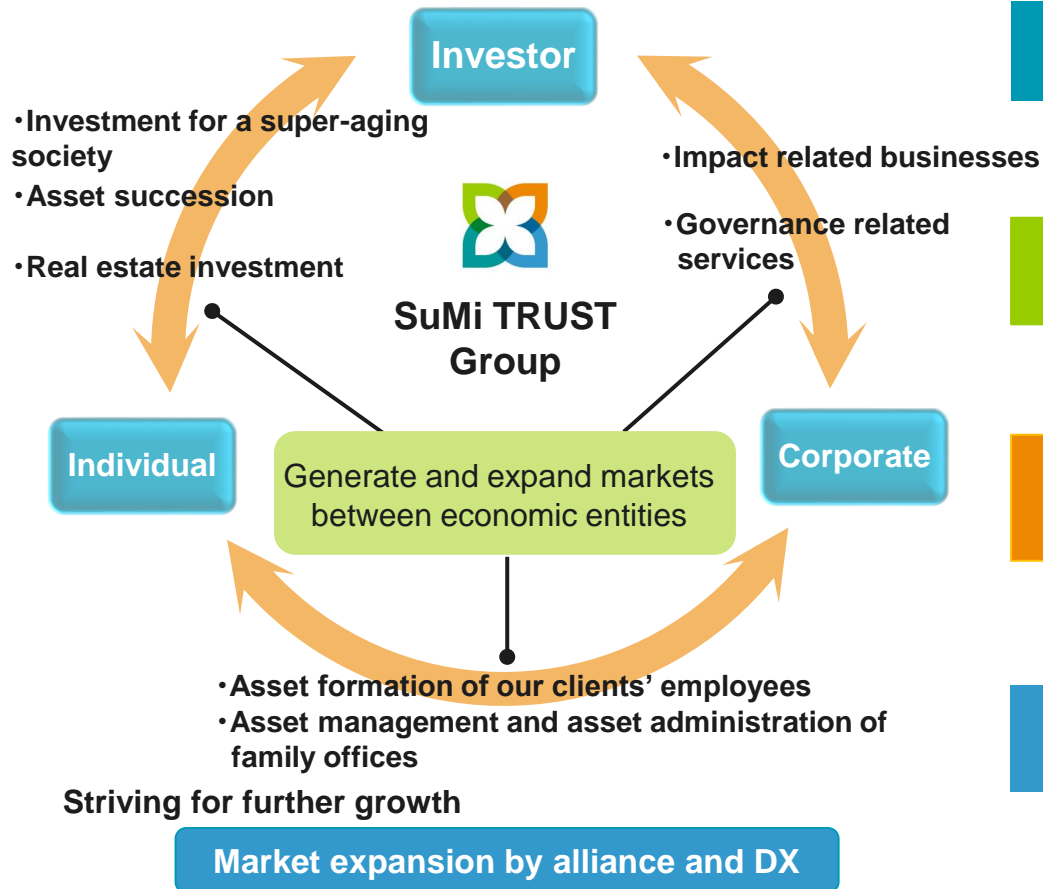
- Tackle social issues such as ESG and age of 100-year life. Utilize diverse investment needs as a driver to promote circulation
- Promote virtuous circulation of funds, assets and capital by utilizing various contact points in our group businesses. Strive to create new markets and demands



Key points of growth ② ~market creation and expansion~

- Possibility of creating and expanding new markets connecting each economic entity by promoting circulation
- Strive to expand market and our further growth through alliances and DX

■ Market created from circulation between economic entities



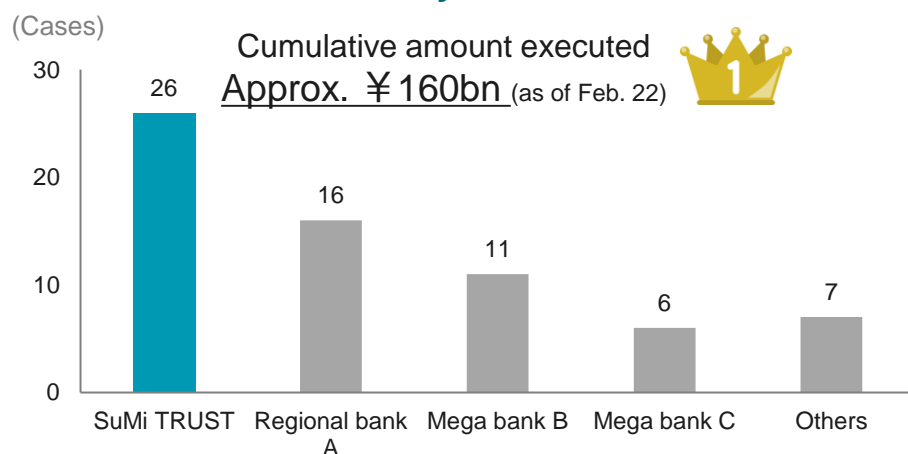
■ Areas where market creation and expansion can be expected

ESG	Impact evaluation	P15
	Impact equity investment	P16
	Services related to corporate governance	P17
Age of 100-year life	Asset administration, Asset succession	P18-19
	Wealth management/Real estate	P20
	Asset formation of corporate employees	P21
Diverse Investment needs	Investment in alternative asset	P23
	Real estate	P24
	Asset administration business	P25
Market Expansion	Alliance	P28
	DX	P29

- Expand businesses related to positive impact as with impact evaluation services as the core of added value
- Develop human capital that create new businesses while engages impact evaluation services or practical implementation of superior

Business with impact evaluation footprint

Number of deals by Financial Institution



Impact Evaluation

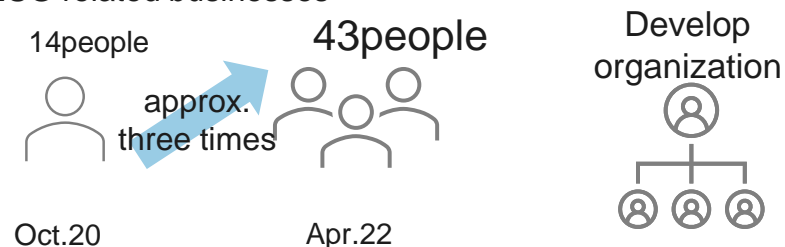
- Evaluate positive/ negative impact created by corporate clients
- Provision of functions to external parties, as well as investment or loan financing based on impact evaluation



Increase
fee income

ESG related business promotion organization

Number of employee engaged in
ESG related businesses



TBF team (Scientific knowledge × Finance・Trust)

Recruited researchers in
cutting-edge technology

7 people (as of Nov.21) → 10people (as of Apr.22)

Environmental Management

All solid Li-air battery

Hydrogen Fuel cell

Mechanical engineering, Metallurgy

Power grid system, Telecommunications

Life science/ Finance

Environment, fuel

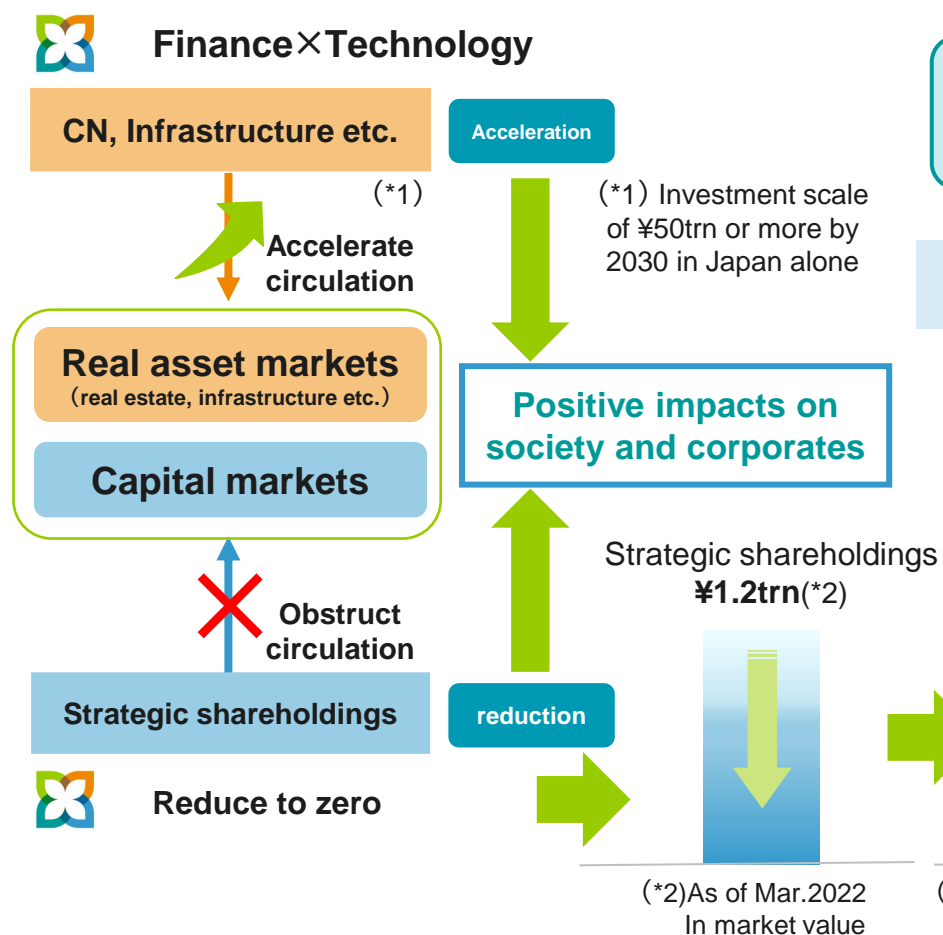
Inorganic materials and processes

Organic material, Sanitization

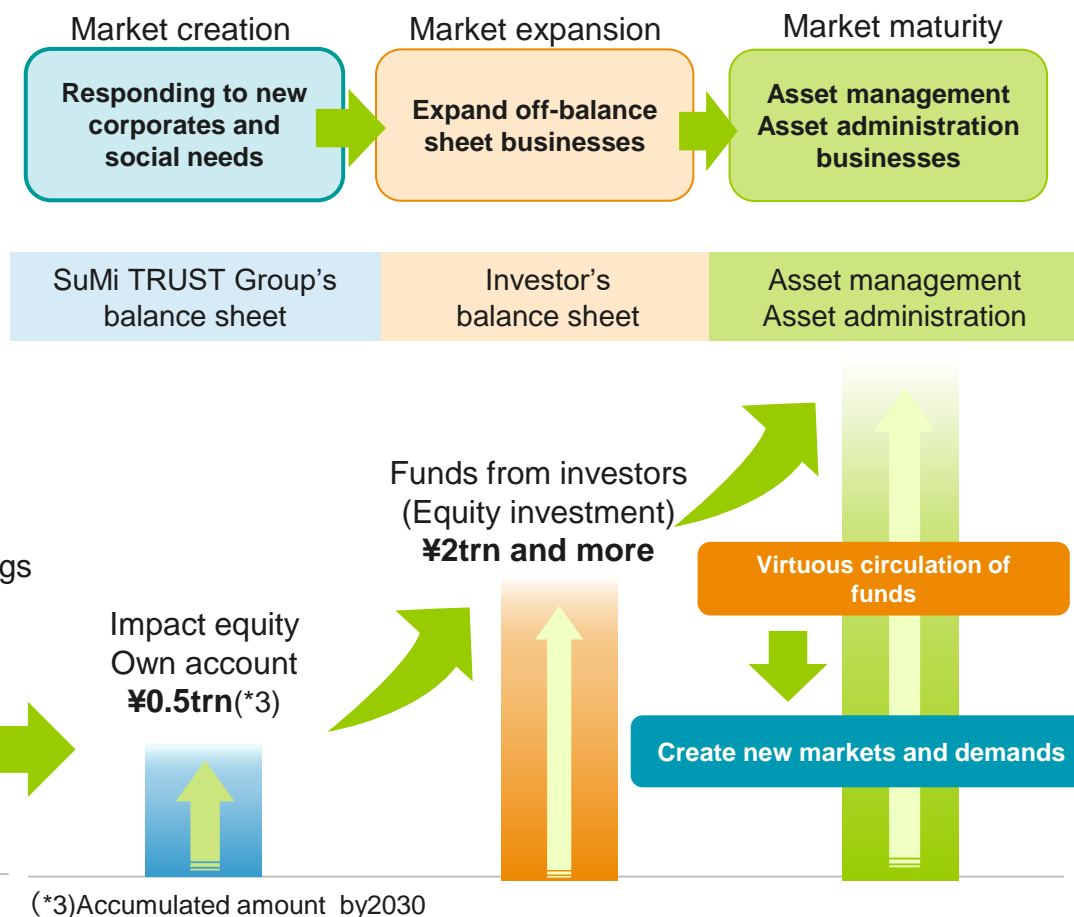
Agricultural engineering / Cultivation technologies

- Utilize capital acquired through reduction of strategic shareholdings in full-scale investment in impact equity which contributes to solving the issues facing society and corporations
- Create new markets and demands by leveraging our equity investment to attract additional funds from investors

Positive impacts on social and corporate issues



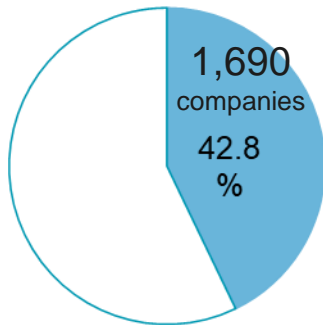
Strives for creation of new markets and demands



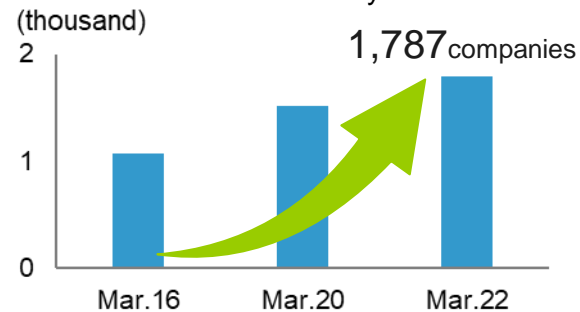
- Create high value-added services such as governance surveys. Support clients' examination of corporate governance.
- Facilitate dialogues with investors and enhance governance consulting menu and increase revenue

Create added value by leveraging client base

<Number of stock transfer agency(*)>



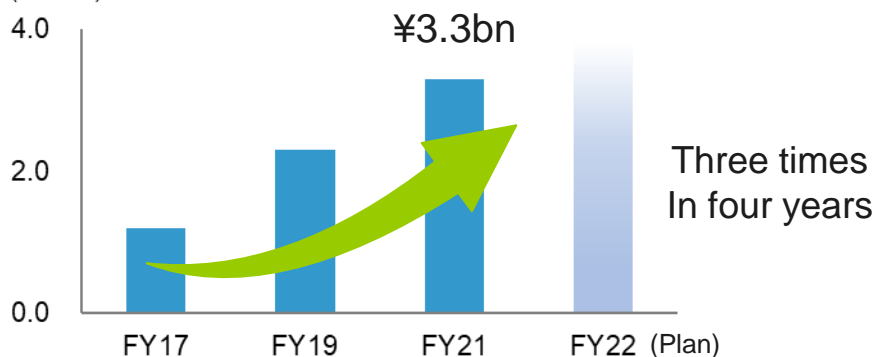
<Number of participants in Governance survey>



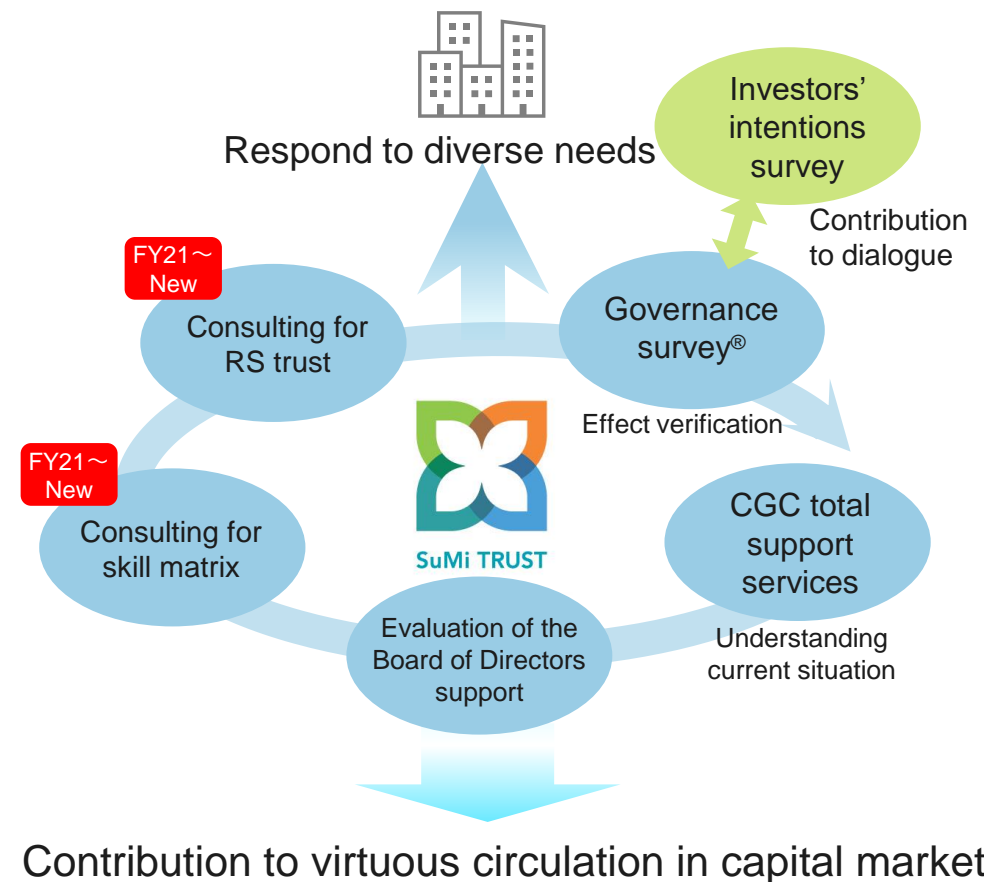
(*) As of Mar.22. Combined total of SuMi TRUST Bank, Tokyo securities Transfer Agent, and Japan Securities Agents (only listed corporate clients)

Revenue from governance consulting services

(Yen bn)



Enhance governance consulting menu

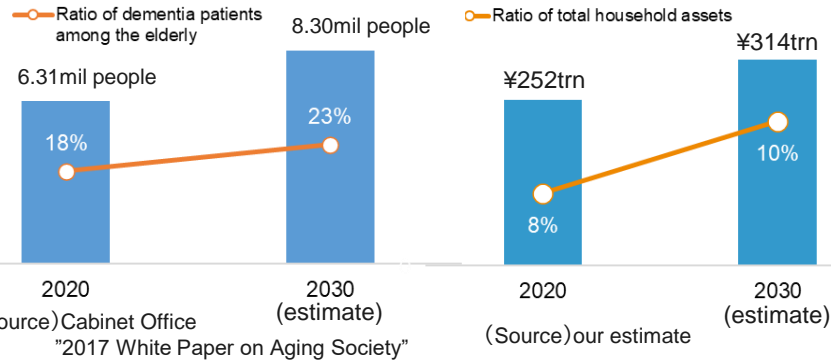


- Increased dementia and frozen assets become social issues due to longevity
- Offer security and peace of mind with trust bank services. Contribute to long- term asset management preparation for longevity

Social issues of super aging society

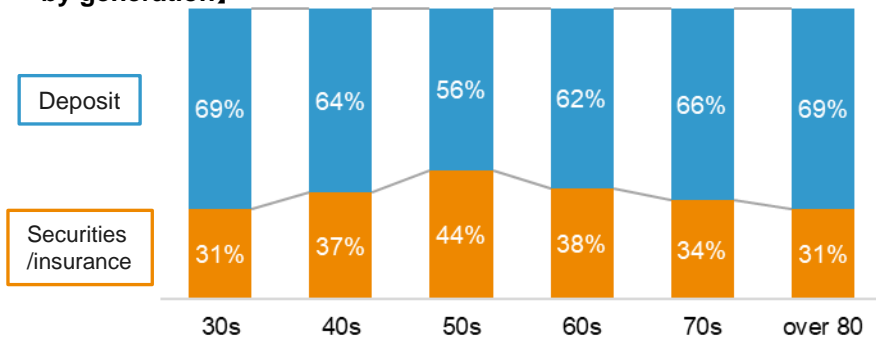
■ Dementia freezes assets

[Number of dementia patients] [frozen assets by dementia]



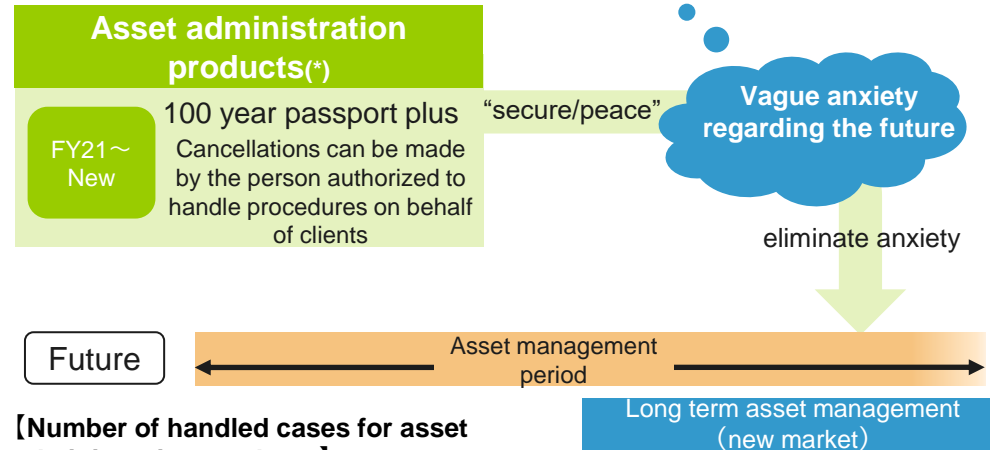
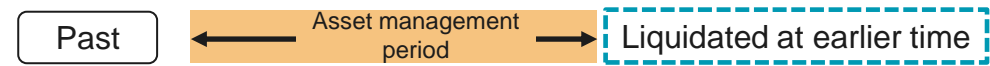
■ Deposits tend to increase after the 60s

[Composition ratio of balance of financial assets of head of household by generation]

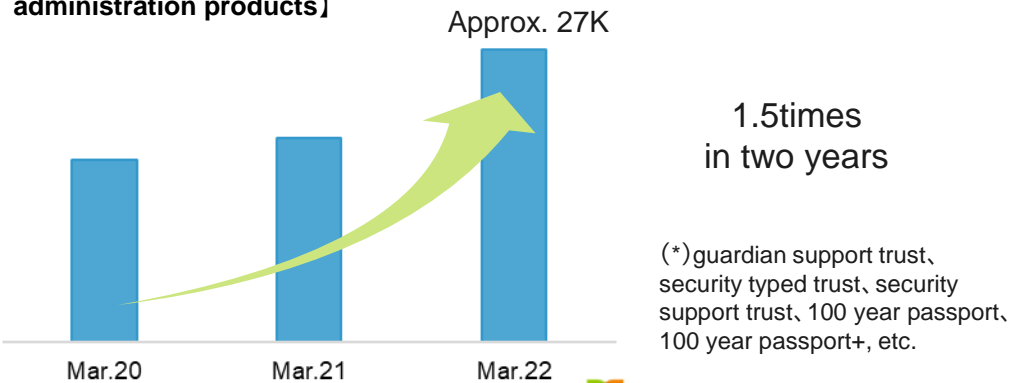


(Source) Statics Bureau of Japan "National Survey of Family Income, Consumption and Wealth in 2019"
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Offer security and peace of mind with trust bank services



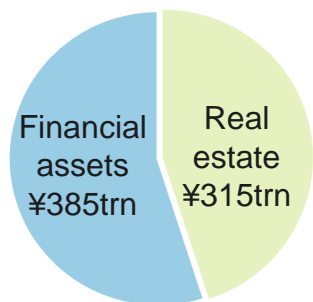
[Number of handled cases for asset administration products]



- Increased in will trusts in the coming great inheritance era. Demonstrate trust bank group's consulting expertise for diverse assets such as financial, real estate and other assets
- Expand ancillary businesses and transactions with next generation

Great inheritance era

Retail asset: ¥3,000trn^{(*)1}
(Financial asset: ¥2,000trn Real estate: ¥1,000trn)



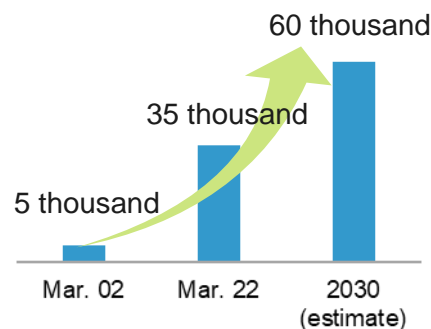
Transferred asset from inheritance: ¥700trn^{(*)2}

(*)1 As of Sep.21

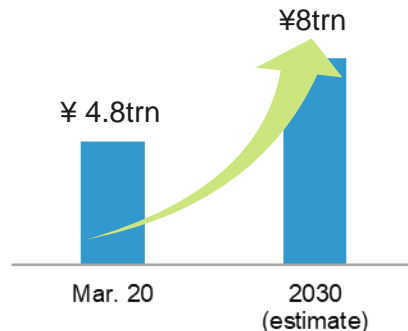
(*)2 From 2020~to 2030 (estimated by SuMi TRUST)

Increase will trusts

【Number of keep wills】

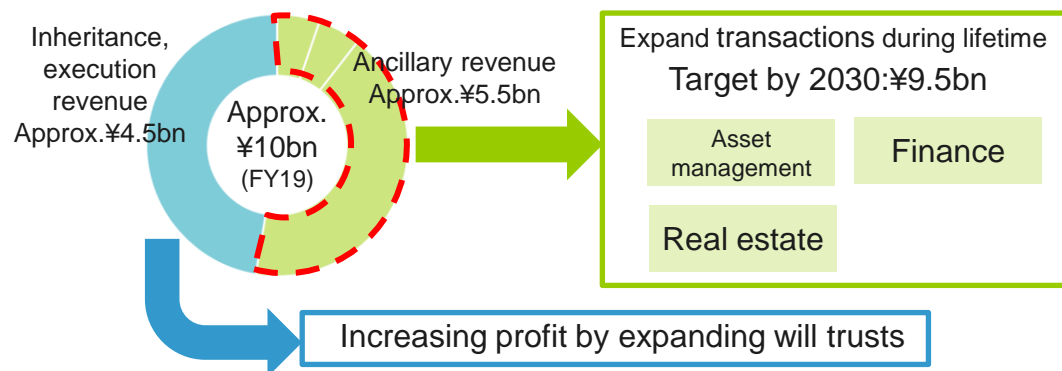


【Total assets of clients we keep wills】



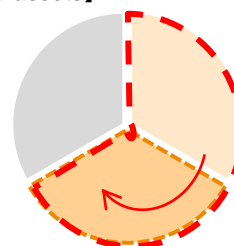
Increase profit from inheritance and ancillary businesses

■ Inheritance/ execution + ancillary revenue



Expand transactions with next generation

【Financial assets】



Total financial asset deposit balance at the time of inheritance : 1/3 ⇒ 2/3

Asset management business with next generation

【Real estate】

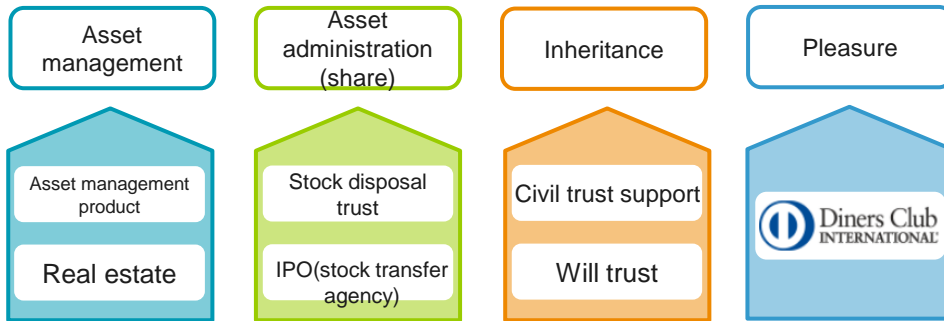
Real estate brokerage after will execution and heritance arrangement

	FY19	FY30 (Target)
Contract ratio	7%	10%
Brokerage fee	¥0.25bn	¥1.5bn

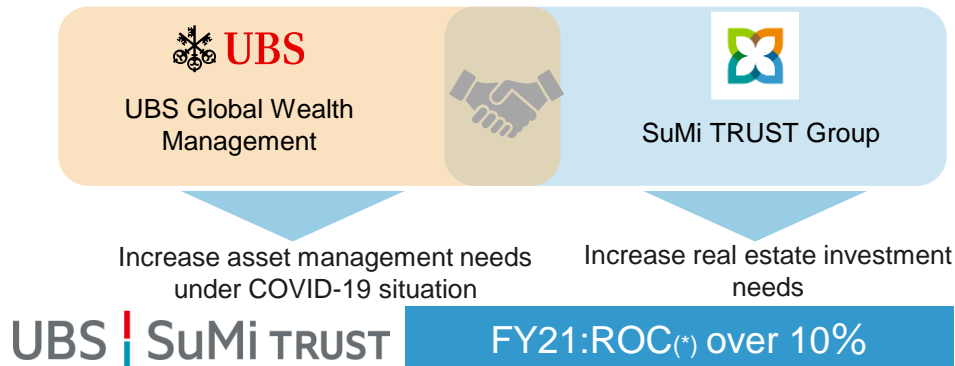
- Provide a variety of trust bank group's services to meet high net-worth clients' asset management, asset administration and inheritance needs
- Needs for investment in real estate and other assets are expanding in light of inflation risks, etc.

Needs from high net-worth clients

■ Make full use of trust bank group functions



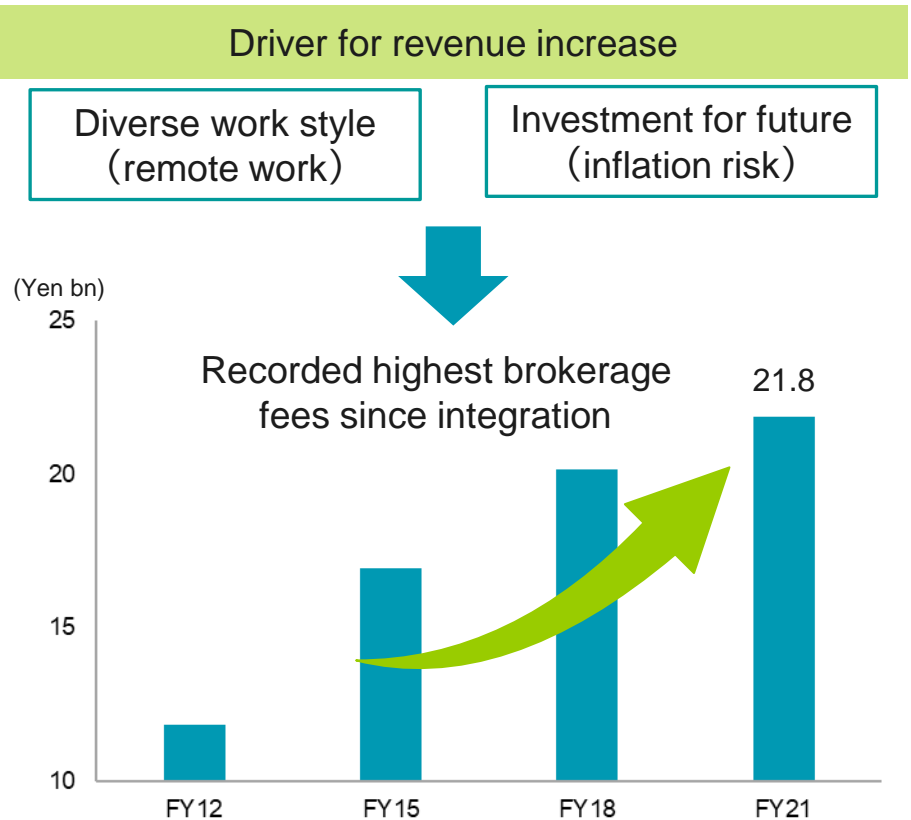
Collaboration with UBS



(*) Profit before amortization of goodwill and after tax / required capital

Real estate (retail client)

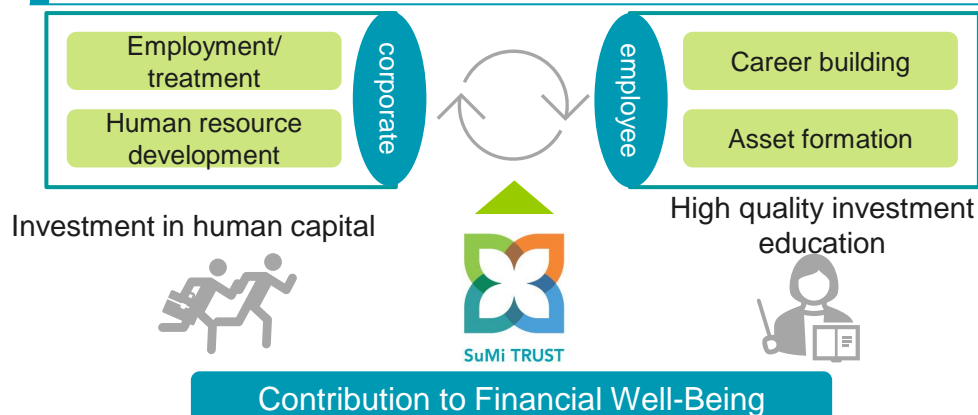
■ Real estate brokerage fees (SuMi TRUST Realty)



Asset formation generation (Work place business)

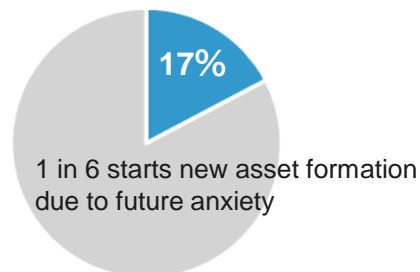
- Connecting the human capital investment needs of companies with the asset formation needs of their employees
- Support asset formation and asset optimization through comprehensive life planning consultation and advanced investment education

Respond to challenges faced by corporate and employee



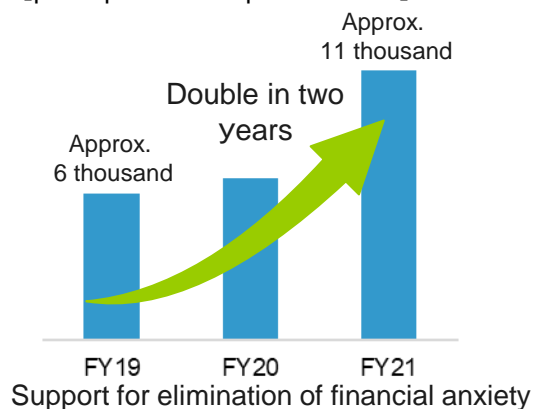
Increase anxiety about future

【survey about asset formation】



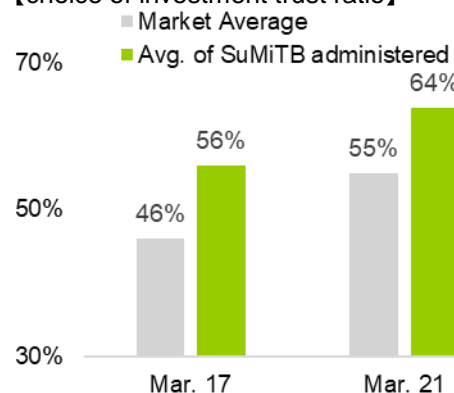
(Source)
Number: 7,490 people
Timing: Mar. 21
Percentage of respondents who started asset-building behavior with COVID-19

【participants in life plan seminar】

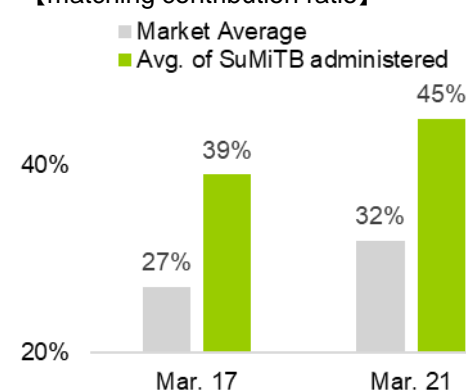


Choice of investment trust rate and others of DC subscriber

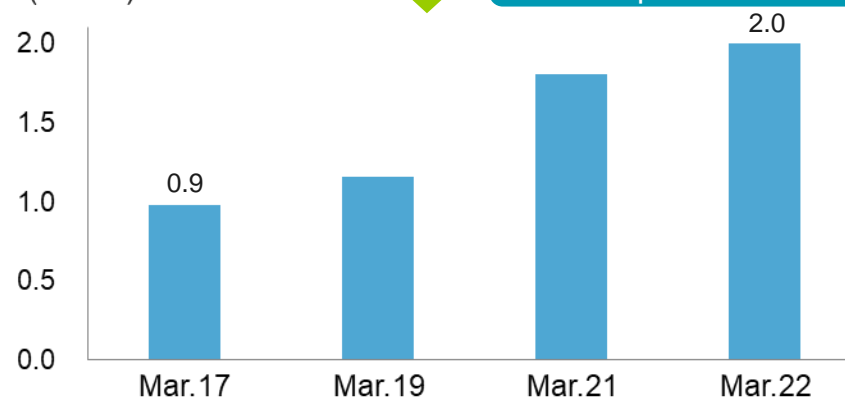
【choice of investment trust ratio】



【matching contribution ratio】



【amount of DC investment trust】
(Yen trn)

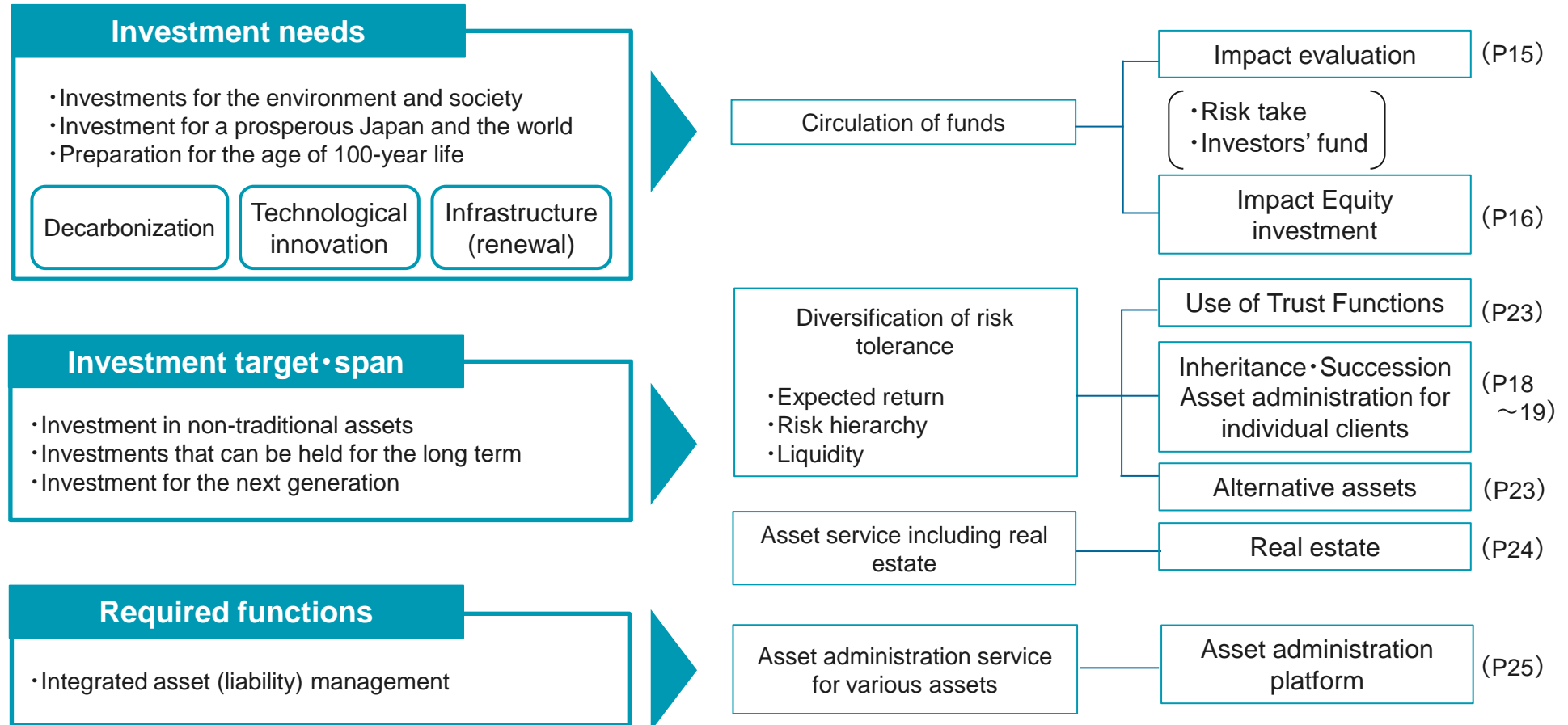


(*) amount of DC investment trust sold by SuMiTB via DC plans

- The social issues of ESG and age of 100-year life create diverse investment opportunities
- Investment needs in alternative assets and related service opportunities are expected to be expanding

Due to ESG and age of 100-year life + Inflation

Value we offer

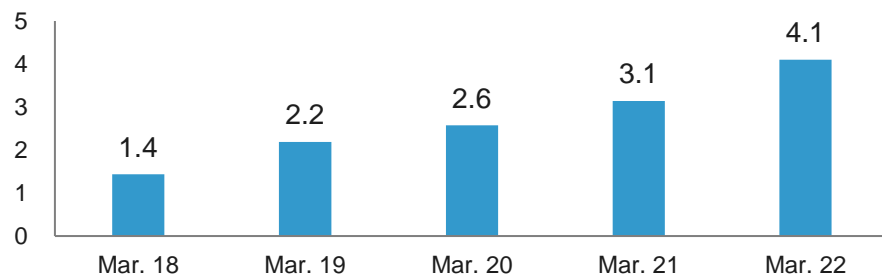


- Growth of expanding private asset investment by corporate clients. Long-term performance using our own balance sheet is also valued by the market and investors
- Providing opportunities to individual clients to invest in alternative assets through fund wrap and core wrap products

Investment opportunities for corporate clients

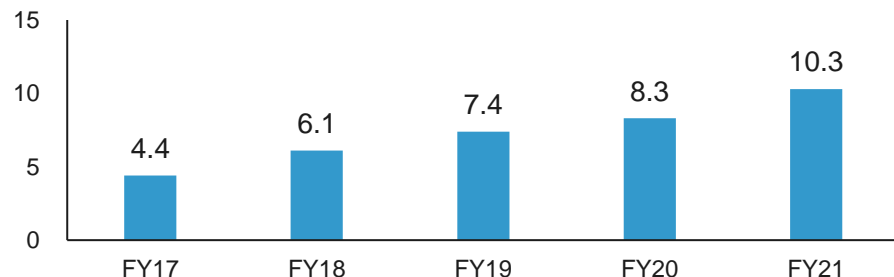
■ Private asset^(*1)AUM

(Yen trn)



■ Private asset^(*1) related income

(Yen bn)

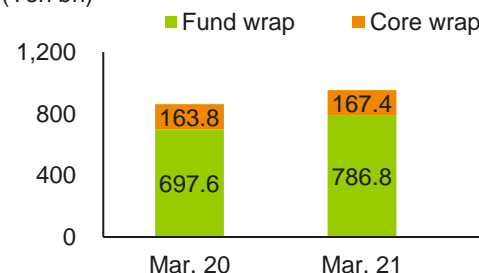


(*1) Mainly in low-liquidity assets such as PE, infrastructure, domestic or international real estate, etc.

Investment opportunities for individual clients

■ Fund wrap and Core wrap (*2, discretionary investment) balances

(Yen bn)



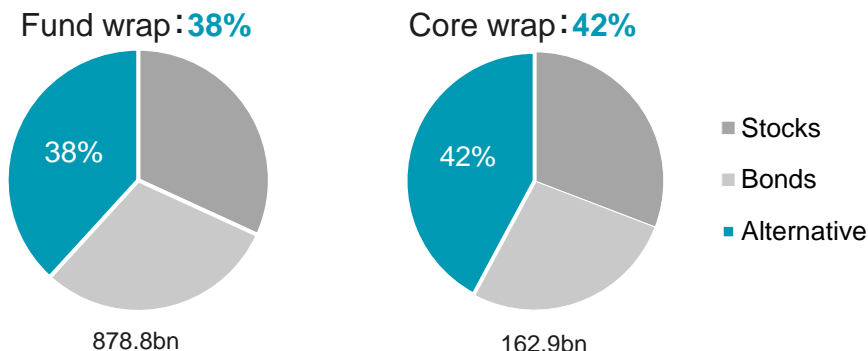
Expertise in alternative investment developed for pension investors



Inflation protection needs of individual clients

(*2) Fund wrap is total of 3 management types, "include alternative", "not include alternative", and "not include hedge funds". Core wrap is total of "Stable", "Growth", Aggressive growth", Switching", "Switching wide", and Satewrap

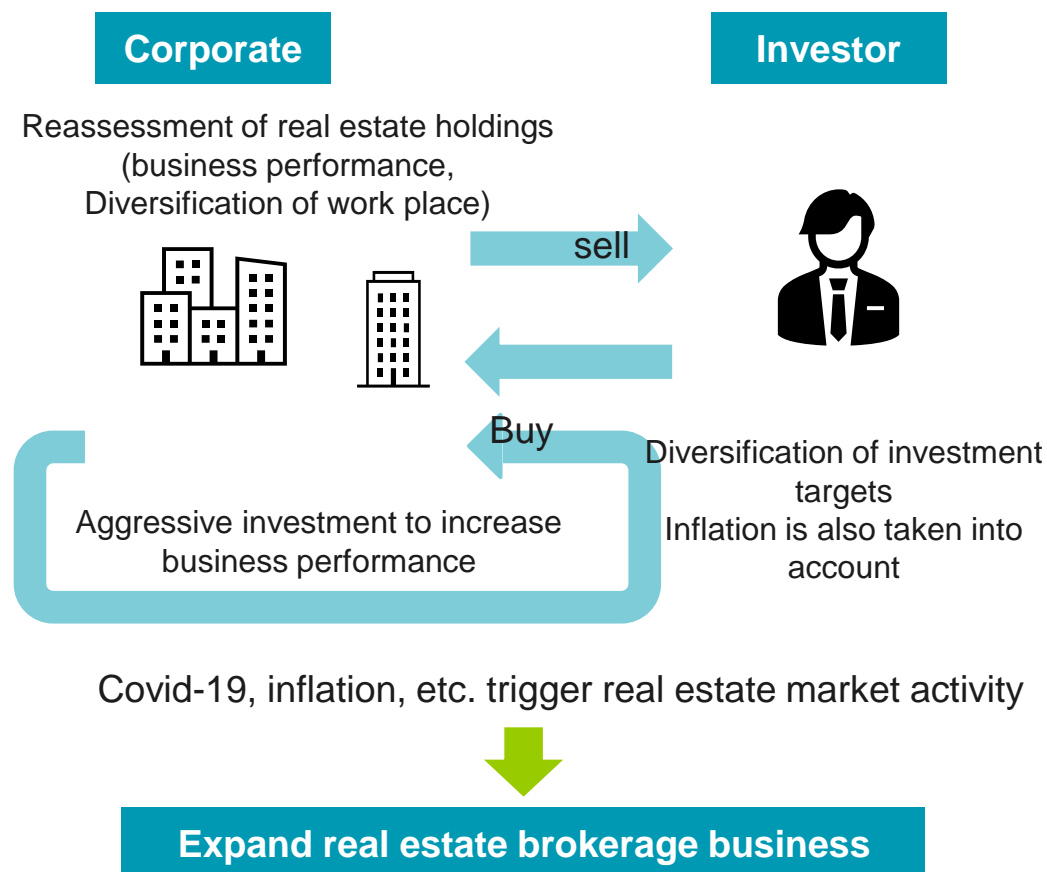
■ Percentage of alternative investment (*3, as of Mar. 22)



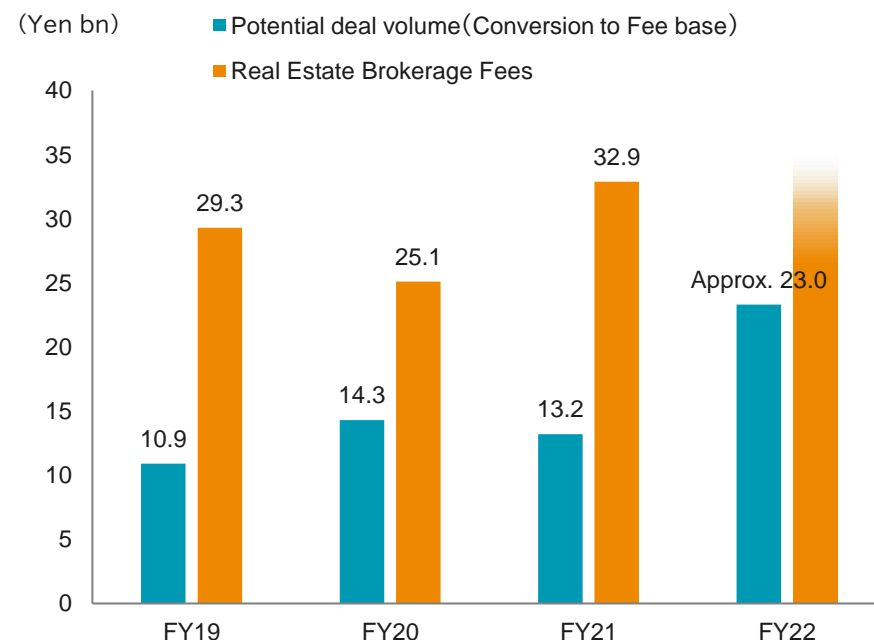
(*3) Total of hedge funds commodities, J-REIT, and G-REIT. Cash is not included in the calculation of percentage

- Investor's appetite in real estate assets remains strong while companies are reassessing their real estate assets in the wake of Covid-19
- Potential deal pipeline for FY22 has been accumulated well as steadily as FY21

■ Current transaction needs



■ Real estate brokerage business fees(corporate)

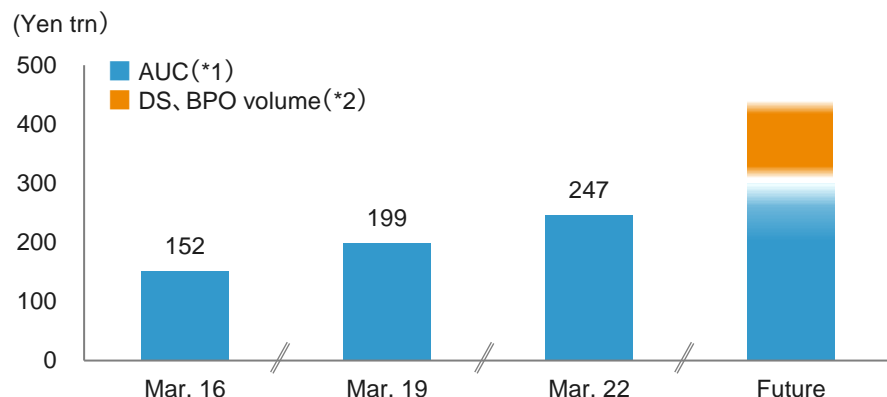


Highest profit since integration in FY21

Steady accumulation of potential deals for FY22

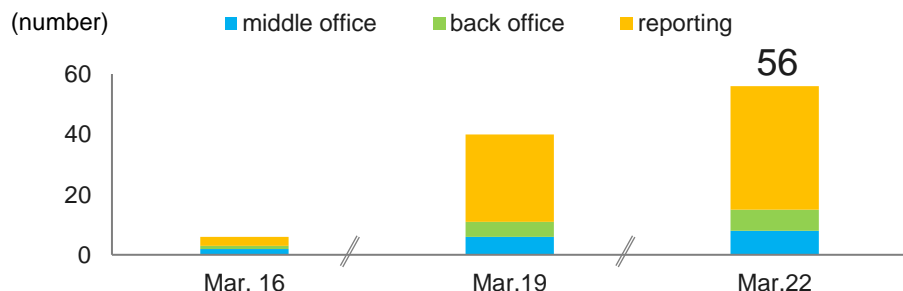
- Steadily growth of expanding AUC. Providing value-added services such as data analysis to meet the various investment needs of investors
- Expanding real estate trust balance as well as various services for trust beneficiaries

SuMi TRUST Group's AUC



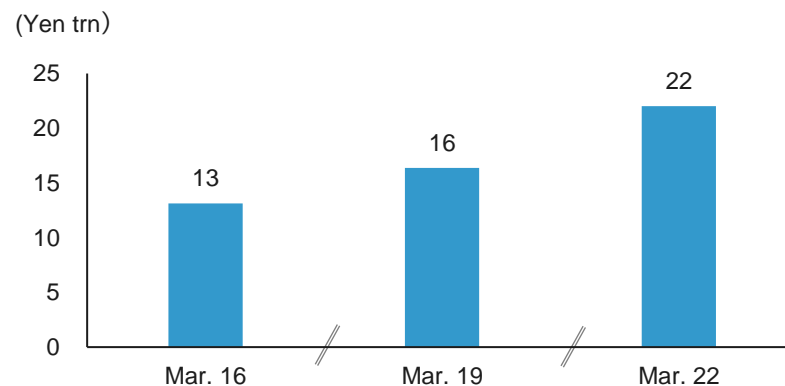
Expand DS and BPO businesses based on JABIS
(Japan Asset Information Services *3)

[Status of service contracts of JABIS]



(*1) Overseas AUC is converted at each FY-end rate (*2) DS:Data Service, BPO:Business Process Outsourcing
(*3) Out-sourcing service for securities administration

Real estate trust balance



Expanded services for trust beneficiaries

Real estate
aggregation services
(Support for electricity rate
optimization etc.)

CASBEE certification
support consulting

Visualization of real estate
related information
(Building a real estate data base
exclusively for clients)

Development of new services
for achieving carbon neutrality
of entrusted real estate

(Reference) Initiatives of Asset management subsidiaries ~Global network~

- Develop businesses globally in areas where each subsidiary can take advantage of their special characteristics and functions
- Contribute to a virtuous circulation of capital by expanding the number of market participants and diversifying investment products

Sumitomo Mitsui Trust Asset Management (SMTAM)

Strong point

Large-scale and medium-to long-term operations in Japan
Operational skill to meet investors' high demands

Strategy

Expand overseas market with high potential for increasing AUM
Ride the trend toward passive management and expand global passive products

ARK Investment

Rongtong Fund Management Co., Ltd.

SMTAM

nikko am
Nikko Asset Management

Nikko Asset Management (NAM)

Strong point

Unique overseas network with own overseas affiliates and affiliated investment partners
Develop and provide cutting-edge products

Strategy

Utilize the network to develop cross-border products
Examples: UCITS, Overseas ETF

Main operational and sales functions (SMTAM + SuMiTB)

Main operational and sales functions (NAM)

Focus area (SMTAM)

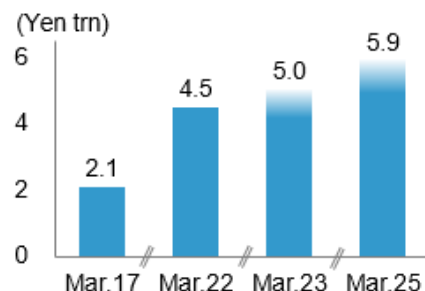
Focus area (NAM)

(Reference) Initiatives of Asset management subsidiaries ~Business development utilizing the characteristics of the companies~

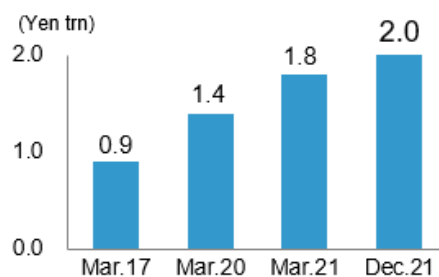
- SMTAM: Steadily building up AUM by leveraging strengths such as business scale and quality. Focus on global expansion going forward
- NAM: Expand asset management business through its global network and advanced product offerings

SMTAM: Achievement in Japan and expanding overseas AUM

【Change in long seller fund(*1)】



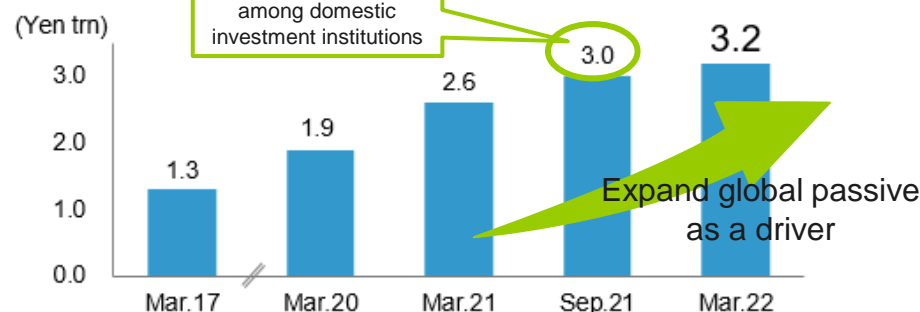
【Change in DC investment trusts】



(*)Source: "Nenkin jouhou"

Meticulous investor relations and high-quality asset management cultivated in domestic market

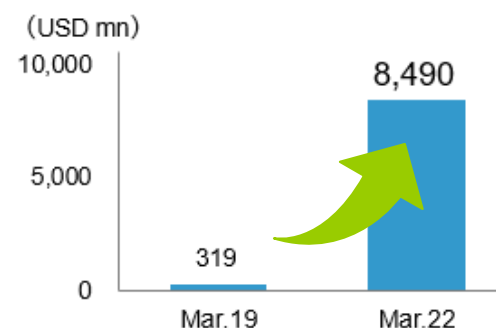
【Overseas AUM】



(*1) Funds out of publicly offered investment trusts that are assumed to be for core investments that exceed life of 5 or more years

NAM: Business development utilizing its network

【Change in UCITS funds】



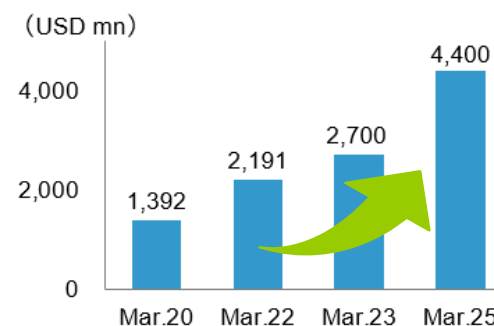
Enabling investment in the EU from various locations around the world

Utilize advanced ARK advisory fund



Attract more investor funds

【Balance and targets of listed ETFs in overseas markets(*2)】



Widely acclaimed as a cutting-edge and creative product

Expanded cross-border sales, including listing of Chinese ETF on the Singapore market

(*2) Mainly Hong Kong and Singapore market

- Offer business opportunities to investors created by tackling social issues through alliances with regional financial institutions
- Strive to promote further circulation and expand markets

■ ESG Regional Finance and Decarbonization study group

Participants Regional banks, Insurance companies, etc. 80 companies

Theme ESG regional finance, Decarbonization, Sustainable management

Purpose Strengthen cooperation among participating institutions through sharing information on the latest trends, and resolute activities for solving issues

Carbon neutrality related

Sharing latest trend and transaction

Regional
banks
Insurance
companies

SuMi
TRUST

Joint investment and financing

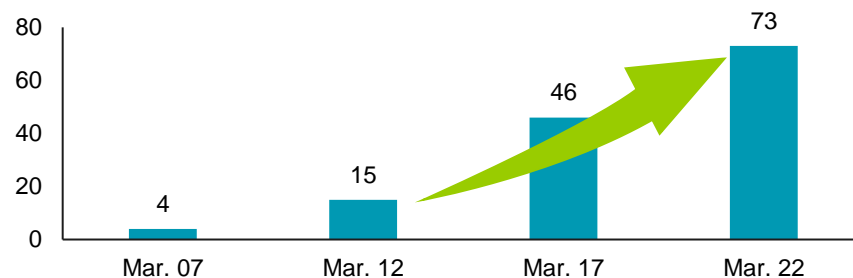
Community-driven ESG/SDGs-related Information

Demands for carbon neutrality from local areas

■ information on real estate brokerage from regional banks

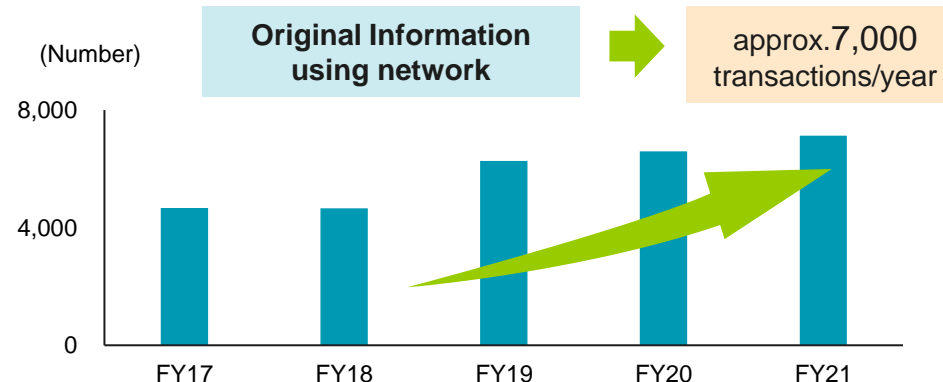
[Number of partners(*)]

(Number)



[Number of information from partners]

(Number)

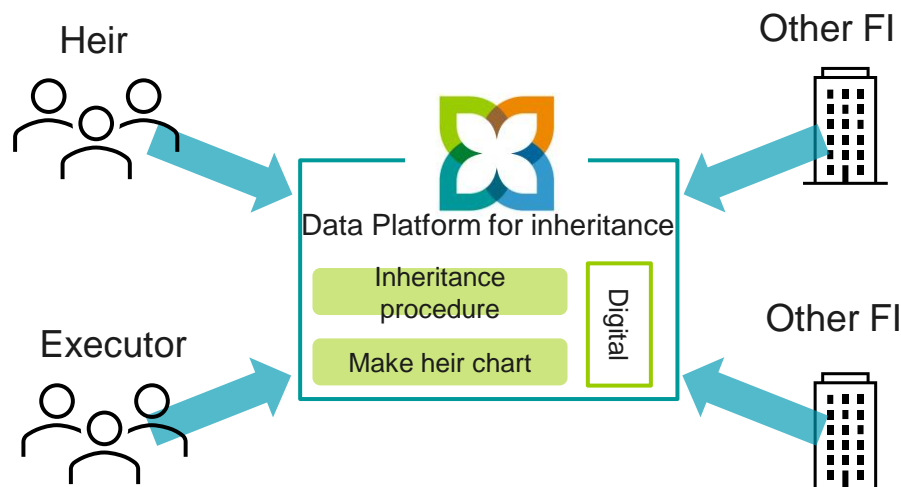


(*) Includes non-financial partners

- Strive to create and expand new markets in various situations by utilizing DX

Platform(Inheritance)

Lead the market as a platformer in advanced area of trust bank



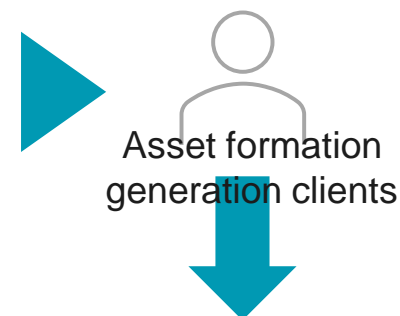
Reduce burden on individuals and financial institutions due to inheritance

⇒ Offer more advanced inheritance services by utilizing released management resources

Smart Life Designer

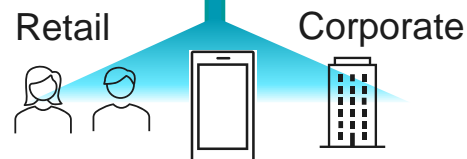


Provide information on asset formation comprehensively



Expand transactions from DC to others (asset management, real estate, etc.)

SuMiTB NEOBANK(tentative name)

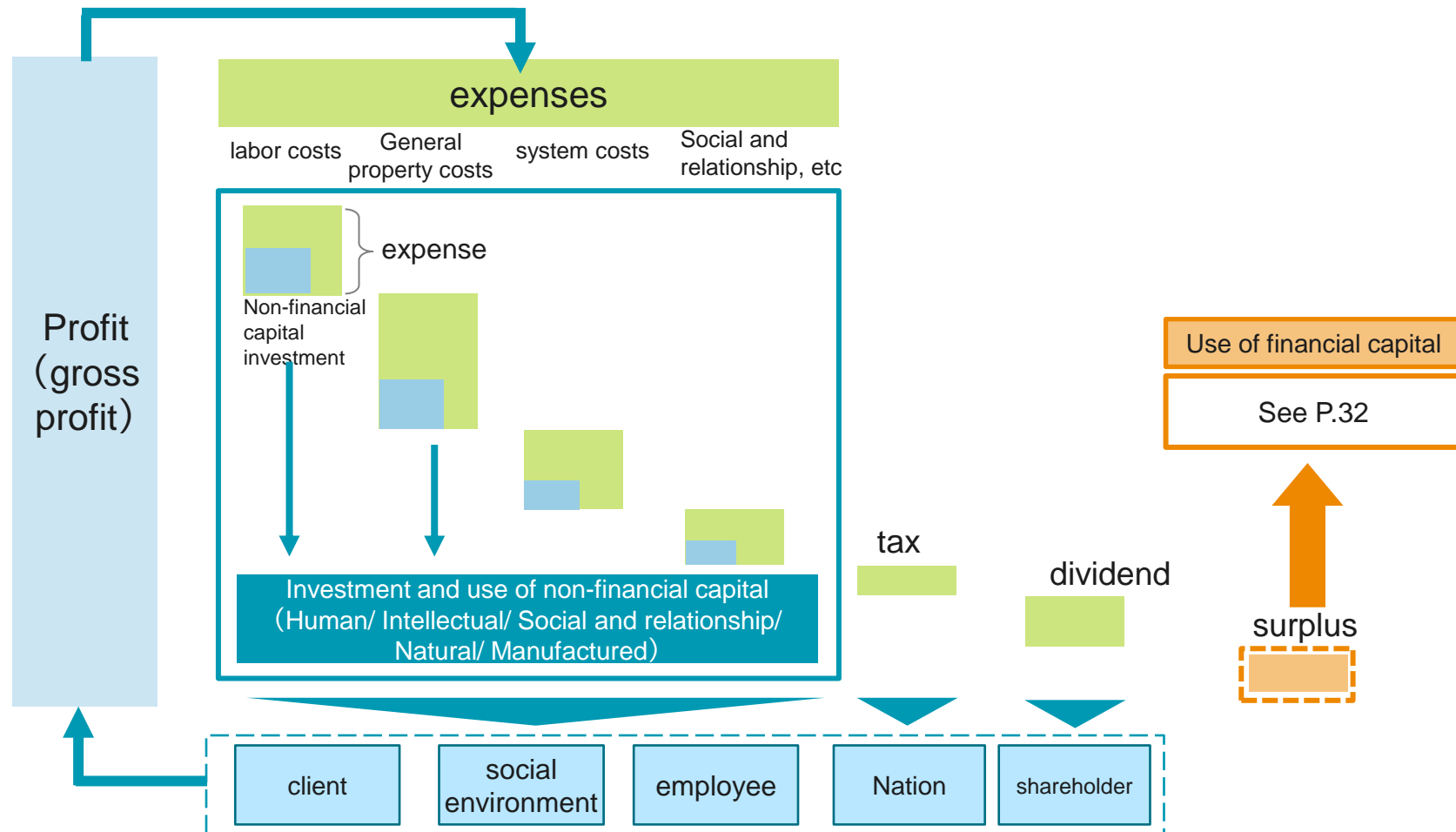


Provide banking services more conveniently via NEOBANK

2. Capital utilization

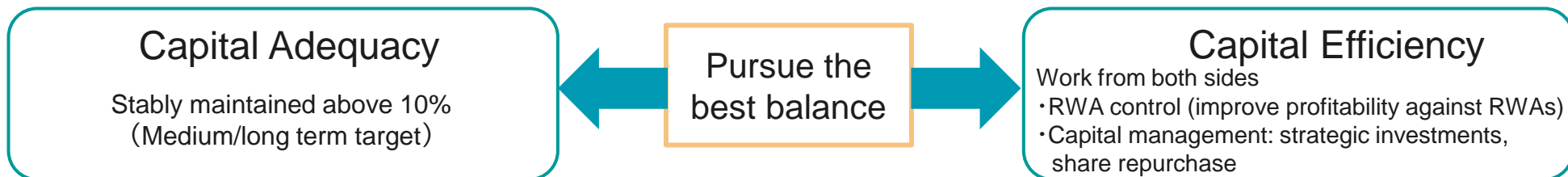
Financial capital ~Capital utilization~

- Promote investment in non-financial capital to achieve sustainable growth
- Utilize financial capital with the intention of improving capital efficiency in the medium term



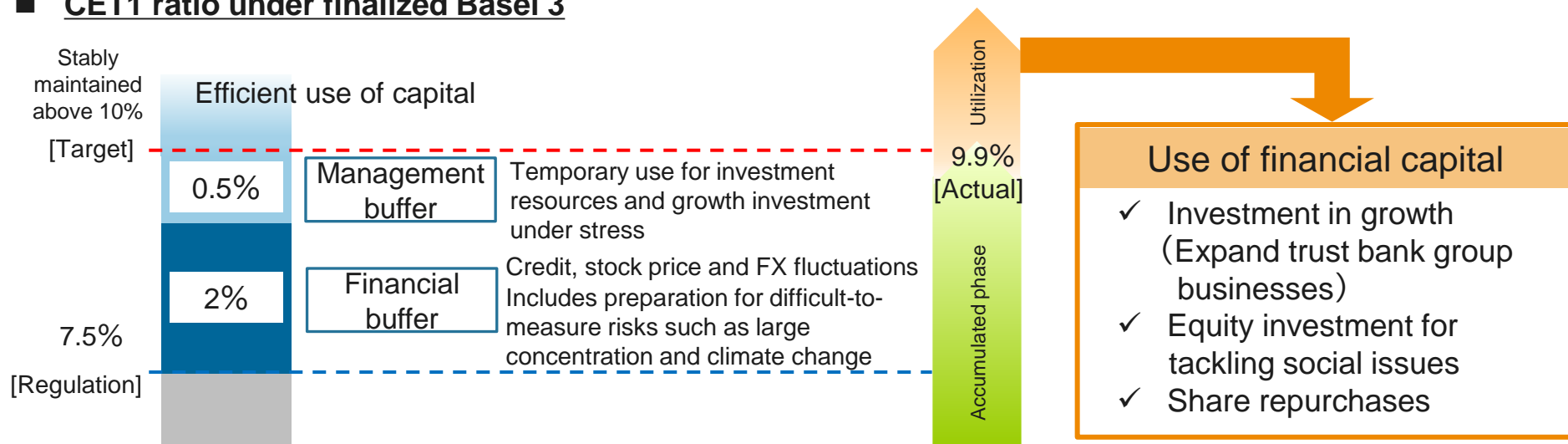
Financial capital ~Capital policy~

- Despite the impact of depreciation of JPY, CET1 ratio(finalized Basel3) remained at around 10%, which sufficiently clears the target range of capital adequacy
- In addition to investment contributing to solving social issues and our future growth, we consider share repurchase in balanced manner



Dividends Positioned as recurring distribution of profits. Aiming for sustainable dividend increase in line with profit growth

■ CET1 ratio under finalized Basel 3



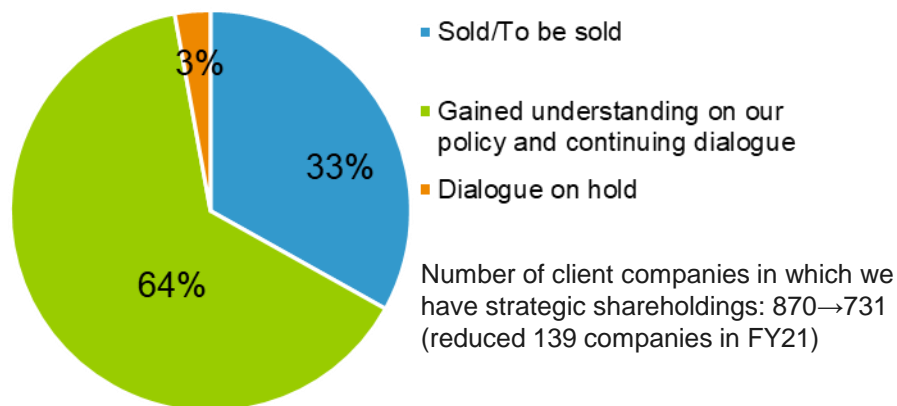
Use of financial capital

- ✓ Investment in growth (Expand trust bank group businesses)
- ✓ Equity investment for tackling social issues
- ✓ Share repurchases

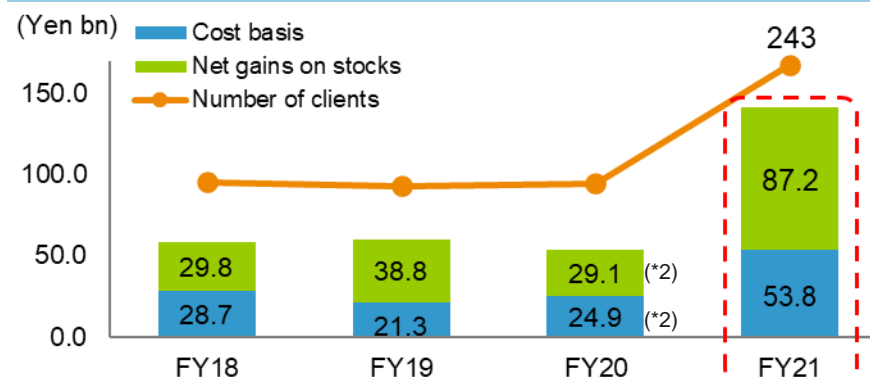
Reduction of strategic shareholdings

- Steady progress in dialogue with clients, based on our new policy regarding reduction of strategic shareholdings
- Reduced ¥53.8bn(at cost) in FY21. Amount sold/ to be sold reached 70% of the two-year target

Dialogue with clients

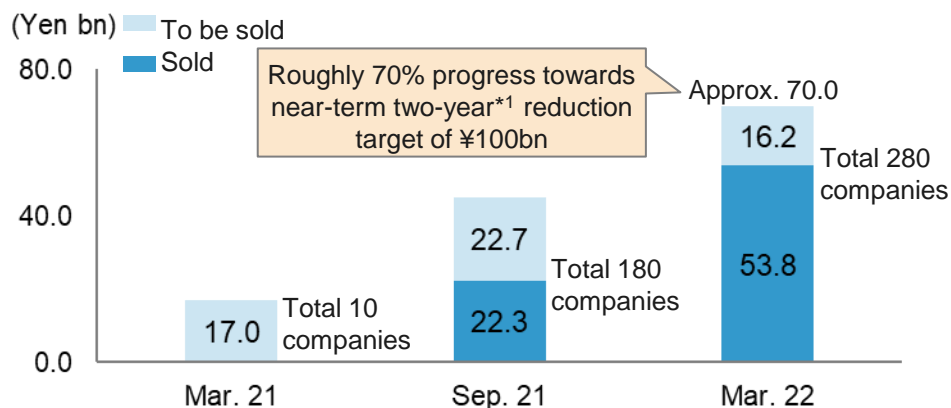


Reduction (consolidated basis)



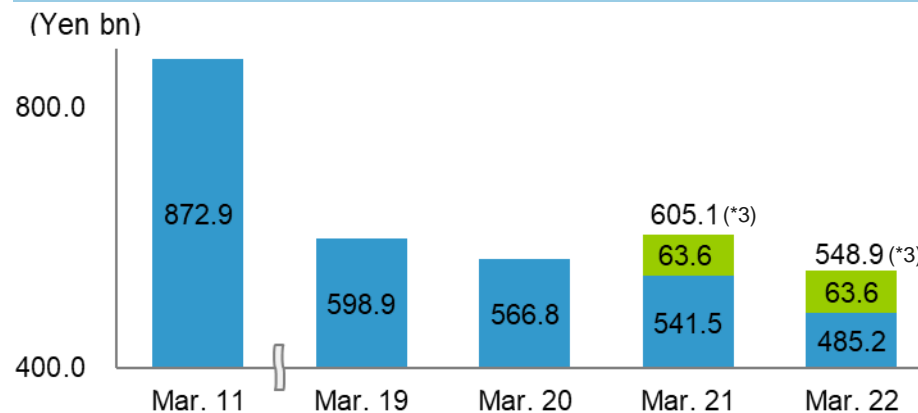
(*2) Excluding sold and repurchased shares in FY20/4Q

Amount sold/ to be sold (cost basis) (consolidated basis)



(*1) From Apr. 21 to Mar. 23

Cost basis balance of strategic shareholdings(consolidated basis)



(*3) Including ¥63.6bn (at cost) of sold and repurchased shares in FY20/4Q

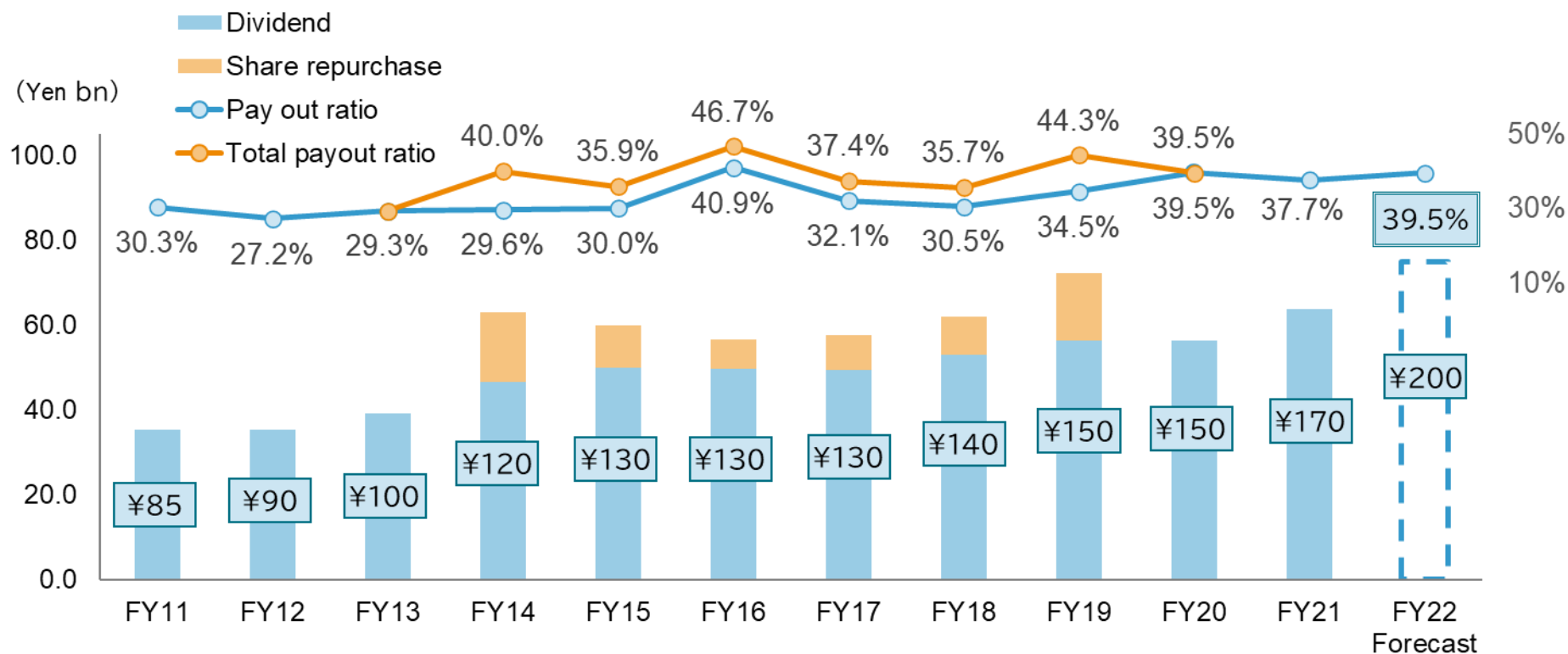
Shareholder return policy

- Maintain our shareholder return policy with consolidated dividend payout target ratio of 40%. Dividend per share doubled in the past 10 years
- Forecast ¥30 increase in dividends to ¥200 in FY22

Shareholder return policy

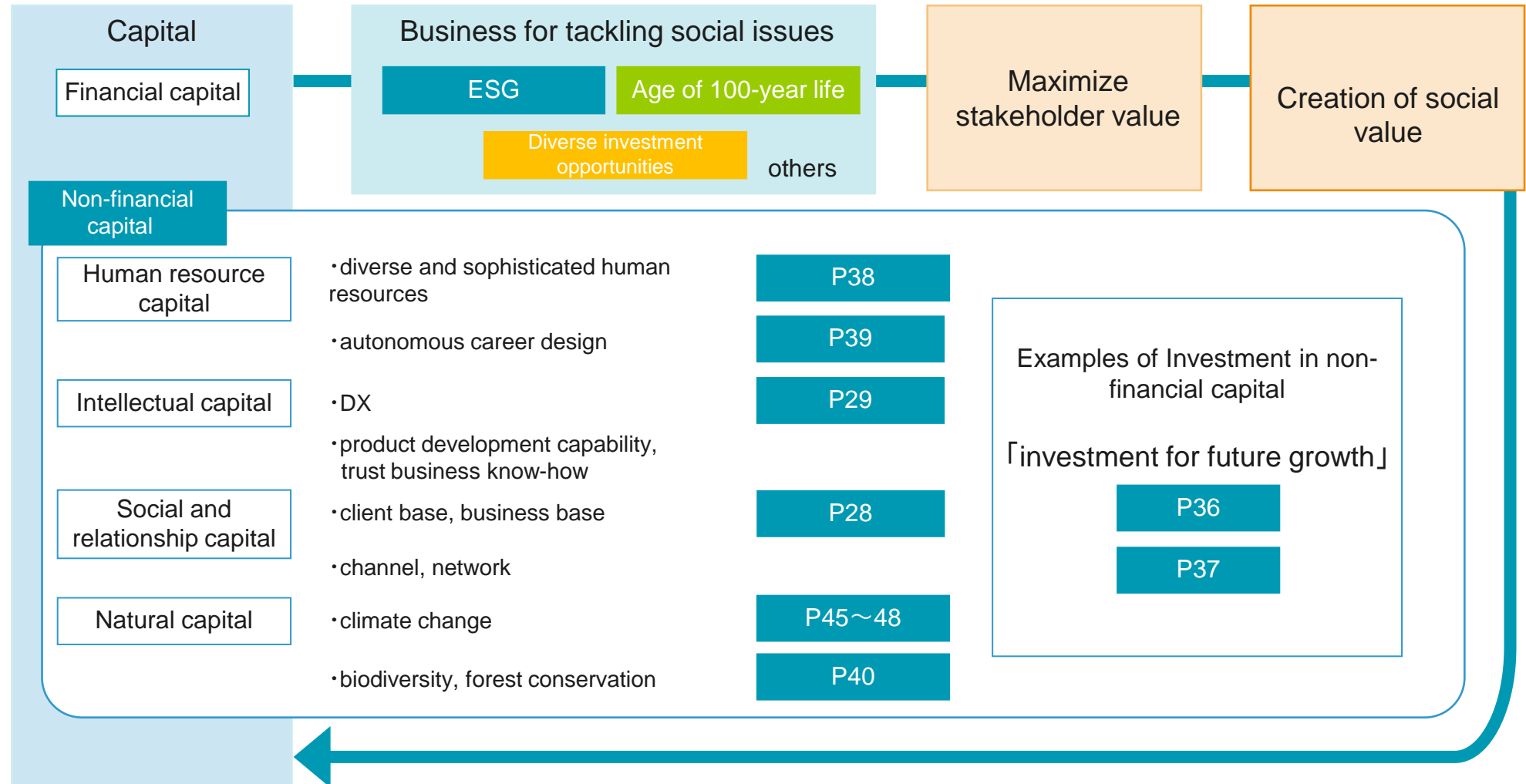
- As a means of returning shareholder's profits commensurate with earnings, aim to raise consolidated dividend payout ratio to around 40% in or around FY22.
- May consider share repurchase flexibly based on the balance with investment in profit growth opportunities from our medium- to long term perspective, and the effect of the repurchase on capital efficiency improvement, subject to securing adequate capital level

■ Shareholder return



Non-financial capital ~Investment in non-financial capital~

- Accelerate investment in non-financial capital such as human resources and digitalization to achieve future growth
- Continuous enhancement of non-financial capital from long term and sustainable investment in the foundation of our group strength

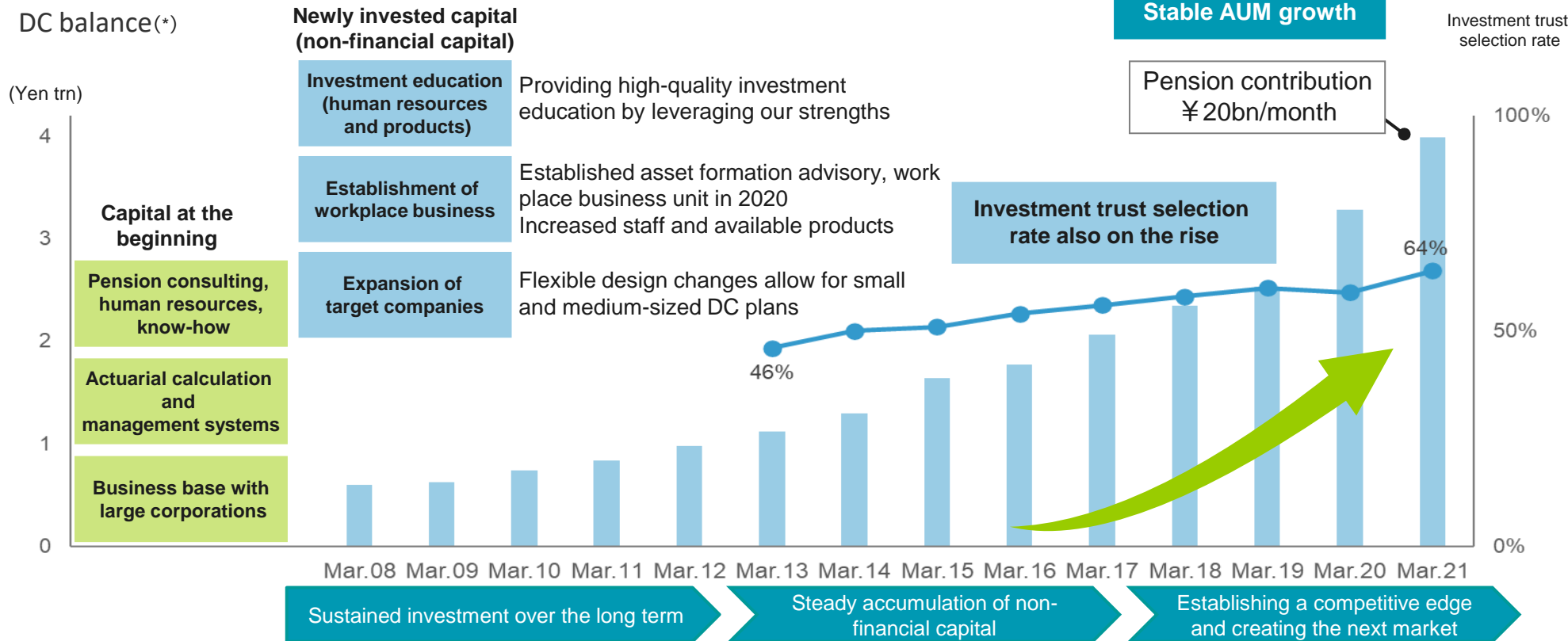


Non-financial capital ~Successful investment :Defined contribution pension plan~

- Invest in non-financial capital over the long-term with an eye on overcoming asset formation challenges faced by Japanese citizens
- Also provide high-quality investment education and create virtuous circulation of funds

Social and clients' challenges

Vague concerns about pension benefits in a society with a declining birthrate (decrease in workers) and aging population



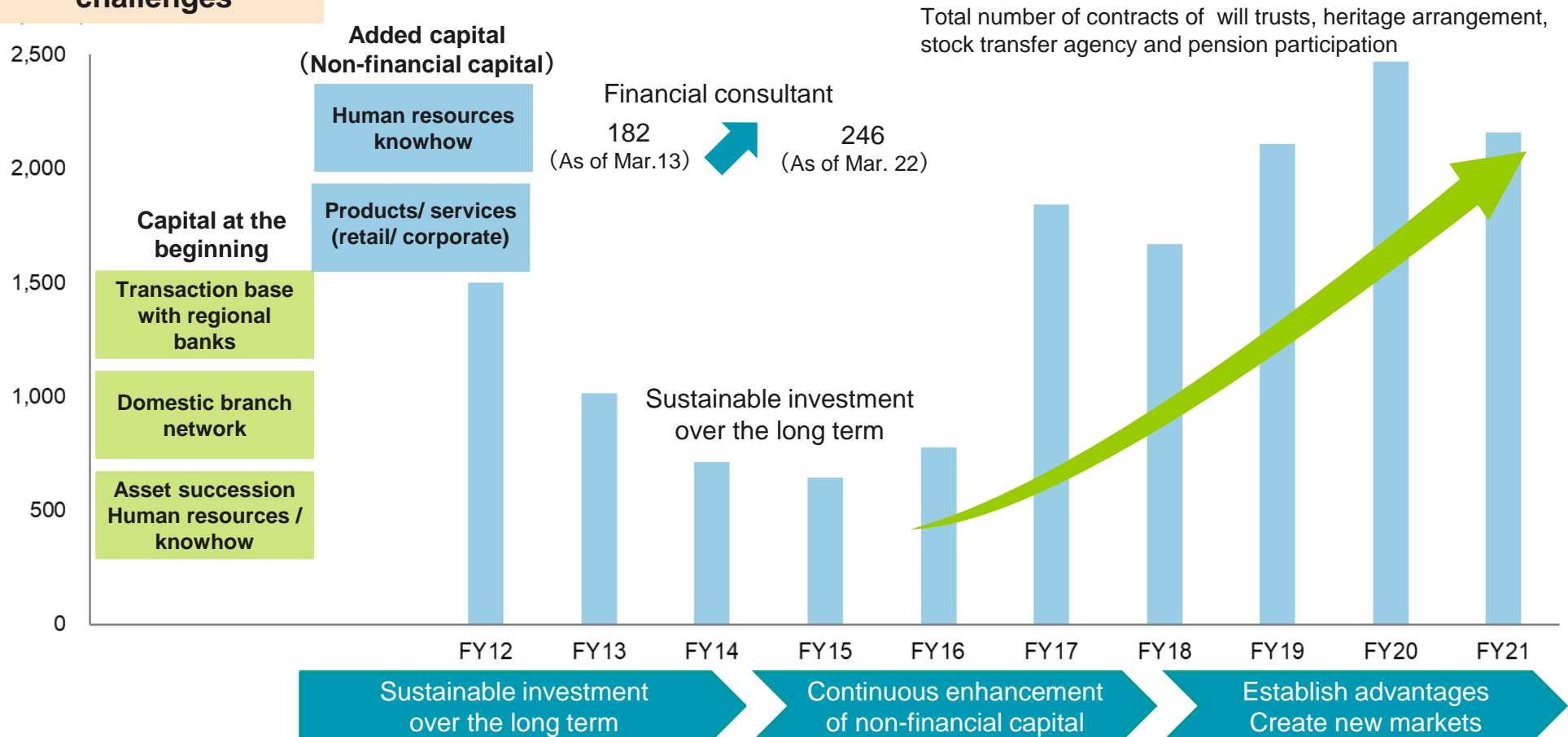
(*) DC balance for which SuMi TRUST Bank is entrusted with the operation and administration
Figures before 2011 are the sum of Chuo Mitsui Trust Holdings, Inc. and The Sumitomo Trust and Banking Co., Ltd.

Non-financial capital Successful investment ~network with regional banks~

- Build framework for providing trust bank group's expertise and sophisticated services with diverse stakeholders
- Expand collaboration areas from asset succession and real estate to carbon neutrality

Social and clients' challenges

Withering local economy, continuous low interest environment



Non-financial capital ~Investment in human capital①~

- Increase investment in human capital and enhance human resources typical of a trust bank group

Enhance specialist portfolio in response to diverse needs

Outstanding specialists portfolio (As of Apr. 22)

Licensed real estate appraiser(*1)

159

Pension actuaries

47

In-house lawyer

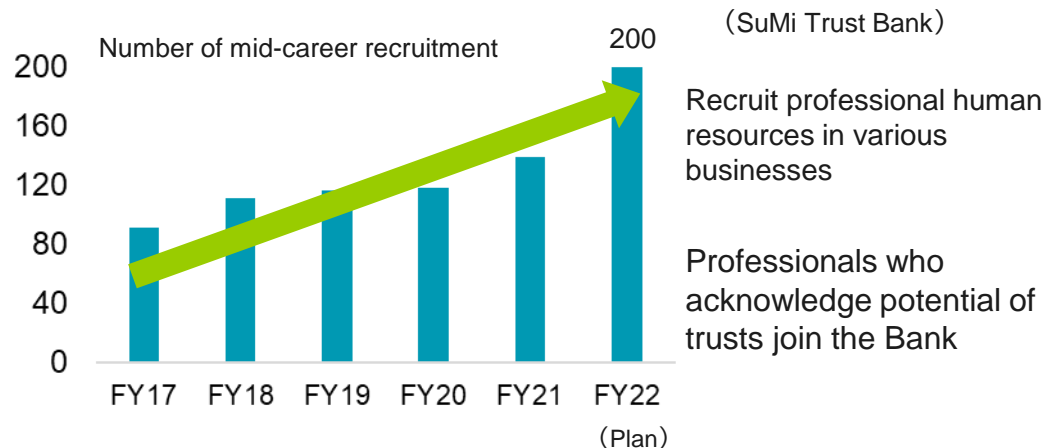
31

(SuMi TRUST HD)

(*1) total of licensed real estate appraiser and real estate appraisal assistant

(SuMi TRUST Bank)

Increase number of mid-career recruitment



Increase investment in human capital

(SuMi Trust Bank)

Investment of ave. 4.5% (compare to annual income) per one employee (FY22)

Base-increment 1.5%

Promotion / income raise

Each menu①~③

Menu① stock incentive plan

Pursue mid to long term growth on the same page

Stock compensation (RS trust)(*2) / Expansion of employee stock ownership plan

(*2) considering framework that combines advantages of stock swap trust and restricted stock

Menu② Expansion certification as expertized employees

Enhance treatment of expertized employees

Enhance treatment of employees with expertise in all age groups(*3)

(*3) Target for certification as expertized employees were limited to a certain age or elder

Menu③ Re-skilling

Enhance investment in human resource development (details in next page)

Non-financial capital ~Investment in human capital②~

- Provide opportunities for employees to plan and select their career building and skill development

Reskilling (provide opportunity to learn)

IT/ Digital

Acquire essential IT / digital skills for employees and companies



Cloud novice course

Google AI experience

Basic study
Various classes

DX boot camp

RPA builder training

Professional skill
improvement

Information security

Block chain



Send to university/
research institute/ IT
company

udemy business

- All aspiring employees can participate
- Support for acquisition of qualification and practical skill

Support for acquiring creative knowledge and skills for future

Financial education

ESG/SDGs

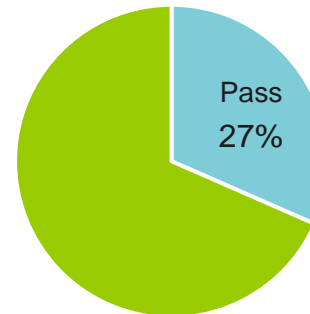
Provide advanced investment education know-how cultivated in the pension and workplace business to our employees

Job posting system

(SuMi TRUST Bank)

Employees can select the jobs and departments they wish to engage in and challenge the selection process

FY21 Actual



Data of applicants

- ✓ Number : 359 people
- ✓ Ave. age : 30.8 years old

Support for younger employees to plan their career autonomously

In-house side job system

(SuMi TRUST Bank)

Started operation in Oct.21 as part of job posting system

- Engage in other department's job as a in-house side job
- Expect for broad skill development and innovation promotion



< Voice from participants >

It was good opportunity to oversee original jobs from the different point of view based on side job experience

I challenged desired job compatible with child care, overcoming work place restriction



Non-financial capital ~Nature capital~

- Initiatives for ESD project aimed at environmental education for children leading the next generation
- Foster rich forests that absorb CO2 through forestry trusts. Contribute to solving social issues

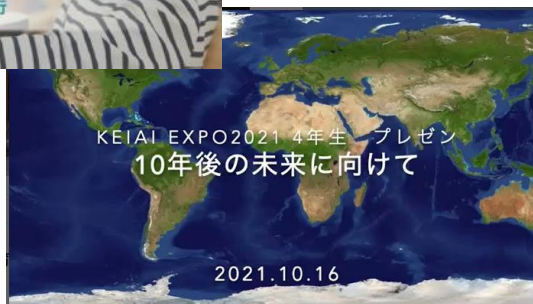
Biodiversity

ESD Project(*)~Raising people with understanding of the value of nature

Provide classes to students and teachers nationwide
Ideas about “environment and ecosystem and the meanings of conservation” “strives for local issues through SDGs action”



Video site (Japanese only)



(*)Education for sustainable development. Started since 2012

Forestry trust

Contribute to carbon neutrality by protecting rich forests absorbing CO2

Power of trusts



DX
(ICT, drones, etc)



Investment for nature capital

(survey by using drones)

Rebuild ecosystem
Disaster prevention

Increase absorbing CO2
Use renewable energy

Coexistence with nature

Environmental conservation

Forestry growth industrialization

Regional revitalization

Productivity enhancement
Women's active participation

Employment creation
Increase population

Forestry trust



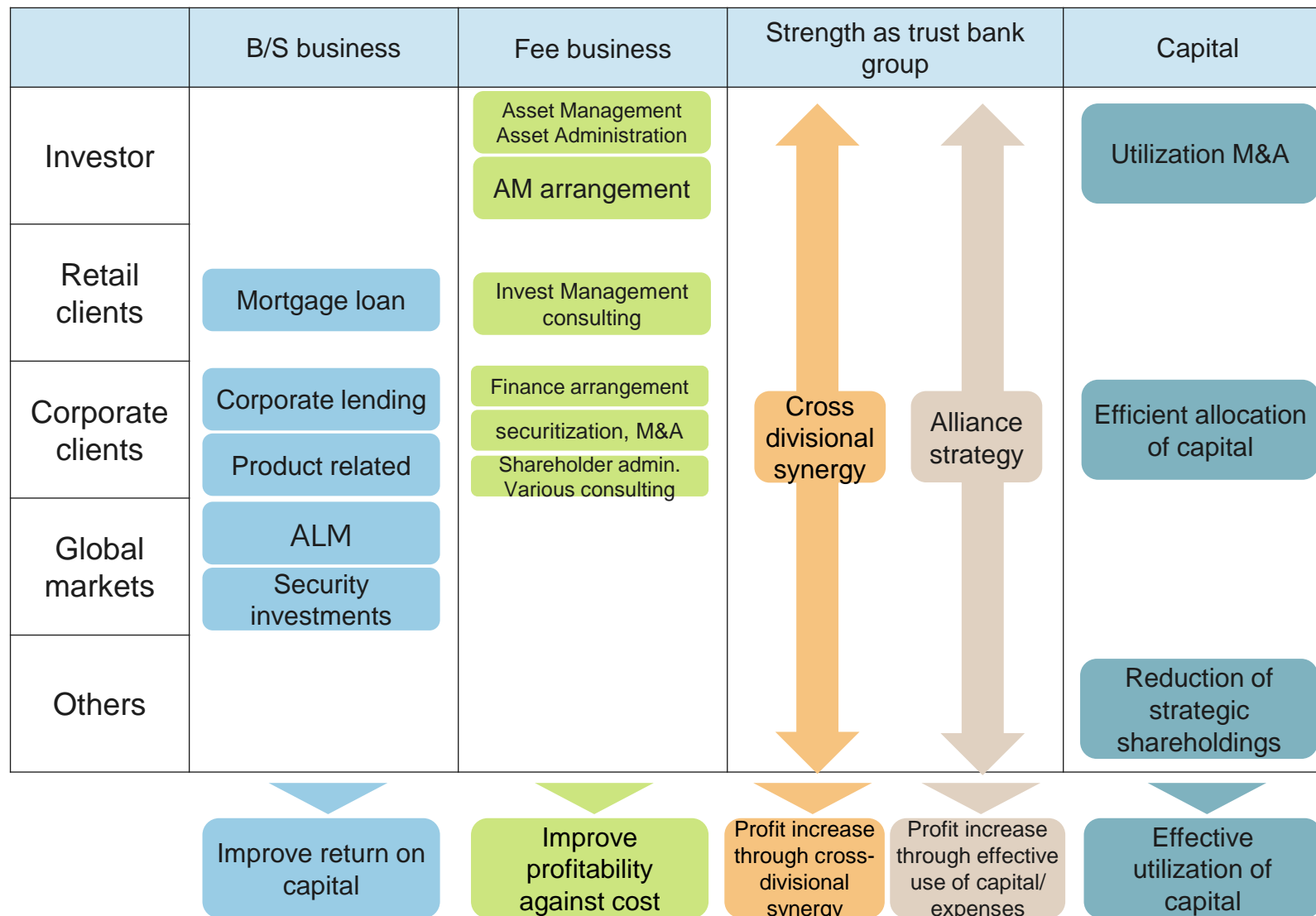
Appendix

Appendix table of contents

ROE by business segments P.43~
Climate change P.45~
Governance P.49
Diversified human resources P.50
Medium- Term Management Plan(Ref.) P.51~

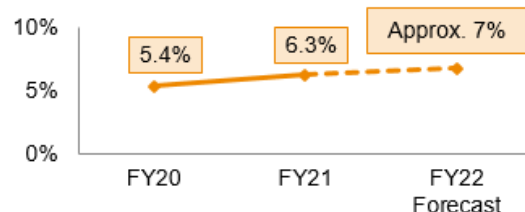
ROE by segments

Based on the business reorganization in April 22, disclose in 4 segments by clients (by value provider)

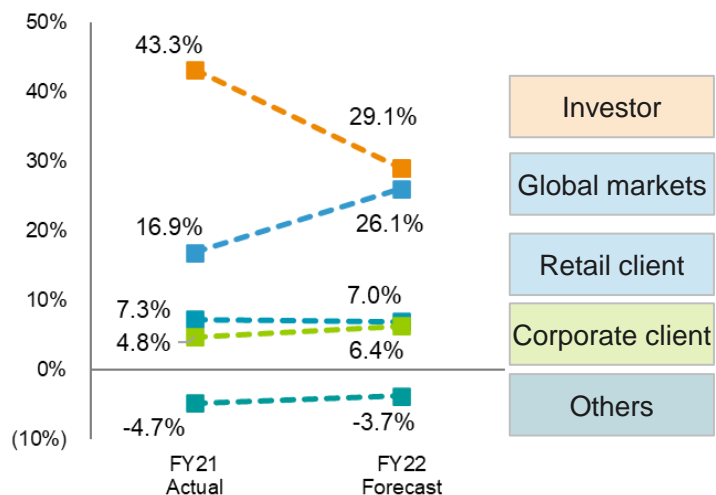


Towards improvement of group ROE

ROE



ROE by business segments (*)



(*)

- Profit in Global markets business and Real estate business is divided into Investor, Retail client or Corporate client, respectively
- In the case of accounting for pension related business included in Investor to Corporate client. Corporate client : FY21 actual 6.0%, FY22 plan 7.6%
- Investor includes Asst management business
- Others includes headquarters expense, profit/loss and RWA of strategic shareholdings and hedging transactions

Focal points for improvement of segmental ROE

	Denominator E	Numerator R
Retail client	<ul style="list-style-type: none"> • Mortgage loan • RWA control by securitization 	<div>Strive for fee businesses according to each theme (age of 100-year life, ESG, diverse investment related needs)</div>
Corporate client	<ul style="list-style-type: none"> • RWA control of lending and impact equity investment 	
Investor	<ul style="list-style-type: none"> • Mainly fee businesses • Less RWA use 	
Global markets	<ul style="list-style-type: none"> • Control of global markets RWA 	
Others	<ul style="list-style-type: none"> • Reduction of strategic shareholdings 	

Issues to disclose ROE on regulatory base (for future multifaceted disclosure)

- ✓ Retail mortgage loan is effective lending from financial capital aspect (low default ratio due to mainly wealthy clients)
- ✓ Allocation of revenues from investor businesses to corporate client business according to contribution

Climate change ~Carbon Neutral Commitment~

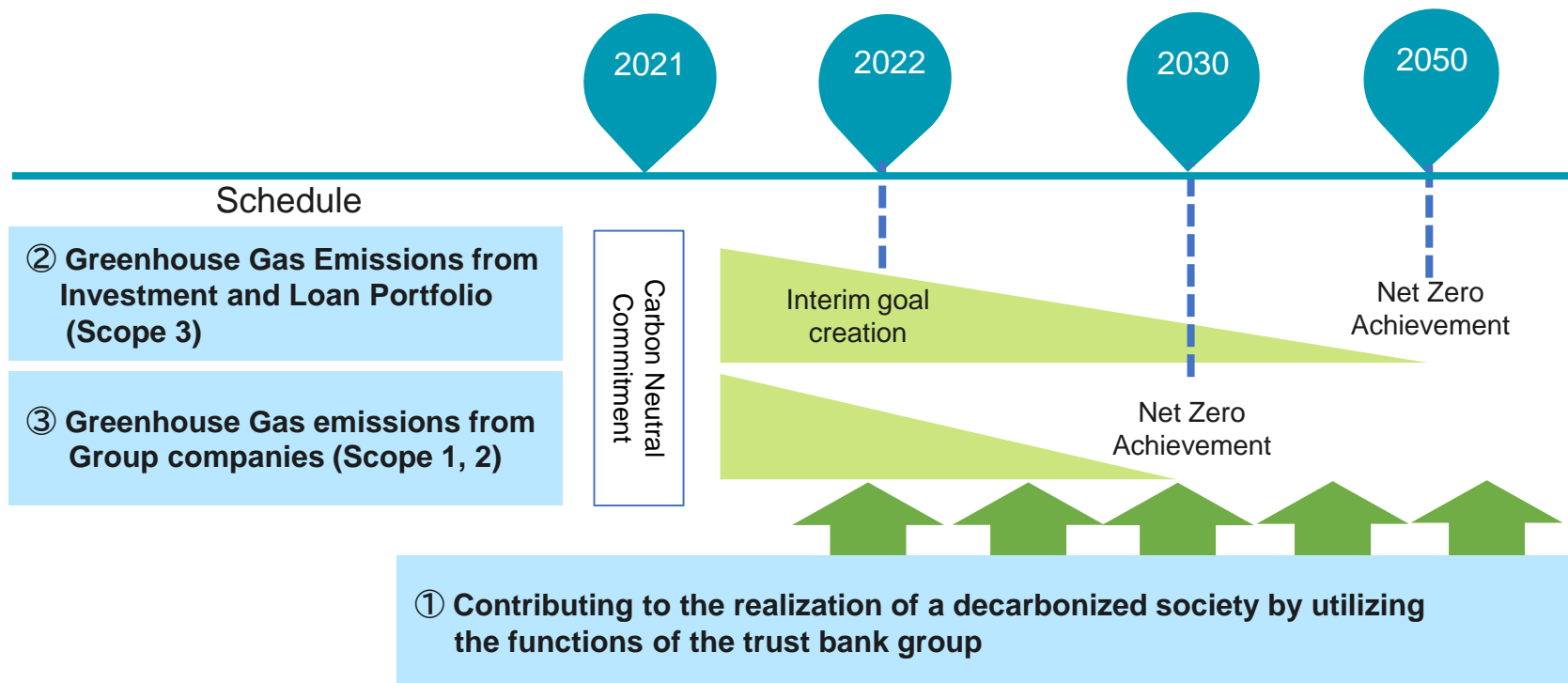
Carbon Neutral Commitment

- (1) Contribute to achieving carbon neutrality in society by leveraging the trust banking group's wide-range and flexible functions
- (2) Target net-zero GHG emissions in investment and loan portfolios by 2050
To achieve net-zero emissions by 2050, a milestone target for 2030 will be formulated in FY2022 in line with the framework of the NZBA (*)
- (3) Achieve net-zero GHG emissions in the SuMi TRUST Group by 2030

(*)Net Zero Banking Alliance: Banking industry alliance established by UNEPFI with a net zero target for greenhouse gas emissions in the investment and loan portfolio by 2050



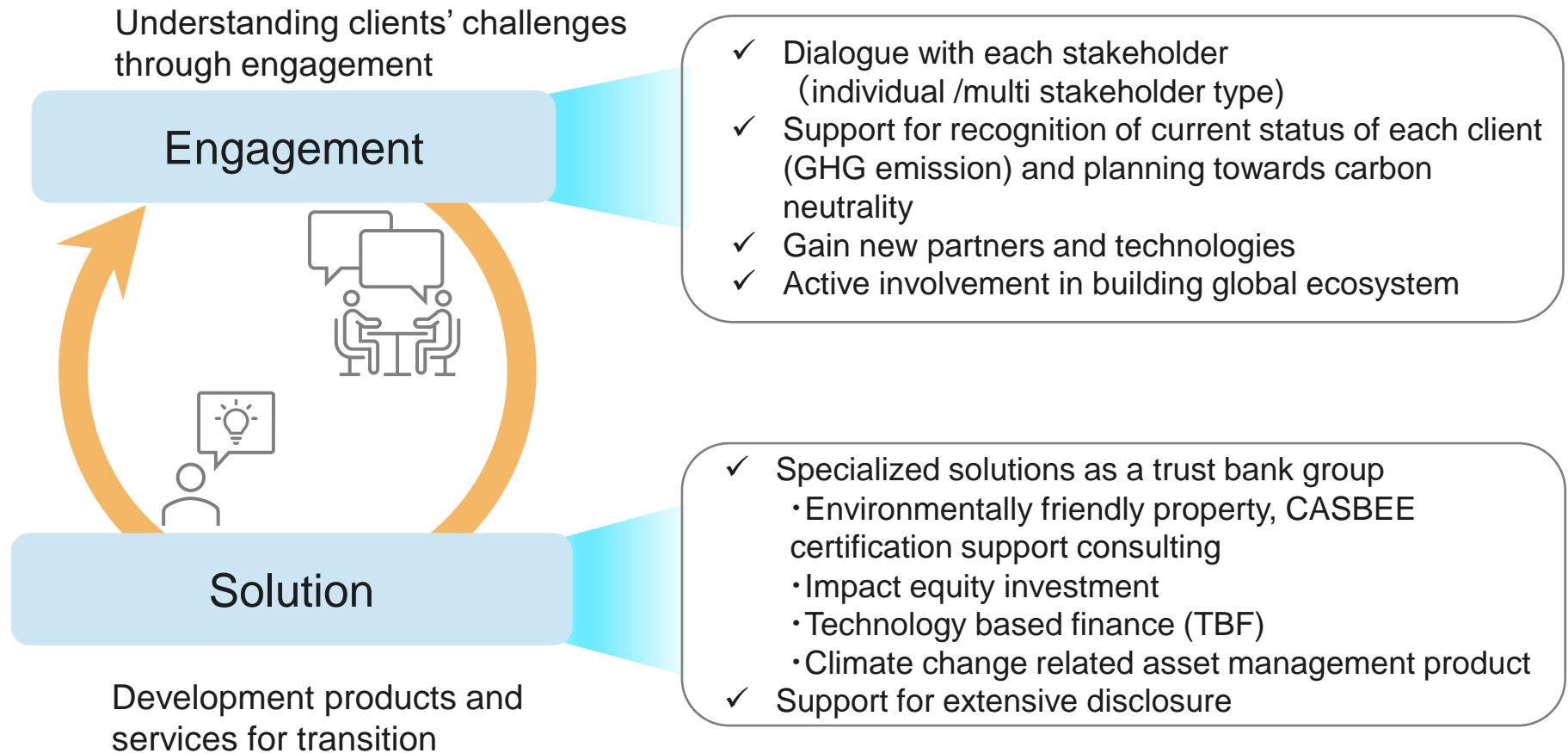
TCFD 2021/2022
Report(*)



(*) https://www.smth.jp/-/media/th/sustainability/report/2021/tcfid_all.pdf

Climate change ~our group initiatives for carbon neutrality~

- Emphasis on engagement toward the carbon neutrality for clients and society. Commit to offer and develop products and services for steady transition as a group. Contribute to creation of virtuous circulation of funds, assets and capital



Climate change ~our initiatives for carbon neutrality~

- Promoting initiatives in line with the timeline of the Carbon Neutral Commitment
- Steady progress in each area of the initiatives for net-zero emission. Acceleration of certain disclosures and initiatives are planned

Initiatives in Asset management and Asset administration (NZAMI(*1))

■ Sumitomo Mitsui Trust Asset Management (SMTAM)

Disclosure of interim targets	Target assets are 50% of AUM of approx. ¥85 tri(*2). Reduce its carbon footprint (GHG emission per unit) by 50% compared to 2019
Participation in operations	Appointed as the Asian representative member of the advisory group consisting of 6 companies of 6 signatory institutions in Mar. 2022 Participate in the overall operation of NZAMI

■ Nikko Asset Management

Disclosure of interim targets	To be announced by Oct. 2022
-------------------------------	------------------------------

■ Engagement activities(CA100+)



- Implementation of collaborative engagement
- Appointed as a steering committee member as a representative of Asia (SMTAM)

(*1) Net Zero Asset Managers initiative: International initiative, launched in December 2020, for asset managers aiming to achieve net zero GHG emissions from their investee companies by 2050

(*2) as of June 2021

Initiatives in investments and loans (NZBA)

■ Disclosure of interim targets for reducing GHG emission

Develop and disclose 2030 interim targets for several of nine sectors designated by NZBA, sequentially after Dec. 2022

■ Finance support for the net-zero emission

Sustainable finance ¥10trn (*2)
(+¥5trn compared to the previous target)

(*2) Includes Impact equity of ¥2.5trn

SuMi TRUST Group's own initiatives

■ Electricity use at domestic sites (*3)

- Approx. 60% based on electricity usage to be net-zero
- Plan to achieve net-zero by the end of FY2022

(*3) SuMi TRUST Bank



■ Sales vehicles for domestic bases

- Accelerating the shift to EVs while reducing the number of gasoline vehicles in the fleet

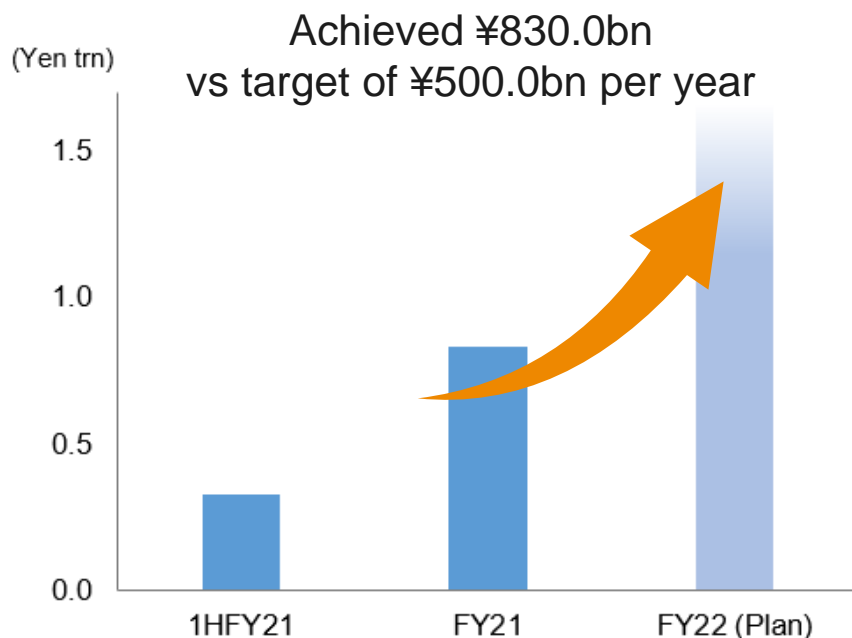


Climate change ~Sustainable finance~

- Increased long- term target for sustainable finance considering current finance demands towards carbon neutrality

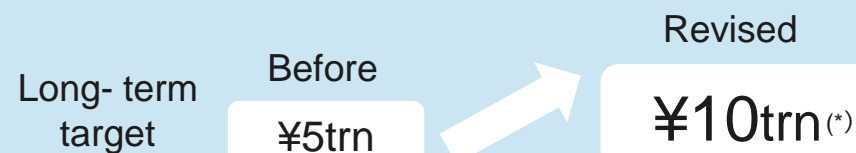
Initiatives for sustainable finance

Cumulative balance of sustainable finance



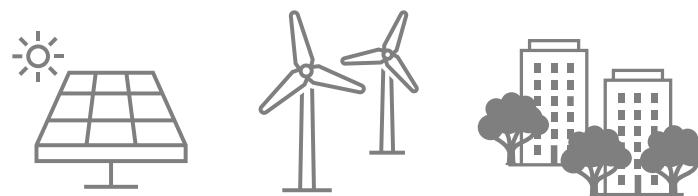
Long- term target for sustainable finance

Revised long- term target twofold from previous goal considering current finance demands and actual results



(*) Cumulative balance of loans and equities in 2021-2030
Sustainable finance:¥7.5trn + Impact equity investment:¥2.5trn

Examples of sustainable finance:
Positive impact finance, Renewable energy finance,
Financing for green buildings, Sustainability linked loan, etc.

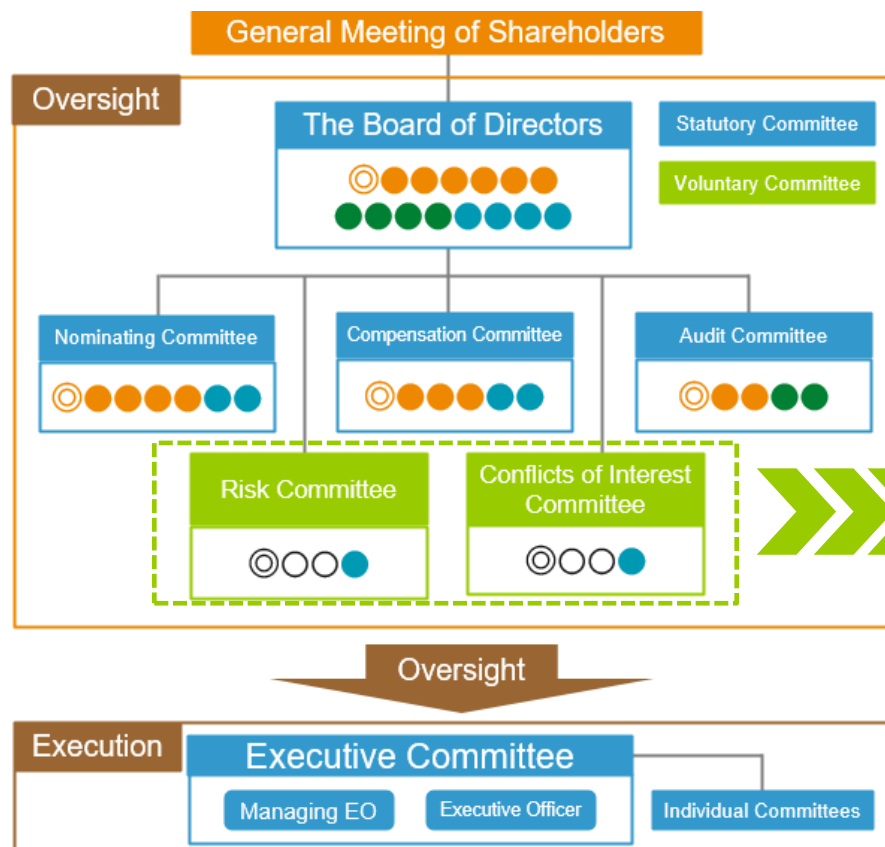


Governance ~Oversight structure~

Oversight structure

- Company with Three Committees
- The Board of Directors' meeting and other committees to be chaired by External Directors

◎ : External (Director Chairman) ● : External (Directors) ⊙ : External (Experts, Chairman)
 ○ : External (Experts) ● : Internal・Non-executive ● : Internal・Executive



Composition of Board of Directors (As of Apr. 1, 2022)



Breakdown of 15 directors: 13 men, 2 women

External directors: 47%

External directors
(7 directors)

Internal directors
(8 directors)

Non-executive directors: 73%

Non-executive directors
(11 directors)

Executive directors
(4 directors)

Voluntary Committees function organically

Proactively address key strategic issues and exercise oversight function, in addition to discussing reports from the executive side

<Typical items for discussion in FY21>

Risk Committee

Economic security
(Russia-Ukraine situation)

Conflicts of Interest Committee

Establishment of the system
prior to the reorganization of
the business in FY22

<Point> Both committees are chaired by outside experts

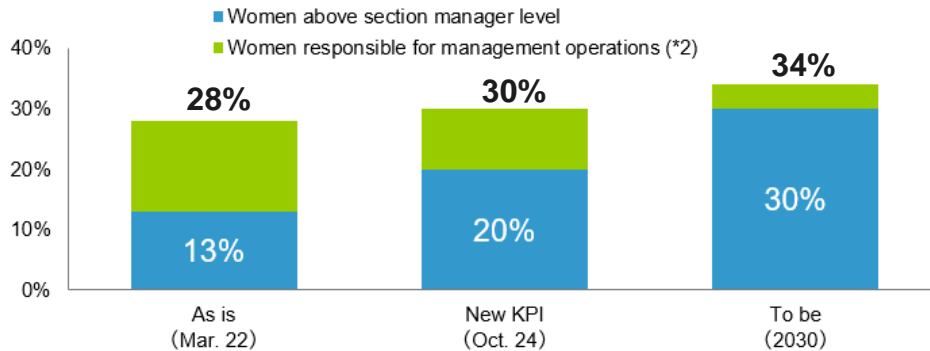
Diversified human resources portfolio

- Build human resources portfolio with diversity as a foundation of our strength

Active participation of women in decision-making

(SuMi TRUST Bank)

Renewed KPIs of female employees' career development by working backwards from future goals
(SuMi Trust Bank)



(*2) Roles managing a certain number of people

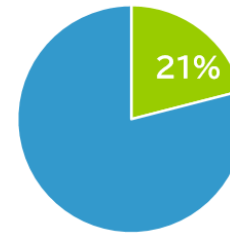
Executive support

Participants	Future female candidates for senior management and general managers :40 Expected 160 in total over three years		
Term	1 year		
Program	①mentoring ②challenging jobs ③study program, self-enlightenment(eMBA, etc)	Face	Study

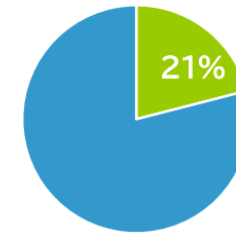
Diverse career background

(SuMi TRUST Bank)

■ Mid-career employ ■ New-grad hire



All employees



Managerial positions and above

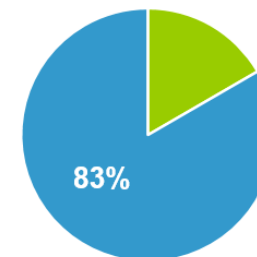
Approx. 20% of managers joined SuMiTB in the middle of their career

Increase diversity of human capital

Active participation of global employees

(SuMi TRUST Bank)

Breakdown of employees in overseas locations



Total: 811 (As of Mar.22)

Approx.80% of employees hired in overseas locations

Majority is engaged in management

Medium-Term Management Plan (Ref.)

- The 3 years positioned as a period for expanding the business foundation for materializing the next leap into a sustainable / stable growth

The role our Group should play and what we aim for

<Purpose>

Creating new value with the power of trusts and let prosperous future for our clients and society bloom

Themes to be addressed proactively as social challenges

Individual clients



Asset administration suited for Japan's aging society and asset formation of individuals

Corporate clients



Sustainable growth of the Japanese economy and corporations (addressing both financial and non-financial issues)

Investor clients



Diverse range of investment opportunities and development of the investment Chain

To contribute to the sustainable development of society

Three basic strategies for “balanced creation of both social value and economic value”

(1) Strengthening our business portfolio

Strengthen the foundation for a sustainable / stable growth

Strengthen the business foundation

Establish new growth areas

Strategic resource mix

(2) Capital strategy

Efficient use of the balance sheet and capital

Improve balance sheet efficiency

Balanced capital adequacy and efficiency

Strengthen shareholder return through dividends

(3) Sophistication of business quality

Power to support business creation / reinforcement

Service quality that maximizes client value

Strengthen group governance

Prudent risk management

Nurture human resources capable of creating added value

Financial target (KPI)

	FY21 (Actual)	FY22 (Target)	(For reference) Medium/Long-term Target	
Net business profit	¥346.0bn	¥310.0bn		
Net income	¥169.0bn	¥190.0bn		
OHR (Overhead ratio)	57.1%	Lower 60% range	Upper 50% range	Promote efficiency despite limited OHR decline based on enhancing fee business
Fee income ratio	54.0%	Mid-range b/w 50-60%	Maintain above 60%	Increase stable fee revenue
Common Equity Tier 1 ratio (*)	9.9%	Lower 10% range	Maintain stable 10% range	Maintain prudent level of capital
Return on equity	6.25%	Around 7%	Around 9%	Aim for self-sustaining improvement of ROE
Dividend payout ratio	37.7%	About 40%		

(*) Pro-forma figure on Finalized Basel III reform basis

KPI (Client base)

		FY19 (Actual)	FY20 (Actual)	FY22 (Target)	Definition of KPI
Client base (Pre-Best Partner)	Individual	0.26M clients	0.28M clients	0.29M clients	To increase the number of clients with whom we have a strong relationship, as a result of which the client chooses us as their “Best Partner”(*1) over the long term, as a precursor, to increase the number of “Pre-Best Partner” client base
	Corporate (*2)	550 firms	643 firms	690 firms	

(*1) “Best Partner” is the clients’ perspective of our positioning

(*2) Determined benchmarking against FY end. Figures were updated due to definition change.

Client base(Pre-Best Partner)

By offering both individuals and corporations further added value created by the trust banking group, expand “type of transactions” and “depth and volume of transactions” to strengthen ties with our client base, increasing clients who would value us as their “Best Partner.”

(Ref) Summary of Financial Results for FY2021

Overview of profits

	(Yen bn)	FY20	FY21	Change
1	Net business profit before credit costs (*1)	294.7	346.0	51.3
2	Substantial gross business profit (*1)	739.2	808.1	68.8
3	Effective interest related earnings (*2)	289.4	320.2	30.7
4	Net fees and commissions and related profit	391.1	436.9	45.7
5	Other profit (Excluding profit attributable to deployment of surplus foreign currency funds)	58.6	51.0	(7.6)
6	Substantial G&A expenses (*1)	(444.5)	(462.0)	(17.5)
7	Total credit costs	(7.8)	(41.5)	(33.7)
8	Net gains on stocks	(43.5)	(38.3)	5.1
9	Other net non-recurring profit	(60.2)	(36.4)	23.7
10	Ordinary profit	183.1	229.7	46.5
11	Extraordinary profit	16.8	(1.7)	(18.5)
12	Income before income taxes	200.0	227.9	27.9
13	Total income taxes	(56.0)	(57.7)	(1.6)
14	Income attributable to non-controlling interests	(1.7)	(1.1)	0.5
15	Net income	142.1	169.0	26.8
16	Earnings per share (EPS) (Yen)	379	451	71
17	Number of shares issued (mn shares) (*3)	374.5	374.5	0.0

(Reference)

18	Net interest income and related profit	260.2	304.8	44.5
19	Other profit	87.8	66.3	(21.4)
20	Profit attributable to deployment of surplus foreign currency funds	29.1	15.3	(13.8)
21	Other	58.6	51.0	(7.6)

- (*1) "Net business profit before credit costs", "Substantial gross business profit" and "Substantial G&A expenses" are based on managerial accounting, taking gross income and expenses from affiliates into consideration
- (*2) "Effective interest related earnings" is sum of "Net interest income and related profit" and "Profit attributable to deployment of surplus foreign currency funds", included in "Net gains on foreign exchange transaction"
- (*3) Average number of common shares outstanding (excluding treasury stocks) during the period

Net business profit before credit costs

- YoY increase of +¥51.3bn. Achieved 105% of full year forecast
- Effective interest related earnings increased YoY by ¥30.7bn due to the effect of favorable market conditions (investment partnership+¥13.0bn, etc.) and improvement of domestic/ international loan-deposit income
- Net fees and commissions and related profit increased YoY by ¥45.7bn. Real estate brokerage business and investment management consulting maintained strong performance through FY21. Asset management business performed well due to favorable market conditions
- Overall G&A expenses increased in proportion with conjunction with substantial gross business profit increases

Total credit costs

- Occurrence of credit cost events due to deterioration in business conditions of our clients. Release of special loan loss provision of approx.¥15.0bn, but total credit cost of (¥41.5bn) was recognized due to additional special loan loss provision of approx.¥17.5bn to for future uncertainty in FY22

Net gains on stocks

- Steady progress in strategic shareholdings reduction(at cost: ¥53.8bn)
- Posted ¥126.7bn of realized loss from accelerated sale of hedging positions, while realizing ¥87.2bn gain from divestment of shareholdings. Posted ¥38.3bn losses in total

Other net non-recurring profit

- Increased YoY, mainly due to improvement of net losses on stocks related derivatives by ¥8.6bn and amortization of actuarial net differences by ¥10.9bn

Extraordinary profit

- Decrease one-time profit in FY20, accumulated retirement benefit obligations (approx. ¥37.0bn) and impairment losses on software (approx. ¥20.0bn)

Net income

- YoY increase of +¥26.8bn.
- Mostly achieved ¥170.0bn of full year forecast

Overview of balance sheet

	(Yen bn)	Mar. 21	Mar. 22	Change
1 Assets (*1)		63,368.5	64,633.2	1,264.6
2 Cash and due from banks		18,488.7	18,223.3	(265.3)
3 Securities		6,983.4	7,879.2	895.7
4 Loans and bills discounted		30,506.9	30,876.5	369.5
5 Other assets (*1)		7,389.3	7,654.1	264.7
6 Liabilities (*1)		60,646.0	61,887.9	1,241.9
7 Deposits and NCD		40,628.2	39,818.1	(810.1)
8 Borrowed money from trust account		4,915.2	4,298.8	(616.3)
9 Other liabilities (*1)		15,102.5	17,770.9	2,668.4
10 Total net assets		2,722.5	2,745.2	22.7
11 Total shareholders' equity		2,416.0	2,517.5	101.5
12 Total accumulated OCI		277.7	198.0	(79.7)
13 Minority interests, etc.		28.7	29.7	0.9
14 Net assets per share (BPS) (Yen)		7,192	7,249	57
15 Number of shares issued (mn shares) (*2)		374.5	374.5	0.0

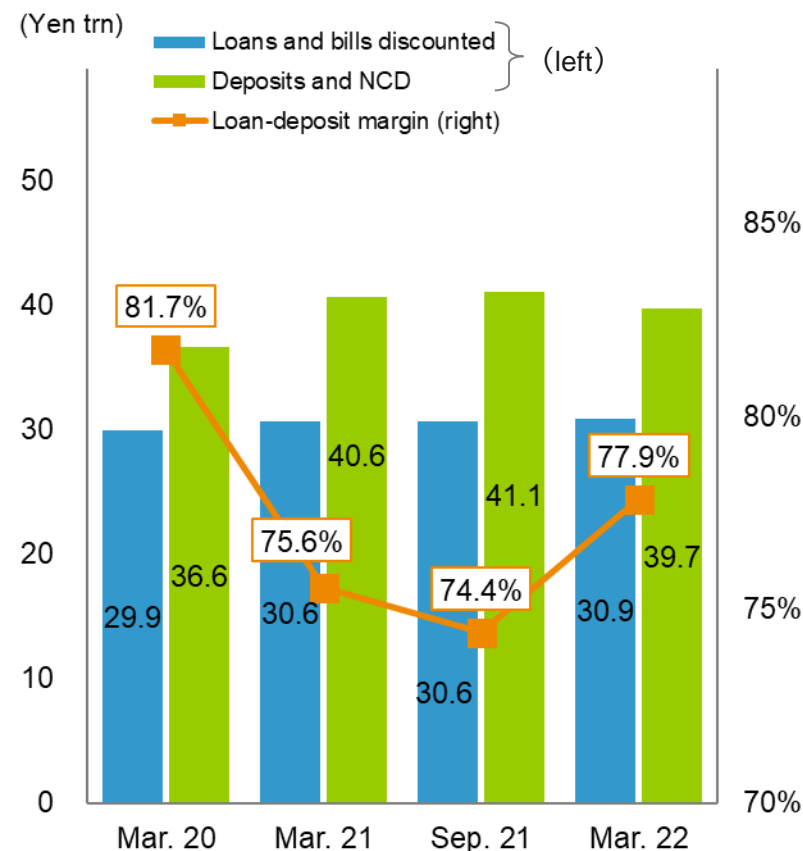
(Reference)			
16 Loan-deposit ratio (SuMi TRUST Bank)	75.6%	77.9%	2.3%
17 NPL ratio (SuMi TRUST Bank)	0.4%	0.6%	0.2%

(*1) As for derivative transaction, presentation treatment has been changed from net basis to gross basis since 1QFY21 (a general treatment in the practical guidance for accounting for financial instruments)

Following the change, figures in Mar. 2021 has been updated

(*2) Number of common shares issued (excluding treasury stocks) as of the date above

Unrealized gains/losses of AFS securities with fair value



Profit by group company

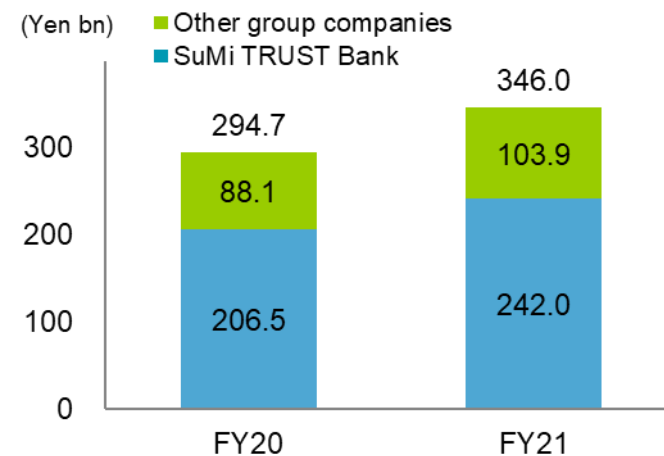
	(Yen bn)	FY20	FY21	Change
1 Net business profit before credit costs (*1)		294.7	346.0	51.3
2 SuMi TRUST Bank (*2)		206.5	242.0	35.5
3 SuMi TRUST AM		10.2	9.4	(0.7)
4 Nikko AM (*3)		19.3	30.7	11.4
5 SuMi TRUST Realty		3.6	6.8	3.2
6 SuMi TRUST Panasonic Finance (*3)		10.5	9.5	(0.9)
7 SuMi TRUST Loan & Finance		11.1	10.7	(0.4)
8 SBI Sumishin Net Bank (*3)		10.5	11.5	0.9
9 SuMi TRUST Guarantee (*3)		11.4	11.6	0.1
10 SuMi TRUST Club		1.8	1.5	(0.2)
11 UBS SuMi TRUST Wealth Management		-	0.7	0.7
12 Effect of purchase accounting method		0.3	-	(0.3)
13 Net income (*1)		142.1	169.0	26.8
14 SuMi TRUST Bank		95.9	113.3	17.4
15 SuMi TRUST AM		6.9	6.4	(0.5)
16 Nikko AM (*3)		12.3	18.5	6.2
17 SuMi TRUST Realty		2.3	4.7	2.4
18 SuMi TRUST Panasonic Finance (*3)		4.7	6.2	1.5
19 SuMi TRUST Loan & Finance		7.6	7.4	(0.2)
20 SBI Sumishin Net Bank (*3)		6.9	8.5	1.5
21 SuMi TRUST Guarantee (*3)		7.8	8.0	0.1
22 SuMi TRUST Club		0.8	1.5	0.7
23 UBS SuMi TRUST Wealth Management		-	0.5	0.5
24 Effect of purchase accounting method		1.0	(1.5)	(2.6)

(*1) Figures on the table above are contribution of group companies, which are substantive amount excluding consolidation adjustment that do not relate directly to the group companies' business results.

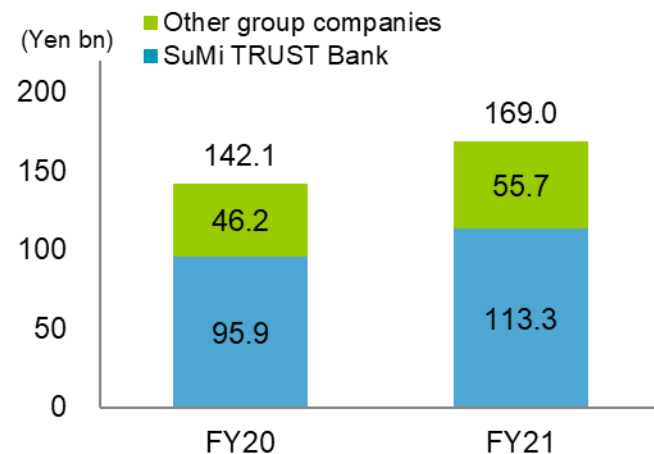
(*2) Including dividend from group companies (FY20:¥8.5bn, FY21 ¥14.1bn, YoY change: ¥5.6bn)

(*3) Consolidated basis

Breakdown of Net business profit before credit cost



Breakdown of Net income



Profit by business segment

		FY20 Net business profit before credit costs (Yen bn)	FY21		FY21 Net business profit before credit costs	Change
			Substantial gross business profit	Change		
1	Total	294.7	808.1	68.8	(462.0)	51.3
2	Retail total solution services	15.5	190.8	13.2	(158.6)	16.6
3	SuMi TRUST Bank	(1.2)	131.3	8.5	(117.6)	14.9
4	Other group companies	16.7	59.5	4.6	(41.0)	1.7
5	Wholesale financial services (*1)	132.1	212.5	4.7	(77.6)	2.8
6	SuMi TRUST Bank	102.3	150.0	1.1	(47.1)	0.4
7	Other group companies	29.7	62.5	3.6	(30.4)	2.3
8	Stock transfer agency services	20.8	40.8	0.5	(19.8)	0.1
9	SuMi TRUST Bank	19.7	23.8	0.2	(4.0)	0.0
10	Other group companies	1.1	17.0	0.2	(15.7)	0.1
11	Real estate	25.5	62.7	12.9	(25.8)	11.3
12	SuMi TRUST Bank	21.3	39.2	8.0	(9.9)	7.9
13	Other group companies	4.2	23.5	4.8	(15.9)	3.3
14	Fiduciary services (excl. Asset Mgt. business)	34.7	96.5	7.7	(54.2)	7.5
15	SuMi TRUST Bank	30.9	59.8	4.9	(23.7)	5.1
16	Other group companies	3.8	36.7	2.7	(30.5)	2.3
17	Asset management business (*2)	29.8	101.9	15.0	(61.4)	10.7
18	Global markets (*3)	54.4	52.3	(17.4)	(15.7)	(17.8)

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

(*2) Sum of Asset management companies (SuMi TRUST AM (consolidated), Nikko AM (consolidated), Sky Ocean AM, JP AM)

(*3) Substantial gross business profit and net business profit include equity related profit which is posted as "net gains on stocks" (FY20: ¥0.8bn, FY21: ¥1.8bn, YoY change: ¥1.0bn) and net gains/losses on stock related derivatives which is posted as "other non-recurring profit" (FY20: ¥(6.1)bn, FY21: ¥(4.4)bn, YoY change: ¥1.7bn)

Overview of profit (SuMi TRUST Bank)

	(Yen bn)	FY20	FY21	Change
1	Net business profit before credit costs	206.5	242.0	35.5
2	Gross business profit	451.9	490.6	38.6
3	Effective interest related earnings	259.1	290.5	31.4
4	Net interest income and related profit	229.9	275.2	45.3
5	Profit attributable to deployment of surplus foreign currency funds	29.1	15.3	(13.8)
6	Net fees and commissions and related profit	163.9	180.8	16.8
7	Net trading profit	16.7	20.3	3.5
8	Net gains on foreign exchange transactions	(33.2)	13.4	46.6
9	Net gains on foreign exchange transactions (Excluding Profit attributable to deployment of surplus foreign currency funds)	49.9	6.8	(43.1)
10	Net gains on bonds	(7.8)	(17.8)	(9.9)
11	Net gains from derivatives	22.4	19.0	(3.3)
12	General and administrative expenses	(245.4)	(248.5)	(3.1)
13	Total credit costs	(6.3)	(42.4)	(36.1)
14	Other non-recurring profit	(86.2)	(48.8)	37.3
15	o/w Net gains on stocks	(44.2)	(37.3)	6.8
16	Amortization of net actuarial losses	(12.1)	(1.1)	10.9
17	Ordinary profit	114.0	150.8	36.8
18	Extraordinary profit	15.6	(1.6)	(17.3)
19	Income before income taxes	129.6	149.1	19.4
20	Total income taxes	(33.7)	(35.7)	(2.0)
21	Net income	95.9	113.3	17.4

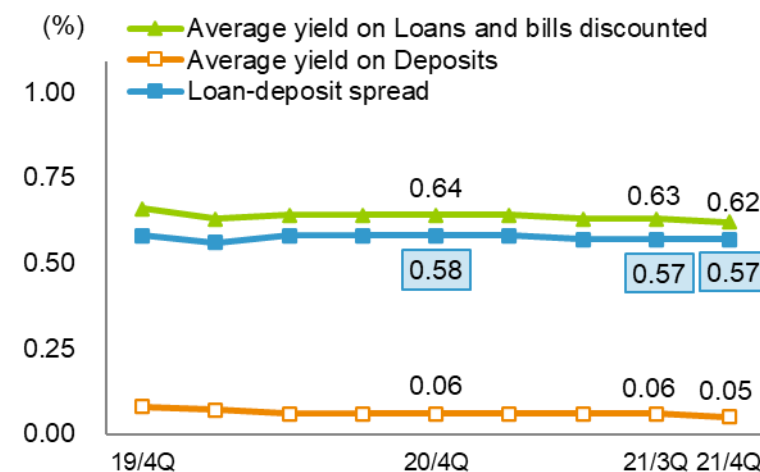
		FY20	FY21	Change
22	Gross business profit	451.9	490.6	38.6
23	Net interest income and related profit	229.9	275.2	45.3
24	Net fees and commissions and related profit	163.9	180.8	16.8
25	Net trading profit	(33.2)	13.4	46.6
26	Net other operating profit (*)	91.3	21.1	(70.1)
27	o/w Net gains on foreign exchange transactions	79.1	22.2	(56.9)
28	Profit attributable to deployment of surplus foreign currency funds	29.1	15.3	(13.8)
29	other	49.9	6.8	(43.1)
30	Net gains on bonds	(7.8)	(17.8)	(9.9)
31	Net gains from derivatives	22.4	19.0	(3.3)
32	Net fees and commissions and related profit	163.9	180.8	16.8
33	o/w Investment management consulting	36.4	40.4	4.0
34	Asset management/administration	54.8	59.8	4.9
35	Real estate brokerage	25.0	32.9	7.8
36	Stock transfer agency services	23.5	23.8	0.2
37	Inheritance related services	3.9	4.2	0.3
38	Wholesale credit related	34.1	32.8	(1.2)
39	Net gains on bonds	(7.8)	(17.8)	(9.9)
40	Domestic bonds	(1.3)	(0.2)	1.1
41	Foreign bonds	(6.5)	(17.6)	(11.0)

(*) Other profit within net business profit before credit costs in FY20 and FY21 is ¥(2.3)bn and ¥(2.3)bn, respectively.

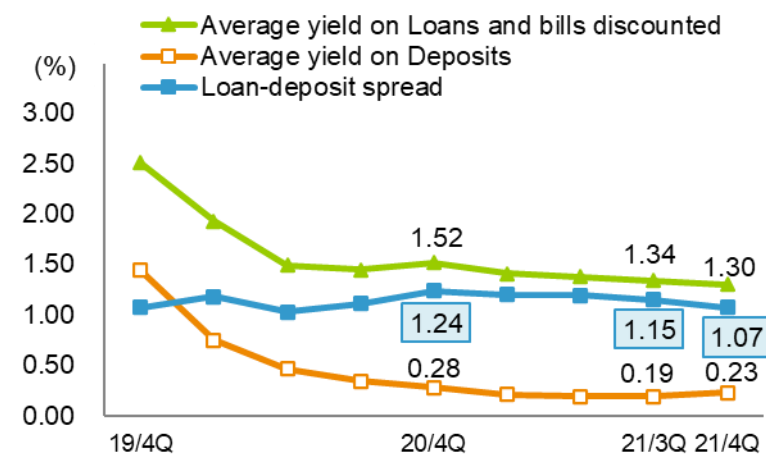
Net interest income (SuMi TRUST Bank)

		FY21					
(Average balance: Yen trn) (Income/Expenses: Yen bn)		Average Balance	Change from FY20	Average Yield	Change from FY20	Income/ Expenses	Change from FY20
1	Net interest income					256.0	43.9
2	Domestic business			0.34%	(0.02%)	158.5	3.9
3	Interest-earning assets	45.88	2.64	0.46%	(0.02%)	214.9	6.5
4	o/w Loans and bills discounted	24.60	0.24	0.63%	(0.01%)	156.8	(0.0)
5	Securities	4.47	0.32	1.15%	0.06%	51.6	6.1
6	Interest-bearing liabilities	45.20	2.39	0.12%	0.00%	(56.3)	(2.6)
7	o/w Deposits	27.38	0.32	0.06%	(0.00%)	(16.6)	1.5
8	Borrowings from trust a/c	4.09	0.38	0.46%	(0.01%)	(19.0)	(1.3)
9	Swaps	---	---	---	---	(4.0)	(3.3)
10	International business			0.64%	0.21%	97.5	39.9
11	Interest-earning assets	15.32	1.77	0.96%	(0.07%)	148.4	8.8
12	o/w Loans and bills discounted	6.20	0.01	1.35%	(0.17%)	84.3	(10.1)
13	Due from banks	2.06	0.11	0.25%	0.06%	5.1	1.3
14	Securities	2.60	0.29	2.09%	0.46%	54.4	16.6
15	Interest-bearing liabilities	15.52	1.92	0.32%	(0.28%)	(50.9)	31.0
16	o/w Deposits	5.72	(0.11)	0.21%	(0.22%)	(12.1)	13.3
17	NCD / USCP	6.83	1.57	0.13%	(0.23%)	(9.3)	9.7
18	Repo	1.61	0.07	0.10%	(0.13%)	(1.6)	1.9
19	Expenses on swaps	---	---	---	---	(18.4)	8.4
20	(+) Trust fees from principal guaranteed trust a/c					19.1	1.4
21	(+) Profit attributable to deployment of surplus foreign currency funds					15.3	(13.8)
22	Effective interest related earnings					290.5	31.4
23	Loan-deposit spread / income in domestic business			0.57%	(0.01%)	140.2	1.5
24	Loan-deposit spread / income in international business			1.14%	0.05%	72.1	3.2

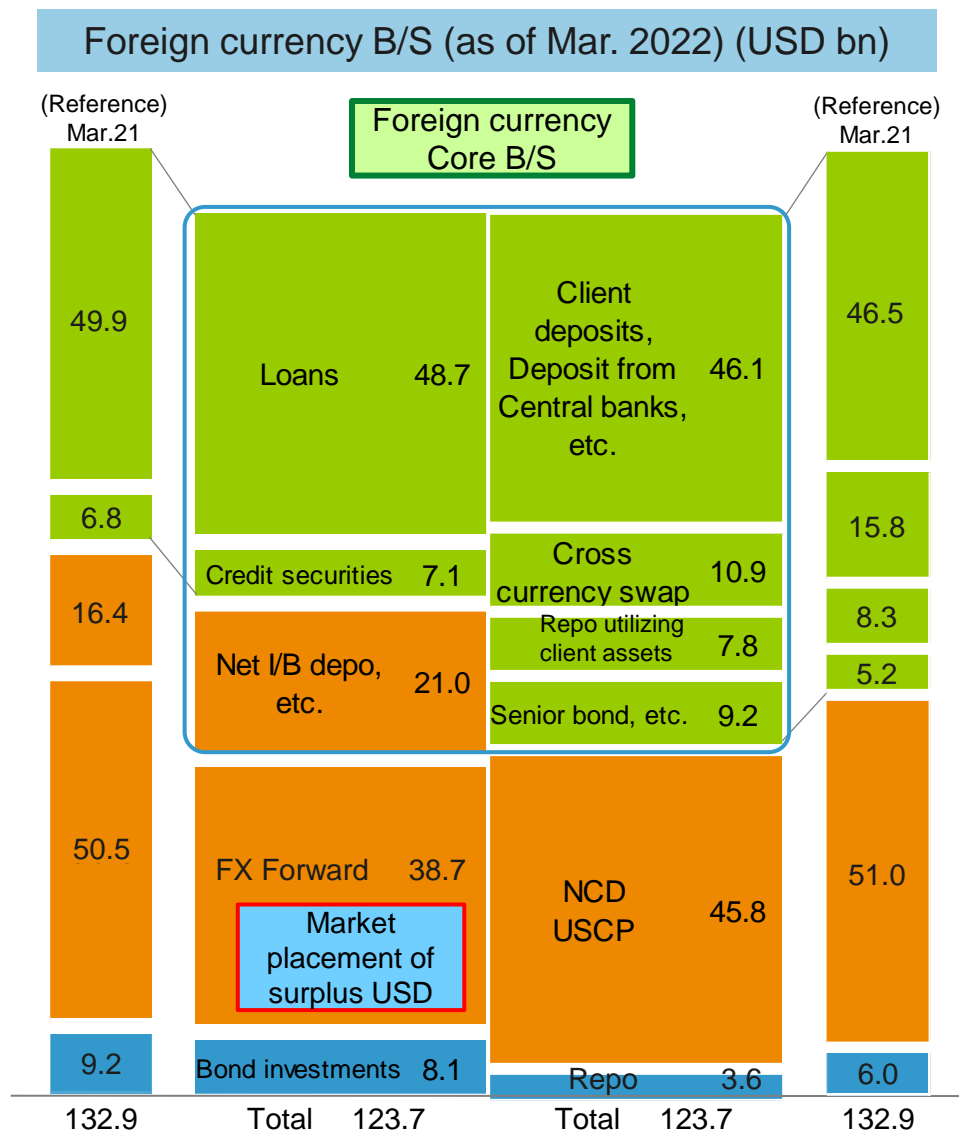
Domestic loan-deposit spread (quarterly)



International loan-deposit spread (quarterly)



(Reference)Status of foreign currency balance sheet(SuMi TRUST Bank)



Foreign currency ALM management

- ◆ Loans and credit investment securities constitute foreign currency core B/S assets, which are funded utilizing stable sources such as “sticky” client deposits, deposits from central banks, long-term yen CCS, client asset repos and senior bonds.
- ◆ Short term funds sourced through NCD/USCP markets are categorized as contingent funding buffer, and the funds are utilized as short-term funds in the inter-bank or foreign exchange market.

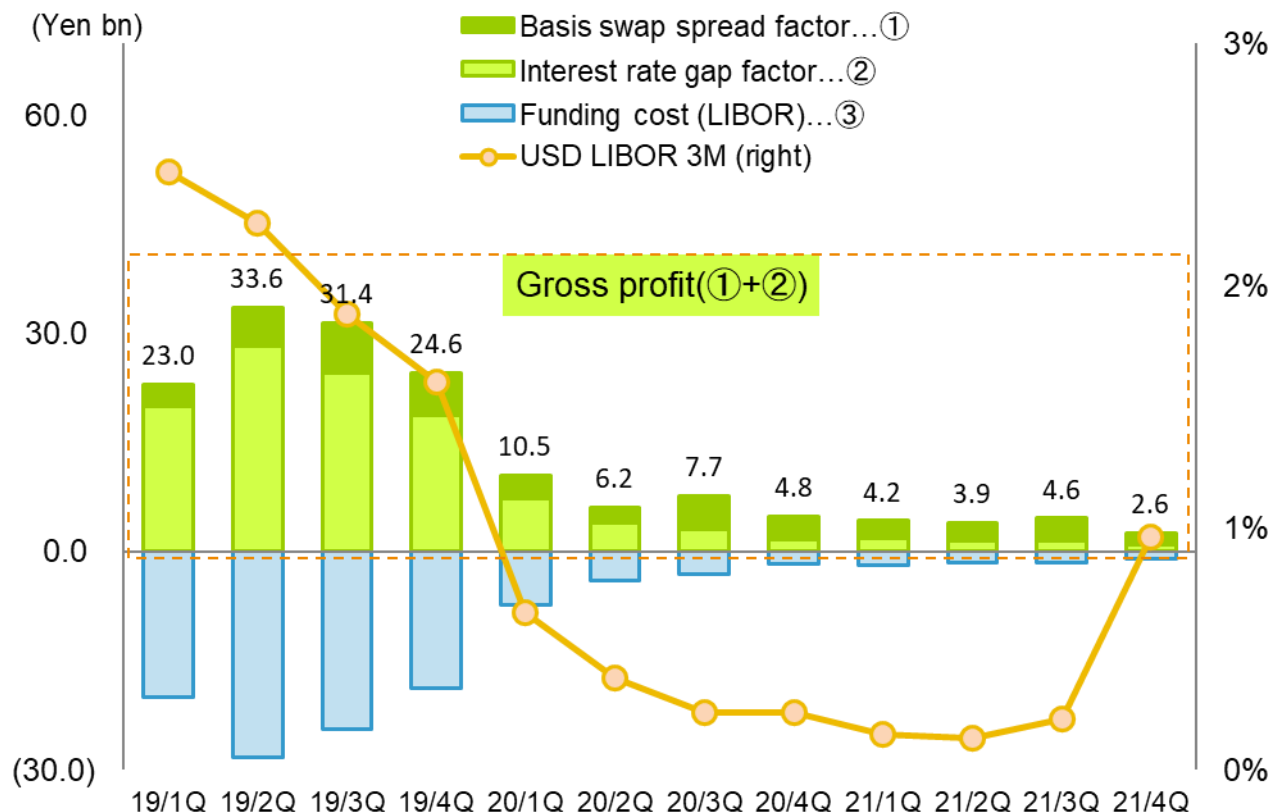
Basis swap spread (*) (USD/JPY)



(*) basis swap spread with SOFR and TONA as the indexs

Profit structure of market deployment of surplus foreign currency

- Profit from FX forward transactions(investment) consists of basis swap spread and interest rate gap factor. Interest rate gap is offset by USD funding costs
- Gross funding costs and investment profits decreased due to lowering of US interest rate, reflecting YoY decrease in Net profit



[Investment] FX forward transactions

Net other operating profit	<Basis swap spread factor> Stable demand observed even even though it depends on market fluctuations
	<Interest gap factor> Gap between USD and JPY interest rates is nearly the same level as USD LIBOR under zero interest environment of JPY

[Funding] Mainly NCD/USCP

Net interest income and related profit	<Funding cost> Funding cost of NCD/USCP is USD LIBOR level
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Offsets each other

(*) The above contents are simplified to promote understanding the structure of the operations, although actual profitability of market placement of surplus foreign currency changes depending on market environment. Figures show gross profits as sum of basis swap spread factor and interest gap factor.

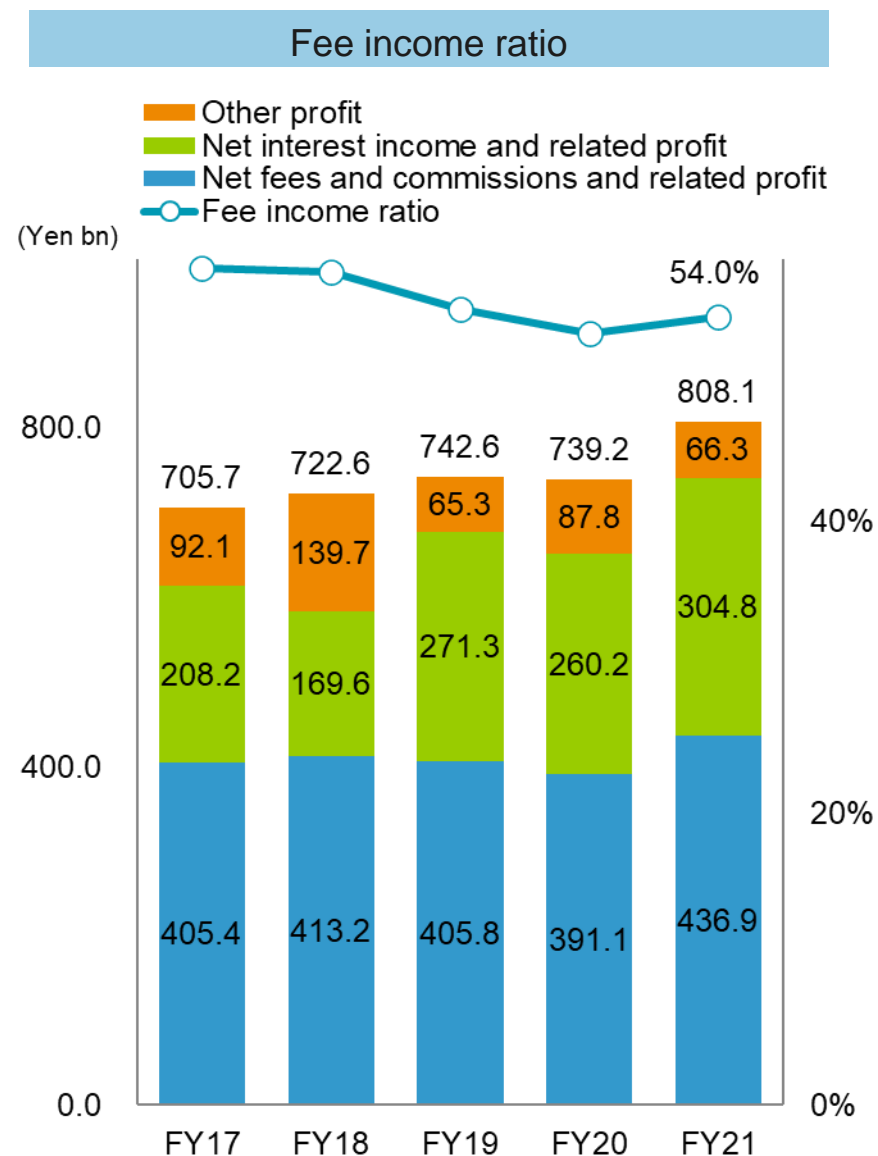
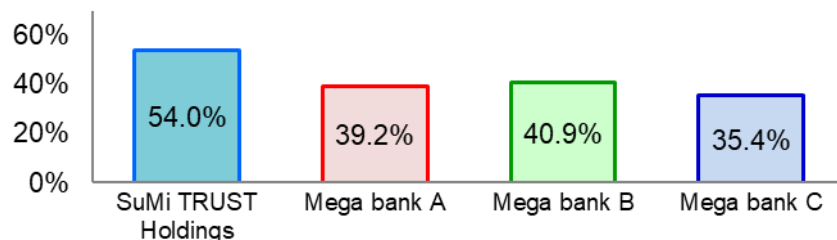
Net fees and commissions and related profit

		SuMi TRUST Bank		SuMi TRUST Group (*1)	
		FY21	Change from FY20	FY21	Change from FY20
(Yen bn)					
1	Net fees and commissions and related profit	180.8	16.8	436.9	45.7
2	Investment trust and insurance sales	40.4	4.0	40.4	4.0
3	Card	-	-	36.9	1.7
4	Asset management / administration	59.8	4.9	193.0	16.8
5	Profit	99.1	6.4	213.1	18.4
6	Fees paid out for outsourcing	(39.3)	(1.5)	(20.1)	(1.5)
7	Stock transfer agency services	23.8	0.2	40.8	0.5
8	Profit	34.6	0.6	40.8	0.5
9	Fees paid out for outsourcing	(10.8)	(0.3)	-	-
10	Real estate	39.2	8.0	62.7	12.9
11	Others (Loan arrangement fees, etc.)	17.4	(0.4)	62.9	9.6
12	Fee income ratio (*2)	36.8%	(0.7%)	54.0%	1.1%

(*1) Figures are after eliminations of intra-group transactions

(*2) Net fees and commissions and related profit / Gross business profit

Comparison of fee income ratio between major banks

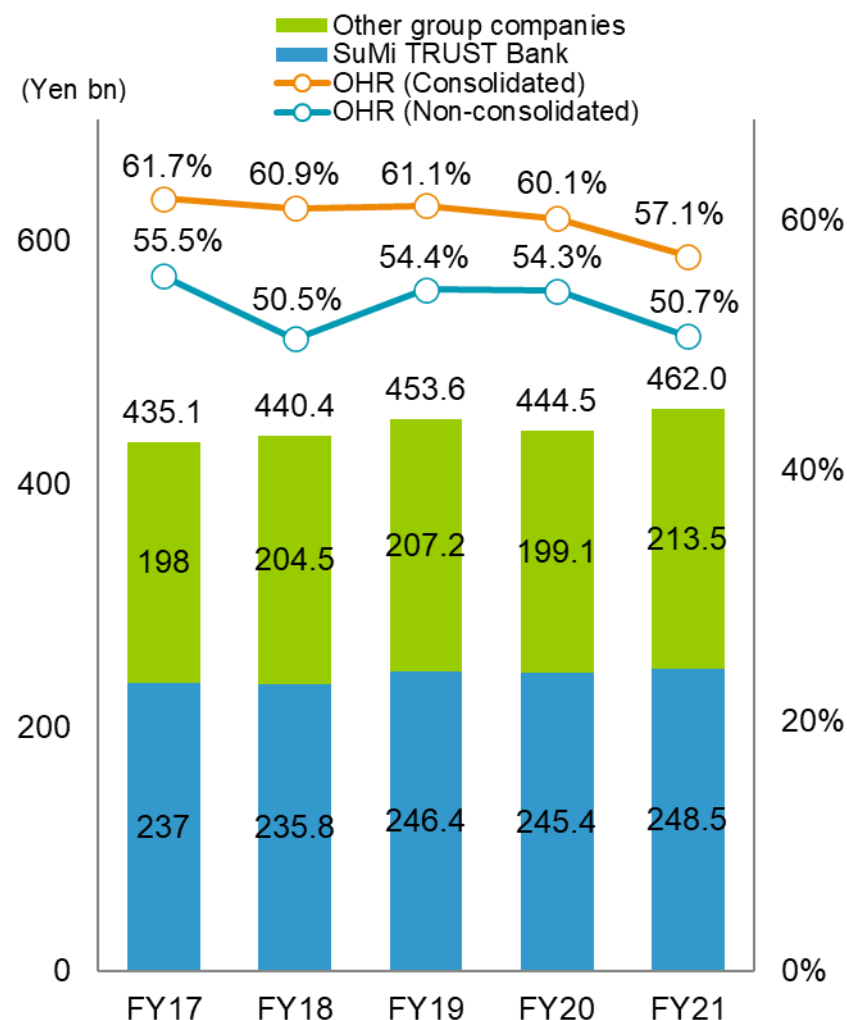


Expenses

[SuMi TRUST Group]		(Yen bn)	FY20	FY21	Change
1	Personnel expenses		(200.1)	(211.4)	(11.3)
2	Non-personnel expenses excluding taxes		(225.7)	(234.8)	(9.1)
3	Taxes other than income taxes		(18.7)	(15.7)	2.9
4	Substantial G&A expenses		(444.5)	(462.0)	(17.5)
5	Overhead ratio		60.1%	57.1%	(3.0%)

[SuMi TRUST Bank]		(Yen bn)	FY20	FY21	Change
6	Personnel expenses		(107.3)	(112.1)	(4.7)
7	Salaries etc.		(100.5)	(104.4)	(3.8)
8	Retirement benefit expenses		11.0	10.9	(0.1)
9	Others		(17.8)	(18.6)	(0.7)
10	Non-personnel expenses excluding taxes		(125.1)	(126.6)	(1.4)
11	IT system related costs		(47.2)	(43.9)	3.3
12	Others		(77.9)	(82.7)	(4.7)
13	Taxes other than income taxes		(12.9)	(9.7)	3.1
14	G&A expenses		(245.4)	(248.5)	(3.1)
15	Overhead ratio		54.3%	50.7%	(3.6%)

Breakdown of G&A expenses



Total credit costs and problem assets

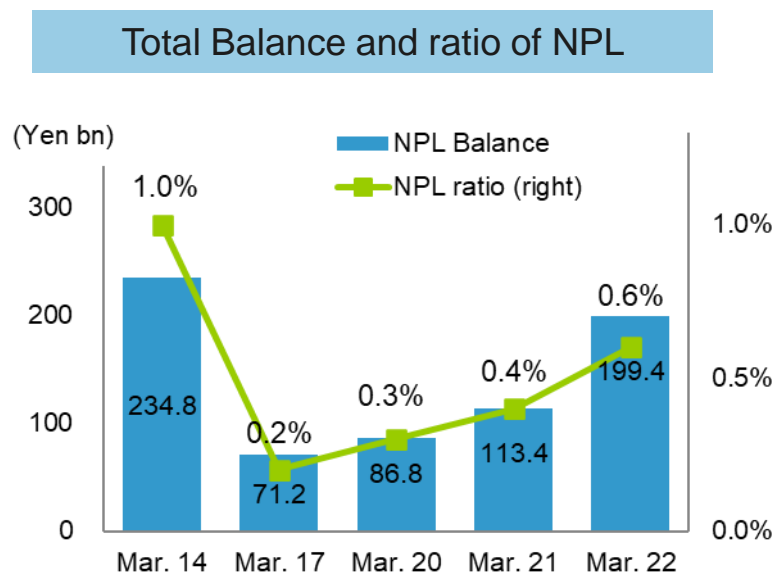
[Total credit costs]		FY20			FY21	Major factors (FY21)
(Yen bn)			1H	2H		
1	SuMi TRUST Bank	(6.3)	6.0	(48.5)	(42.4)	Occurrence of credit cost events due to deterioration in business conditions of our clients. Release of special loan loss provision of approx.¥14.0bn Additional special loan loss provision of approx.¥16.5bn for future uncertainty
2	General allowance for loan losses	4.7	6.2	7.2	13.4	
3	Specific allowance for loan losses	(7.8)	1.5	(54.5)	(53.0)	
4	Recoveries of written-off claims	0.3	0.6	0.3	1.0	
5	Losses on sales of claims, written-off	(3.5)	(2.3)	(1.5)	(3.8)	
6	Other group companies, etc.	(1.5)	(0.9)	1.8	0.8	SuMi TRUST Panasonic Finance +¥0.7bn
7	Total	(7.8)	5.1	(46.6)	(41.5)	

Release special loan loss provision of approx.¥15.0bn
As of March 2022, special loan loss provision of approx.¥21.0bn

[NPL (SuMi TRUST Bank)]		Mar. 22			Change from Mar. 21
(Yen bn)			Coverage ratio (*1)	Allowance ratio (*2)	
8	NPL	199.4	66.3%	52.7%	86.0
9	NPL ratio (ratio to Total loan balance)	0.6%	---	---	0.2%
10	Bankrupt and practically bankrupt	16.7	100.0%	100.0%	(4.8)
11	Doubtful	117.8	77.6%	71.7%	73.3
12	Substandard	64.9	37.0%	10.3%	17.5
13	Other special mention debtors	310.0	---	---	(194.0)
14	Ordinary assets	30,931.8	---	---	361.5
15	Total loan balance	31,441.2	---	---	253.5

(*1) (Collateral value + allowance for loan losses) / Loan balance

(*2) Allowance for loan losses / (Loan balance - Collateral value after considering haircuts)



Securities portfolio

[Securities with fair value]

	(Yen bn)	Costs		Unrealized gains/losses	
		Mar. 22	Change from Mar. 21	Mar. 22	Change from Mar. 21
1 Available-for-sale securities		6,847.6	927.1	401.7	(65.4)
2 Japanese stocks		548.9	(56.2)	660.4	(155.7)
3 Japanese bonds		3,484.9	1,143.2	(13.4)	(14.1)
4 Others		2,813.7	(159.8)	(245.2)	104.4
5 Held-to-maturity debt securities		237.9	(90.2)	13.1	(3.2)

[Securities with fair value (SuMi TRUST Bank)]

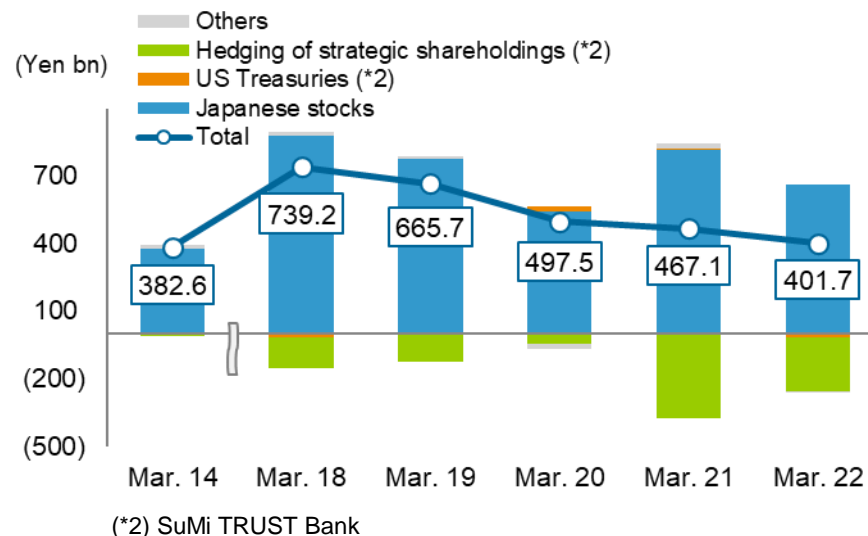
6 Available-for-sale securities		6,692.3	960.9	416.5	(69.7)
7 Japanese stocks		522.4	(53.1)	684.4	(158.8)
8 Japanese bonds		3,484.9	1,143.2	(13.4)	(14.1)
9 o/w Government bonds		2,736.6	1,092.3	(14.6)	(12.8)
10 Others		2,684.9	(129.0)	(254.4)	103.2
11 Domestic investment		88.6	17.4	2.1	(0.3)
12 International investment		1,554.9	78.7	(18.8)	(27.6)
13 o/w US Treasury		522.2	(140.0)	(15.6)	(22.3)
14 Others (Investment trust, etc.)		1,041.3	(225.2)	(237.7)	131.1
15 o/w for hedging of strategic shareholdings (*1)		839.9	(335.0)	(241.7)	132.0

(*1) Of which hedging effect under capital regulation is recognized: Costs ¥721.5bn,
Unrealized gains/losses ¥(200.4)bn

[Held-to-maturity debt securities with fair value (SuMi TRUST Bank)]

16 Held-to-maturity debt securities		237.9	(90.2)	13.1	(3.2)
17 o/w Government bonds		117.5	(0.3)	13.1	(2.5)
18 International investment		59.9	(74.4)	(0.4)	(0.5)

Unrealized gains/losses of AFS securities with fair value



Securities portfolio of Global markets (*3)

	(Yen bn)	10BPV (*4)		Duration (years) (*4)	
		Mar. 22	Change from Mar. 21	Mar. 22	Change from Mar. 21
19 JPY		7.1	0.9	2.3	(0.8)
20 Others (*5)		1.6	(1.6)	2.9	(1.4)

(*3) Managerial reporting basis; "HTM debt securities" and "AFS securities" are combined

(*4) In the calculation of 10BPV and duration, investment balance hedged by derivatives transactions, etc. were excluded

(*5) total of securities denominated in USD, EUR and GBP

- Common Equity Tier 1 ratio:12.31%. Up 0.19 ppt from Mar. 2021 due to decrease in exposure to stock index futures, etc., in global market. Pro-forma CET1 capital ratio on finalized Basel III:9.9% also up 0.5ppt
- Both leverage ratio and liquidity coverage ratio maintained levels well in excess of regulatory requirements

<Capital and total risk-weighted assets (consolidated)>

	(Yen bn)	Mar. 21	Mar. 22	Change
1 Total capital ratio		15.76%	15.61%	(0.15%)
2 Tier 1 capital ratio		13.51%	13.71%	0.20%
3 Common Equity Tier 1 capital ratio		12.12%	12.31%	0.19%
4 Total capital		3,190.9	3,144.4	(46.5)
5 Tier 1 capital		2,736.7	2,761.5	24.8
6 Common Equity Tier 1 capital		2,455.1	2,480.1	25.0
7 Instruments and reserves		2,666.6	2,682.8	16.1
8 Accumulated other comprehensive income (*1)		277.7	198.0	(79.7)
9 Regulatory adjustments		(211.5)	(202.6)	8.8
10 Additional Tier 1 capital		281.5	281.3	(0.2)
11 Tier 2 capital		454.2	382.9	(71.3)
12 Total risk-weighted assets		20,243.3	20,135.3	(108.0)
13 Credit risk		17,843.7	17,921.0	77.3
14 Market risk		1,427.2	1,268.5	(158.7)
15 Operational risk		972.3	945.7	(26.6)

(*1) Valuation differences on Available-for-Sale Securities (Mar. 2022): ¥277.6bn
(Change from Mar. 2021: ¥(51.8)bn)

(*2) Calculated according to the revision of Financial Services Agency Notification(effective as of June 30, 2020). For reference, figures on item 17 and 20 are calculated according to the basis applied before the revision.

(*3) Average figures in 4QFY2021. "Change from Mar. 21" represents the comparison to figure for 4QFY2020 calculated in the same manner

<Major factors of change in capital adequacy ratios>

[Capital]

(1) Common Equity Tier 1 capital: +¥25.0bn

- Net income: +¥169.0bn
- Unrealized gains/losses of AFS: ¥(51.8)bn
- Dividend: ¥(63.7)bn
- Intangible assets (goodwill, software): ¥(32.6)bn

[Risk-weighted assets]

(2) Credit risk: +¥77.3bn

- Decrease in exposure to stock index futures, etc., in global market : approx. ¥(350.0)bn
- Increase in foreign currency credit (equivalent yen) due to depreciation of JPY : approx. +¥210.0bn

<Major factors of change in finalized Basel III>

- Reflection of clarified rule for capital floor (contributed 0.15ppt up for CET1 ratio)
- Decrease in risk-weighted assets of strategic shareholdings (divestment, declining of market value) (contributed 0.15ppt up for CET1 ratio)

<Other ratios required in prudential regulations (consolidated)>

	(Yen bn)	Mar. 22	Change from Mar. 21
16 Leverage ratio (*2)		5.32%	(0.21%)
17 Including current account with the Bank of Japan		4.12%	(0.04%)
18 Tier 1 capital		2,761.5	24.8
19 Total exposure (*2)		51,876.9	2,435.6
20 Including current account with the Bank of Japan		66,961.2	1,288.4
21 Liquidity coverage ratio (*3)		160.8%	7.1%
22 Total high-quality liquid assets		17,729.2	403.2
23 Net cash outflows		11,018.7	(253.6)

Forecast for FY2022

- Net business profit: ¥ 310.0bn decreased by (¥36.0bn) YoY due to absence of favorable market conditions in FY2021 and consideration of future uncertainty
- Net income: ¥190.0bn increased by ¥20.9bn YoY. Aim to achieve target of the Medium- Term Management Plan
- Dividend per common share : ¥200 increased by ¥30 YoY, equivalent to consolidated payout ratio of 39.5% in accordance with our shareholder return policy

	(Yen bn)	FY21 Actual	1H Forecast	2H Forecast	FY22 Forecast	Change from FY21
1	Net business profit before credit costs	346.0	145.0	165.0	310.0	(36.0)
2	SuMi TRUST Bank	242.0	105.0	115.0	220.0	(22.0)
3	Substantial gross business profit	808.1	385.0	415.0	800.0	(8.1)
4	SuMi TRUST Bank	490.6	230.0	245.0	475.0	(15.6)
5	Other group companies	317.5	155.0	170.0	325.0	7.4
6	Substantial G&A Expenses	(462.0)	(240.0)	(250.0)	(490.0)	(27.9)
7	SuMi TRUST Bank	(248.5)	(125.0)	(130.0)	(255.0)	(6.4)
8	Other group companies	(213.5)	(115.0)	(120.0)	(235.0)	(21.4)
9	Total credit costs	(41.5)	(10.0)	(10.0)	(20.0)	21.5
10	Net gains on stocks	(38.3)	0.0	0.0	0.0	38.3
11	Other non-recurring profit	(36.4)	(12.0)	(13.0)	(25.0)	11.4
12	Ordinary profit	229.7	123.0	142.0	265.0	35.2
13	SuMi TRUST Bank	150.8	92.5	102.5	195.0	44.1
14	Net income	169.0	90.0	100.0	190.0	20.9
15	SuMi TRUST Bank	113.3	70.0	75.0	145.0	31.6
16	Dividend per common share (Yen)	170	100	100	200	+30
17	Consolidated dividend payout ratio	37.7%	---	---	39.5%	(1.8%)

(*) Shareholder return policy

- ✓ As a means of returning shareholder's profits commensurate with earnings, aim to raise consolidated dividend payout ratio to around 40% in or around FY22.
- ✓ May repurchase its own shares flexibly by considering the balance with investment in profit growth opportunities for its mid- to long-term perspective, and the effect of the repurchase on the improvement of capital efficiency, given securing adequate capital level

【Assumptions】

(1) Net business profit: ¥(36.0)bn YoY

- Substantial gross business profit is expected to decrease mainly due to absence of favorable market conditions. (excluding this factor, substantial profit increase)
- Substantial G&A Expenses is expected to increase in proportion with conjunction with substantial gross business profit increases and investment for DX, human capital and other items

(2) Total credit costs: forecast ¥(20.0)bn

- Substantial balance of allowance for losses is ¥(41.0)bn including special loan loss provision ¥(21.0)bn as of Mar.22

(3) Net gains on stocks: forecast ¥0.0bn

- Expected gains from divestment of strategic shareholdings is fully offset by recognition of unrealized losses on hedging transactions

Forecast for FY2022 (by business segment)

Reorganization of the businesses

- ✓ Implementation on April 1, 2022
- ✓ SuMi TRUST Bank will newly establish Retail Business, Corporate Business and Investor Services Business to develop a value creation process that meets the needs of each economic entity, responding to various changes in the domestic and global environment surrounding us.

Old

Retail total solution services	
Wholesale financial services	Wholesale total solution services
	Wholesale asset management
Stock transfer agency services	
Real estate	
Fiduciary services	
Global markets	
Asset management business	

New

Retail Business
Corporate Business
Investor Services Business
Real Estate Business
Global Markets Business
Asset management Business

Net business profit before credit cost

(Yen bn)		FY21 Actual	FY22 Forecast	Change
1	Total	346.0	310.0	(36.0)
2	Retail Business	32.2	34.0	1.7
3	SuMi TRUST Bank	13.7	16.0	2.2
4	Other group companies	18.5	18.0	(0.5)
5	Wholesale Business	126.4	126.0	(0.4)
6	SuMi TRUST Bank	98.2	101.0	2.7
7	Other group companies	28.2	25.0	(3.2)
8	Investor Services Business	71.6	51.0	(20.6)
9	SuMi TRUST Bank	60.3	43.0	(17.3)
10	Other group companies	11.2	8.0	(3.2)
11	Real Estate Business	36.9	35.0	(1.9)
12	SuMi TRUST Bank	29.3	29.0	(0.3)
13	Other group companies	7.5	6.0	(1.5)
14	Global Markets Business	36.5	48.0	11.4
15	Asset management business(*1)	40.5	30.0	(10.5)

(*1) Sum of Asset management companies (SuMi TRUST AM, Nikko AM (consolidated), Sky Ocean AM, JP AM)

Fee business: Investment management consulting

- Total Income increased by ¥4.0bn YoY to ¥40.4bn due to increased sales volume and rising market value
- Total Sales volume increased by ¥324.0bn YoY to ¥1,153.6bn due to the progress of generation-specific consulting

Income from marketing of investment products

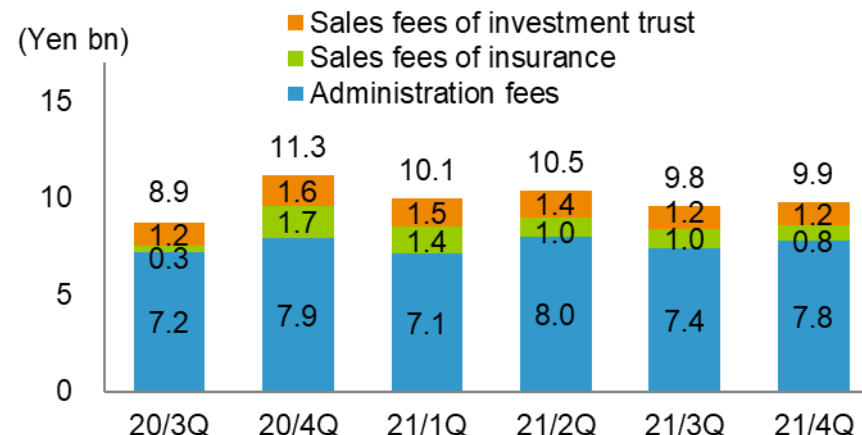
	(Yen bn)	FY20	FY21	Change	FY22 Plan
1 Income total		36.4	40.4	4.0	40.0
2 Sales fees of investment trust		4.4	5.5	1.0	5.5
3 Sales fees of insurance		2.6	4.3	1.7	4.0
4 Administration fees		29.3	30.5	1.2	30.5

Sales volume / balance

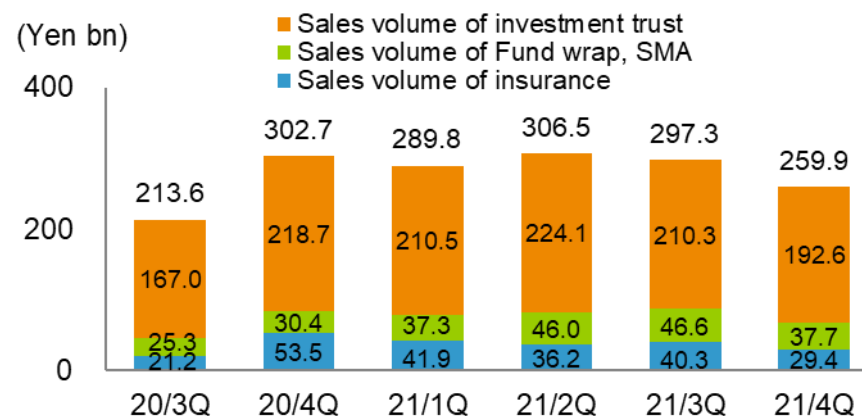
	(Yen bn)	FY20	FY21	Change	FY22 Plan
5 Sales volume total		829.6	1,153.6	324.0	1,110.0
6 Investment trust		640.0	837.7	197.6	810.0
7 Fund wrap, SMA		91.5	167.8	76.2	150.0
8 Insurance		98.0	148.0	50.0	150.0

	(Yen bn)	Mar. 21	Mar. 22	Change	Mar. 23 Plan
9 Balance total		6,896.4	7,306.6	410.1	7,410.0
10 Investment trust		3,533.0	3,886.8	353.7	4,040.0
11 Fund wrap, SMA		918.7	1,032.3	113.6	1,080.0
12 Insurance		2,444.6	2,387.4	(57.2)	2,290.0
13 Wrap Selection		1,843.2	1,642.1	(201.0)	

Income from marketing (quarterly)



Sales volume (quarterly)



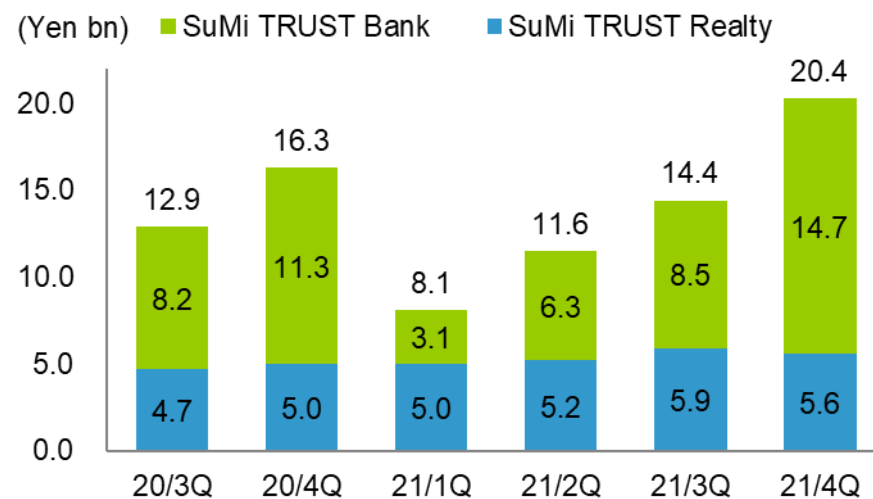
Fee business: Real estate

- Real estate brokerage fee increased by ¥12.4bn YoY to ¥54.7bn, the highest record since integration
- The business maintained strong performance with both corporate and individual clients due to sufficient deal pipeline closing

Income (group base)

(Yen bn)		FY20	FY21	Change	FY22 Plan
1	Real estate brokerage fees	42.2	54.7	12.4	53.0
2	SuMi TRUST Bank	25.0	32.9	7.8	33.0
3	SuMi TRUST Realty	17.2	21.8	4.6	20.0
4	Real estate trust fees, etc.	6.1	6.3	0.2	6.0
5	Net other real estate profit	1.4	1.6	0.1	1.5
6	SuMi TRUST Bank	-	-	-	-
7	Group companies	1.4	1.6	0.1	1.5
8	Total	49.8	62.7	12.9	60.5
9	o/w SuMi TRUST Bank	31.1	39.2	8.0	39.0

Real estate brokerage fees (quarterly)



Assets under management / administration

(Yen bn)		Mar. 21	Mar. 22	Change
10	Securitized real estate	20,047.4	22,023.8	1,976.4
11	Assets under custody from J-REITs	16,785.3	17,508.0	722.6
12	Assets under management	613.1	624.5	11.4
13	Private placement funds	341.5	340.2	(1.2)
14	J-REITs	271.6	284.3	12.6

Fee business: Asset management/administration

- AUM increased by ¥3.9trn to approx. ¥121trn from March 2021 mainly due to further growth of market value and cash inflow
- AUC increased for each asset category in both domestic and overseas operations from March 2021

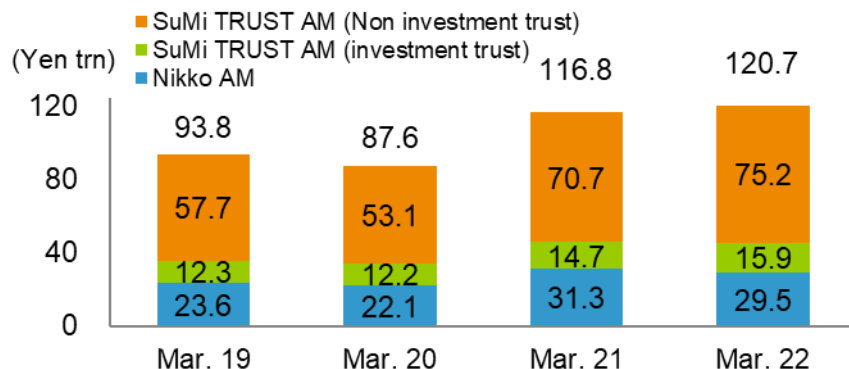
Assets under management (AUM)

	(Yen trn)	Mar. 21	Mar. 22	Change
1 Assets under management (*1)		116.8	120.7	3.9
2 SuMi TRUST AM		85.5	91.2	5.7
3 Investment trust		14.7	15.9	1.1
4 Non investment trust (*2)		70.7	75.2	4.5
5 Corporate pension trust		14.6	14.8	0.2
6 Public pension trust		12.9	12.9	0.0
7 Discretionary investment		43.2	47.5	4.2
8 Nikko AM(*3)		31.3	29.5	(1.7)

(*1) Categorized by entity actually managing asset

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

(*3) Change includes the impact of business reorganization in which a subsidiary in unconsolidated : ¥(1.1)trn



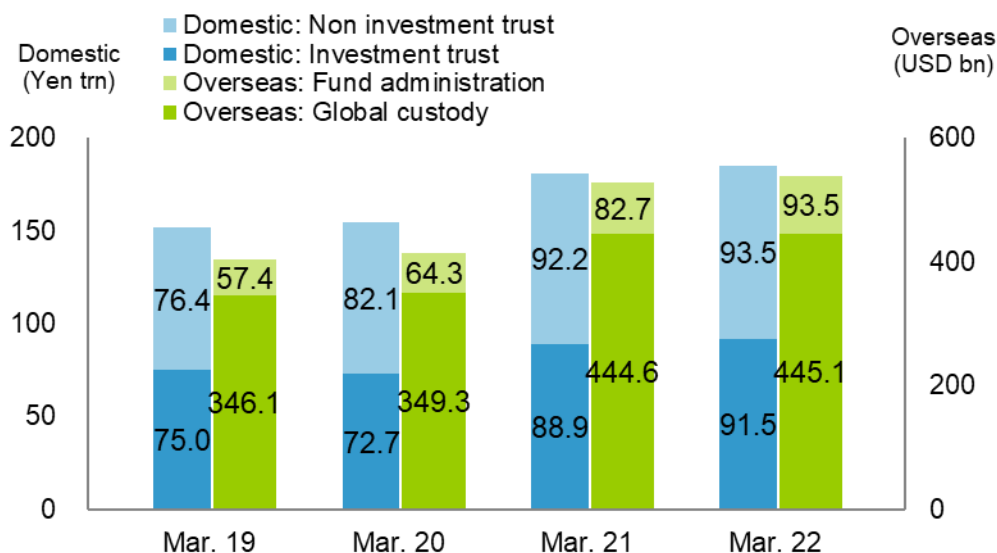
USD/JPY	110.95	108.69	110.65	122.38
TOPIX	1,591.64	1,403.04	1,954.00	1,946.40

Assets under custody/administration (AUC)

	(Yen trn)	Mar. 21	Mar. 22	Change
[Domestic]				
9 Investment trust (*4)		88.9	91.5	2.5
10 Non investment trust (*4)		92.2	93.5	1.2
[Overseas]	(USD bn)			
11 Global custody (*5)		444.6	445.1	0.5
12 Fund administration		82.7	93.5	10.7

(*4) Entrusted balance of SuMi TRUST Bank

(*5) Combined figures of SuMi TRUST Bank, SuMi TRUST Bank(U.S.A) and SuMi TRUST Bank(Lux.)



Loan/Investment business: Credit portfolio (SuMi TRUST Bank)

- Individual: New loan amount increased compared to FY20 when marketing activities were restricted by COVID-19
- Corporate:(Corporate Yen) COVID-19 related financing needs settled down. (Foreign currency) Reduced on local currency-denominated basis.

Individual clients

		FY20	FY21	Change	FY22 Plan
(Yen bn)					
1	Annual amount of individuals	1,227.7	1,275.7	48.0	1,100.0
2	Mortgage loans	1,125.5	1,175.0	49.4	1,000.0

		Mar. 21	Mar. 22	Change	Mar. 23 Plan
(Yen bn)					
3	Outstanding of individual loans	10,819.6	11,251.6	432.0	11,350.0
4	Mortgage loans	10,141.8	10,543.7	401.9	10,650.0

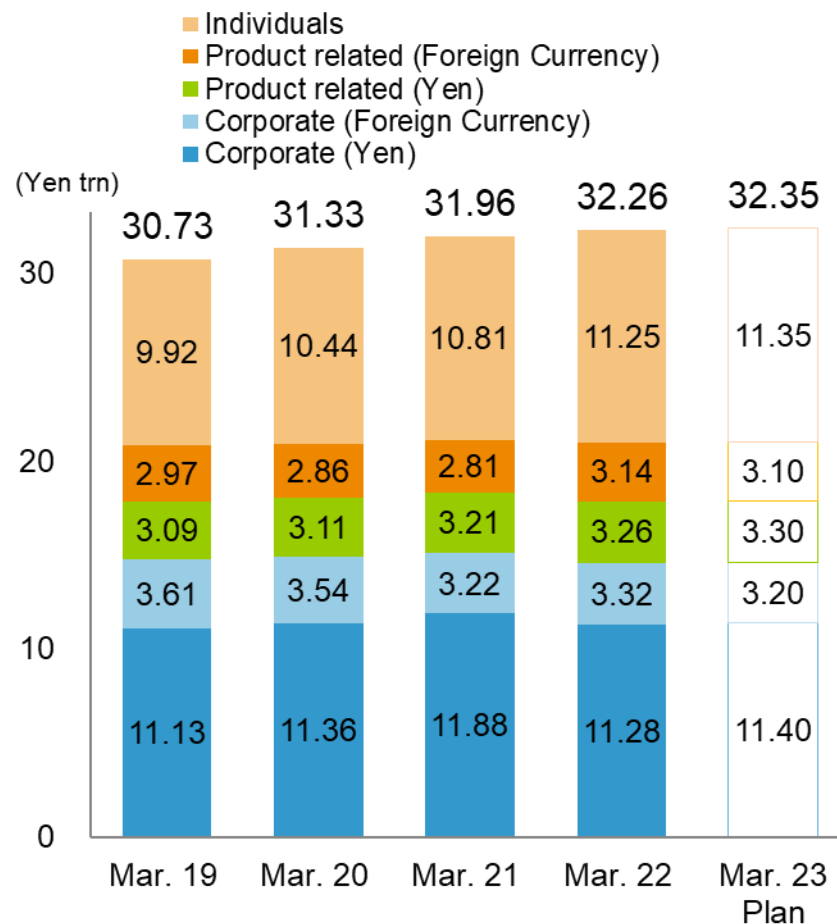
Corporate clients

		Mar. 21	Mar. 22	Change (*)	Mar. 23 Plan
(Yen bn)					
5	Corporate lending(Yen)	11,885.4	11,283.2	(602.2)	11,400.0
6	Corporate lending(Foreign Currency)	3,225.4	3,322.4	97.0	3,200.0
7	Product related (Yen)	3,217.5	3,260.9	43.4	3,300.0
8	Product related (Foreign Currency)	2,812.7	3,144.8	332.0	3,100.0
9	Total balance of credit for corporates	21,141.1	21,011.4	(129.6)	21,000.0
10	Product related	6,030.2	6,405.7	375.5	6,400.0

(*) Impact of foreign exchange: Corporate (Foreign Currency) approx. ¥310.0bn,

Product related (Foreign Currency) approx. ¥280.0bn

Credit portfolio balance



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