



SuMi TRUST
SUMITOMO MITSUI TRUST GROUP

Investor Meeting on Financial Results for FY2022

May 19, 2023

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Readiness for various risks

Human resource management

Sustainability

Corporate governance

Key Messages

Financial results for FY2022 and forecast for FY2023

FY2022 Financial results

- ✓ Net income achieved 191.0bn yen exceeding fiscal year plan
- ✓ Dividend per share is 210 yen (increased of 40 yen). Consolidated dividend payout ratio is 40.2%

FY2023 Forecast

- ✓ Net income forecast is 200.0bn yen. Continuous growth trend despite uncertain environment

Medium- Term Management Plan (FY2023-FY2025)

Work on growth strategy to achieve ROE of 10% and P/B ratio of 1x or above as soon as possible

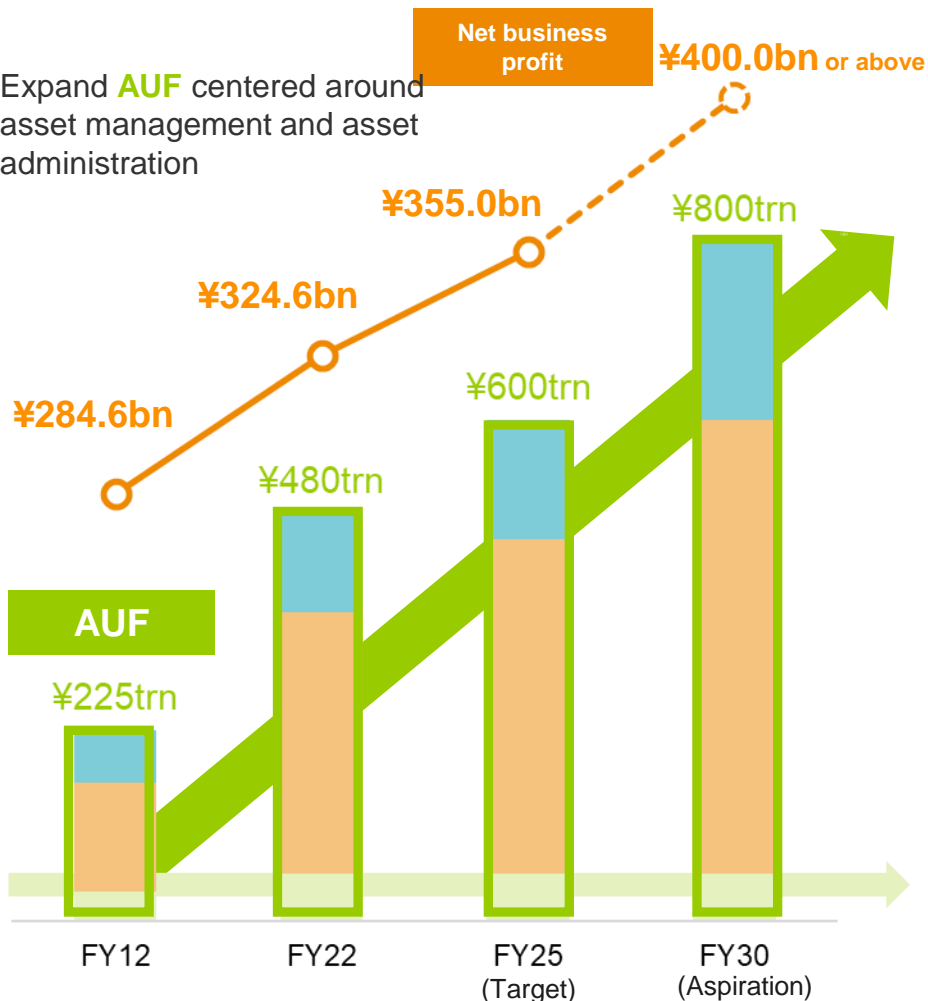
- ✓ Engage in three key strategic businesses, “The age of 100-year life”, “ESG/sustainable management”, “Networking” and create a virtuous circulation of funds
- ✓ Expand AUF centered around asset management and asset administration. Strive to expand assets with high investor return expectation
- ✓ Balance capital utilization between investment for growth and share repurchase. Focus on shareholder returns with progressive dividend. Consolidated dividend ratio is 40% or above

Assets Under Fiduciary (AUF)

AUF
(Assets Under Fiduciary)

Indicator of the scale of our initiatives to contribute to solving social issues and creating and expanding markets

Expand **AUF** centered around asset management and asset administration



AUF(Assets Under Fiduciary)

||

AUM

+

AUC
&
AUA

+

B/S

Assets Under Management

- ✓ Taking on challenge in areas with high return expectations, such as private assets
- ✓ Capturing local and global growth over a wide range of businesses

Assets Under Custody/Administration

- ✓ Expand BPO services for investors and asset management companies
- ✓ Expect to increase managed balances due to growth in capital markets as well as our businesses

Our own balance sheet

- ✓ Maintain balance almost at current level
- ✓ Sequential replacement to assets with higher capital return

① Financial results for FY2022 and forecast for FY2023

Financial results for FY2022/Forecast for FY2023

- Net business profit and Net income exceed forecast. Achieved 105%, 101%
- Dividend per share : ¥210 (increased by ¥40), Consolidated dividend payout ratio : 40.2%
- FY23 forecast of Net income : ¥200.0bn (increased by ¥8.9bn YoY). Dividend per share: ¥220 (increased by ¥10)

<Major KPIs>

	(Yen bn)	FY21 Actual	Forecast	FY22 Actual	change from FY21	change from Forecast	FY23 Plan	change from FY22
1	Net business profit before credit costs	346.0	310.0	324.6	(21.4)	+ 14.6	320.0	(4.6)
2	Substantial gross business profit	808.1	800.0	814.1	+ 5.9	+ 14.1	850.0	+ 35.8
3	Substantial G&A Expenses	(462.0)	(490.0)	(489.5)	(27.4)	+ 0.5	(530.0)	(40.4)
4	Total credit costs	(41.5)	(20.0)	(10.4)	+ 31.1	+ 9.6	(20.0)	(9.5)
5	Net gains on stocks	(38.3)	0.0	3.0	+ 41.4	+ 3.0	15.0	+ 11.9
6	Other net non-recurring profit, Extraordinary profit	(38.1)	(25.0)	(45.8)	(7.6)	(20.8)	(35.0)	+ 10.7
7	Net income	169.0	190.0	191.0	+ 21.9	+ 1.0	200.0	+ 8.9
8	Fee income ratio	54.0%		55.1%	+ 1.1%			
9	Overhead ratio	57.1%	61.3%	60.1%	+ 3.0%	(1.2%)	62.4%	+ 2.3%
10	Return on equity	6.25%		6.93%	+ 0.68%			
11	Common Equity Tier 1 capital ratio	12.31%		10.79%	(1.52%)	(*)		

(*) Pro-forma figure of Mar.23 CET1 Capital Ratio on finalized Basel III reform basis is 9.5%.

<Per share information>

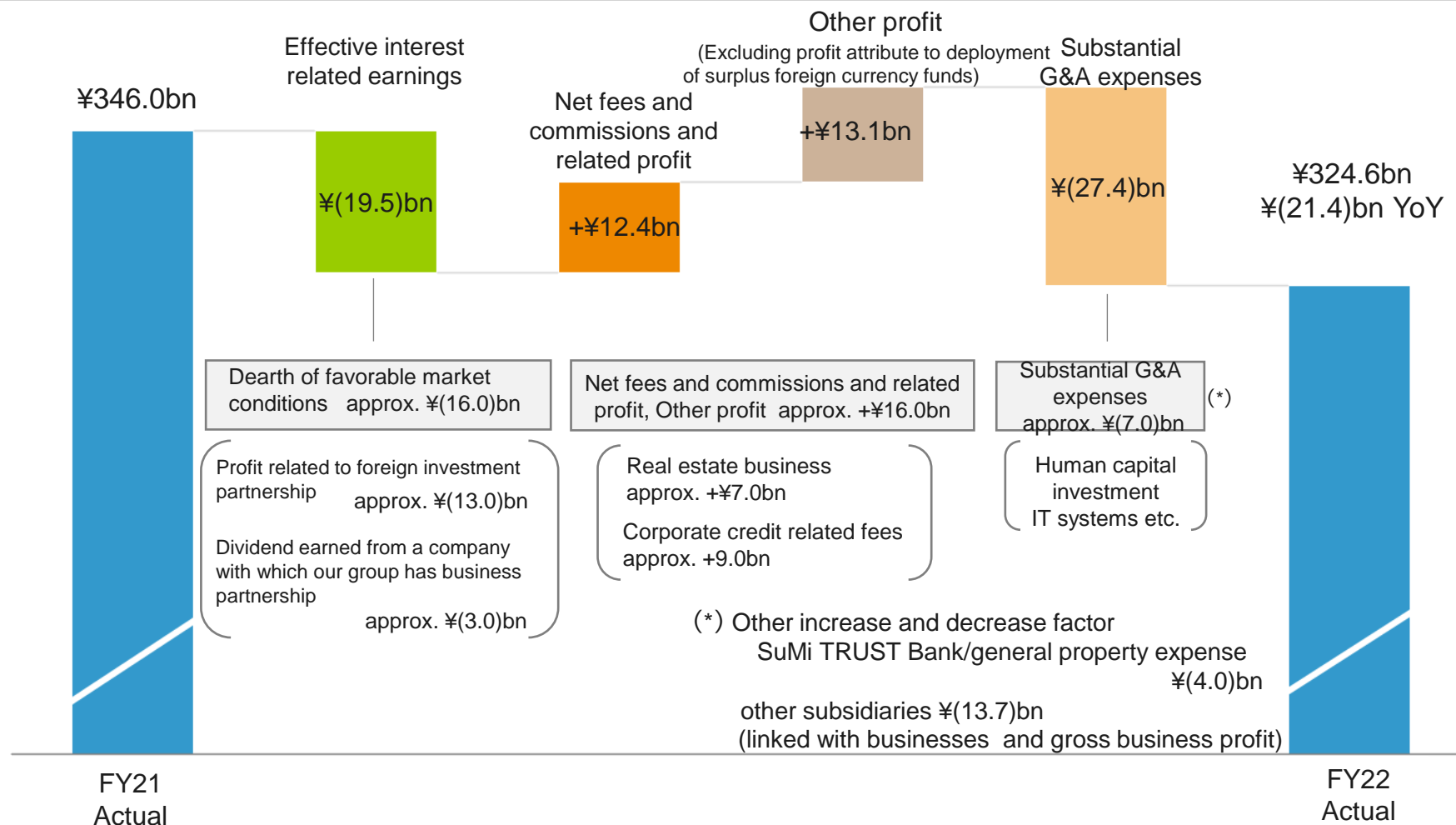
	(Yen)	FY21 Actual	FY22 Actual	change from FY21	FY23 Plan	change from FY22
12	Earnings per share (EPS)	451	517	+ 66	541	+24
13	Dividend per share (DPS)	170	210	+40	220	+10
	(Yen)	Mar. 22	Mar. 23	change from Mar. 22		
14	Net assets per share (BPS)	7,249	7,686	+436		

<Shareholders' return>

<Shareholders' return>		FY22 Actual	FY23 Plan
15	Dividend payout ratio	40.2%	40.0%

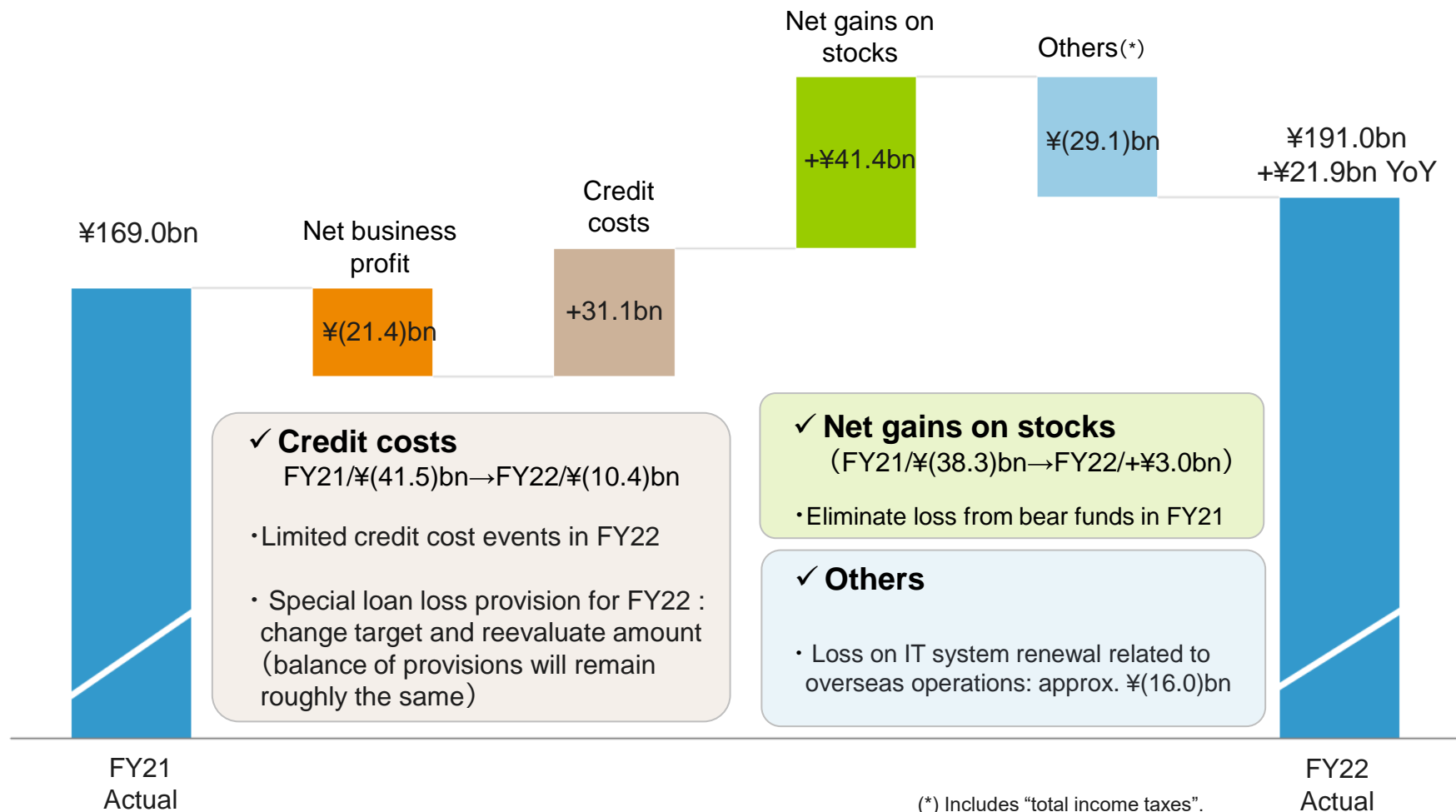
Net business profit before credit cost (FY2022)

- Effective interest-related earnings declined, mainly due to dearth of favorable market conditions that prevailed in the previous fiscal year
- Net fees and commissions increased. Real estate business continued to perform well and corporate credit-related fees also contributed
- Substantial G&A expenses increased due to investments in human capital and IT systems in addition to expenses linked with gross business profit increases



Net Income (FY2022)

- Achieved ¥191.0bn exceeding forecast of ¥190.0bn. Increase of ¥21.9 bn YoY
- Improvements in credit costs and net gains on stocks offset decrease in net business profit and extraordinary loss



② Medium- Term Management Plan (FY2023-FY2025)

Previous Medium- Term Management Plan (FY2020-FY2022) Review

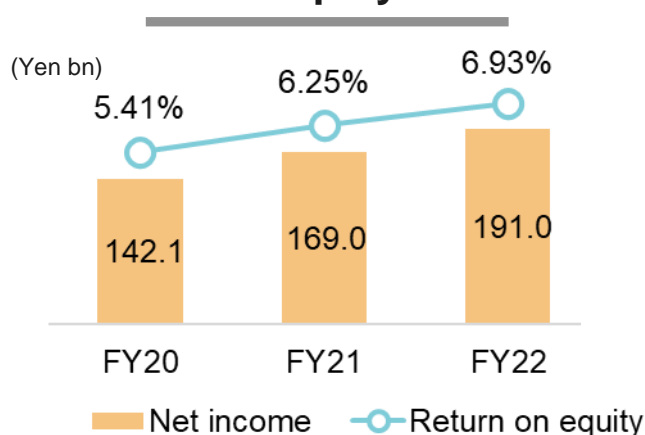
Review previous Medium- Term Management Plan ~KPI

- Achieve ROE and profit targets. Recorded highest net income of ¥191.0bn since integration
- CET1 ratio was 9.5%(*) as of Mar. 2023. Continue to invest in growth and repurchase shares considering capital buffer and timeline
- Dividend per share increased by ¥60 in three years. Achieved 40% of dividend payout ratio

(*) : Finalized Basel III

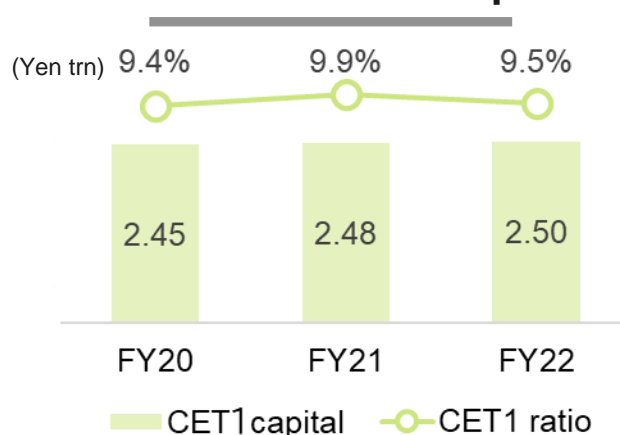
Target in 2023	KPI	Return on equity	Net business profit before credit cost	Net income	CET1 ratio*	Dividend payout ratio
	Target	Around 7%	¥310bn	¥190bn	Lower 10% range	Around 40%
	Actual	6.93%	¥324.6bn	¥191bn	9.5%	40.2%
	Assessment	○	○	○	△	○

Return on equity/Net income



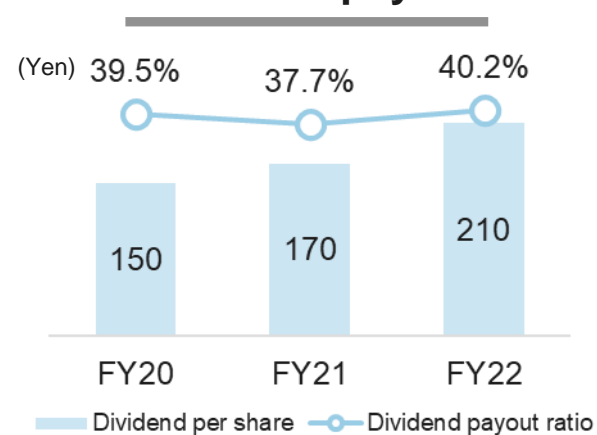
Earning power steadily improved

CET1 ratio*/CET1 capital



Capital accumulated to utilized phase

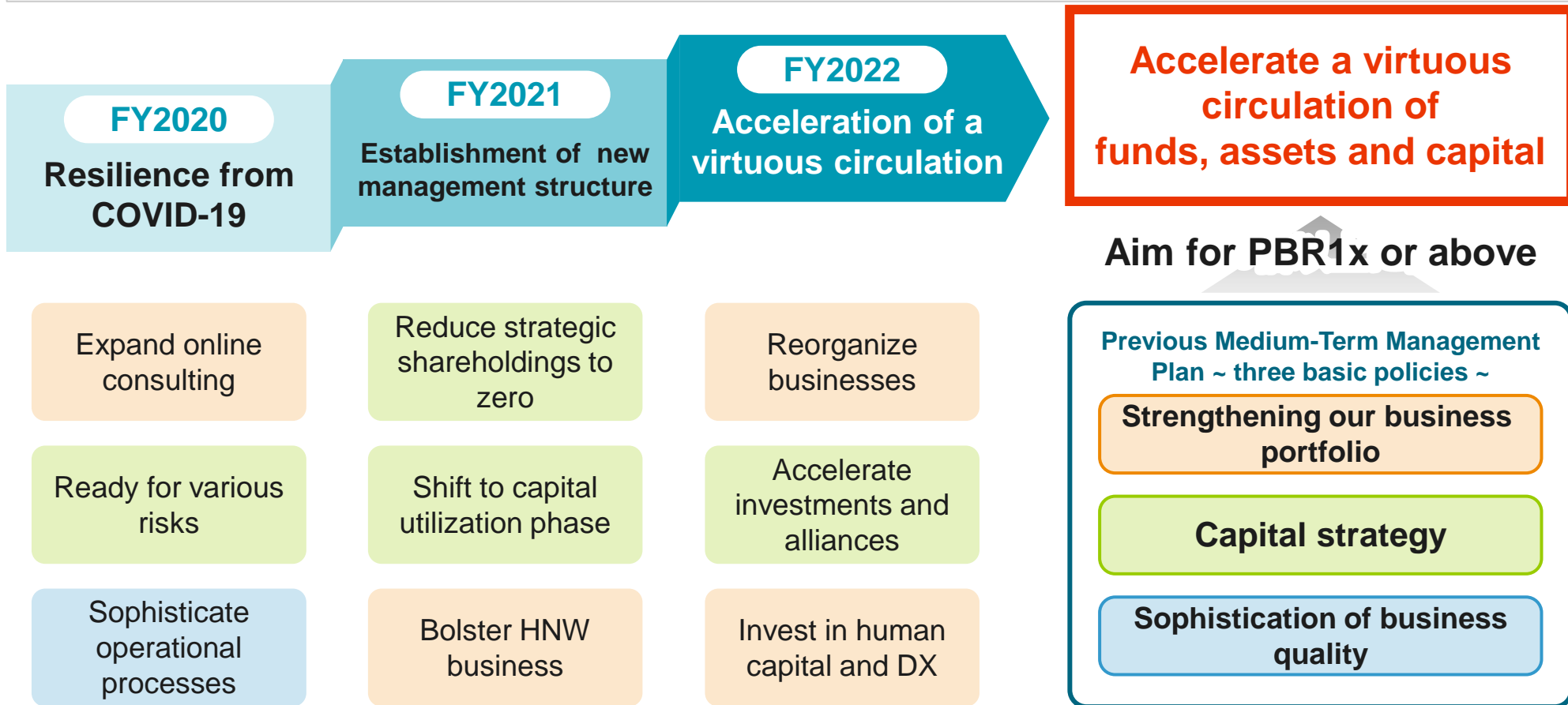
DPS/Dividend payout ratio



Increased shareholder return

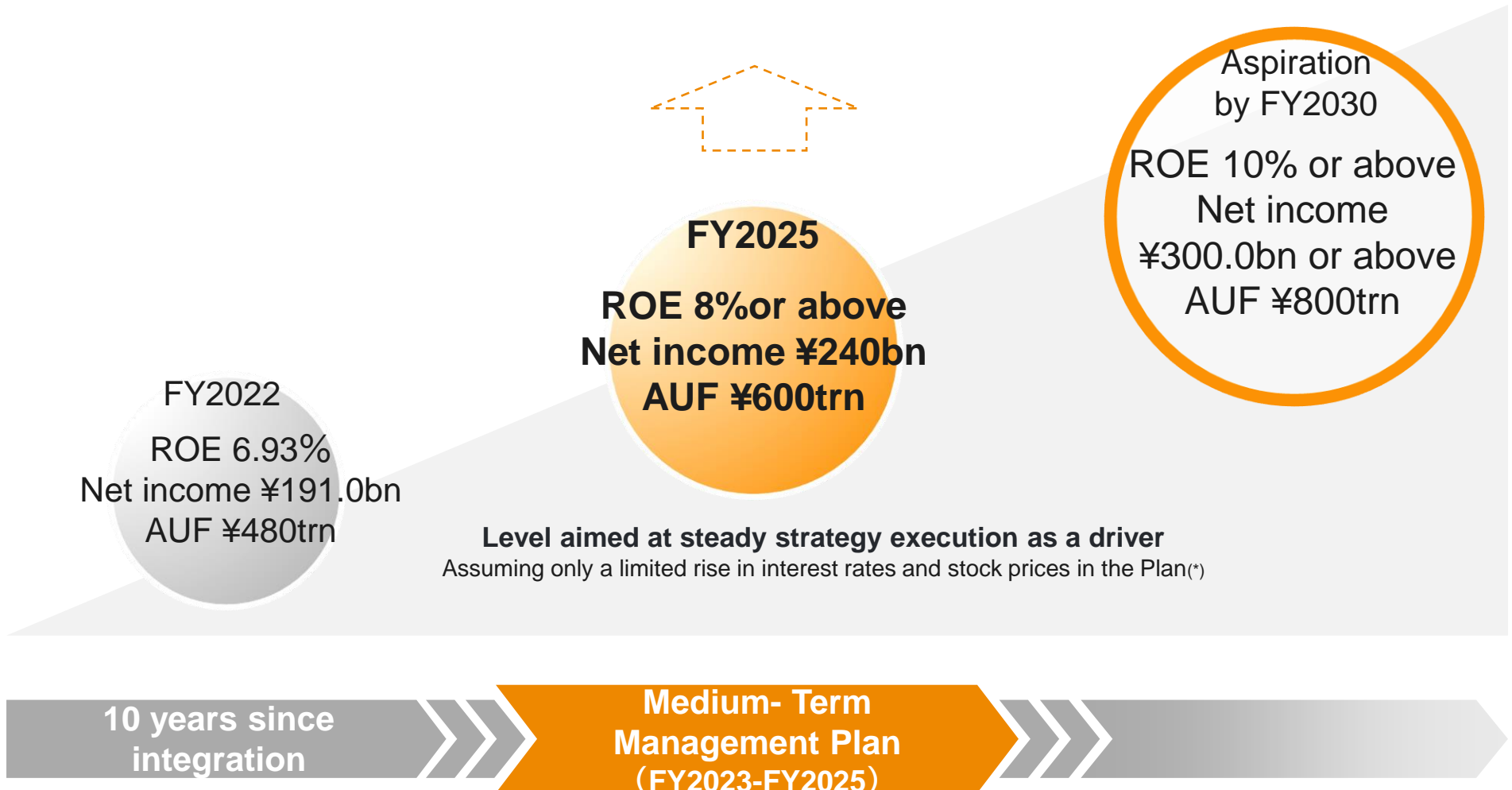
Review of the previous Medium- Term Management Plan ~initiatives

- Established new management structure in FY2021. Announced initiatives to reduce strategic shareholdings to zero. Shift to capital utilization phase from capital accumulation phase
- Achieve capital-efficient profit growth centered on trust-related businesses such as asset management and asset administration



New Medium- Term Management Plan (FY2023-FY2025) Summary

Positioning of Medium- Term Management Plan(FY2023-2025)



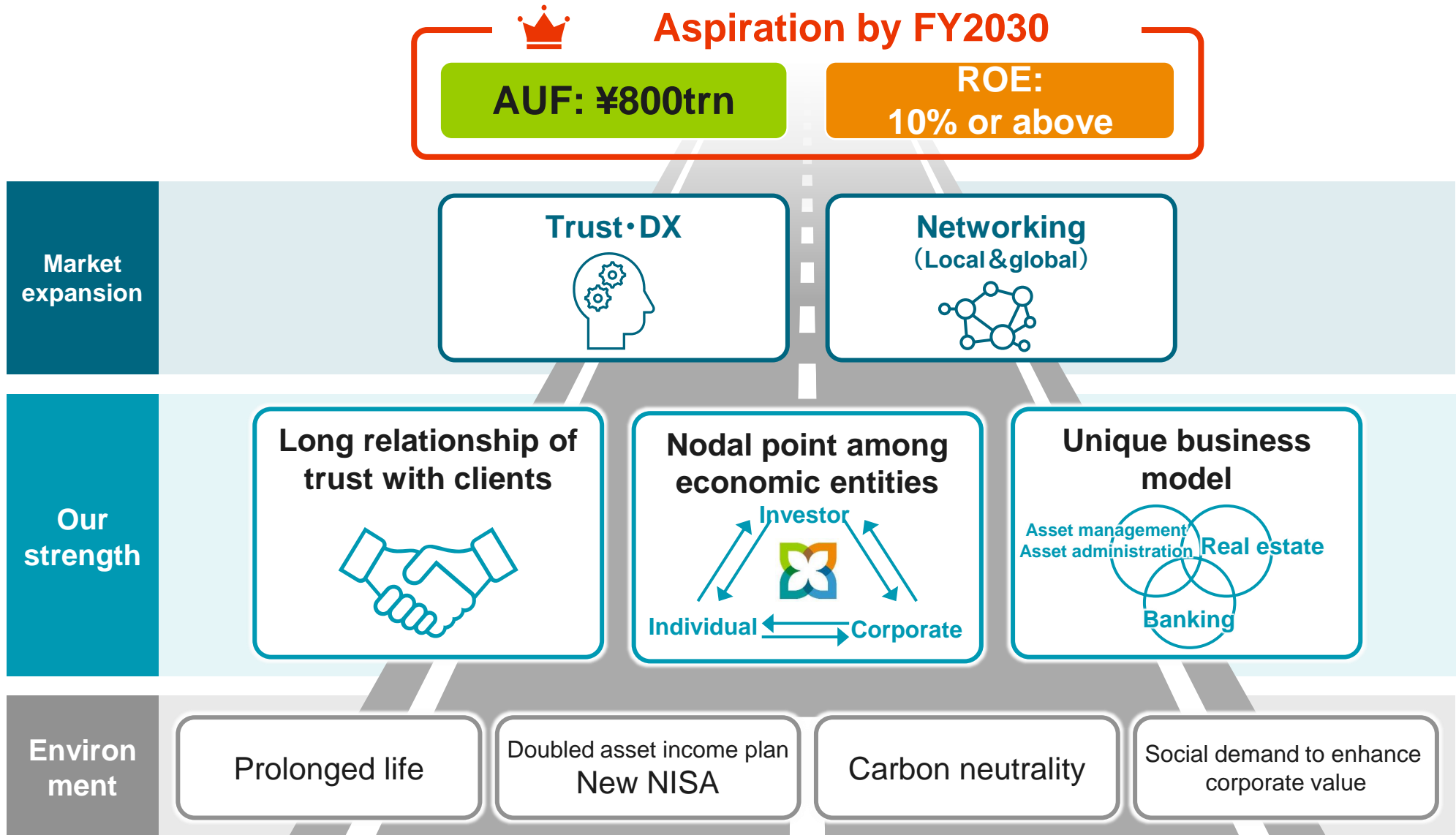
(*) Market environment assumption (FY23/FY25) : 10YJGB yield 0.50%/0.70%, Nikkei225 ¥28,000/¥28,000, USD/JPY ¥130/¥120

Key Performance Indicators(KPI)

		FY2022 (Actual)	FY2023 (Plan)* ₁	FY2025 (Target) * ₁	By FY2030 (Aspiration)
Profitability Efficiency	Return on equity	6.93%	Lower 7% range	8% or above	10% or above
Source of investment/distribution	Substantial gross business profit	¥814.1bn	¥850.0bn	¥920.0bn	¥1trn or above
Earning power/Growth	Net business profit	¥324.6bn	¥320.0bn	¥355.0bn	¥400.0bn or above
	Net income	¥191.0bn	¥200.0bn	¥240.0bn	¥300.0bn or above
Business model	AUF(outstanding)^(*2)	¥480trn	¥500trn	¥600trn	¥800trn
	Fee income ratio	55%	Mid-50% range	Mid-50% range	60% or above
Cost effectiveness	OHR	60%	Lower 60% range	Lower 60% range	Upper 50% range
Capital adequacy	CET1 ratio (Finalized Basel III base)	9.5%	Mid-9% range	9.5% ~around 10%	Stably maintain 10% or above

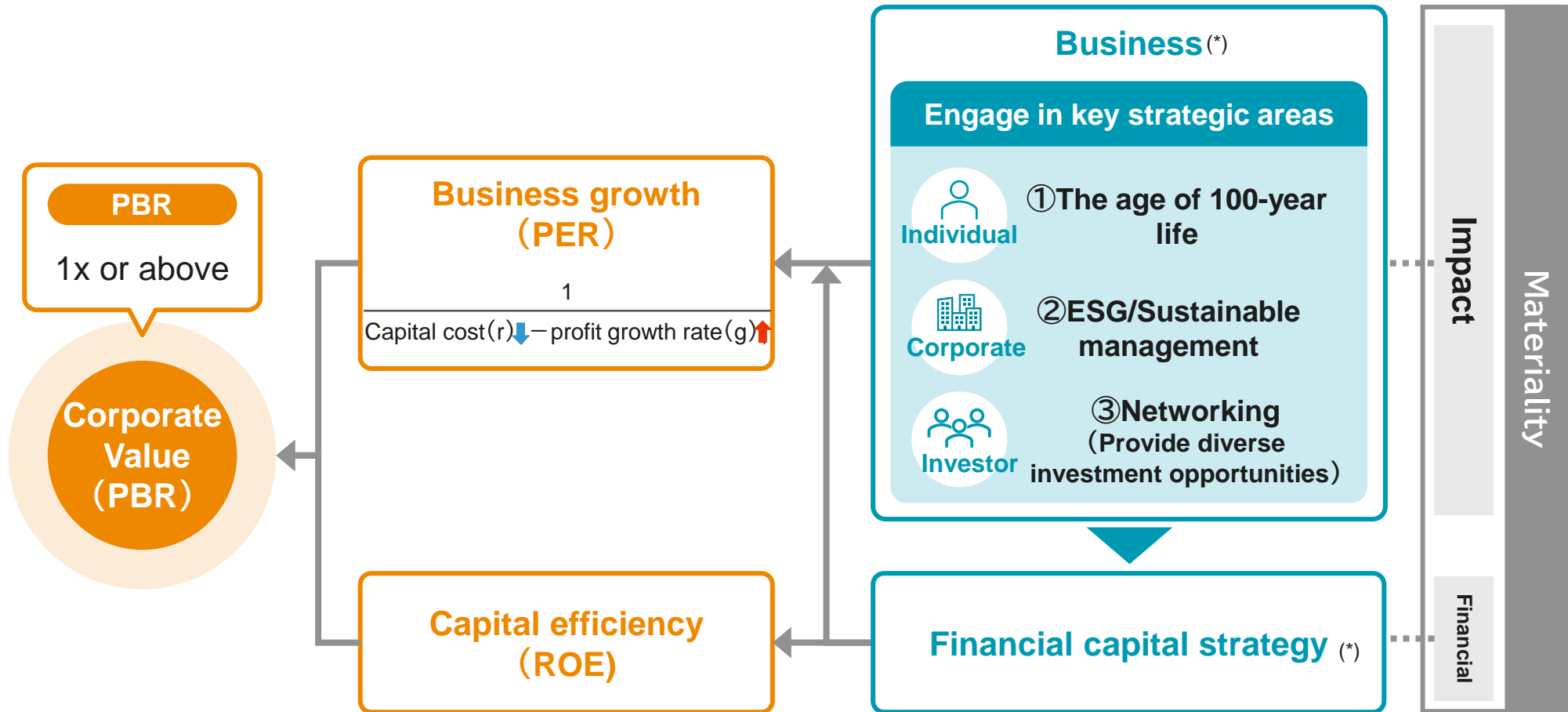
(*1) Market environment assumption (FY23/FY25) : 10YJGB yield 0.50%/0.70%, Nikkei225 ¥28,000/¥28,000, USD/JPY ¥130/¥120 (*2): AUF: Assets Under Fiduciary

Roadmap for ROE 10% or above



Initiatives to enhance corporate value

- Focus on three key strategic businesses that promote a large circulation of funds by tackling to social and clients' issues
- Achieve P/B ratio of 1x or above as soon as possible with a unique growth model centered on the trust business



(*) Generally corresponds to “9 Strategies” (1) to (4) in the Mid-Term Management Plan. Please see page 72 for more information about Medium- Term Management plan

◆ Initiatives to key strategic businesses

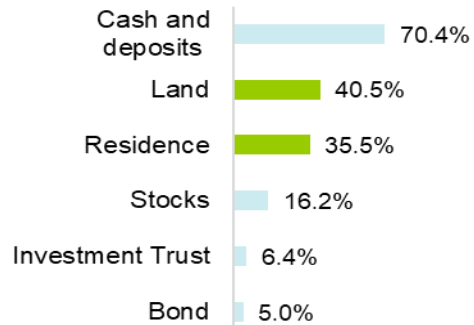
The age of 100-year life ~household assets in Japan~

- Household assets, ¥3,000trn, are the key to creating a circulation of funds in Japan.
- Eliminate vague anxiety that individual clients have in the age of 100 year life by leveraging strengths of a trust group

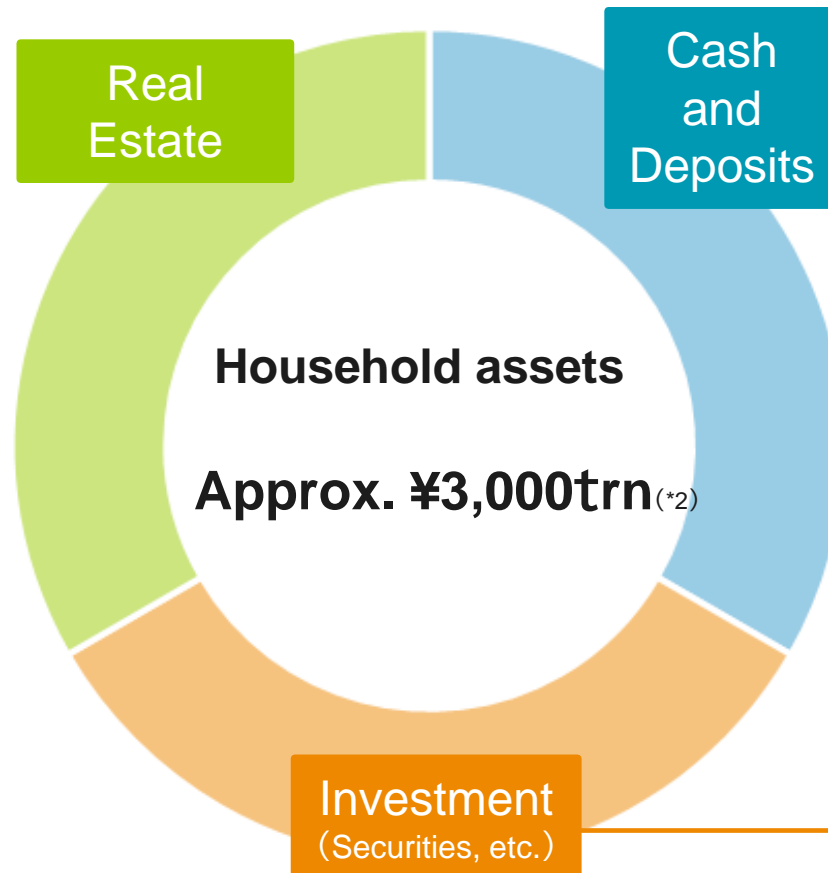
Issue

Smooth
intergenerational
asset transfer

Approx. 40% of people
experienced an inheritance in
real estate(*1)



Real Estate Solution



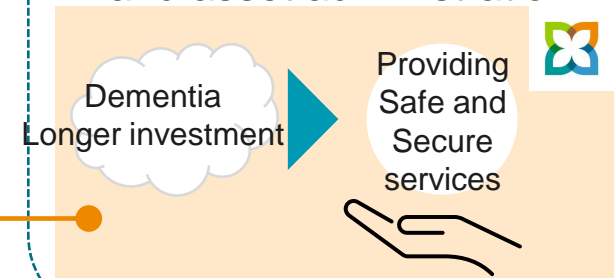
Issue

Decline in asset value
due to inflation



Issue

Vague anxiety
towards asset management
and asset administration



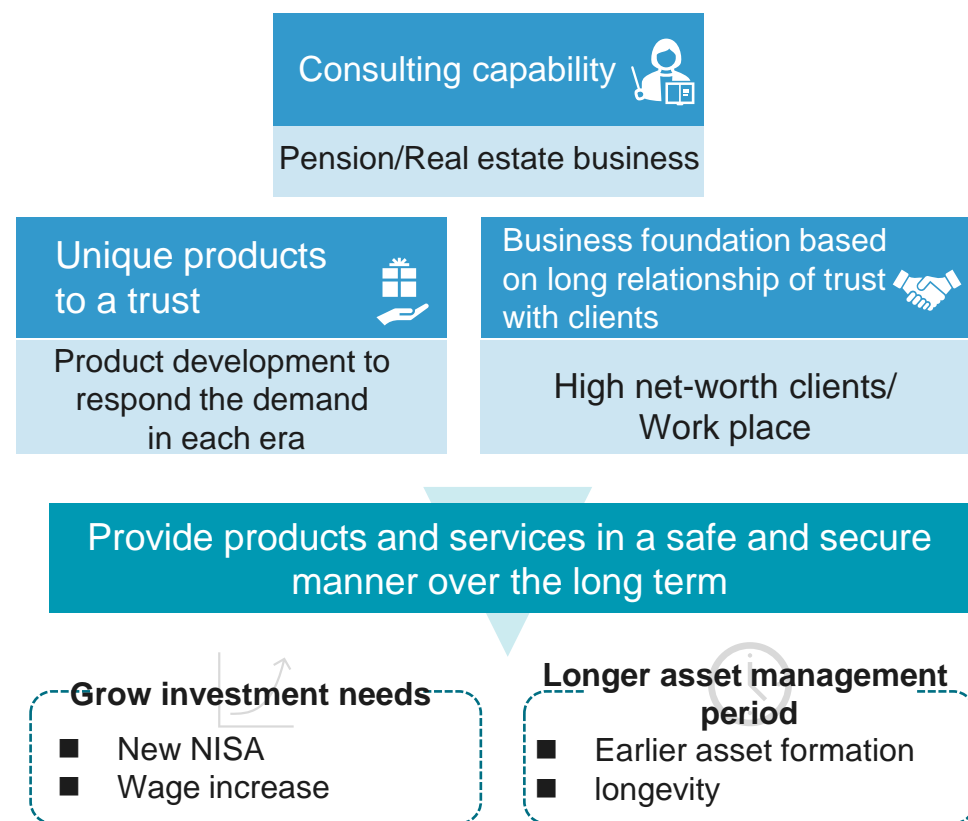
(*1) SuMi TRUST Bank conducted a survey

(*2) Bank of Japan, Flow of Funds Statistics/Cabinet Office, National Accounts

The age of 100-year life ~Asset formation and Asset administration~

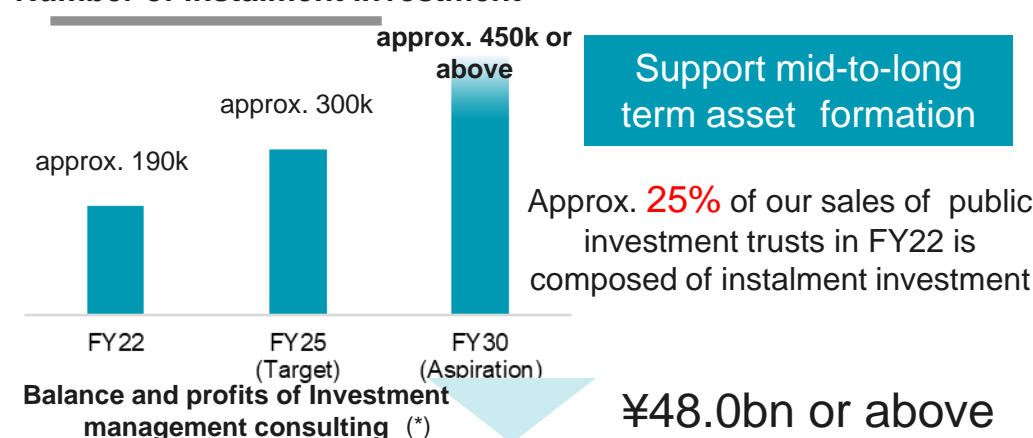
- Our strength is our wide range of highly specialized products and services. Provide products and services in a safe and secure manner based on long-term relationships of trust
- Support asset formation of our clients. Aim to grow our profits by expansion of AUF

Leveraging our Strengths to respond Society's Needs

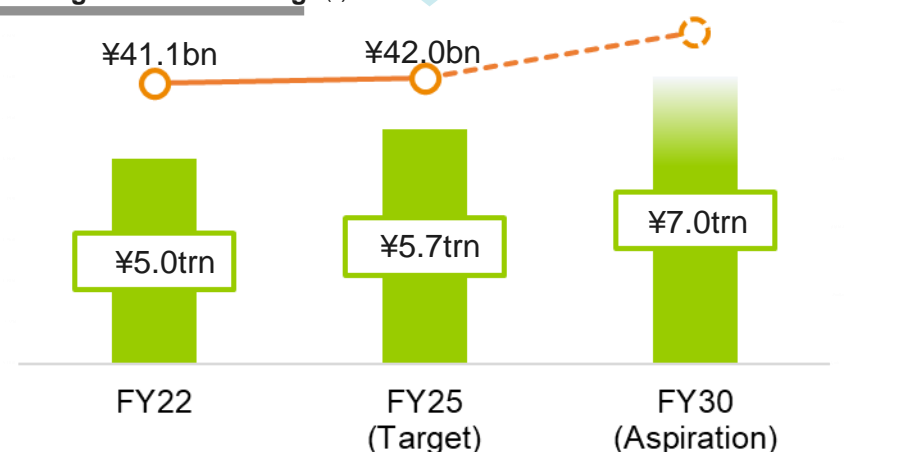


Achieve our growth by expansion of balance of investment management consulting(AUF)

Number of instalment investment



Balance and profits of Investment management consulting (*)



(*) Income total of sales fees of investment trust and insurance, and administration fee in Retail Business.

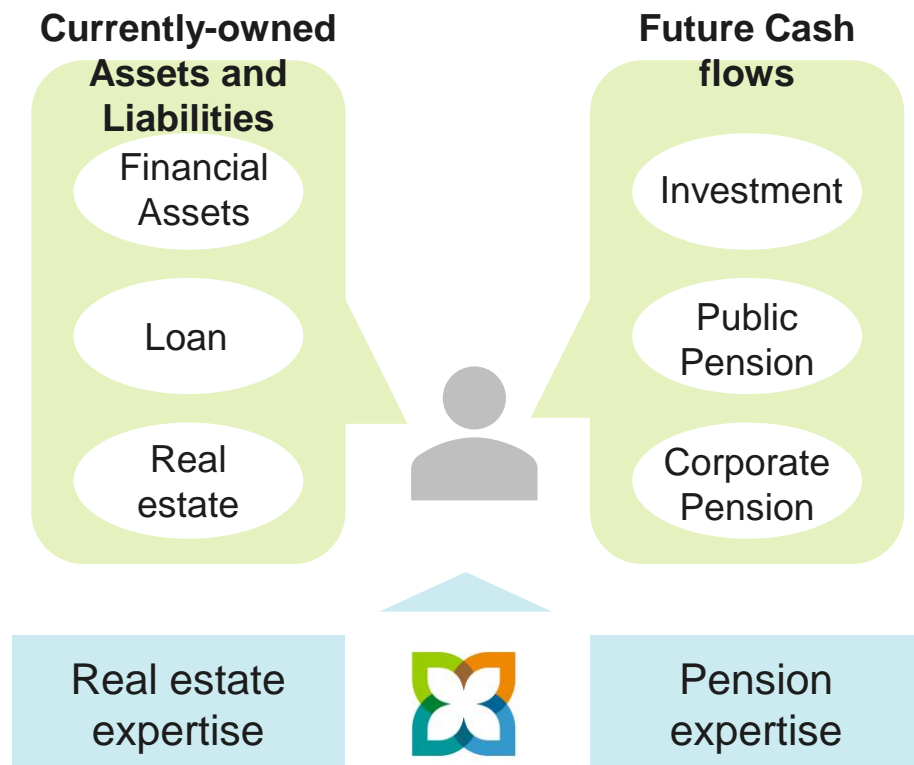
Balance total of investment trust, fund wrap, SMA and insurance in Retail Business

The age of 100-year life ~Asset formation and Asset administration~

- Engaging consulting services that covers future cash flows such as real estate or pensions, utilizing our experience and expertise in the trust businesses
- Supporting long-term asset management by providing products and services to respond to needs of clients

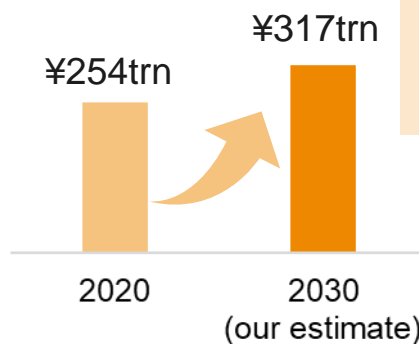
Consulting capability(Total Asset Approach)

Consulting considering future cash flow



Unique products to a trust(100 year passport+)

asset freeze by dementia



100 year passport+

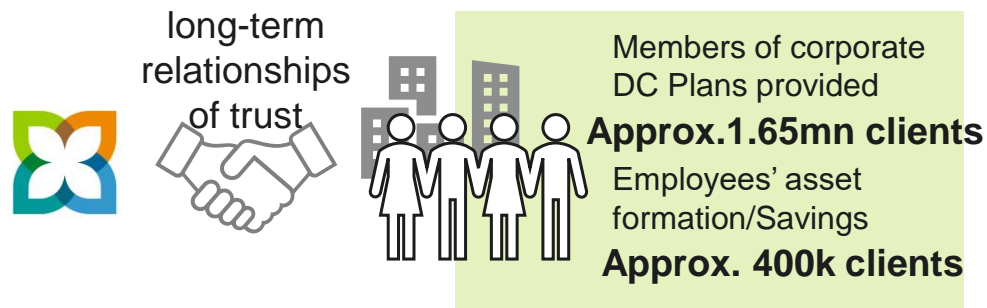
Cancellations can be made by the person authorized to handle procedures on behalf of clients

Resolve vague anxiety about the future

Support long-term asset management

Clients foundation

(transactions with employees of our corporate clients)

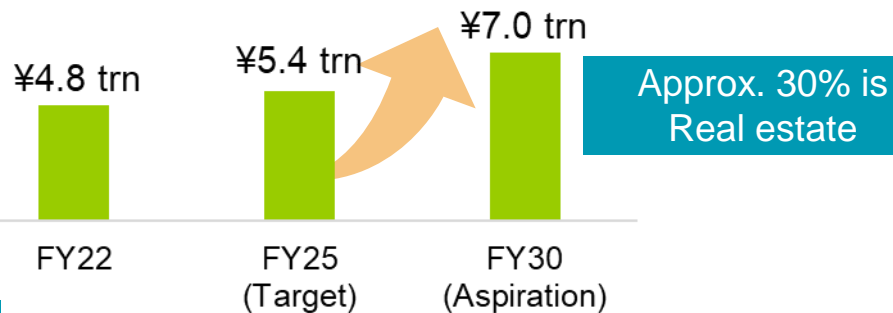


The age of 100-year life ~Asset succession and Real estate~

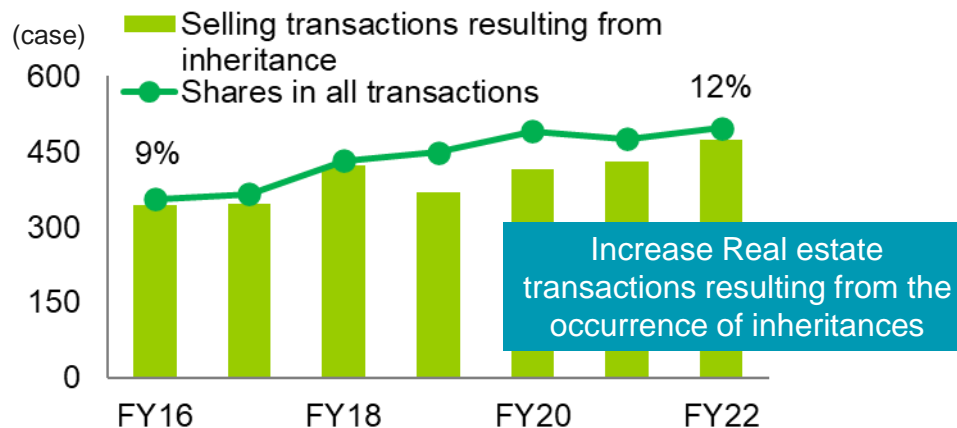
- Expand needs for will trusts prolonged life(real estate accounts for 30% of AUF)
- Real estate transactions resulting from the occurrence of inheritances are expected to increase continuously. Expand earnings by accelerating our group collaboration

Will trusts × Real estate

Entrusted asset(AUF)

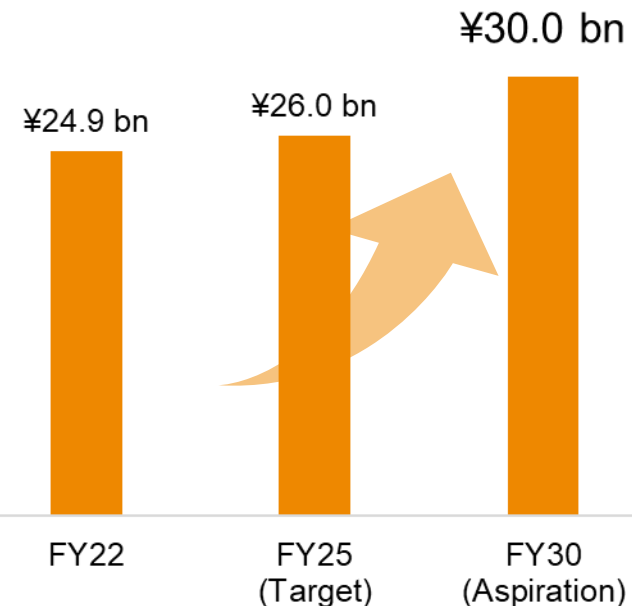


Inheritance × Real estate



Expand earnings from Real estate

Real estate brokerage fee(*) (SuMi TRUST Realty)



Increased transactions referrals from SuMi TRUST Bank
Accelerate to strengthen group collaboration and increase
real estate earnings

(*) based on contract based commissions

The age of 100-year life ~Digital/ alliances~

- Expand business foundation with asset formation generation by enhancing IT/digital-related services
- Promote businesses with high net-worth clients by collaboration with UBS SuMi TRUST

Digital technology(Smart Life Designer:SLD)

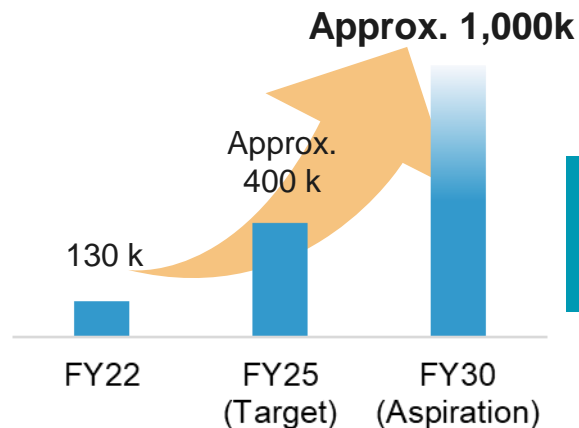


- Simulation function
elaborate future cashflow
simulation including pension
benefit
- Providing information
contribute to enhancement
of financial literacy

Further Expansion
of Functions

Expand client base
for asset formation
generation

Total number of SLD
downloads



Collaboration with business partners(UBS SuMi TRUST)

FY22/ROC^(*)
over 10%

UBS | SuMi TRUST

UBS
Group

SuMi
TRUST

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

High net-worth clients' needs

Real estate

Asset
management

Asset
administration/
succession

loan

Example of large transactions^(*)

Real estate

Matching needs on both sides



Asset
management

Providing advanced asset
management solution

UBS | SuMi TRUST

(*) 1 billion yen or above per transaction

ESG/Sustainable management ~overview of strategy~

- Visualize management issues faced by corporate clients and provide a wide range of solution menus
- Enhance corporate value for our clients by engaging in fruitful dialogue based on long-term relationships of trust

Management
issues

Enormous finance needs
for decarbonization

Enhancement of human
capital management

Sophistication of corporate
governance

Engagement based on long- term relationships of trust

Visualize issues

Solve issues

- ✓ Governance survey®
- ✓ ESG Real estate survey
- ✓ Human capital survey



Financing

Consulting

Real estate

External
menu



Breakthrough
Energy Catalyst

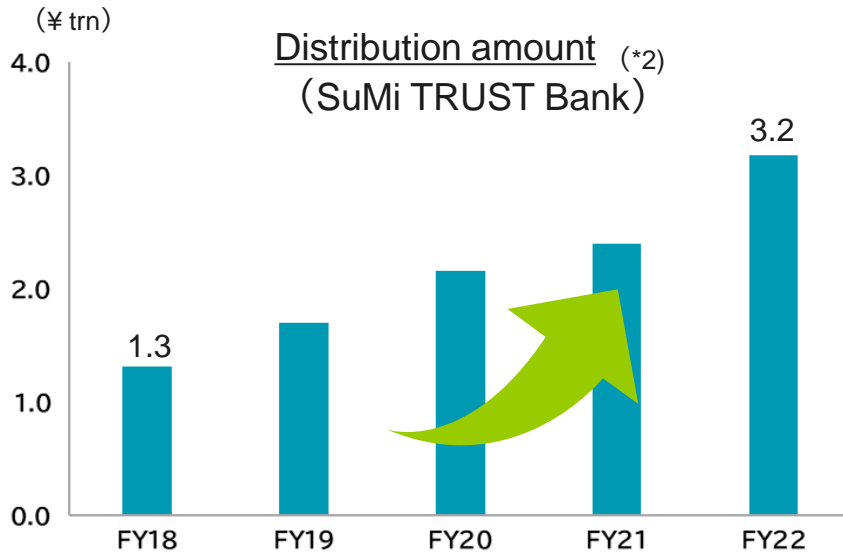
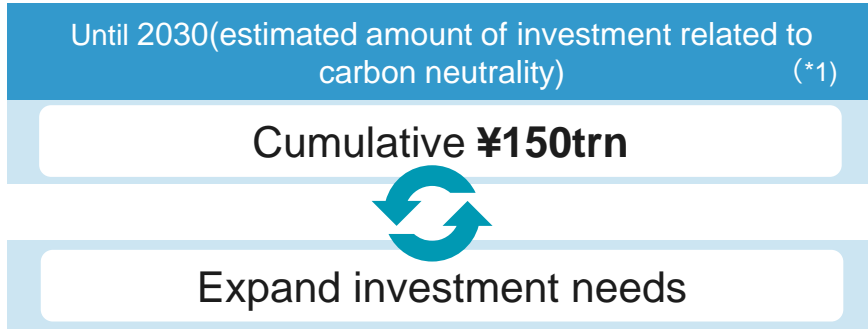


Enhancement of corporate value for our corporate clients

ESG/Sustainable management ~Financing~

- Significantly expand decarbonization-related investment needs toward 2030
- Increased target for sustainable finance to 15 trillion yen in light of growing awareness of issues and demands for funds from corporate clients

Decarbonization-related investment needs



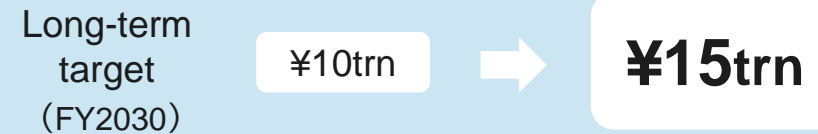
(*1) Source: from "Clean energy interim strategy" (Ministry of Environment)

(*2) Cumulative total of top 50 SMTB's clients

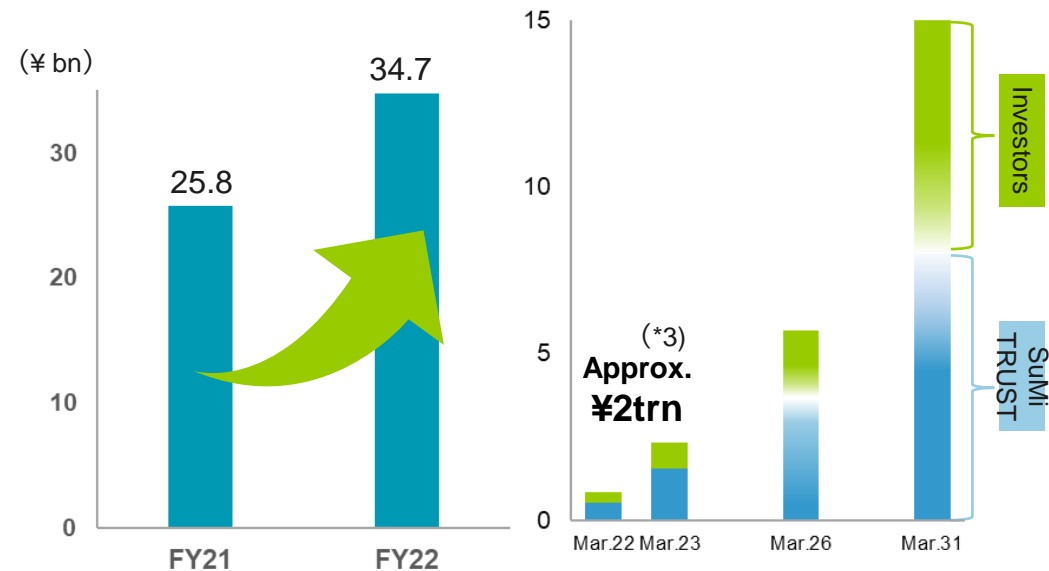
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Sustainable finance

Increase of sustainable finance contribute to increase in corporate credit-related fees



(corporate credit-related fees) (¥ trn) (Finance) **¥15trn**



(*3) Aggregated amount by SuMi TRUST Bank

ESG/Sustainable management ~sophistication of corporate governance~

- Environment and issues surrounding Japanese corporates have changed significantly. Visualize current issues of corporate clients through Governance survey
- Contribute to the revitalization of capital markets by leveraging our unique business model and expertise

Visualize issues and provide solutions

Governance survey ®

- Visualize current issues
- Recognize the gap between institutional investors and corporate

1,879
companies

Support
IR/SR
meetings

Support
evaluation of
the Board of
Directors

Support
organization
revision

Support
introduction
compensation
framework

Succession plan
Invite external
directors

(May. 23)

**Capital and business alliance with Board
Advisors Japan Inc.**



Board Advisors Japan, Inc.
株式会社ボードアドバイザーズ



三井住友信託銀行
SUMITOMO MITSUI TRUST BANK

Support for sophistication of corporate governance

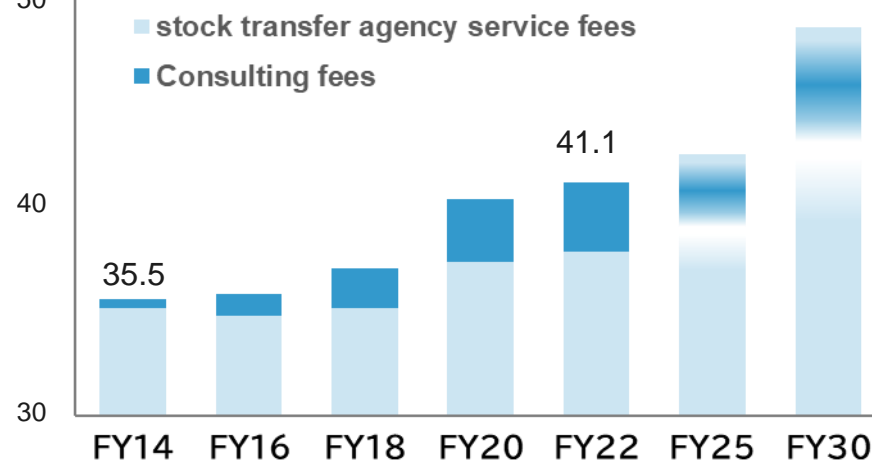
Largest client base
in Japan

Highly expertise

Partners

Contribute to sophistication of corporate governance and activation of capital markets

(¥ bn)

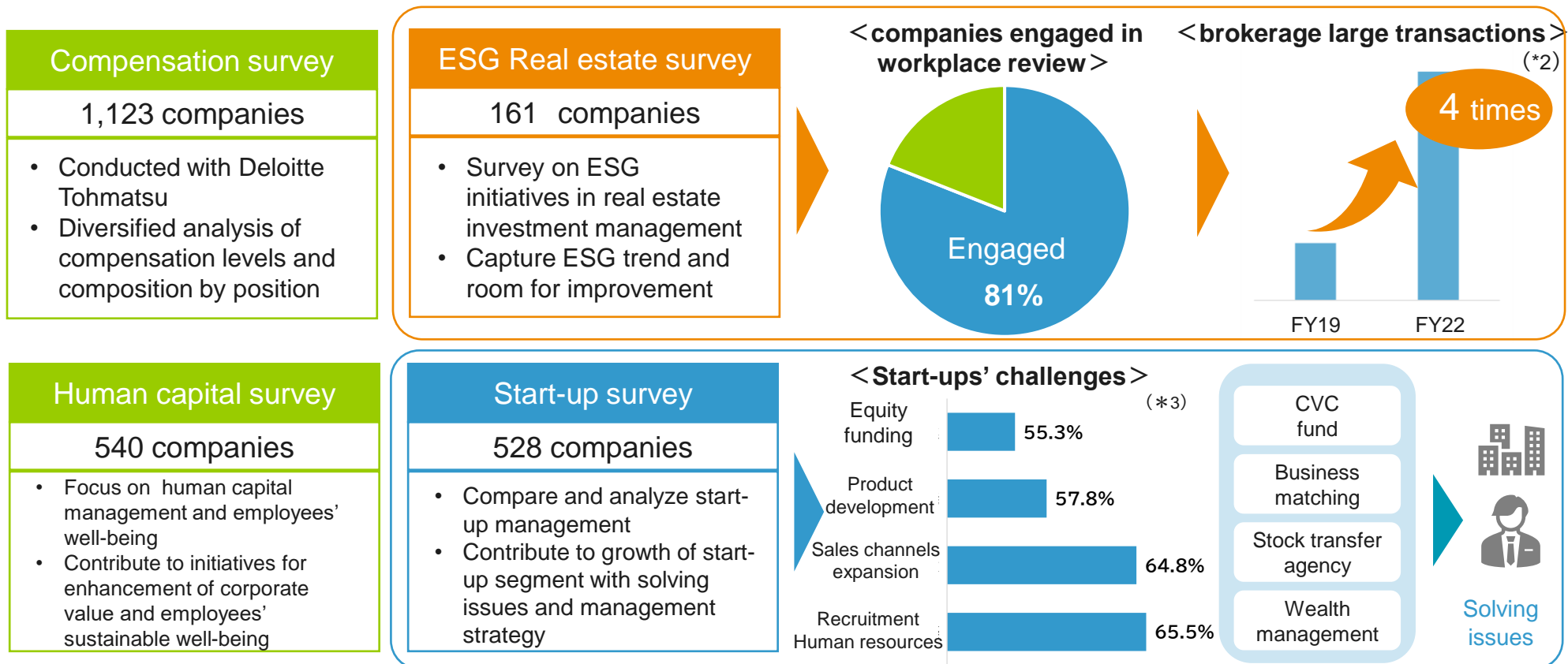


(*) SuMi TRUST Bank

ESG/Sustainable management ~various surveys~

- Conduct various surveys as a tool to objectively understand management issues and positions of corporate clients
- Lead to specific consultations and contracts by identifying unrevealing issues through surveys

Various surveys (*1)



(*1) Each number of participated companies is collected in FY22

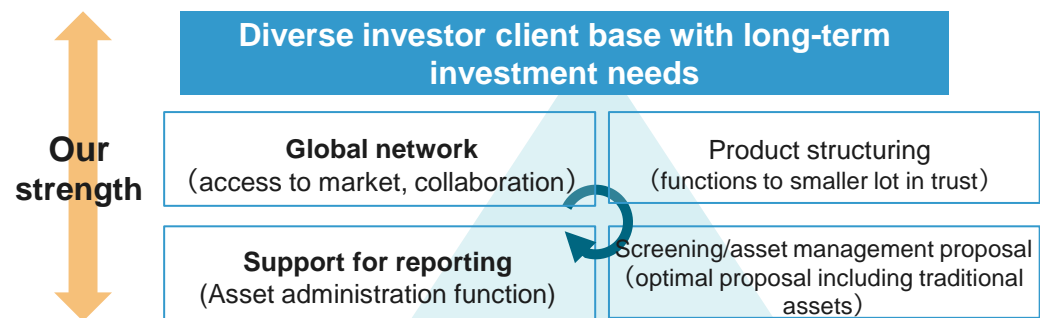
(*2) Based on transaction. ¥20bn or more property and corporates seller were selected

(*3) Only the top-responding companies were selected

Networking ~asset management and asset administration businesses~

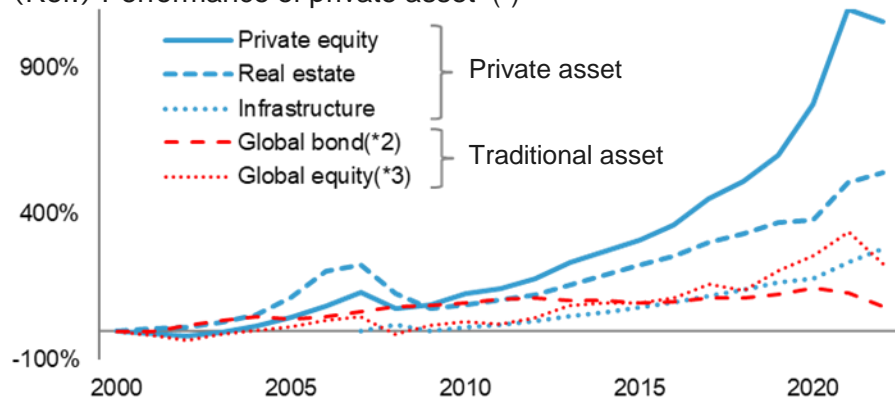
- Our strength lies in diverse investor client foundation with long-term investment needs and global investment and product providing capability
- Focus on private assets with attractive medium to long term return potential

Creating investment opportunities that responds to investor needs



Assets with attractive medium- to long-term return potential

(Ref.) Performance of private asset (*)

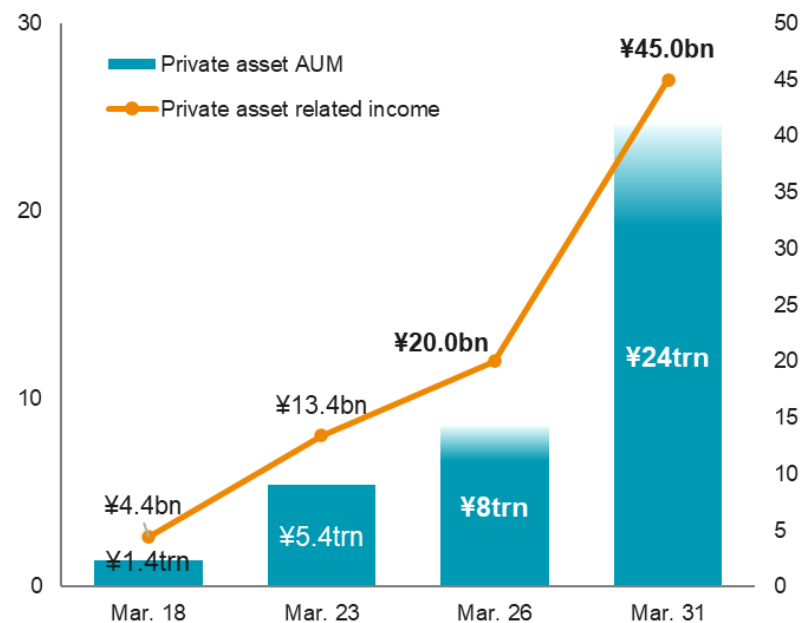


(*) Source: Preqin Pro

Increase private asset related income



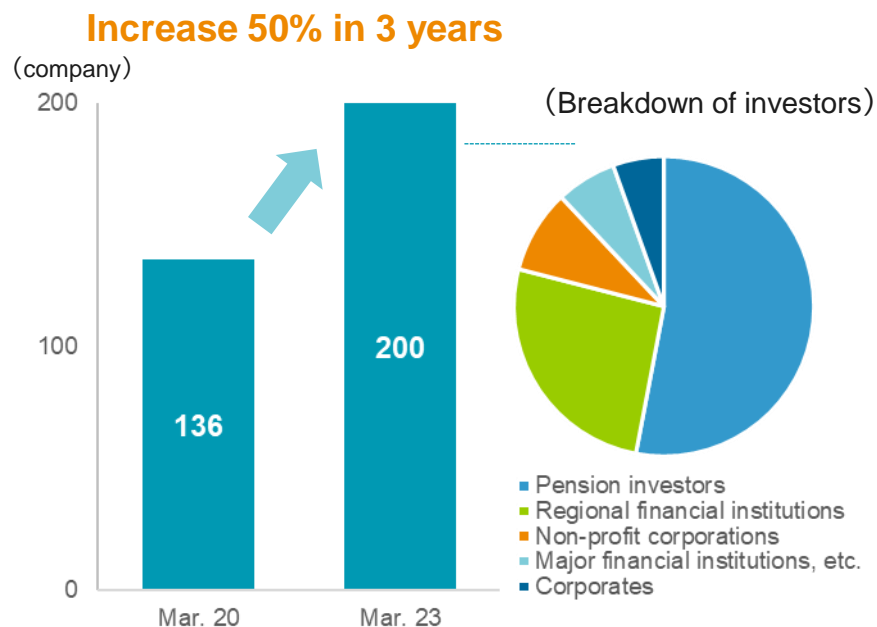
[Private asset AUM and related income]



Networking ~asset management and asset administration businesses~

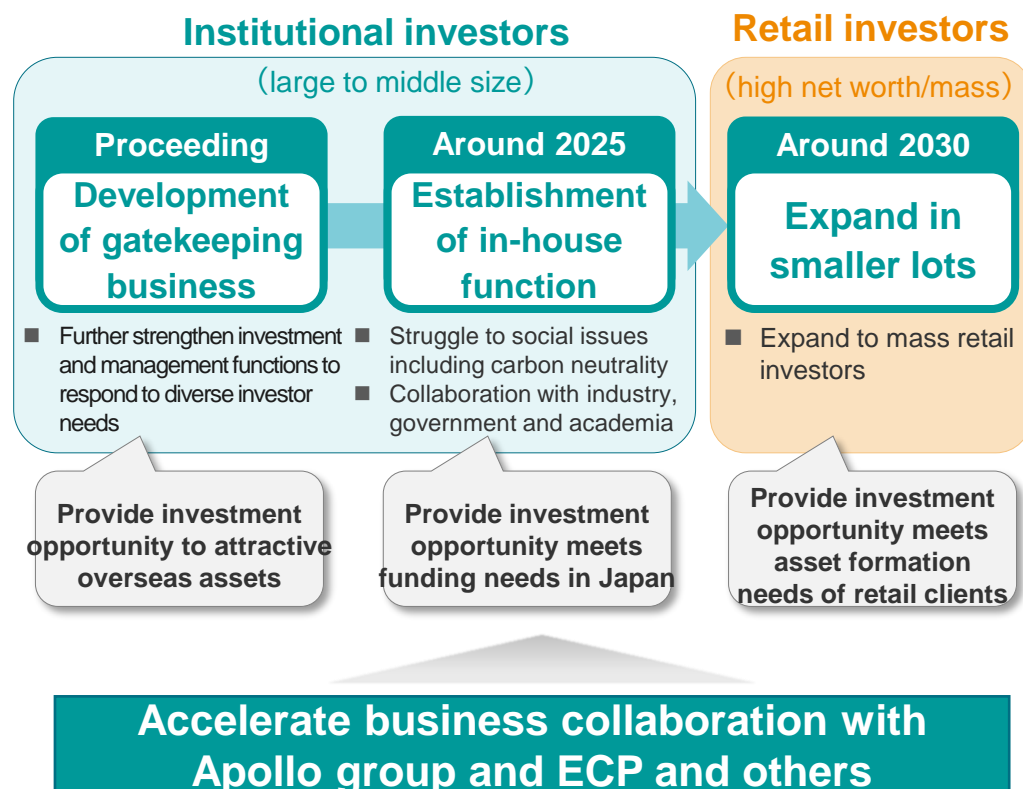
- Steadily expanded investor client base for private assets. Strive to expand the base to general institutional investors and individuals going forward
- Expand businesses through launching inhouse fund and providing investment opportunities to individuals. Accelerate collaboration with business partners

Track record of expanding private asset investor client base



Developed investor client base including diverse Japanese institutional investors

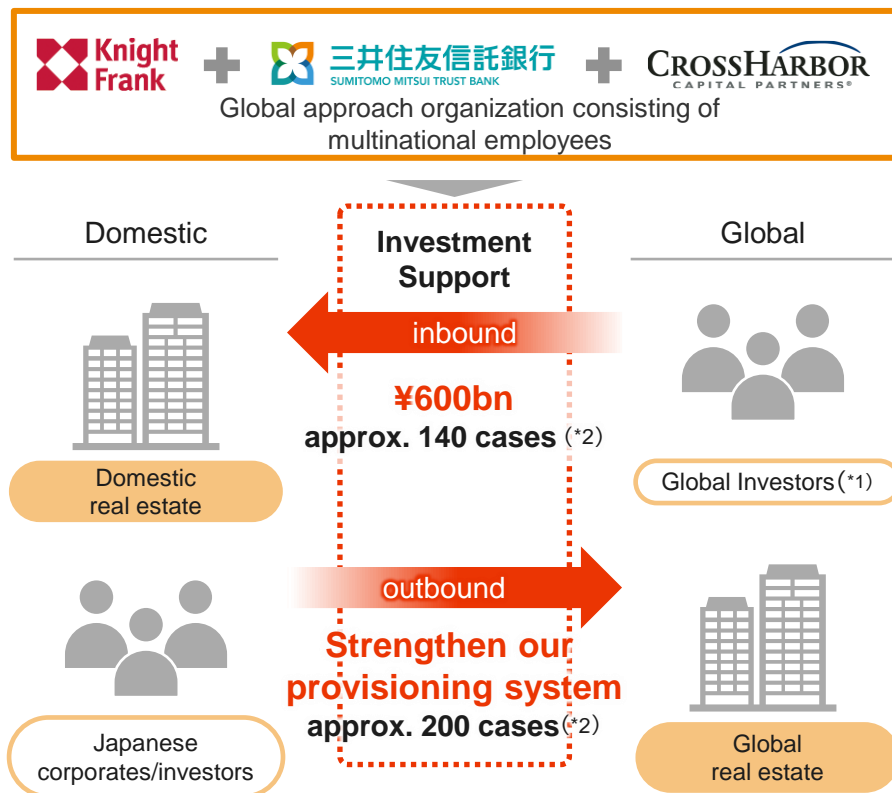
Future expansion of private asset business and investor client base



Networking ~Real estate business~

- Partnerships with leading global real estate players to provide investment opportunities for inbound and outbound investment needs
- Steadily expanding overseas investor base by leveraging our network of partners and overseas financial institutions

Providing global real estate investment opportunities through alliances



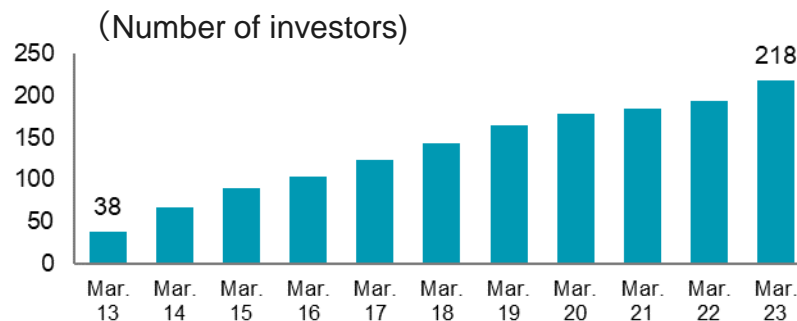
(*)1 Foreign investors without a base in Japan

(*)2 Cumulative total since FY12 (as of Mar. 23). Outbound numbers include leasing, sales, etc

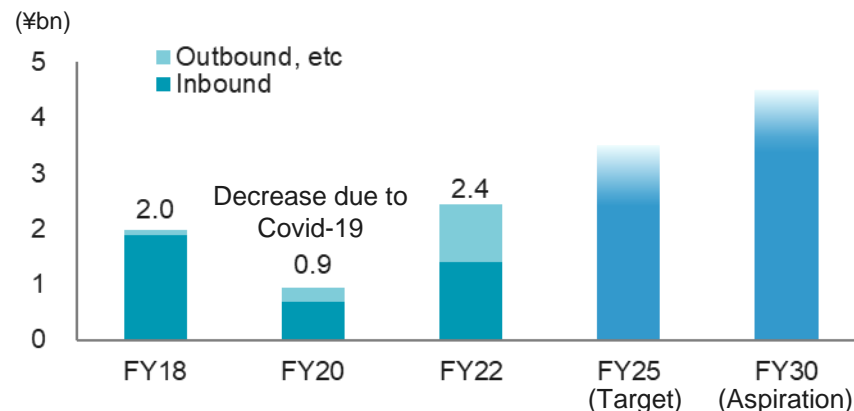
(*)3 Foreign investors with investment experience in Japan

Expand overseas investor base (*1,3) by utilizing network

Leverage our network of partners and overseas financial institutions



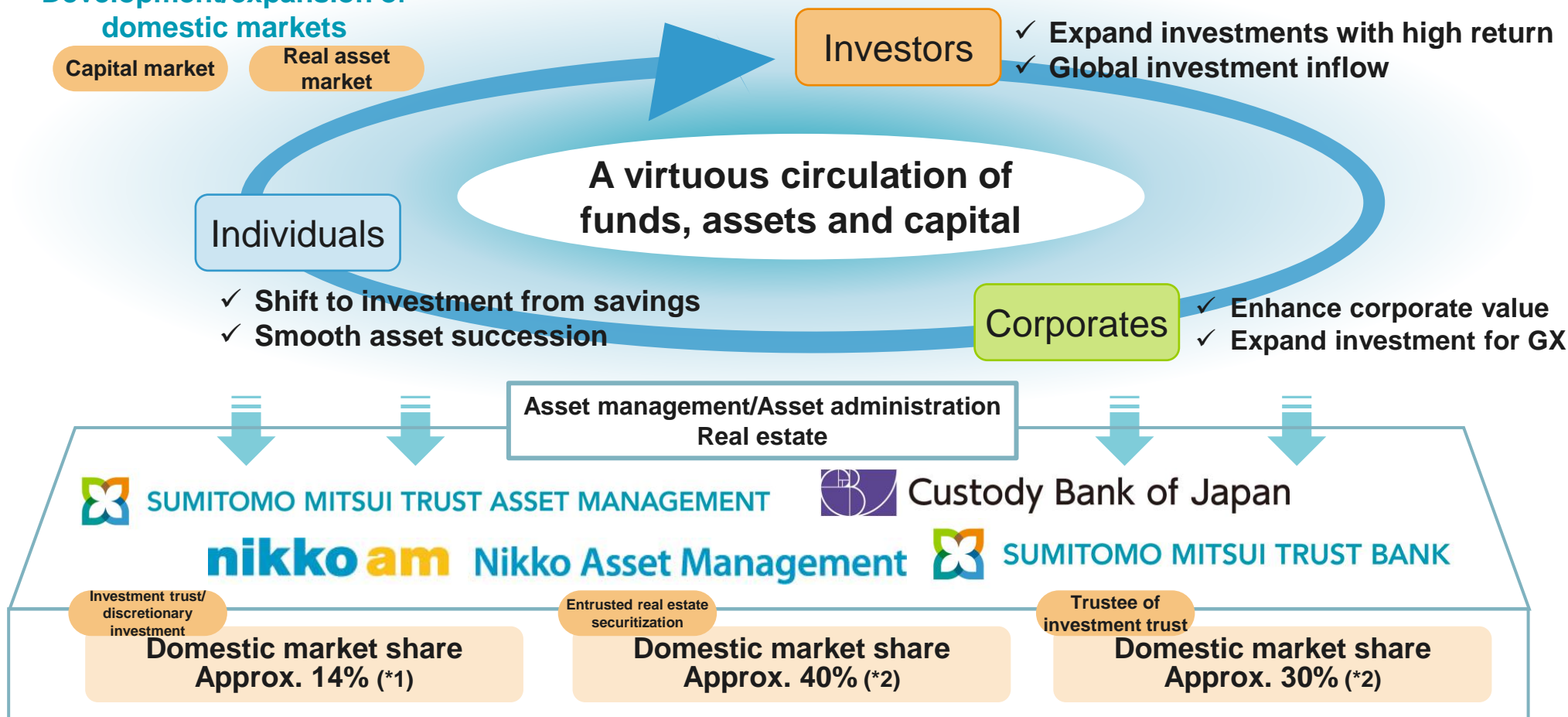
Expand inbound and outbound related revenues



Networking ~grow with markets~

- Promote a virtuous circulation of funds, assets and capital through tackling social issues. Realize development and expansion of domestic markets
- SuMi TRUST Group's strength lies in its ability to grow with markets by running businesses as an infrastructure for capital and real asset market

Development/expansion of domestic markets



(*1) As of Dec. 22 (*2) As of Mar. 23

◆ Capital policy

Capital policy ~basic approach to capital management ~

- Target for CET1 ratio (Finalized Basel3) remains unchanged at “stably maintain 10% or above“. However, even at the current level (9.5%), we will use of financial capital in an efficient manner considering prospects for stable profit accumulation
- Focus on shareholder returns, in addition to utilizing capital for future growth. Based on a progressive dividend, repurchase own shares in a flexible manner

✓ Target of CET1 ratio(*)

Basic policy
Stably maintain 10% or above

Regulation :7.5%
Financial buffer :2.0%
Management buffer:0.5%

Financial capital utilization
<ul style="list-style-type: none"> ✓ Investment for growth (expand trust group's businesses) ✓ Investment in solution for social issue ✓ Share repurchase

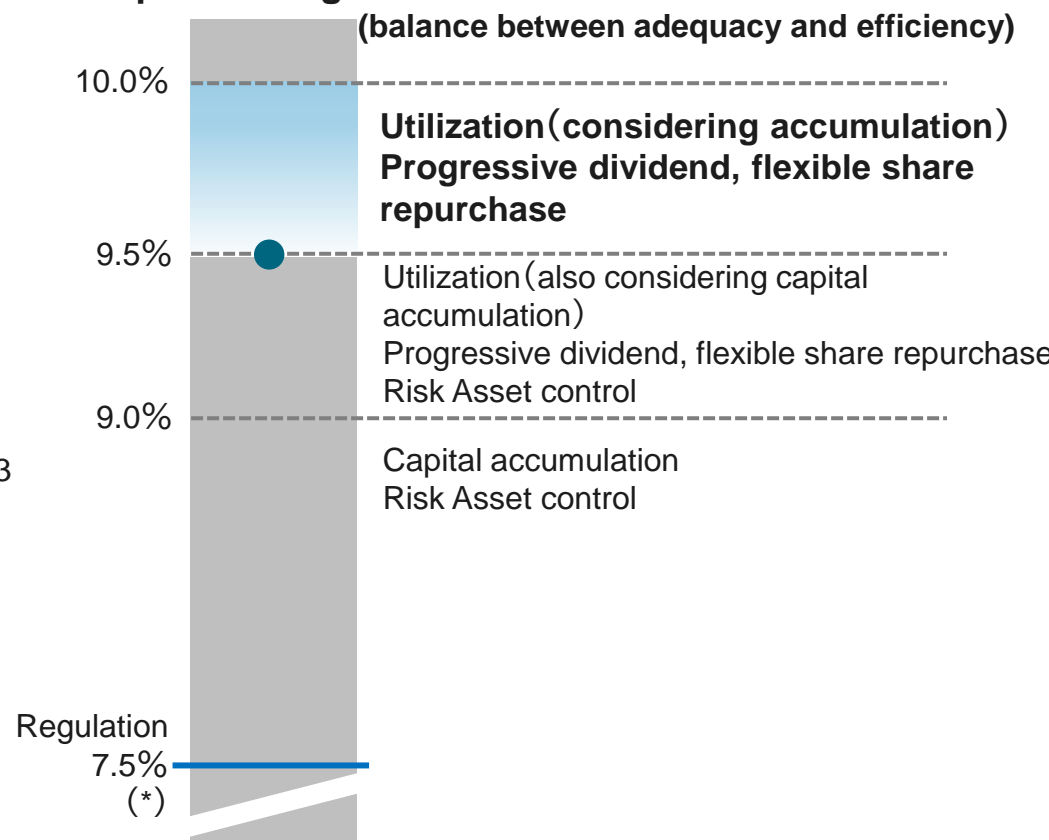
Current level(9.5%) :
Capital utilization phase

- Time frame for finalized Basel 3
- Stable profit accumulation
- Readiness for various risks
- Reduction of strategic shareholdings to zero

(Ref.) impact on CET1 ratio of each indicator(as of Mar.23)

		(10)%	+10%
Stock price	Nikkei 225	(7)bp	+7bp
FX	JPY/ USD	+17bp	(16)bp

✓ Capital management



(*)CET1 ratio :Finalized Basel 3. Includes valuation difference on AFS.

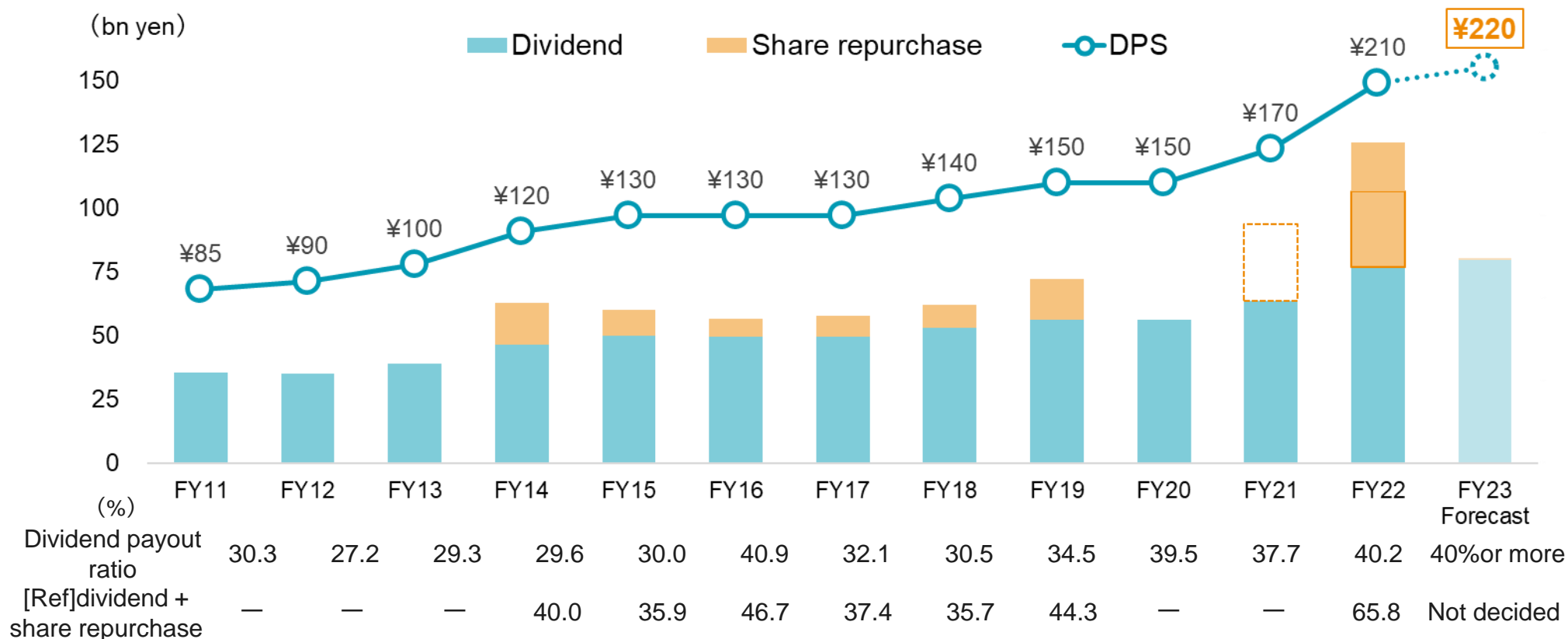
Capital policy~dividend and share repurchase~

Dividend

Dividend per share will be progressive, while aiming to increase the dividend per share through profit growth. The dividend payout ratio will be determined at 40% or above.

Share repurchase

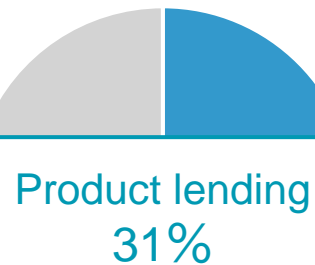
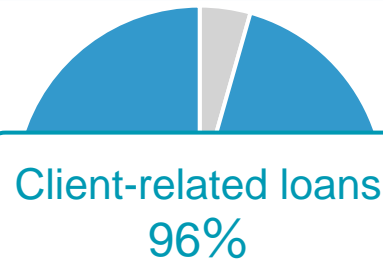
Share repurchase will be implemented flexibility on the premise of securing sufficient capital, while balancing the use of capital for medium-to long term profit growth and the effects of better capital efficiency.



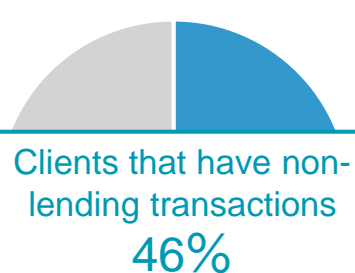
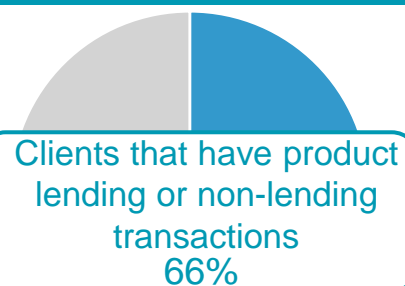
Credit portfolio for corporate clients

- Analyze all of existing transactions and details of loan for each individual corporate client
- Promote optimization of transaction volume and conditions for each client with the aim for improving capital efficiency

Breakdown of corporate lending
(approx. ¥22trn)



Breakdown of corporate clients
(approx. 4,000 companies) (*)



Measures for each client

- Improve profitability of loans
- Expand non-lending transactions (pension, stock transfer agency, etc.)
- Develop investor businesses
- Reduce strategic shareholdings
- Optimize transaction volume and condition

(*) Calculated for all lenders (including SPC, etc.)

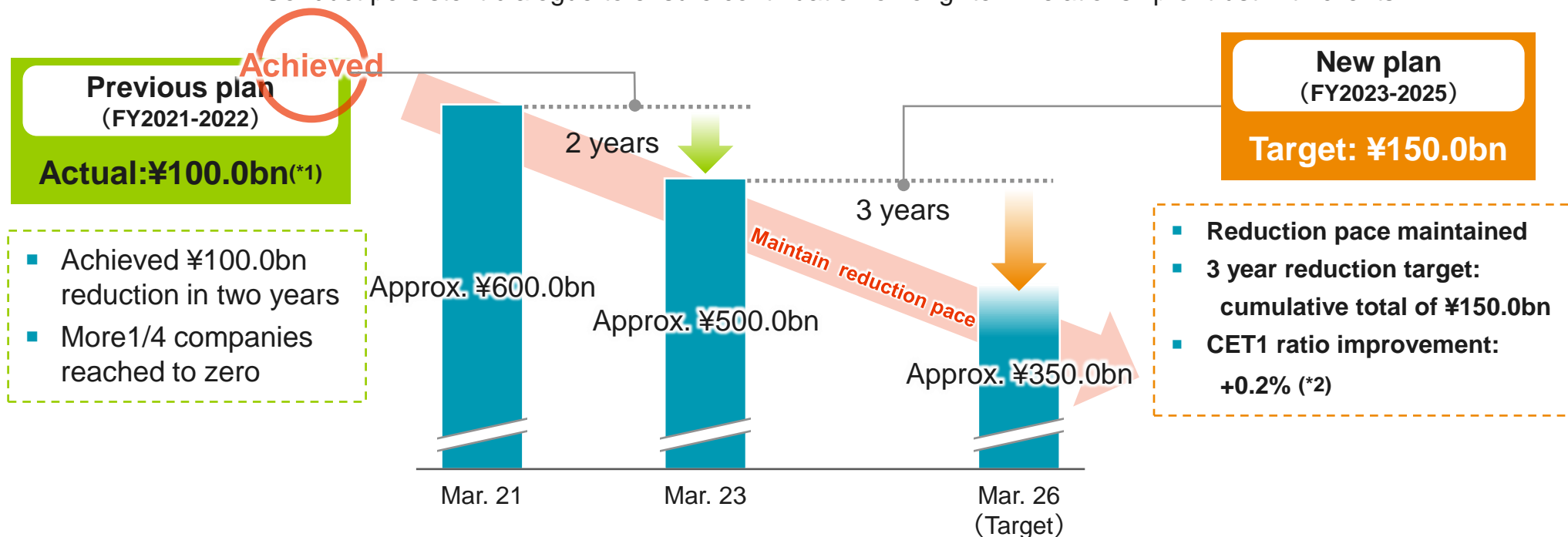
Initiatives to reduce strategic shareholdings

Announcement of reduction of strategic shareholdings to zero (May, 2021)

We shall not hold any “strategic shareholding as a conventional stable shareholder.”

Cost basis balance of strategic shareholdings

Conduct persistent dialogue to ensure continuation of long- term relationship of trust with clients



Proxy voting

- Exercised voting rights according to voting rights guidelines for strategic shareholdings at SuMi TRUST bank since Jun. 2022
- Emphasize pre-engagement activities that lead to enhance corporate value for investors

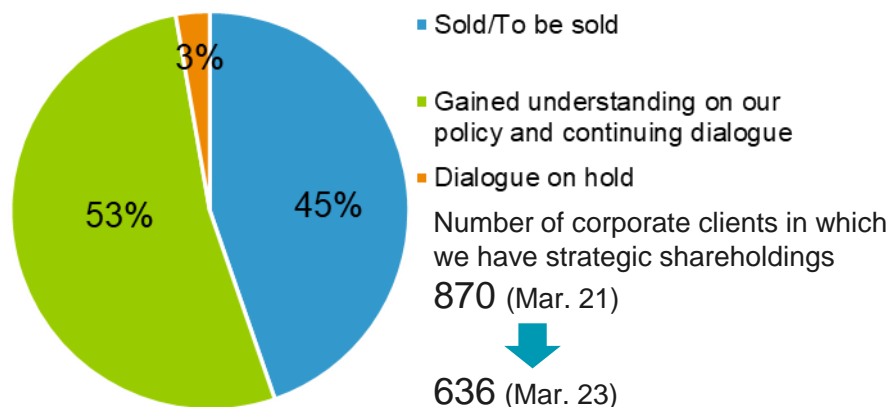
*1: Achieved ¥100.6bn reduction exclude sold and repurchased shares in FY20/4Q

*2: Estimate based on actual results as of the end of Mar. 23 (finalized Basel III basis), incorporating a reduction in RWA equivalent to the reduction target (¥150 bn) for the new plan period.

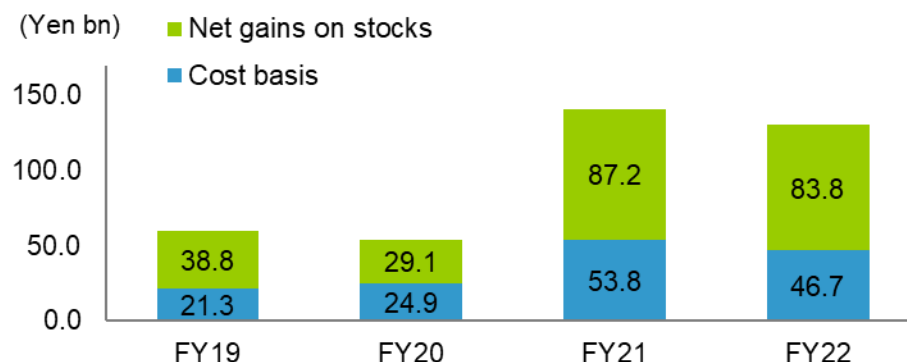
Reduction of strategic shareholdings

- Achieved target (FY21-22) of 100 billion yen reduction over 2 years
- Good start to fiscal year with approx. ¥18bn (at cost) agreed to be sold during FY23, already exceeding FY22 progress at the beginning of the fiscal year

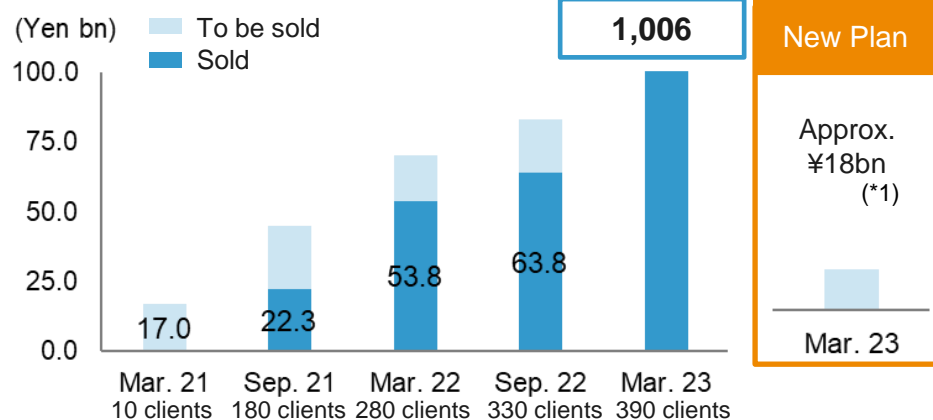
Dialogue with clients



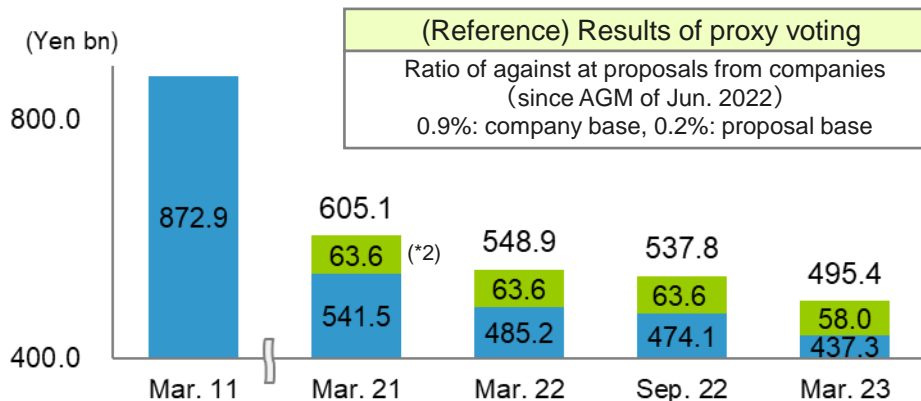
Reduction (consolidated basis)



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



Cost basis balance of strategic shareholdings(consolidated basis)



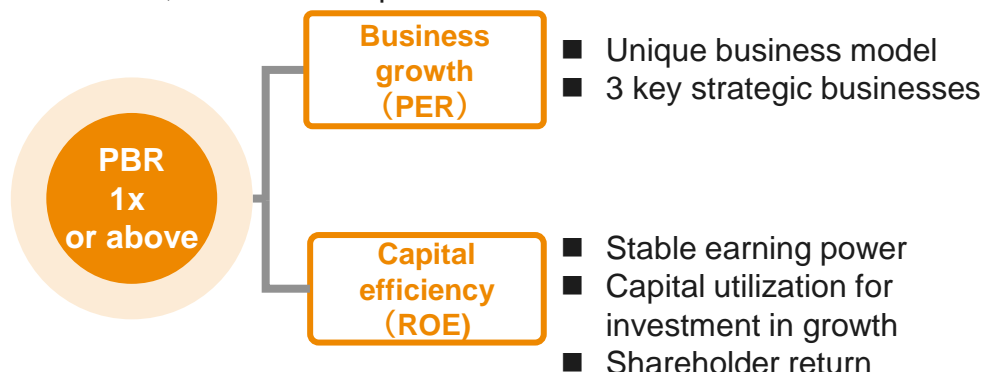
Management conscious of capital cost and stock price

- Controll earning volatility by stable profit growth with higher fee income ratio and appropriate risk control
- Continue to enhance dialogue with stakeholders and manage with awareness of capital cost and stock price, both quantitatively and qualitatively

Enhancement of corporate value

See p. 17

Enhancement of corporate value by a virtuous circulation of funds, assets and capital



KPIs

See p. 15

KPI	FY22 Actual	FY25 Target	By FY30 Aspiration
ROE	6.93%	8% or above	10% or above
AUF (balance)(*)	¥480trn	¥600trn	¥800trn
Fee income ratio	55%	Mid-50% range	60% or above

(*) Assets under fiduciary. See page 4 for details

Initiatives to lower capital cost

Control earning volatility

- High-quality earnings growth
 - Increase fee income ratio
 - Diversified business portfolio
- Appropriate risk control
 - Initiative to reduce strategic shareholdings to zero
 - Improve profitability of credit portfolio

Dialogue with capital market

- Dialogue with various stakeholders
 - Easy-to-understand information disclosure and announcement to investors
 - Enhancement of engagement to corporates
 - Timely information sharing to Board of Directors
 - Reflection on management strategy

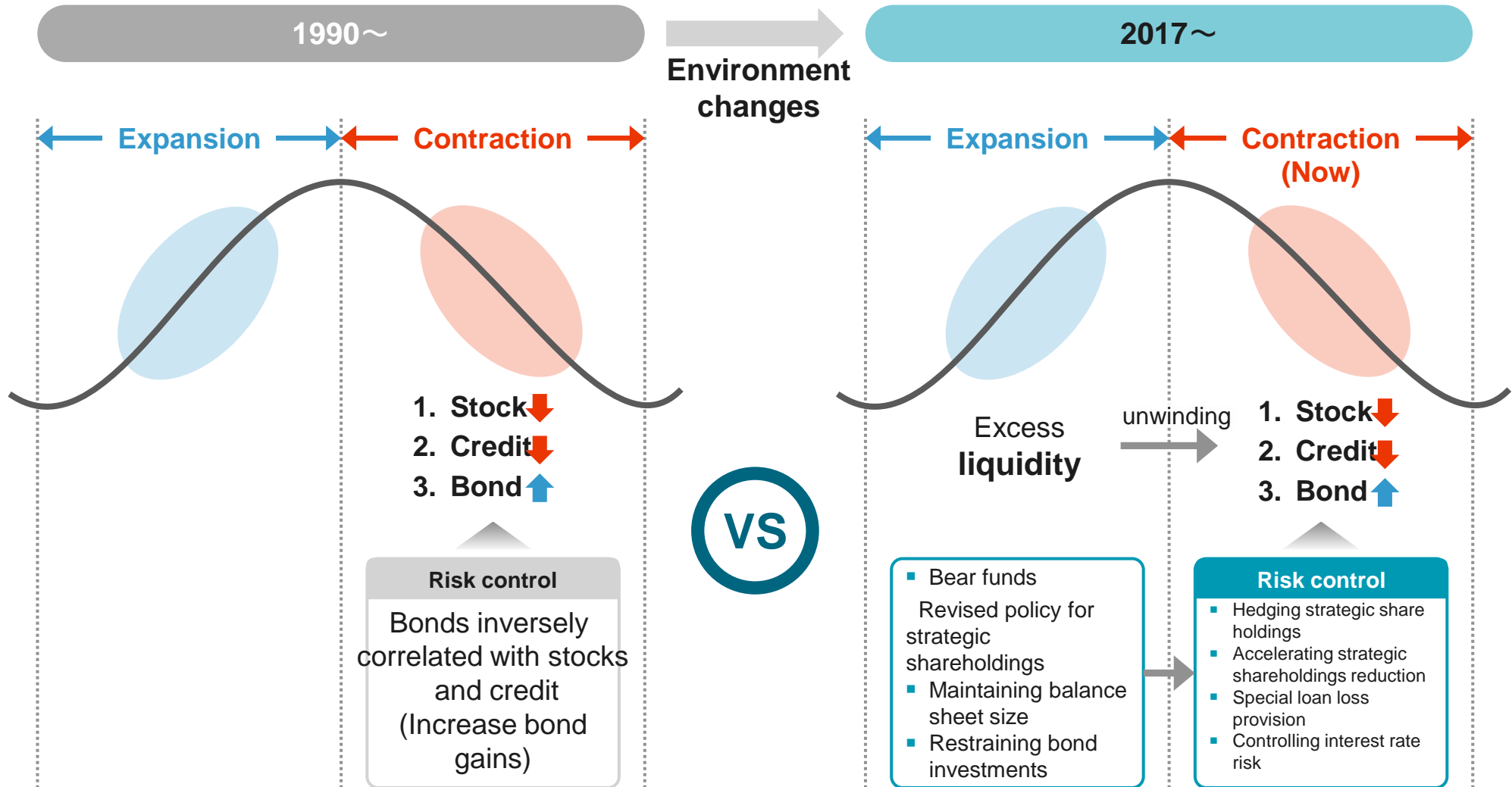
Continuously disclose progress by using opportunities such as investor meetings

Appendix

Readiness for various risks

Readiness for various risks (Adapting to the changing environment)

- Shift of risk control strategy and operation since FY17 allows us to adapt to the changing environment

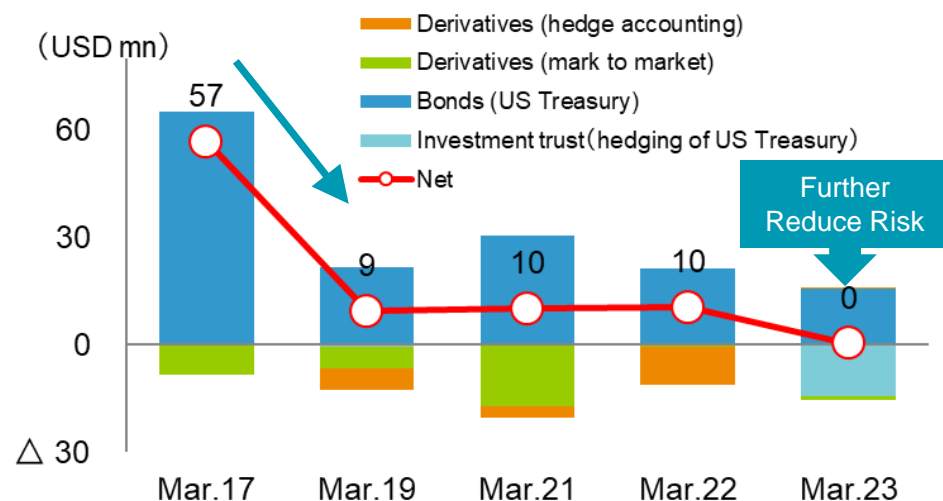


- Limited interest risk after drastically reducing UST in FY17
- Continued efforts to reduce strategic shareholdings to zero and hedging with bear funds to limit capital volatility

Interest risk

10 Basis Point Value(*1)

Drastically reduced after 2017

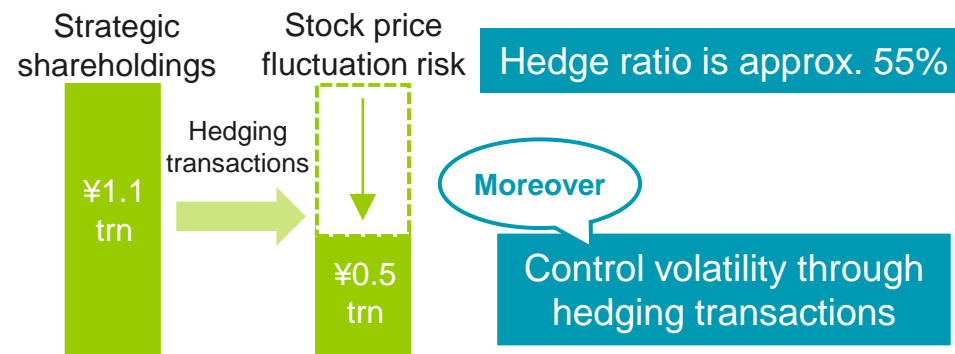


Unrealized losses of US Treasury ¥(17.2)bn + Unrealized losses of hedging transactions ¥(1.9)bn = **Net losses (As of Mar.23) ¥(19.1)bn**

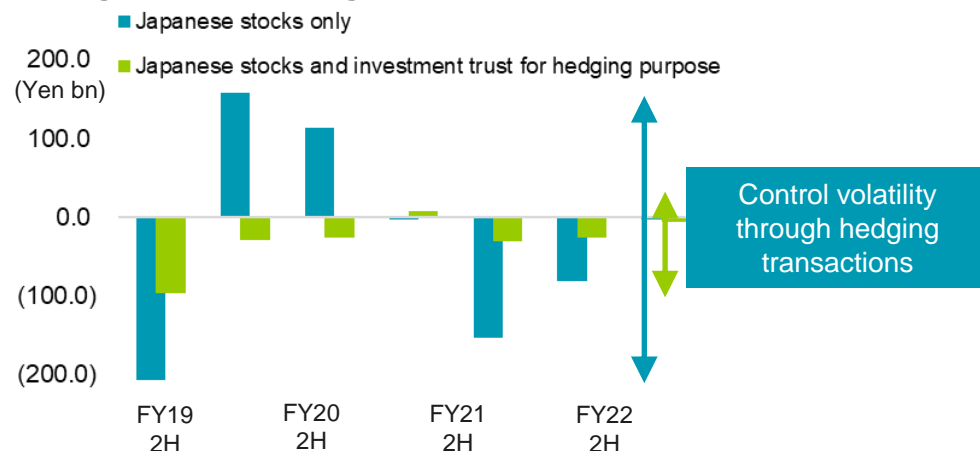
(*1) Change in unrealized gains/losses when US interest rates decrease by 0.1% Debt securities and derivatives held by Global Markets (except ALM purposes)

Stock price fluctuation risk

Managing stock price fluctuation risk from strategic shareholdings by utilizing bear funds



Changes of unrealized gains/losses from stocks (semi-annual base)



- Approx. 60% of JPY funding from retail deposit. Long-term and stable funding structure, mainly time deposits of 1 year or longer
- At least 50% of foreign currency funding for core assets from long-term funding of 1 year or longer. Conservatively limit liquidity risk

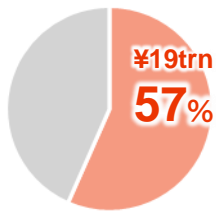
JPY liquidity risk

JPY deposits, etc. (*1)

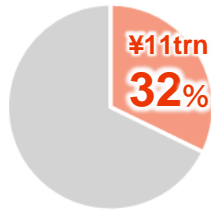
Stable funding structure centered on time deposits from individuals

Breakdown of deposits, etc. (As of Mar.23)

Individual Deposit Ratio



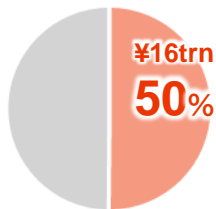
Current deposit ratio (*2)



(*1) Managerial reporting basis; Deposits and trust principal, exclude negotiable deposit

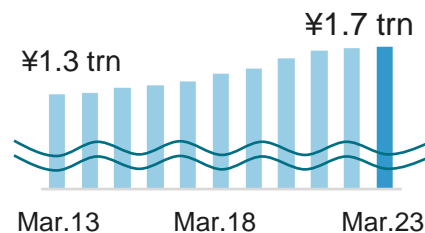
(*2) Current deposits include liquid deposits, separate deposits, non-resident yen deposits, etc.

About 50% is 1 year or longer term deposit long-term funding ratio (*3)



Term deposits for DC and asset formation savings

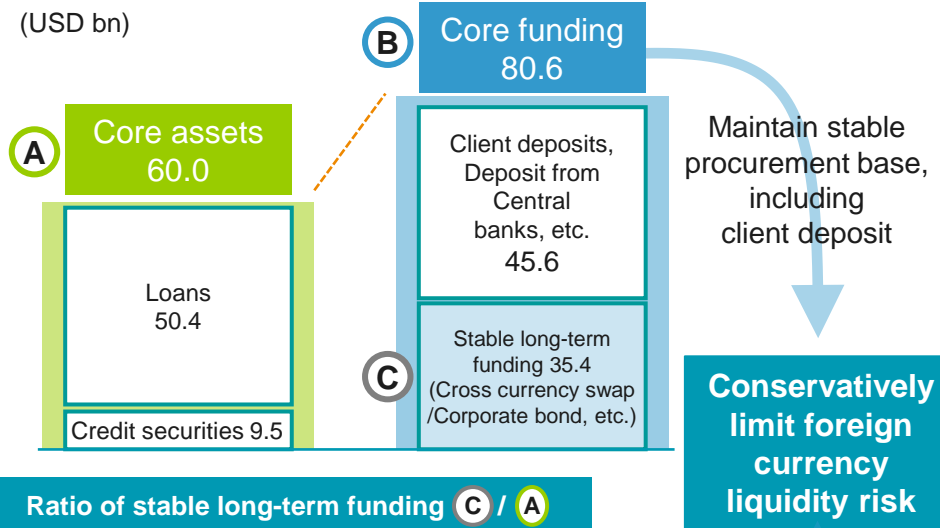
Stable and sustainable financing



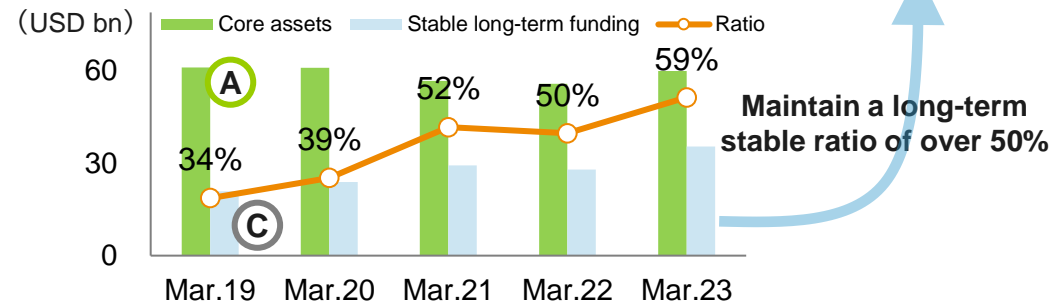
(*3) Percentage of total deposits, etc. with contract terms of 1 year or longer

Foreign currency liquidity risk

Foreign currency balance sheet (As of Mar.2023)



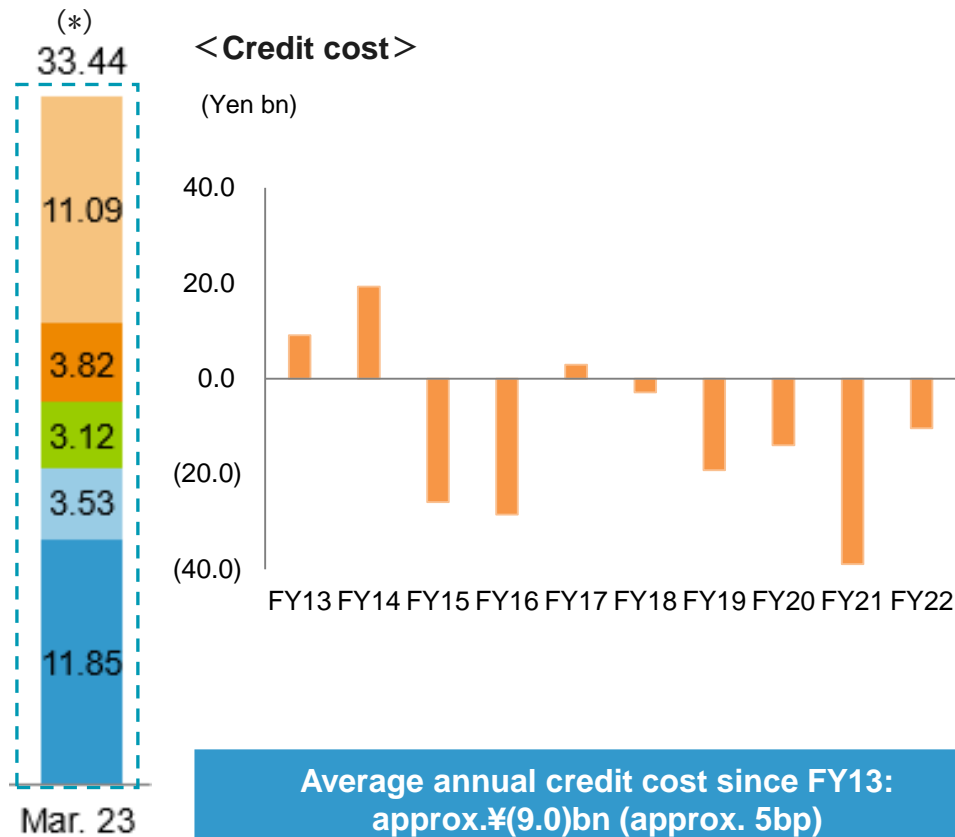
Ratio of stable long-term funding (C / A)



Credit risk (credit cost/special loan loss provision)

- Credit portfolio to creditworthy clients is our strength. Average credit cost is approx. ¥9.0bn for the past ten years
- Posted approx. ¥20.0bn for special loan loss provision. Bolster preparations for changes in business performance, particularly for large credit corporates

Credit cost



Special loan loss provision

beginning of
FY23
Approx.¥40.0bn

(Special loan
loss provision)

Approx.
¥20.0bn

(Forecast
Credit costs)

Approx.
¥20.0bn

Beginning of
FY23

Revised special loan loss provision
(target, calculation method)

(Before)

Specific industries related
COVID-19, Ukraine

(From FY2023)

Individual corporates considering
impact of changes in environment
on business performance

Bolster preparations for changes in
business performance, particularly for
large credit corporates

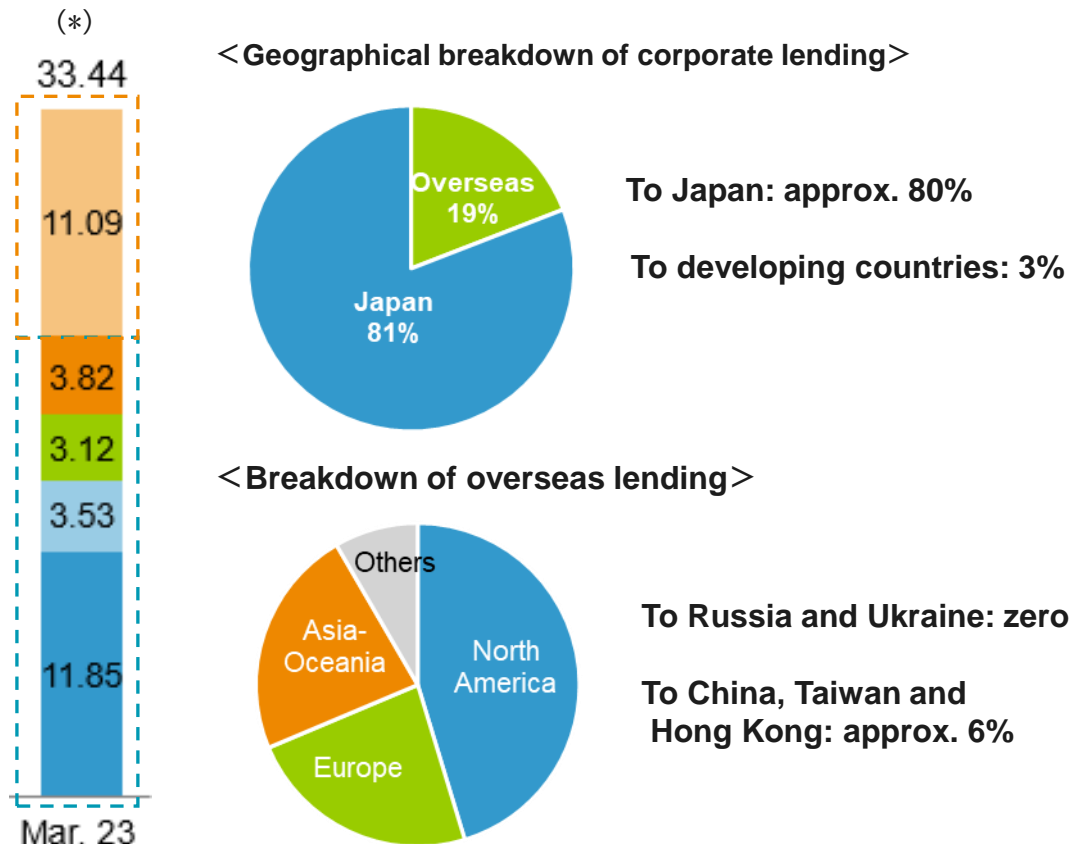
**Approx. 20bp for credit risk from corporate
lending (approx.¥22trn)**

(*) Credit portfolio. See to P92 "Loan/investment business: Credit portfolio (SuMi TRUST Bank)

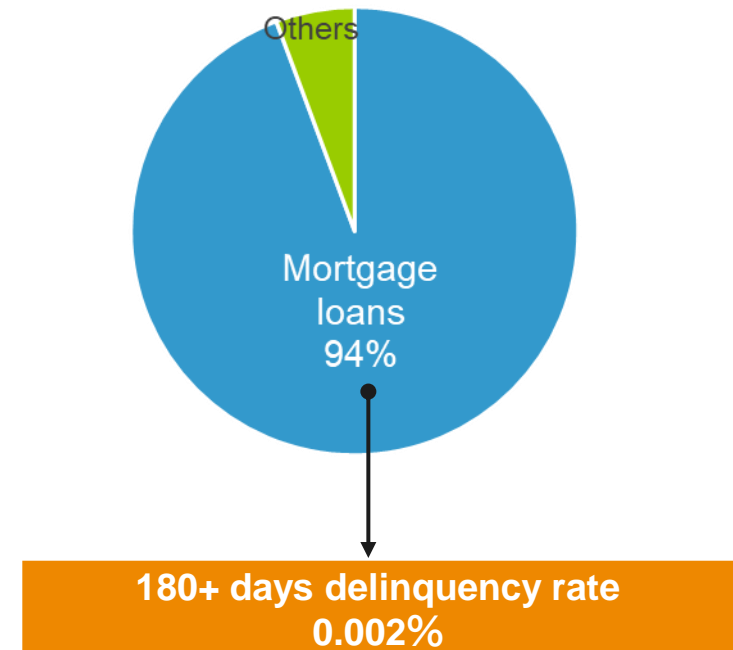
- Approx. 80% of corporate lending balance is domestic. For overseas lending, more than 90% of the exposure is to developed countries
- 94% of individual loan is mortgage loan. 180+ days delinquency rate is 0.002%

For corporate clients (¥22.34 trn)

For individual clients (¥11.09 trn)



94.3% of mortgage loans with high-end clients

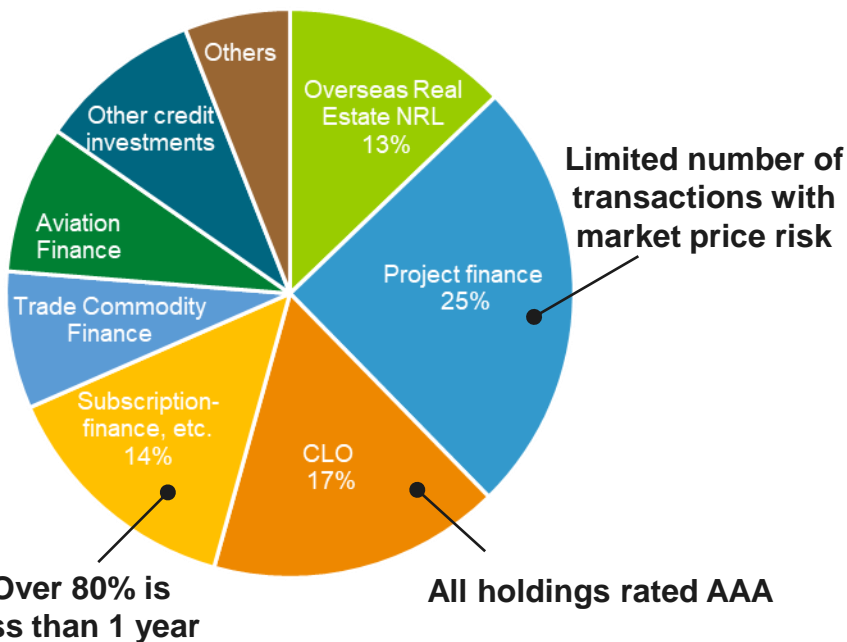


(*) Credit portfolio. See to P92 "Loan/investment business: Credit portfolio (SuMi TRUST Bank)

- Foreign currency product credit portfolio is structured with a strong focus on diversification
- Overseas real estate NRL focus on rental residential projects in major cities. Office projects involving Japanese corporates.

Foreign currency product lending (¥3.82trn)

Portfolio composition with a strong focus on risk diversification

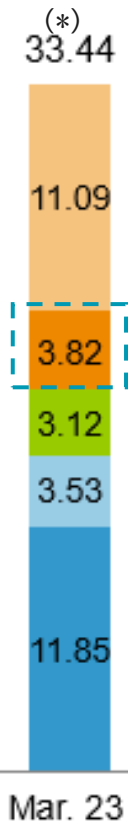
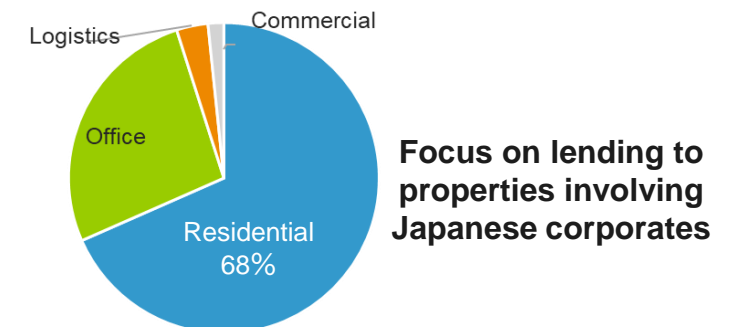


Overseas Real Estate NRL

< Breakdown by Region >



< Breakdown by Use >



(*) Credit portfolio. See to P92 "Loan/investment business: Credit portfolio (SuMi TRUST Bank)

◆ Human Resource Management ~ Enhance well-being ~

Enhance employee compensation

FY2023 **Over 5% increase in annual salary**



(*)total including base pay increase

Continuing from FY2022

Stock Incentives

(incentives for stock ownership plans, RS Trust)

Reskilling

Provide learning opportunity

Support for skill development

IT Digital Reskilling Program

Established a structure that allows for digital development, utilization and modification at the field level

Data-driven contest (internal)

Foster a culture that values data-driven decision making

<Grand Prize for FY2022>

Awarded to an employee working at headquarters who developed support tool for new sales activities



Expand job area for regional employees

Launched an initiative to develop regional employees skills by allowing them to challenge jobs of head office in a fully remote way

(Example)
From Matsuyama to Head office (Tokyo)
Administration of contracted services



(Example)
From Nagoya to Head office (Tokyo)
Asset business supervision
Global custody business etc.

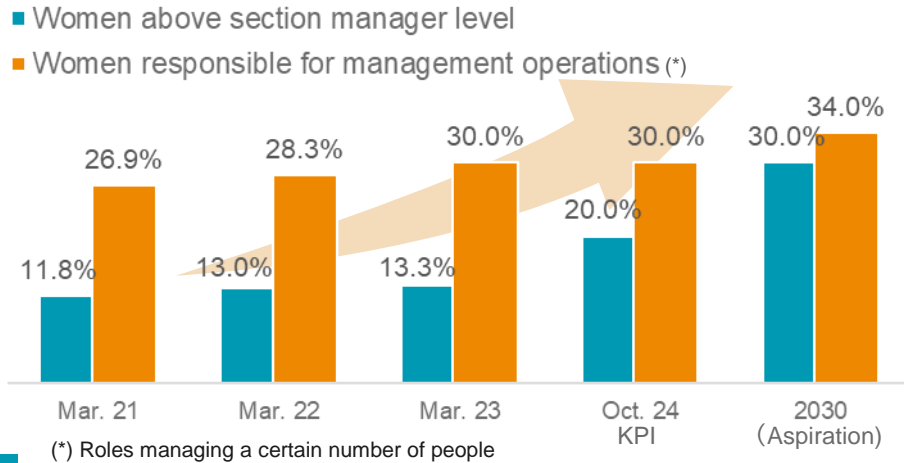


Enhance well-being -Ensure diversity, digital strategy, and obtain specialists-

Diverse corporate culture

(SuMi TRUST Bank)

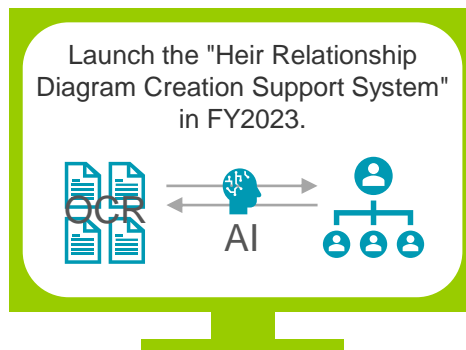
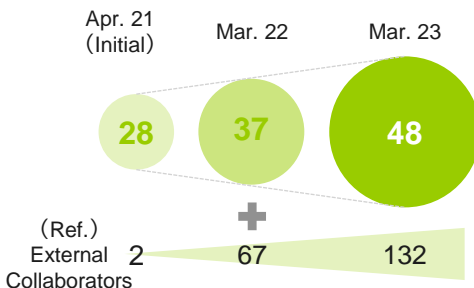
Active participation of women in decision-making



Promotion of Digital Strategy

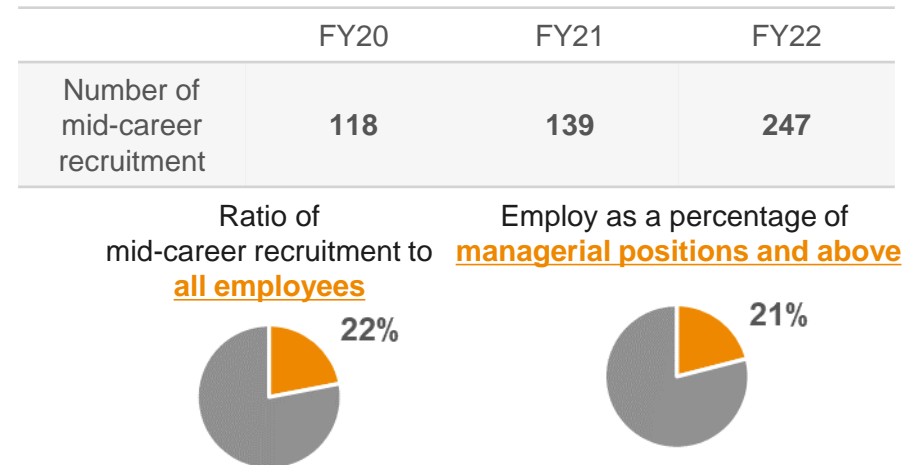
Trust Base, a digital strategy company, was established as a subsidiary in Apr. 21 aiming for leading DX throughout the Group.

The number of Trust Base employees



Mid-Career employees

(SuMi TRUST Bank)



Enhance specialist portfolio

(SuMi TRUST Bank)

Enhance specialist portfolio based on social and clients' issues and needs



(*) Technology based finance

Enhance well-being - Asset formation support -

Asset formation support

Provide advanced financial education to our employees, unique to SuMi Trust group

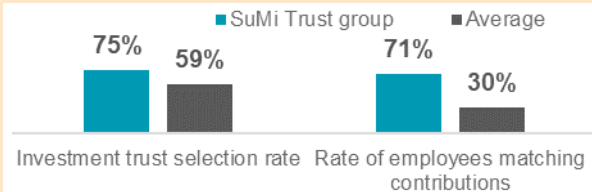
Realization of our employees' FINANCIAL WELL-BEING*

Increase compensation



Financial education

- ✓ Provide advanced investment education cultivated in pension and workplace businesses



(Source) Liaison Council of Management Control Institutions and SuMi TRUST Bank
SuMi Trust group: Based on Sep. 22, Average: Based on Mar. 22

- ✓ Effectively promote incentives increase for stock ownership



Annual stock purchases (including incentives) based on subscription status as of Jun. 22 and Oct. 22



Financial literacy education for the next generations

- ✓ Provided financial education programs to 7,000 high school students at 45 schools in FY22



[Sumitomo Mitsui Trust Financial Education Institute website](#)
(Japanese text only)



Support asset formation to create a prosperous future for everyone from our employees to the public

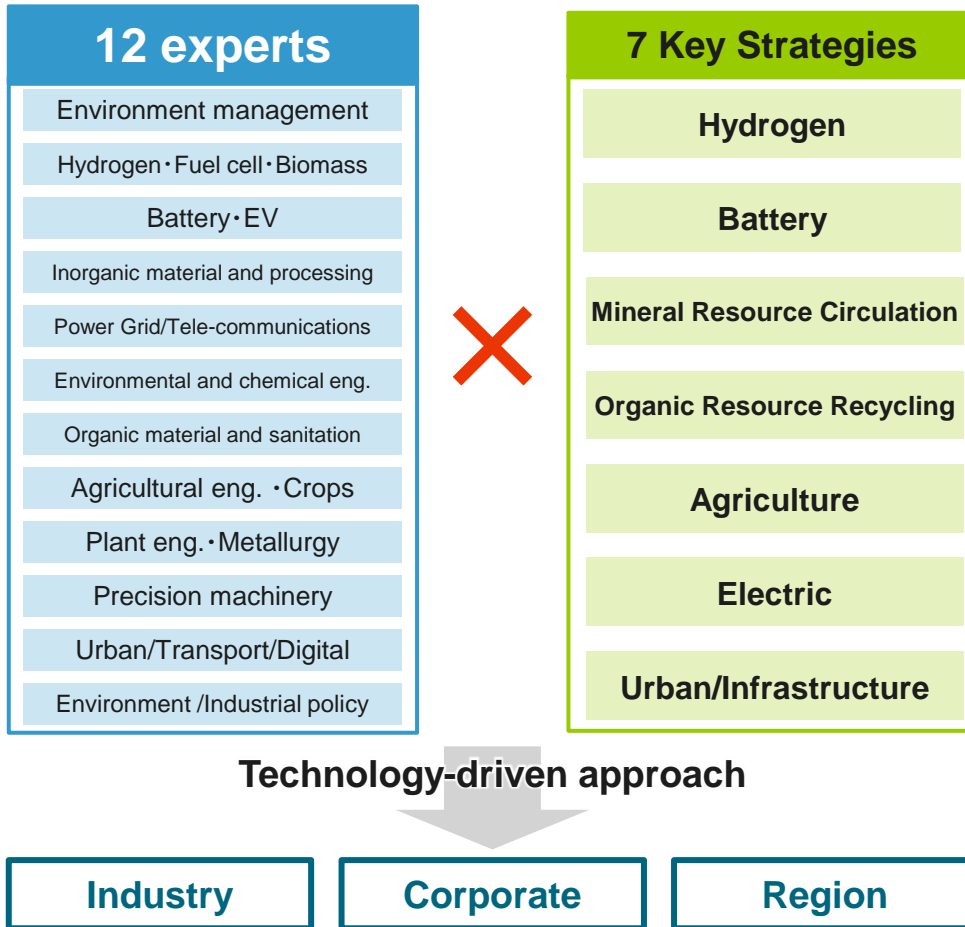
(*) FINANCIAL WELL-BEING is “a state that individual has prepared the money and assets they may need for contingencies and for the future, allowing them to have peace of mind.”

◆ Sustainability

Development of impact business

- Accelerate impact businesses through Initiatives to integrate "technology," "finance" and "policy" lead by TBF team

Technology based Finance (TBF) Team Activity



Initiatives to impact business

Month and Year		Initiatives to impact business
2019	Mar.	Provided positive Impact Finance
	Oct.	Developed Japan Equities impact investment fund (commercialized in 2020) (Sumitomo Mitsui Trust Asset Management)
2021	Mar. Apr.	Launched providing impact analysis services to investment funds
	Nov.	Collaborated with Kanazawa university and provide knowledge
2022	Apr.	Launched impact equity investments
	Jul.	Expanded providing impact analysis services to local government
	Nov.	Collaborated with regional financial institutions and provide impact finance

above initiatives were appreciated



the "Principles for Financial Action for the 21st Century"
the Minister of the Environment
Award for the Best Efforts in Fiscal
Year 2022 (General Sector)
(Mar.23)



Road Map toward Carbon Neutrality

	FY2020	FY2021	FY2022	...	FY2030	FY2040	FY2050
① Net Zero GHG Emissions in inv. & loan portfolio(NZBA)							Net Zero
Electricity(emission intensity, g-CO ₂ eq/kWh)	249				138~173		
Oil/Gas(emission reduction ratio, MtCO ₂ e)	5.7				▲13%~▲31%		
Other Highly Carbon Intensive Sectors ^{*1}			Successively set by Sep. 2024 (studying “steel,” “automobile,” “real estate,” and “shipping”)				
② Net Zero GHG Emissions in investment portfolio (NZAMI)							Net Zero
SuMi Trust Asset Management				➤	Halve emission intensity for 50% of managed assets ^{*2} from 2019		
Nikko Asset Management				➤	Halve emission intensity for 43% of managed assets ^{*3} from 2019		
③ Total amount of cumulative sustainable financing which we have worked on^{*4}		0.83trillion yen		➤	Total 15 trillion yen		
④ Loan balance for coal-burning power plants							
Loan for projects		142.7 billion yen		➤	Halve from Mar. 2020	Zero	
Corporate loans (new/expansion)		20.1 billion yen		➤		Zero	
⑤ Net Zero GHG Emissions of SuMi TRUST Group			Completed shift to electricity from renewable sources in domestic branch offices of the trust bank	➤	Net Zero		
⑥ Strengthen risk control set-up							
Scenario analysis							
Transition risk	Elect. utilities sector	Shipping sector	<ul style="list-style-type: none"> Simple analysis per sector Detailed analysis of each energy company 		Successively expand targeted sectors for specific analyses		
Physical risk	Mortgage loans		<ul style="list-style-type: none"> National real estate finance 		Start analysis of national project finances and others successively		
GHG Emissions in loan & investment portfolios		Initial trial calculation	<ul style="list-style-type: none"> Successively set and update measurement 		Continuous review and enhancement		
Manage portfolio (Revision of Sector Policy)		Clarify trades banned/to note	<ul style="list-style-type: none"> Partially ban lending to coal-burning power plants Clarify transition supports 		Continuous review and enhancement		

*1: Highly carbon-intensive sectors are 9 sectors to which targets should be set with priority according to the NZBA guideline: agriculture, aluminum, cement, coal, commercial/residential real estate, steel, oil/gas, power generation, transportation

*2: Targeting 43 trillion yen, 50% of 85 trillion yen of total managing assets as of Jun 30, 2021. Excluded managing assets are sovereign bonds, etc., for which a method to calculate has not been established yet but will be successively added as target assets, when a method is established from now on

*3: Targeting approximately 13 trillion yen, 43% of 31 trillion yen of managing assets as of the end of Dec. 2021

*4: Sustainable financing is a general term for financial services to businesses and clients which contribute to solving environmental/social issues based on international standards such as the Green Bond Principle and the Social Bond Principle. Initially SuMi TRUST Bank set the target to tackle to a total of 10 trillion yen, but has changed to a total of 15 trillion yen since FY2023, responding to expanding financial needs for accelerated environmental/climate change

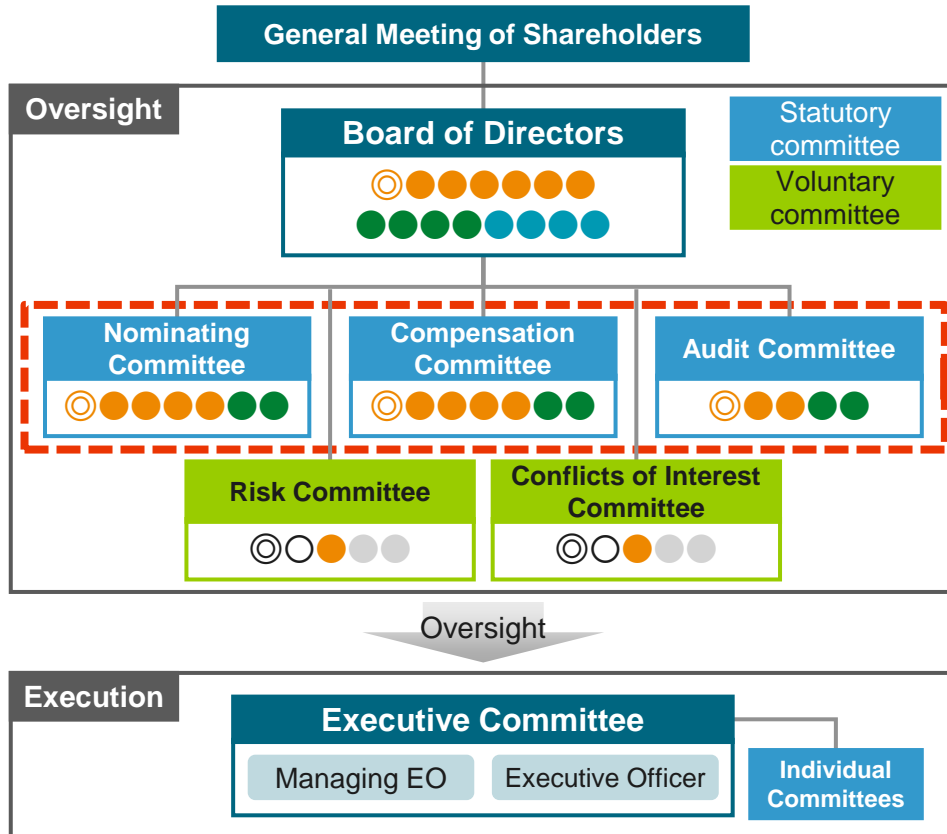
◆ Corporate Governance

Governance ~ Oversight structure ~

Oversight structure (As of Jun. 23 (Plan))

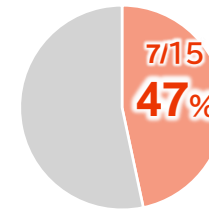
- Company with Three Committees
- The Board of Directors' meeting and other committees to be chaired by external directors

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

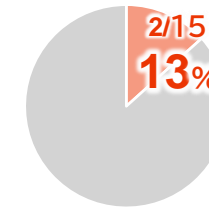


Breakdown by director types

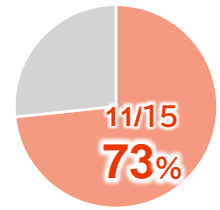
Independent external directors



Female directors



Non-executive directors



Composition of Statutory committee

- Executive internal directors are not included statutory committee








	Name	Nominating Committee	Compensation Committee	Audit Committee
External Director	Isao Matsushita	◎	○	
	Hiroko Kawamoto	○	◎	
	Mitsuhiro Aso	○	○	◎
	Nobuaki Katoh	○	○	
	Kaoru Kashima			○
	Tomonori Ito			○
	Hajime Watanabe	○	○	
Internal Non-executive director	Tetsuo Ohkubo	○	○	
	Masaru Hashimoto	○	○	
	Kouji Tanaka			○
	Toshiaki Nakano			○
Percentage of external directors		71%	71%	60%

Building an Effective BoD – “areas of expertise” & performance-linked compensation-

Areas of expertise of external Directors (as of June, 2023(scheduled))

- In accordance with revision of materiality items, Board of Directors resolved on the corresponding skills in Apr.23

Expertise of seven external directors

		External directors						
		Isao Matsushita	Hiroko Kawamoto	Mitsuhiro Aso	Nobuaki Katoh	Kaoru Kashima	Tomonori Ito	Hajime Watanabe
								
Corporate management		●	●		●	●		●
Finance, Accounting		●				●		●
Legal affairs, risk management, and compliance			●	●		●		●
Trust, asset management, asset administration							●	●
Digital, IT and technology					●			
Internationality(*1)		●		●	●		●	●
Sustainability	Environment(*2)	●			●		●	●
	Social(*3)	●		●	●			●
	DE&I		●			●		

(*1)Including experience of working overseas, academic activities in cooperation with overseas universities, and studying at universities and graduate schools

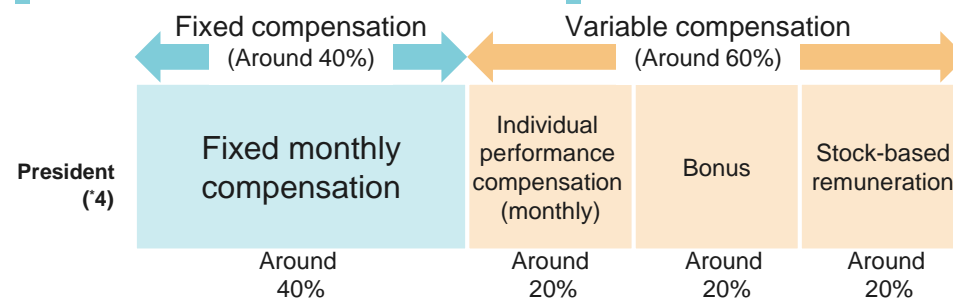
(*2)Including ESG investment/environmental rating finance and supply chain management (*3)Including human rights and supply chain management

(*4)Monthly compensation (for non-presidents) around 45%:fixed compensation, around 25% individual performance compensation, around 20%:bonus for directors and executive officers, around 10%:stock remuneration (*5)MSCI, FTSE, Sustainalytics

Overview of the Compensation System

- Revised evaluation system to better reflect medium- to long-term contributions and ESG-related contributions since Jul. 22

Overview of the Compensation System



Performance assessment system for stock-based remuneration

Indicators (KPIs) for performance-linked compensation		Assessment weighting	
Linked to near-term earnings	(1) Consolidated net business profit	33.3%	22.2%
	(2) Consolidated net profit attributable to owners of the parent		11.1%
Linked to medium-term financial metrics	(3) Consolidated shareholders' equity and ROE	33.3%	11.1%
	(4) Consolidated CET1 ratio (common equity tier 1 capital ratio)		11.1%
	(5) Consolidated overhead ratio (OHR)		11.1%
Linked to ESG	(6) ESG overall assessment (categories: climate change, FD & CS activities, employee engagement, DE&I (empowerment of women, etc.), ESG assessment by external organizations*5)	33.3%	

(*5)MSCI, FTSE, and Sustainalytics

Deliberation Medium- Term Management Plan by Board of Directors

- Continued to deliberate the direction of medium- to long-term management strategies toward SuMi TRUST Vision 2030 since FY2021
- In the process of developing the next Medium-Term Management Plan, significant themes are set as “management themes and deliberation themes*”. The Board of Directors and the execution departments mutually review and discuss the plan through a “rallying process” with two-way dialogues

Deliberation by the Board of Directors related to next medium- term management plan

Month and Year		Deliberations		Rallying process of developing strategy	
2021	Jul.	Business portfolio analysis as part of the value creation process	Management theme	Dialogue related strategy	Develop strategy
	Oct.	Status of business portfolio analysis study	Management theme		
	Nov.	(TB BoD) managerial significant issues at each business	Deliberation theme	Board of Directors	
	Dec.	Status of business portfolio analysis and reorganization	Management theme		
2022	Jul.	Sophistication of management accounting that contributes to group-wide profitability analysis and management resource allocation		Execution department	
	Aug.	the status of consideration of the next mid-term management plan	Management theme		
	Oct.	Discussion on planning next mid- term management plan	Management theme		
	Dec.	Direction of next mid- term management plan of SuMi TRUST Group			
2023	Jan.	Direction of asset management business strategy as a group	Management theme	(*)management theme and deliberation theme ■ At HD Board of Directors meetings, in addition to matters required by law and regulations, materiality management issues and other management themes from a mid- to long-term point of view are selected as "management theme". External directors of SuMi TRUST Bank also participate in deliberations on management theme without the requirement to reach any specific conclusions. ■ At TB Board of Directors meetings, Important management themes which are also discussed with HD external directors, are set as "deliberation theme"	
	Feb.	(TB BoD) Direction of business managerial key strategic businesses	Deliberation theme		
	Mar.	SuMi TRUST Group medium term management plan			

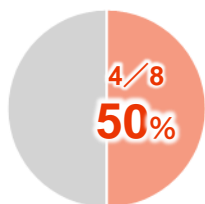
- (*)management theme and deliberation theme
- At HD Board of Directors meetings, in addition to matters required by law and regulations, materiality management issues and other management themes from a mid- to long-term point of view are selected as "management theme". External directors of SuMi TRUST Bank also participate in deliberations on management theme without the requirement to reach any specific conclusions.
 - At TB Board of Directors meetings, Important management themes which are also discussed with HD external directors, are set as "deliberation theme"

Board of Directors of major group companies (diversified governance)

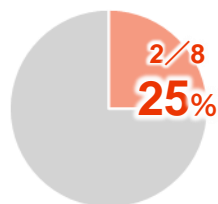
- Increased diversity in governance at major group companies through the appointment of female and non-Japanese directors

SUMITOMO MITSUI TRUST ASSET MANAGEMENT

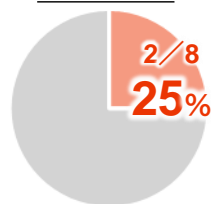
Independent external directors



Female directors



Non-Japanese directors

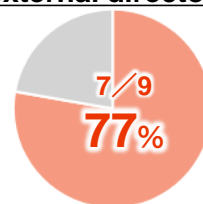


(As of Mar. 23)

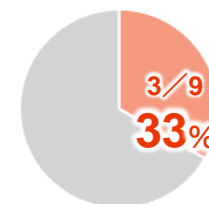
Participate in global initiatives

Nikko Asset Management

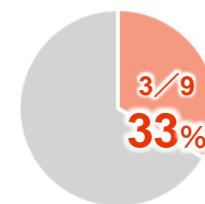
Independent external directors



Female directors



Non-Japanese directors



As of Mar. 23

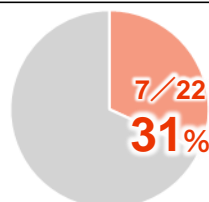
Appointed non-Japanese female to President
(Diligent for 9 years/Internal promotion)



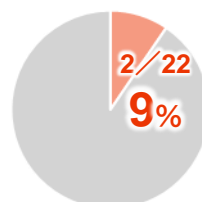
SuMi TRUST

SUMITOMO MITSUI TRUST BANK

Independent external directors



Female directors



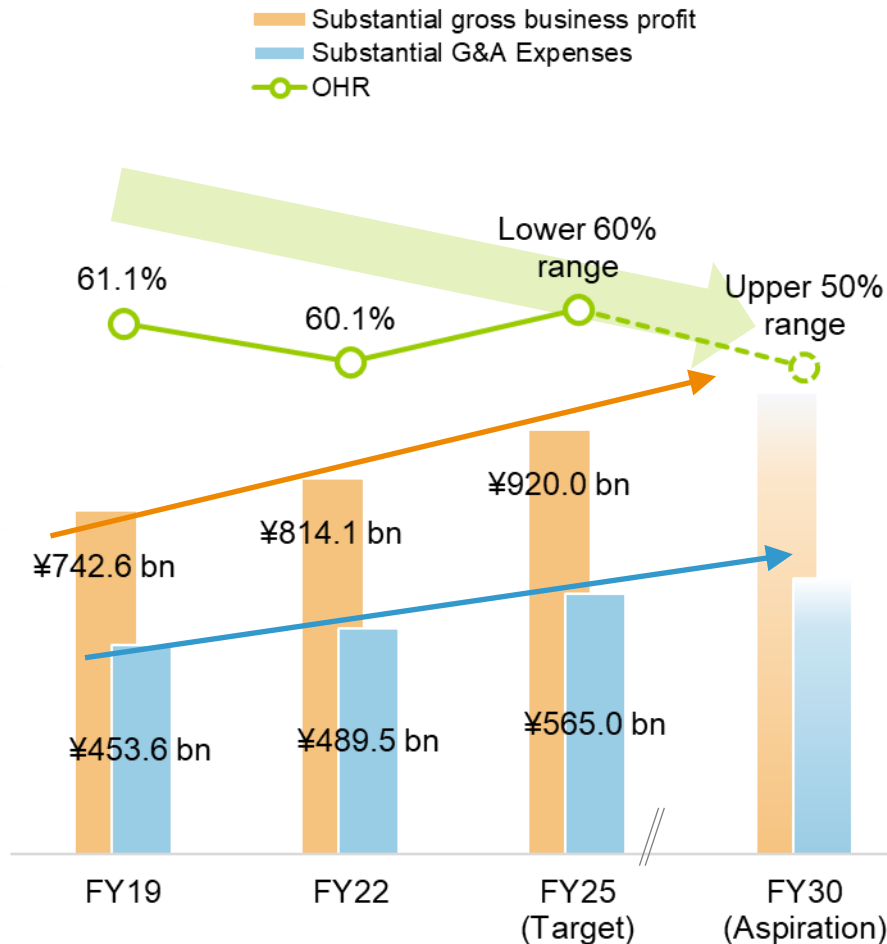
(As of Jun. 23 (scheduled))

◆ Expenses

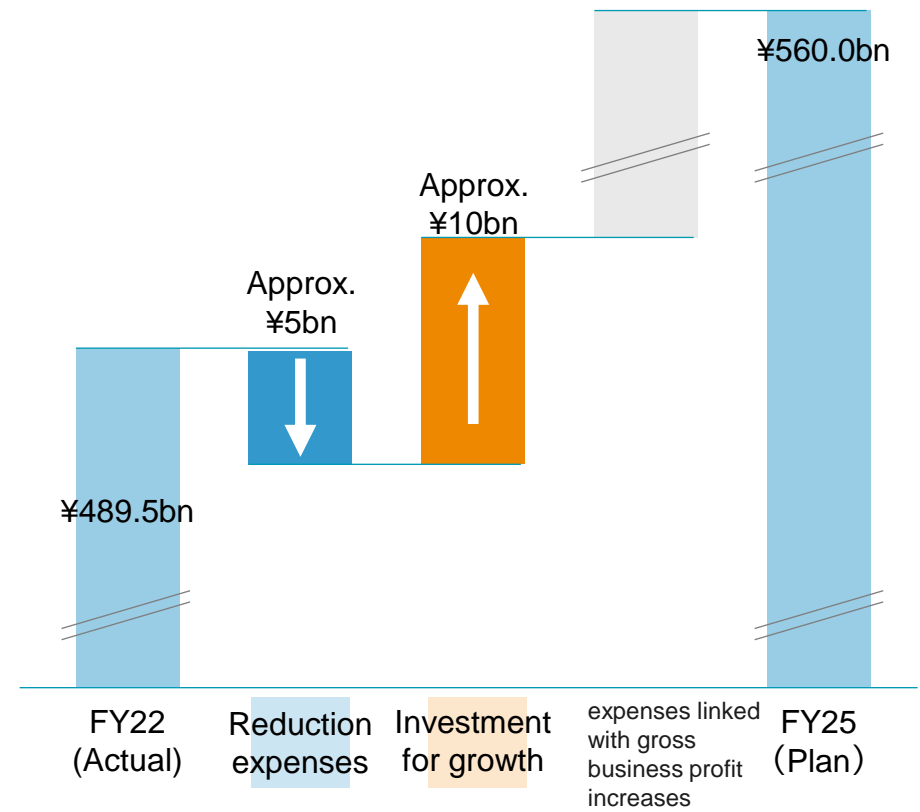
Expenses

- Continued to increase mainly due to higher gross profit . Control on an OHR basis
- Allocate reduced expenses to prior investments for the future growth

Expenses/OHR



Breakdown of expenses (FY22 actual vs FY25 plan)



- ✓ Reduced expenses through productivity improvement initiatives such as expanded use of RPA
- ✓ Prior invest in human capital and IT systems for future growth

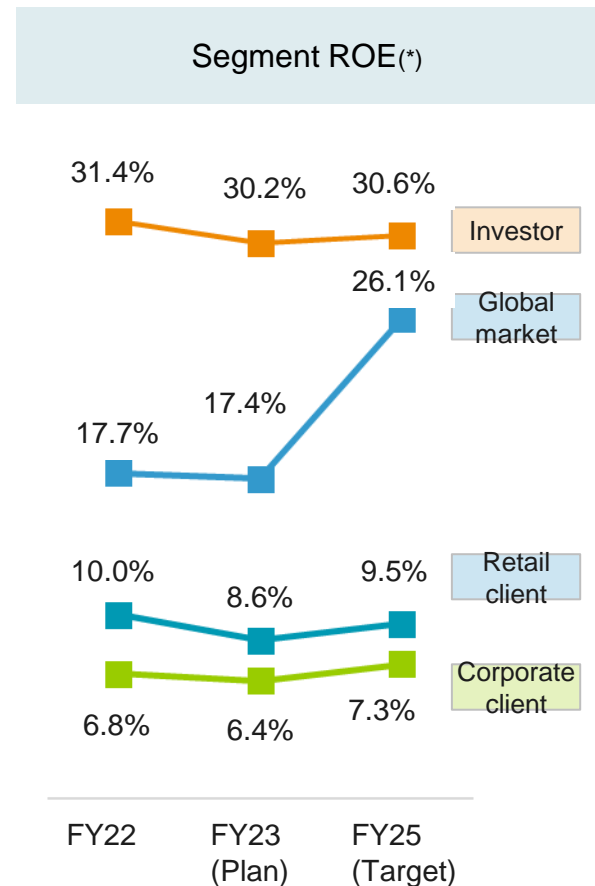
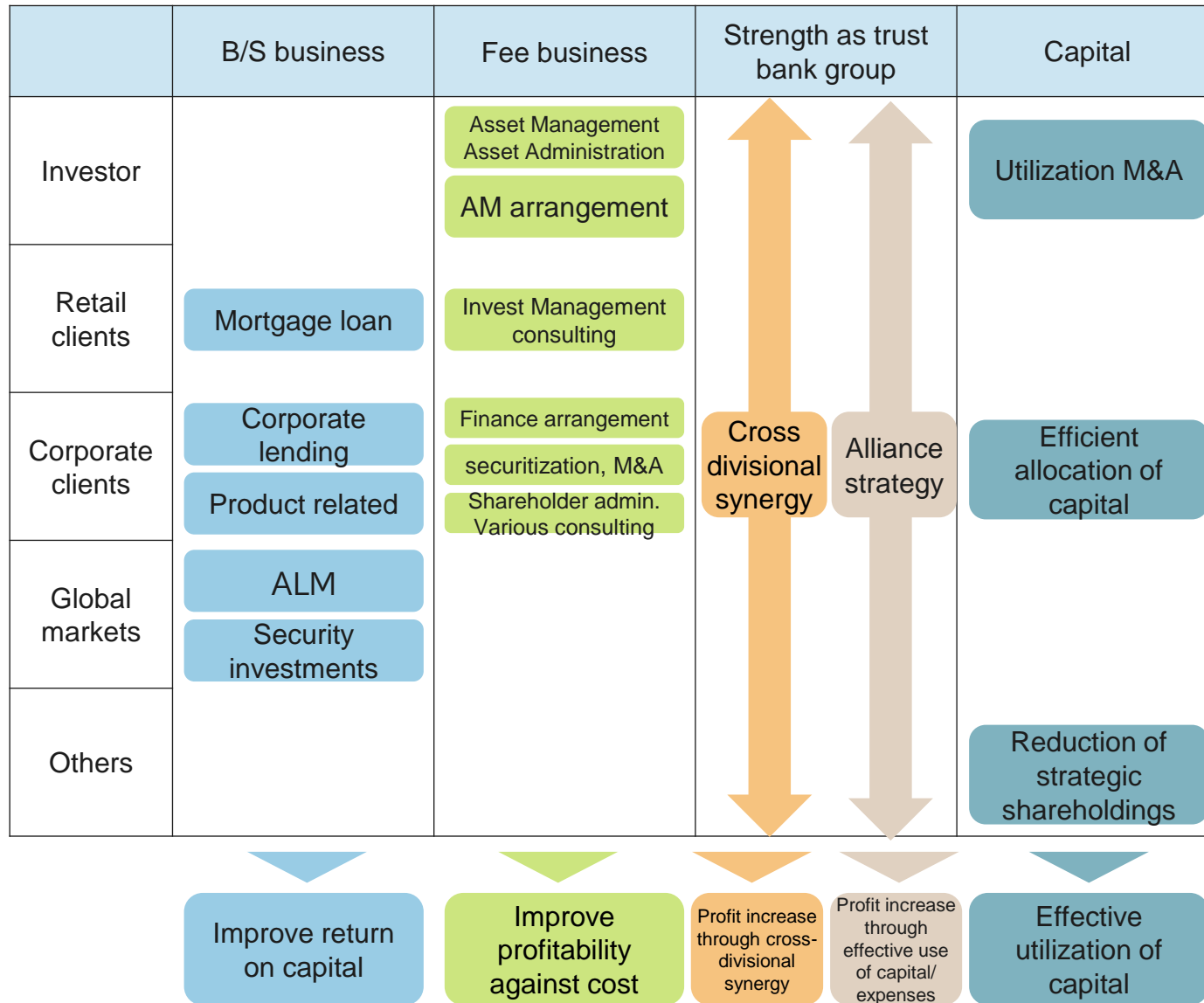
◆ Business segment

Plan and Target by business segment

		FY22	FY23 Plan		FY25 Target	
		Net business	Net business	Change	Net business	Change
		profit before	profit before	from FY22	profit before	from FY22
		credit costs	credit costs		credit costs	
(Yen bn)						
1	Total	324.6	320.0	(4.6)	355.0	30.3
2	Retail Business	41.5	33.0	(8.5)	33.0	(8.5)
3	SuMi TRUST Bank	21.3	15.0	(6.3)	14.0	(7.3)
4	Other group companies	20.1	18.0	(2.1)	19.0	(1.1)
5	Corporate Business	140.8	139.0	(1.8)	155.0	14.1
6	SuMi TRUST Bank	111.1	112.0	0.8	123.0	11.8
7	Other group companies	29.6	27.0	(2.6)	32.0	2.3
8	Investor Services Business	57.7	61.0	3.2	68.0	10.2
9	SuMi TRUST Bank	43.1	45.0	1.8	51.0	7.8
10	Other group companies	14.5	16.0	1.4	17.0	2.4
11	Real Estate Business	42.1	40.0	(2.1)	45.0	2.8
12	SuMi TRUST Bank	33.9	32.0	(1.9)	36.0	2.0
13	Other group companies	8.1	8.0	(0.1)	9.0	0.8
14	Global Markets Business	54.1	44.0	(10.1)	61.0	6.8
15	Asset Management Business (*1)	22.2	21.0	(1.2)	27.0	4.7

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

Segment ROE

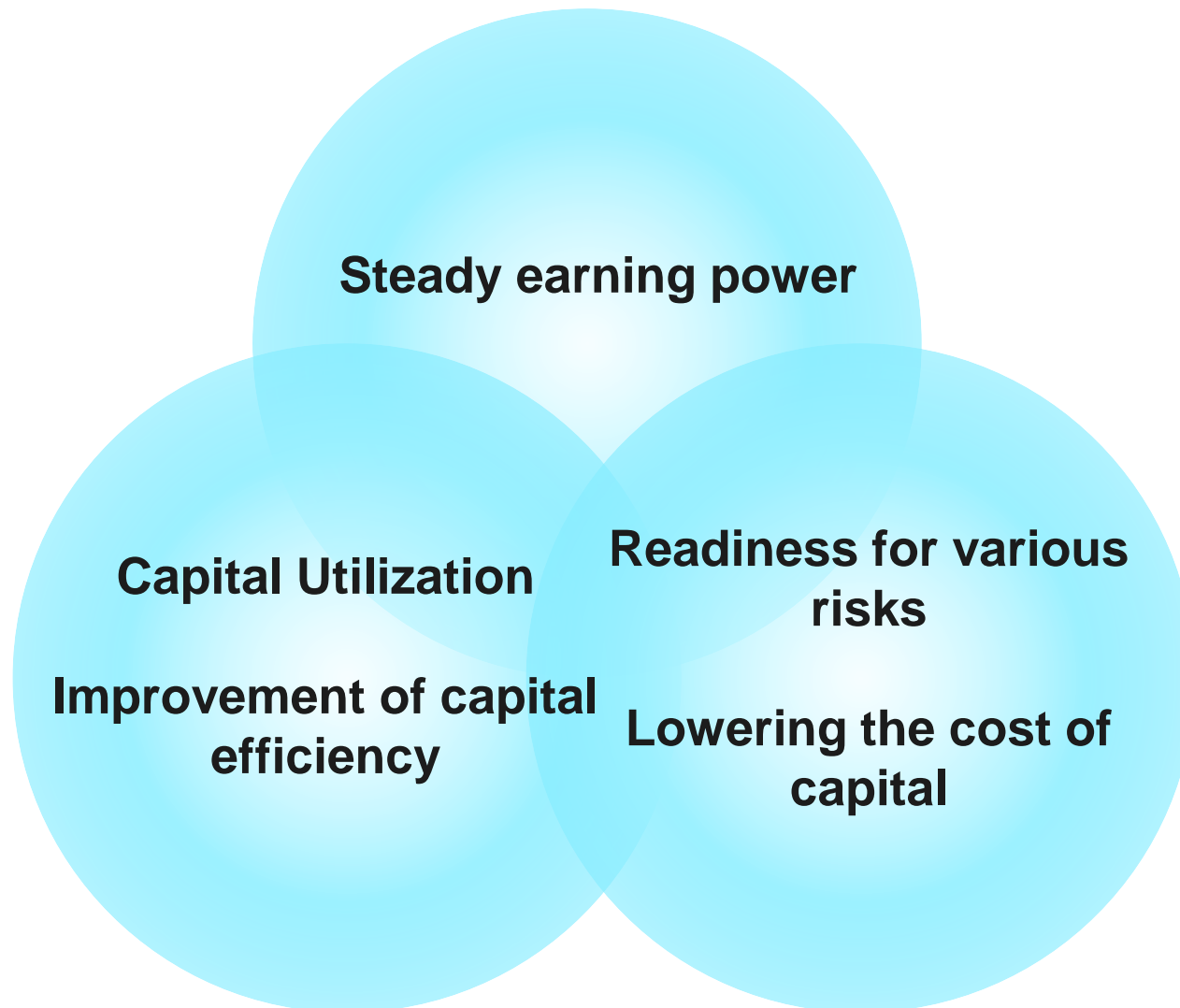


(*)

- 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 : FY22:7.9%, FY23:7.4%, FY25:8.3%
- Investor includes Asst management business
- Not included above graphs are headquarters expense, profit/loss and RWA of strategic shareholdings and hedging transactions

◆ Transformation since integration

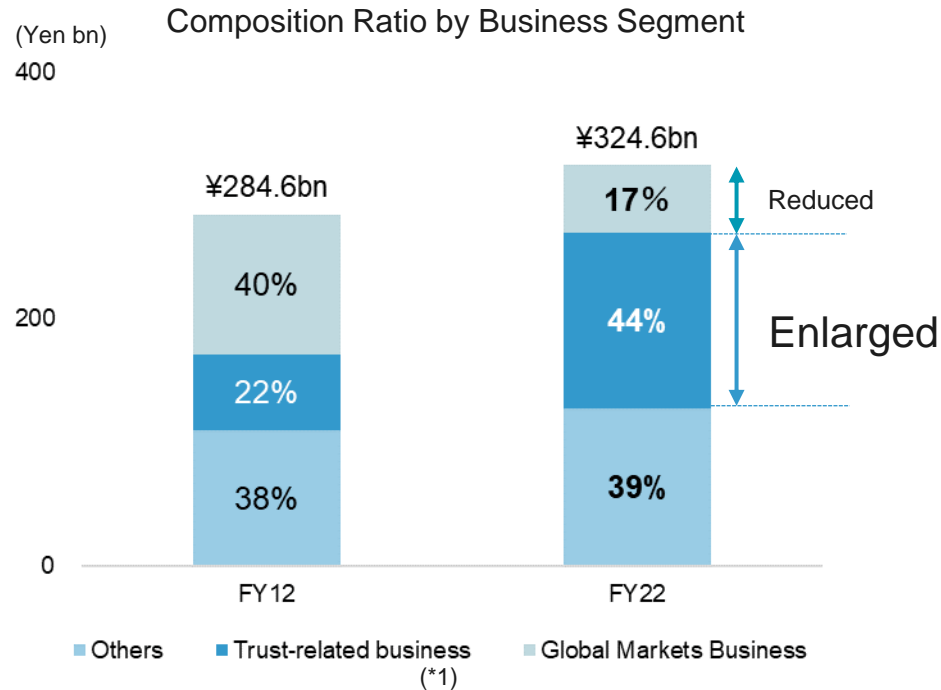
Transformation of the Group since the management integration



Steady earning power ①

Changes in Earnings Structure

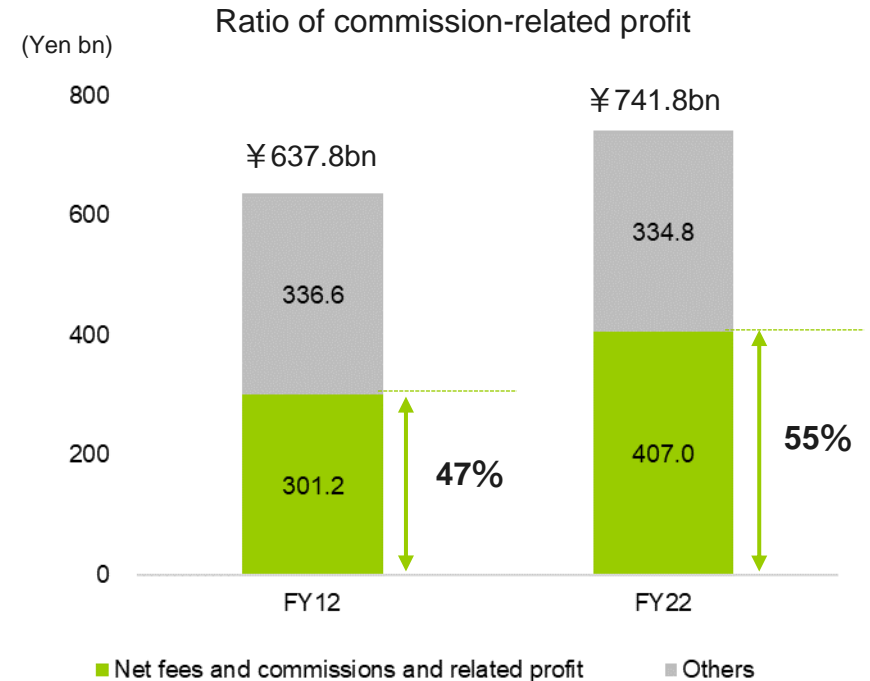
Consolidated net business profit before credit costs



Ratio of Trust-related businesses to Net business profit increased
Structure to be less overly dependent on profit
from Global Markets Business

(*) FY12: Total of stock transfer agency services business, fiduciary services business, and real estate business
FY22: Total of investor services business, real estate business, asset management business, and net business profit corresponding to former stock transfer agency services business

Consolidated gross business profit (*2)



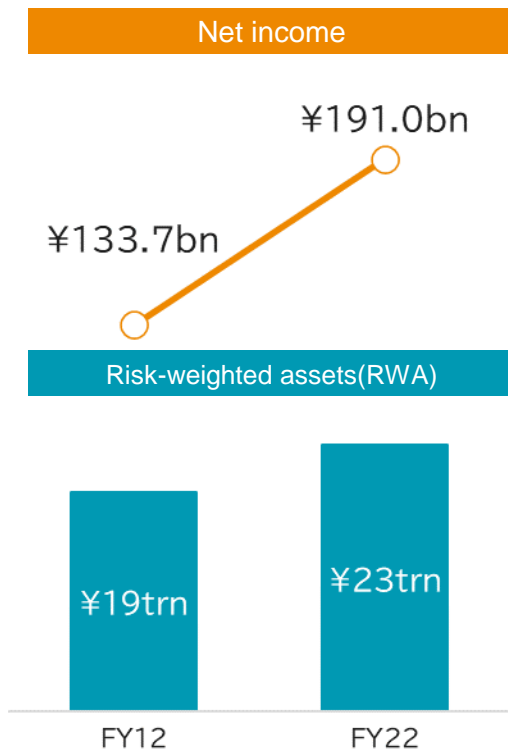
Strengthen business areas unique to the trust group
Ratio of net fees and commissions and related profit increased

(*)2 Figures based on financial accounting without taking into account equity-method affiliates, etc.

Steady earning power ②

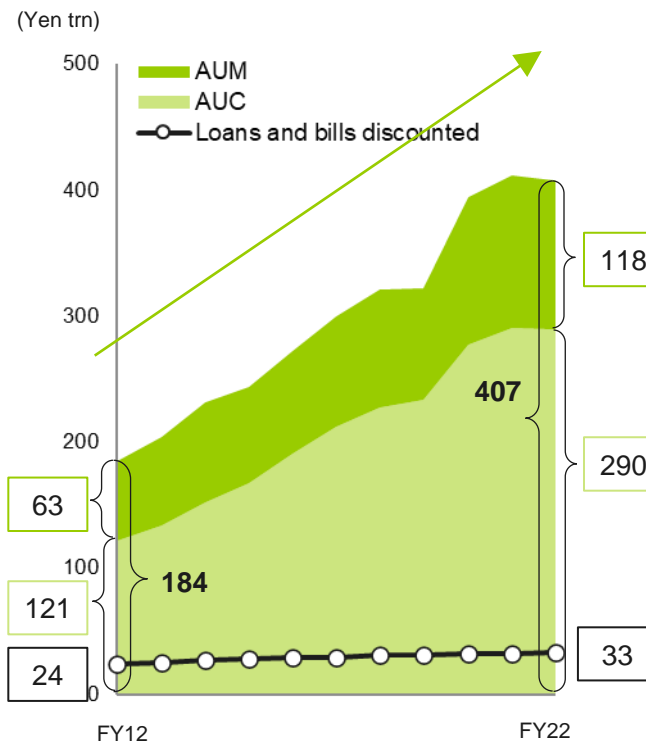
RWA and net income

Achieved profit growth without RWA increase



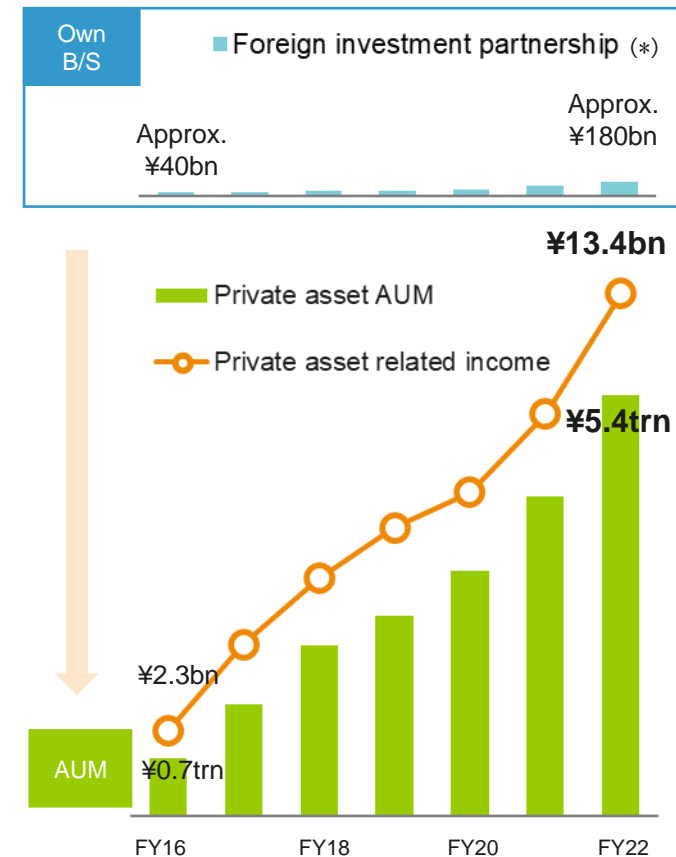
Loan outstanding and AUM/AUC

Loan outstanding balance almost unchanged Doubled AUM and AUC



Case study (private asset business)

Develop business for Investor clients by leveraging own B/S



(*) Excludes investments in alternative asset portfolios managed by Apollo Group

Capital Utilization, Improve capital efficiency

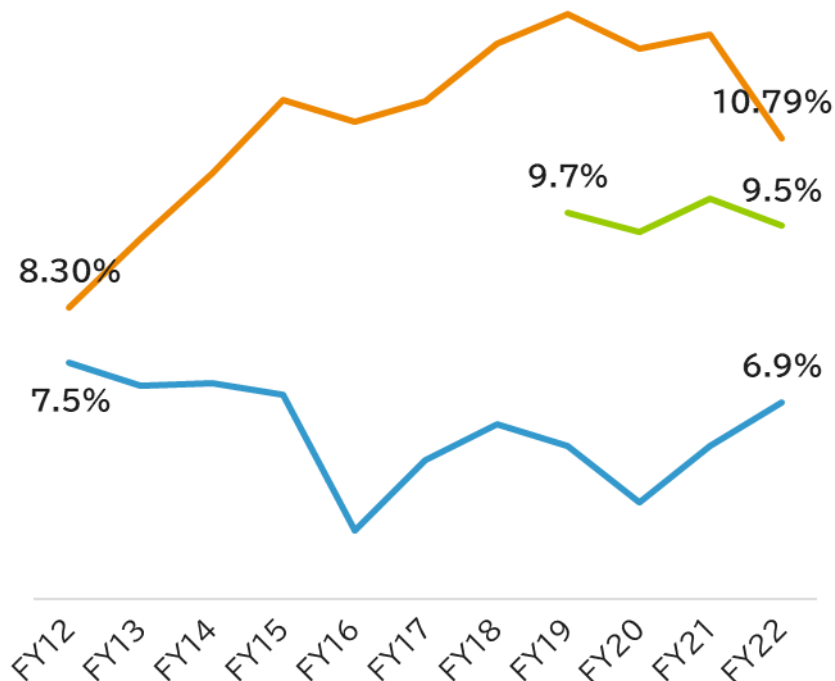
CET1 ratio and ROE

— ROE — CET1 ratio — CET1 ratio (finalized Basel3)

ROE tended to decline in capital accumulated phase



CET1 ratio approaching 10%, moving into capital utilization phase



Capital Utilization (case study)

Launch of joint venture(*) with UBS

Assuming ROC over 10%.

Investments in private assets and impact equity

To expand asset management and asset administration businesses

Improve capital efficiency through share repurchase of own shares

FY21 ¥30bn
FY22 ¥20bn

(*) UBS SuMi TRUST Wealth Management

Readiness for various risks, lowering the cost of capital

① risk management

strategic
shareholdings

Zero holding policy
(pp. 36-37)

Loan

Excellent portfolio
(pp. 45-46)

Special loan loss provision
(p. 44)

Procyclical assets

Reduction and control

Bonds

Change to more appropriate hedging
methods
Management policy of not taking
excessive risk

(p. 42)

② Stable profit structure

(p. 66)

Business Portfolio Diversification

Improvement of fee revenue ratio

③ Stable shareholder returns

(p. 34)

Stable dividend growth track record



Progressive dividends
introduced in FY23

New Medium- Term Management Plan (FY2023-FY2025) Summary

Purpose／Aspiration

Purpose



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



- ① Be a fiduciary that is trusted by stakeholders
- ② Contribute to enhancing the well-being of all people, including future generations
- ③ Serve as a social infrastructure, creating a virtuous circulation of funds, assets and capital

Medium-Term Management Plan

FY2020 - 2022

Balanced creation of both social and economic value

- Not holding any strategic shareholdings as a conventional stable shareholder
- Promoted strategic investment

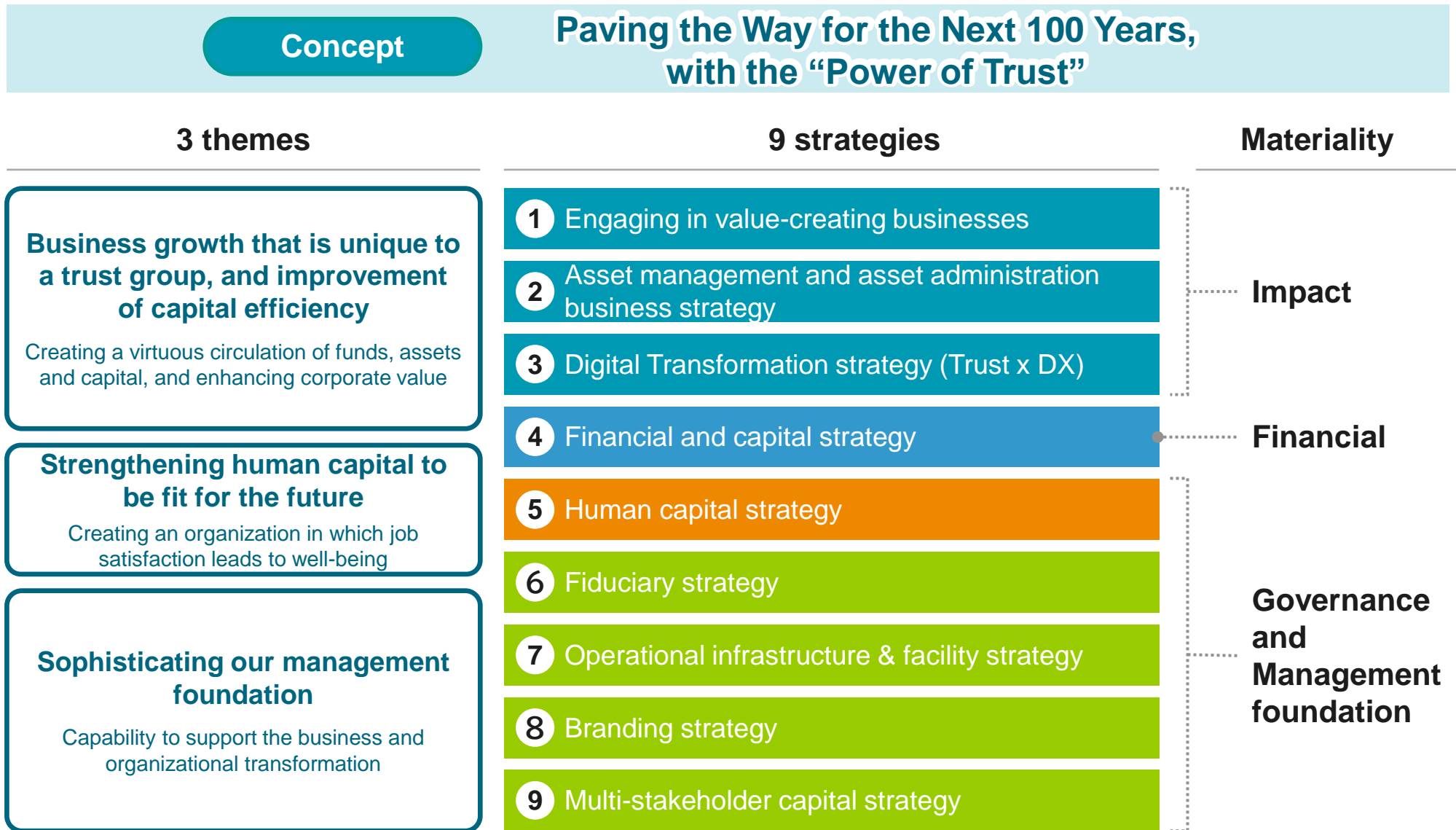
FY2023 - FY2025

Paving the Way for the Next 100 years, with the “Power of Trust”

Opportunity to show our real ability

Increase economic and market uncertainty

Summary of Medium-Term Management Plan



Revised materiality for new Medium-Term Management Plan

Impact	<ul style="list-style-type: none">■ The age of 100 year life■ ESG/ Sustainable management■ Regional ecosystems and the global investment chain (Networking)■ Digital transformation (Trust X DX)
Financial	<ul style="list-style-type: none">■ Financial strength expected by stakeholders
Governance and management foundation	<ul style="list-style-type: none">■ Corporate governance■ Risk control and resilience■ Compliance and conduct risks■ Human capital■ Security■ Fiduciary duty

Summary of financial results for FY2022

Overview of profits

	(Yen bn)	FY21	FY22	Change
1	Net business profit before credit costs (*1)	346.0	324.6	(21.4)
2	Substantial gross business profit (*1)	808.1	814.1	5.9
3	Effective interest related earnings (*2)	320.2	300.6	(19.5)
4	Net fees and commissions and related profit	436.9	449.3	12.4
5	Other profit (Excluding profit attributable to deployment of surplus foreign currency funds)	51.0	64.1	13.1
6	Substantial G&A expenses (*1)	(462.0)	(489.5)	(27.4)
7	Total credit costs	(41.5)	(10.4)	31.1
8	Net gains on stocks	(38.3)	3.0	41.4
9	Other net non-recurring profit	(36.4)	(31.4)	5.0
10	Ordinary profit	229.7	285.8	56.1
11	Extraordinary profit	(1.7)	(14.4)	(12.7)
12	Income before income taxes	227.9	271.3	43.3
13	Total income taxes	(57.7)	(79.3)	(21.5)
14	Income attributable to non-controlling interests	(1.1)	(1.0)	0.1
15	Net income	169.0	191.0	21.9
16	Earnings per share (EPS) (Yen)	451	517	65
17	Number of shares issued (mn shares) (*3)	374.5	369.3	(5.2)

(Reference)

18	Net interest income and related profit	304.8	148.1	(156.7)
19	Other profit	66.3	216.6	150.3
20	Profit attributable to deployment of surplus foreign currency funds	15.3	152.5	137.1
21	Other	51.0	64.1	13.1

- (*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 "Other profit"
- (*3) Average number of common shares outstanding (excluding treasury stocks) during the period

Net business profit before credit costs

- Achieved ¥324.6bn of 105% vs FY22 forecast of ¥310.0bn
- Decreased YoY ¥(21.4)bn mainly due to dearth of favorable market conditions
- (#3 Effective interest related earnings) Decreased YoY ¥(19.5)bn mainly due to absence of favorable market conditions and increase of funding costs due to rise in overseas interest rates. Continue to improve in loan-deposit income
- (#4 Net fees and commissions and related profit) YoY increase of ¥12.4bn Real estate brokerage fees propelled increase in fee income. Corporate credit related fees also contributed but asset management fees decreased
- Substantial G&A expenses increased mainly due to investments in human capital and expenses linked with gross business profit increases

Total credit costs

- Posted ¥(10.4)bn of total credit costs.
- Changed target of special loan loss provision(SuMi TRUST Bank) and reevaluate its amount and balance of provisions will remain roughly the same

Net gains on stocks

- Achieved two-year target(¥100.6bn at cost) and steady progress in strategic shareholdings reduction
- Posted ¥84.0bn of gains from divestment of strategic shareholdings and ¥(79.0)bn of realized loss from sale of bear funds

Other net non-recurring profit, extraordinary profit

- YoY net losses on stocks related derivatives improved by ¥5.7bn, losses on investment in partnership increased by ¥(4.9)bn and amortization of actuarial net differences increased by ¥(2.6)bn
- Posted approx. ¥(16.0)bn of extraordinary loss due to IT system renewal related to overseas operations (SuMi TRUST Bank)

Net income

- Achieved ¥191.0bn vs FY22 forecast of ¥190.0bn, the highest record since integration

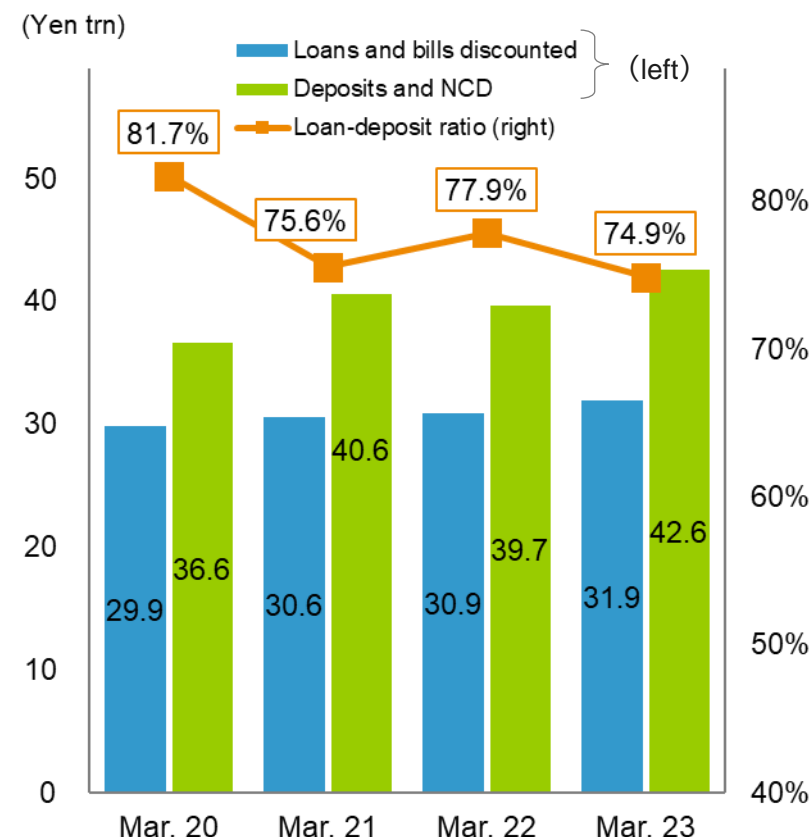
Overview of balance sheet

(Yen bn)		Mar. 22	Mar. 23	Change
1	Assets	64,633.2	69,022.7	4,389.5
2	Cash and due from banks	18,223.3	21,602.4	3,379.1
3	Securities	7,879.2	6,933.0	(946.1)
4	Loans and bills discounted	30,876.5	31,810.9	934.4
5	Other assets	7,654.1	8,676.2	1,022.1
6	Liabilities	61,887.9	66,200.1	4,312.2
7	Deposits and NCD	39,818.1	42,848.2	3,030.1
8	Borrowed money from trust account	4,298.8	4,332.4	33.6
9	Other liabilities	17,770.9	19,019.4	1,248.4
10	Total net assets	2,745.2	2,822.5	77.2
11	Total shareholders' equity	2,517.5	2,587.8	70.2
12	Total accumulated OCI	198.0	204.2	6.2
13	Minority interests, etc.	29.7	30.4	0.7
14	Net assets per share (BPS) (Yen)	7,249	7,686	436
15	Number of shares issued (mn shares) (*)	374.5	363.2	(11.3)

(Reference)			
16	Loan-deposit ratio (SuMi TRUST Bank)	77.9%	74.9% (3.0%)
17	NPL ratio (SuMi TRUST Bank)	0.6%	0.4% (0.2%)

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

Loan - deposit ratio (SuMi TRUST Bank)



Profit by group company

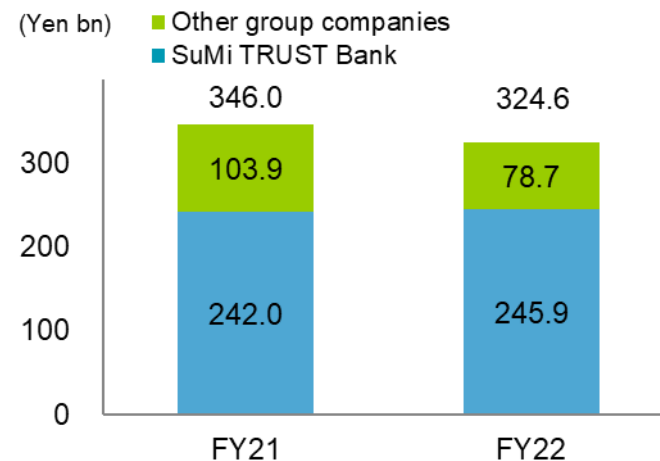
(Yen bn)		FY21	FY22	Change
1	Net business profit before credit costs (*1)	346.0	324.6	(21.4)
2	SuMi TRUST Bank (*2)	242.0	245.9	3.8
3	SuMi TRUST AM	9.4	7.9	(1.5)
4	Nikko AM (*3)	30.7	13.9	(16.8)
5	SuMi TRUST Realty	6.8	7.3	0.5
6	SuMi TRUST Panasonic Finance (*3)	9.5	8.6	(0.8)
7	SuMi TRUST Loan & Finance	10.7	10.9	0.2
8	SuMi TRUST Guarantee (*3)	11.6	11.6	0.0
9	SuMi TRUST Club	1.5	3.7	2.1
10	UBS SuMi TRUST Wealth Management	0.7	2.5	1.7
11	Net income (*1)	169.0	191.0	21.9
12	SuMi TRUST Bank	113.3	169.1	55.7
13	SuMi TRUST AM	6.4	5.4	(1.0)
14	Nikko AM (*3)	18.5	12.7	(5.8)
15	SuMi TRUST Realty	4.7	5.2	0.4
16	SuMi TRUST Panasonic Finance (*3)	6.2	5.8	(0.4)
17	SuMi TRUST Loan & Finance	7.4	7.6	0.2
18	SuMi TRUST Guarantee (*3)	8.0	8.5	0.5
19	SuMi TRUST Club	1.5	1.6	0.0
20	UBS SuMi TRUST Wealth Management	0.5	1.8	1.3

(*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.

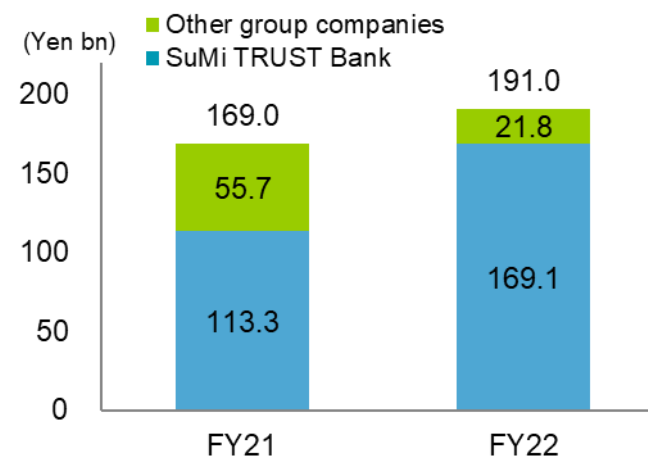
(*2) Including dividend from group companies (FY21:¥14.1bn, FY22:¥30.1bn, YoY change: +¥16.0bn)

(*3) Consolidated basis

Breakdown of Net business profit before credit costs



Breakdown of Net income



Profit by business segment

		FY21 Net business profit before credit costs (Yen bn)	FY21		Substantial G&A expenses	FY22	
			Substantial gross business profit	Change		Net business profit before credit costs	Change
1	Total	346.0	814.1	5.9	(489.5)	324.6	(21.4)
2	Retail Business	32.2	202.8	12.0	(161.3)	41.5	9.2
3	SuMi TRUST Bank	13.7	134.1	2.7	(112.7)	21.3	7.6
4	Other group companies	18.5	68.7	9.2	(48.6)	20.1	1.6
5	Corporate Business	127.4	229.3	17.3	(88.5)	140.8	13.3
6	SuMi TRUST Bank	99.2	153.5	12.9	(42.4)	111.1	11.9
7	Other group companies	28.2	75.7	4.3	(46.1)	29.6	1.3
8	Investor Services Business	70.7	127.3	(10.4)	(69.6)	57.7	(13.0)
9	SuMi TRUST Bank	59.4	76.0	(16.9)	(32.9)	43.1	(16.3)
10	Other group companies	11.2	51.3	6.4	(36.7)	14.5	3.2
11	Real Estate Business	36.9	69.7	6.9	(27.6)	42.1	5.2
12	SuMi TRUST Bank	29.3	44.1	4.8	(10.2)	33.9	4.5
13	Other group companies	7.5	25.5	2.0	(17.4)	8.1	0.6
14	Global Markets Business (*1)	36.5	69.3	17.0	(15.1)	54.1	17.5
15	Asset Management Business (*2)	40.5	84.7	(17.2)	(62.4)	22.2	(18.2)

(*1) Substantial gross business profit and net business profit include equity related profit which is posted as "net gains on stocks" FY21: +¥1.8bn, FY22: ¥-bn, YoY change: ¥(1.8)bn and net gains/losses on stock related derivatives which is posted as "other non-recurring profit" (FY21: ¥(4.4)bn, FY22: +¥2.3bn, YoY change: +¥6.7bn)

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

Overview of profit (SuMi TRUST Bank)

(Yen bn)		FY21	FY22	Change
1	Net business profit before credit costs	242.0	245.9	3.8
2	Gross business profit	490.6	508.1	17.5
3	Effective interest related earnings	290.5	285.9	(4.6)
4	Net interest income and related profit	275.2	133.4	(141.8)
5	Profit attributable to deployment of surplus foreign currency funds	15.3	152.5	137.1
6	Net fees and commissions and related profit	180.8	193.2	12.4
7	Net trading profit	20.3	57.1	36.8
8	Net gains on foreign exchange transactions	13.4	10.4	(3.0)
9	Net gains on foreign exchange transactions (Excluding Profit attributable to deployment of surplus foreign currency funds)	6.8	46.7	39.8
10	Net gains on bonds	(17.8)	(26.0)	(8.1)
11	Net gains from derivatives	19.0	1.0	(18.0)
12	General and administrative expenses	(248.5)	(262.2)	(13.7)
13	Total credit costs	(42.4)	(12.4)	29.9
14	Other non-recurring profit	(48.8)	(8.8)	39.9
15	o/w Net gains on stocks	(37.3)	5.9	43.3
16	Amortization of net actuarial losses	(1.1)	(3.8)	(2.6)
17	Ordinary profit	150.8	224.5	73.7
18	Extraordinary profit	(1.6)	(0.3)	1.3
19	Income before income taxes	149.1	224.2	75.1
20	Total income taxes	(35.7)	(55.1)	(19.3)
21	Net income	113.3	169.1	55.7

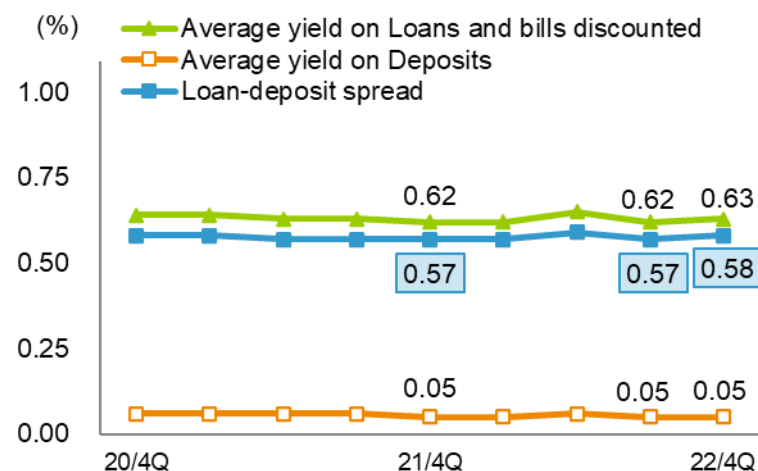
		FY21	FY22	Change
22	Gross business profit	490.6	508.1	17.5
23	Net interest income and related profit	275.2	133.4	(141.8)
24	Net fees and commissions and related profit	180.8	193.2	12.4
25	Net trading profit	13.4	10.4	(3.0)
26	Net other operating profit	21.1	171.0	149.9
27	o/w Net gains on foreign exchange transactions	22.2	199.2	177.0
28	Profit attributable to deployment of surplus foreign currency funds	15.3	152.5	137.1
29	other	6.8	46.7	39.8
30	Net gains on bonds	(17.8)	(26.0)	(8.1)
31	Net gains from derivatives	19.0	1.0	(18.0)
32	Net fees and commissions and related profit	180.8	193.2	12.4
33	o/w Investment management consulting	40.4	41.3	0.9
34	Asset management/administration (*)	66.8	67.1	0.2
35	Real estate brokerage	32.9	37.4	4.5
36	Stock transfer agency services	23.8	24.4	0.6
37	Inheritance related services	4.2	4.4	0.1
38	Corporate credit related (*)	25.8	34.7	8.9
39	Net gains on bonds	(17.8)	(26.0)	(8.1)
40	Domestic bonds	(0.2)	(5.6)	(5.4)
41	Foreign bonds	(17.6)	(20.3)	(2.7)

(*) Change the scope of aggregation due to the reorganization of business on Apr. 1, 2022, recalculating the figures for FY21 recalculated based on the new scope

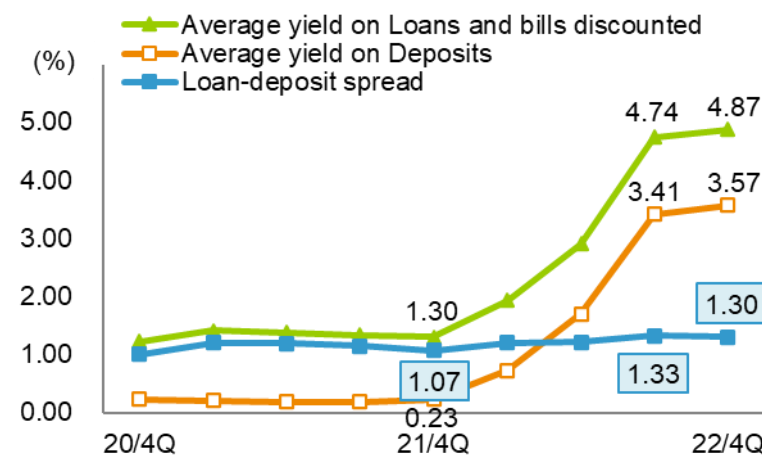
Net interest income (SuMi TRUST Bank)

		FY22					
(Average balance: Yen trn) (Income/Expenses: Yen bn)		Average Balance	Change from FY21	Average Yield	Change from FY21	Income/Expenses	Change from FY21
1	Net interest income					113.2	(142.8)
2	Domestic business			0.40%	0.06%	188.3	29.7
3	Interest-earning assets	46.50	0.62	0.53%	0.07%	248.0	33.1
4	o/w Loans and bills discounted	24.85	0.24	0.63%	(0.00%)	158.1	1.2
5	Securities	4.33	(0.13)	1.91%	0.76%	83.2	31.5
6	Interest-bearing liabilities	45.88	0.68	0.13%	0.01%	(59.7)	(3.4)
7	o/w Deposits	27.71	0.33	0.05%	(0.01%)	(15.6)	0.9
8	Borrowings from trust a/c	4.29	0.20	0.46%	0.00%	(20.1)	(1.0)
9	Swaps	---	---	---	---	(9.4)	(5.4)
10	International business			(0.48%)	(1.12%)	(75.0)	(172.5)
11	Interest-earning assets	16.58	1.26	2.53%	1.57%	420.4	272.0
12	o/w Loans and bills discounted	6.79	0.59	3.59%	2.24%	244.4	160.0
13	Due from banks	2.65	0.58	2.58%	2.33%	68.4	63.2
14	Securities	2.89	0.29	2.87%	0.78%	83.3	28.8
15	Interest-bearing liabilities	16.44	0.91	3.01%	2.69%	(495.5)	(444.6)
16	o/w Deposits	6.58	0.85	2.33%	2.12%	(153.7)	(141.5)
17	NCD / USCP	6.67	(0.16)	2.91%	2.78%	(194.4)	(185.0)
18	Repo	1.24	(0.36)	2.58%	2.48%	(32.2)	(30.6)
19	Expenses on swaps	---	---	---	---	(75.5)	(57.0)
20	(+) Trust fees from principal guaranteed trust a/c					20.1	1.0
21	(+) Profit attributable to deployment of surplus foreign currency funds					152.5	137.1
22	Effective interest related earnings					285.9	(4.6)
23	Loan-deposit spread / income in domestic business			0.58%	0.01%	142.4	2.2
24	Loan-deposit spread / income in international business			1.26%	0.12%	90.7	18.5

Domestic loan-deposit spread (quarterly)

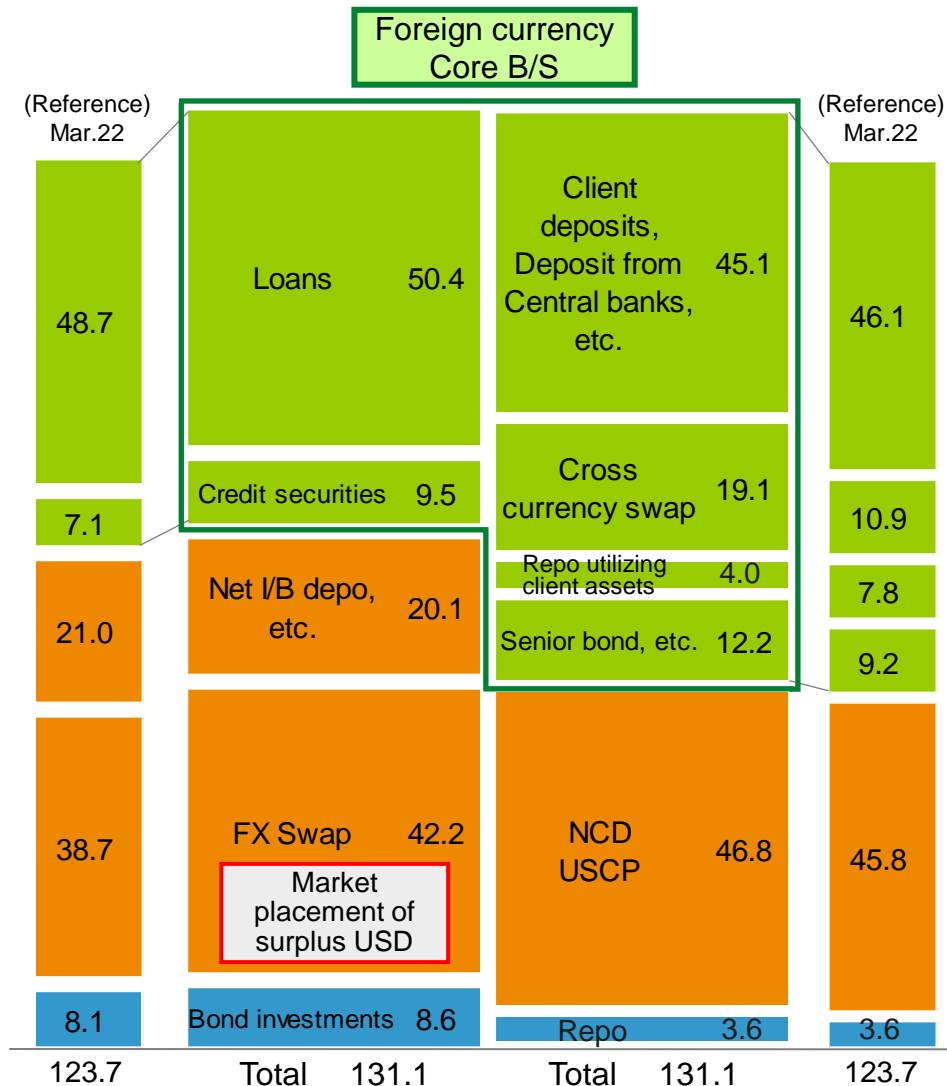


International loan-deposit spread (quarterly)



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

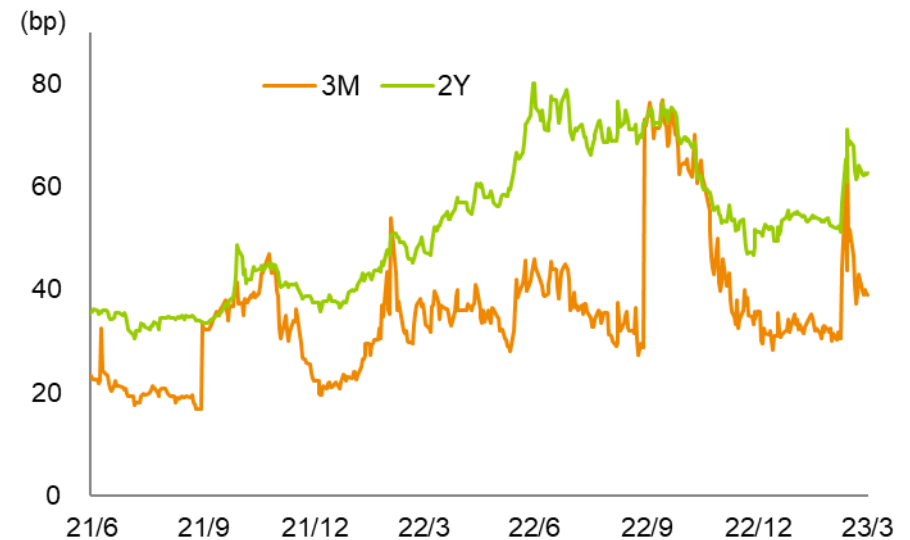
Foreign currency B/S (as of Mar. 23) (USD bn)



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 interbank or foreign exchange market.

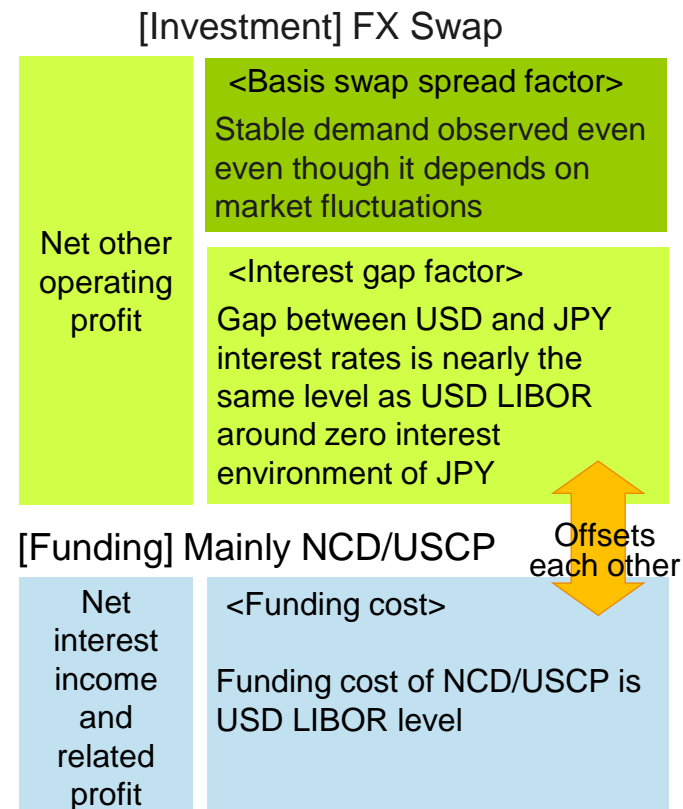
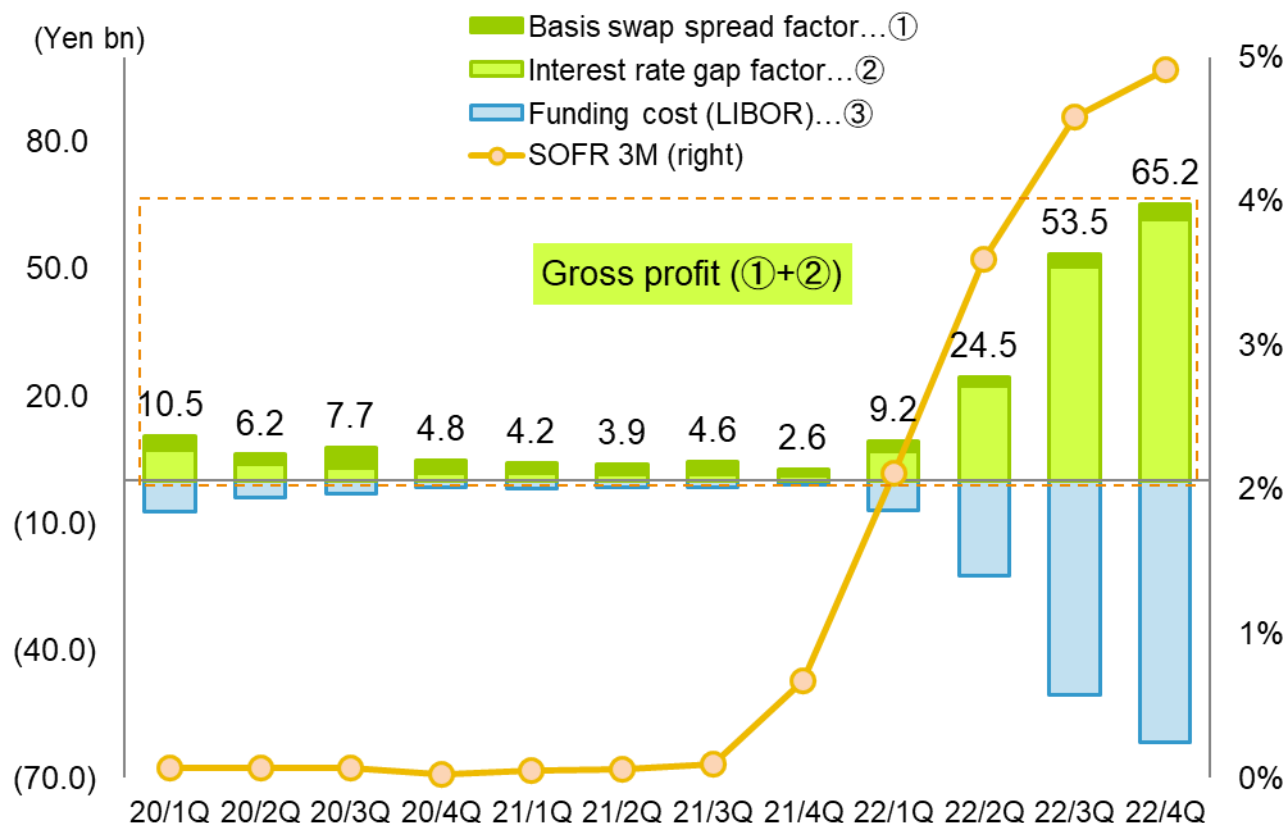
Basis swap spread (*) (USD/JPY)



(*) Basis swap spread with SOFR and TONA as the indexes

Profit structure of market deployment of surplus foreign currency

- Profit from FX swap 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 increased due to rising US short-term interest rate. Net profit slightly increased YoY



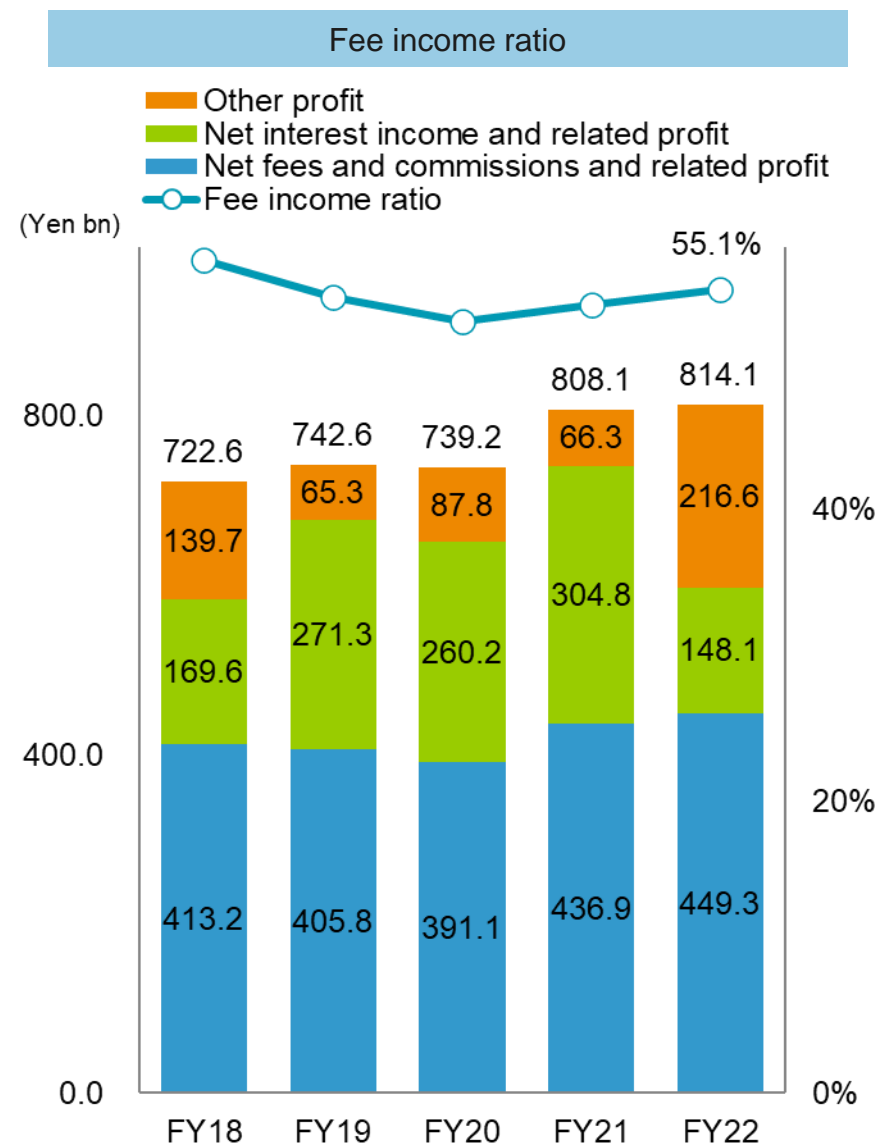
(*) The above contents are simplified to promote understanding the structure of the operations, although actual profitability of market placement of surplus foreign currency changes depending on market environment. Figures show gross profits as sum of basis swap spread factor and interest gap factor.

Net fees and commissions and related profit

		SuMi TRUST Bank		SuMi TRUST Group (*1)	
		FY22	Change from FY21	FY22	Change from FY21
(Yen bn)					
1	Net fees and commissions and related profit	193.2	12.4	449.3	12.4
2	Investment trust and insurance sales	41.3	0.9	41.3	0.9
3	Card	-	-	40.8	3.8
4	Asset management / administration	67.1	0.2	198.3	(9.7)
5	Profit	106.2	-	218.4	(9.7)
6	Fees paid out for outsourcing	(39.0)	0.3	(20.1)	0.0
7	Stock transfer agency services	24.4	0.5	43.7	2.9
8	Profit	36.9	2.2	43.7	2.9
9	Fees paid out for outsourcing	(12.5)	(1.6)	-	-
10	Real estate	44.1	4.8	69.7	6.9
11	Others (Loan arrangement fees, etc.)	16.1	5.7	55.3	7.4
12	Fee income ratio (*2)	38.0%	1.2%	55.1%	1.1%

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

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



Expenses

[SuMi TRUST Group]

(Yen bn)

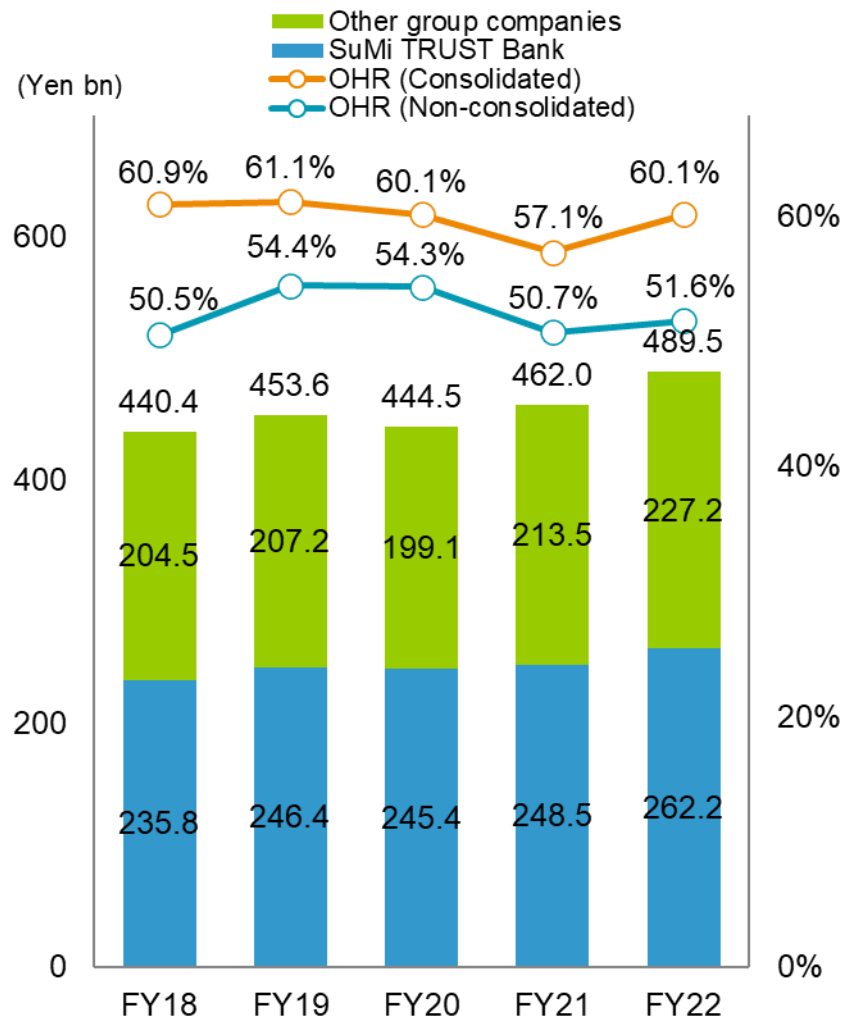
	FY21	FY22	Change
1 Personnel expenses	(211.4)	(219.8)	(8.4)
2 Non-personnel expenses excluding taxes	(234.8)	(253.7)	(18.9)
3 Taxes other than income taxes	(15.7)	(15.8)	-
4 Substantial G&A expenses	(462.0)	(489.5)	(27.4)
5 Overhead ratio	57.2%	60.1%	2.3%

[SuMi TRUST Bank]

(Yen bn)

	FY21	FY22	Change
6 Personnel expenses	(112.1)	(117.7)	(5.6)
7 Salaries etc.	(104.4)	(109.0)	(4.6)
8 Retirement benefit expenses	10.9	10.6	(0.3)
9 Others	(18.6)	(19.3)	(0.6)
10 Non-personnel expenses excluding taxes	(126.6)	(134.6)	(7.9)
11 IT system related costs	(43.9)	(47.8)	(3.9)
12 Others	(82.7)	(86.7)	(4.0)
13 Taxes other than income taxes	(9.7)	(9.8)	-
14 G&A expenses	(248.5)	(262.2)	(13.7)
15 Overhead ratio	97.9%	102.9%	2.1%

Breakdown of G&A expenses



Total credit costs and Non-Performing Loans (NPLs) based on Banking Act and Reconstruction Act

[Total credit costs]		FY21			FY22	Major factors (FY22)
(Yen bn)			1H	2H		
1	SuMi TRUST Bank	(42.4)	(8.9)	(3.4)	(12.4)	Downgraded: Approx. ¥(17.0)bn Upgraded: Approx. +¥2.0bn Changes in loan balance, etc. (including recoveries of written-offs): Approx. +¥3.0bn
2	General allowance for loan losses	13.4	4.3	(3.3)	0.9	
3	Specific allowance for loan losses	(53.0)	(12.6)	7.1	(5.4)	
4	Recoveries of written-off claims	1.0	0.4	0.2	0.6	
5	Losses on sales of claims, written-off	(3.8)	(1.0)	(7.5)	(8.5)	
6	Other group companies, etc.	0.8	0.0	1.9	1.9	SuMi TRUST Panasonic Finance +¥1.9bn
7	Total	(41.5)	(8.8)	(1.5)	(10.4)	

As of March 2023,
special loan loss provision of
approx. ¥20.0bn

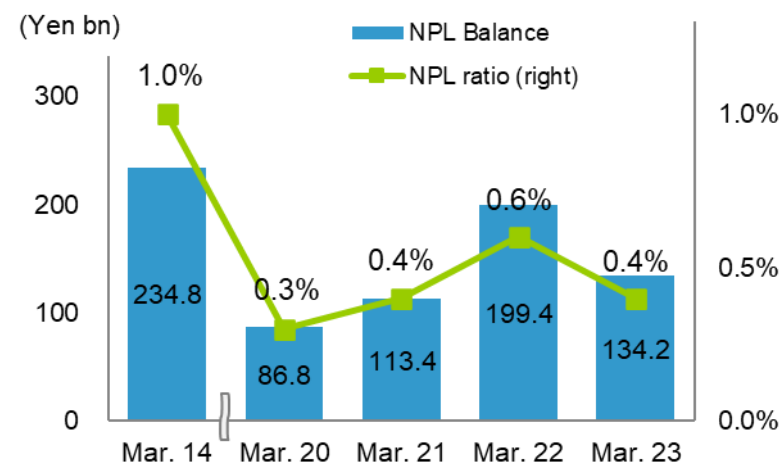
[Non-performing loans (NPLs) based on Banking Act and Reconstruction Act]

		Mar. 22	Coverage ratio (*1)	Allowance ratio (*2)	Change from Mar. 22
(Yen bn)					
8	Total	134.2	68.4%	51.9%	(65.2)
9	NPL ratio	0.4%	---	---	(0.2%)
10	Bankrupt and Practically Bankrupt	8.5	100.0%	100.0%	(8.2)
11	Doubtful	86.2	74.4%	62.6%	(31.6)
12	Substandard	39.5	48.4%	22.3%	(25.4)
13	Loans past due 3 months or more	-	---	---	-
14	Restructured loans	39.5	---	---	(25.4)
15	Assets to borrowers requiring caution(excluding Substandard)	296.4	---	---	(13.6)
16	Assets to normal borrowers	32,092.1	---	---	1,160.3
17	Grand total	32,522.7	---	---	1,081.5

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

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

Total Balance and ratio of NPL



Securities portfolio

[Securities with fair value]

	(Yen bn)	Costs		Unrealized gains/losses	
		Mar. 23	Change from Mar. 22	Mar. 23	Change from Mar. 22
1 Available-for-sale securities		5,675.3	(1,172.2)	372.6	(29.0)
2 Japanese stocks		495.4	(53.4)	577.2	(83.2)
3 Japanese bonds		2,178.5	(1,306.4)	(0.3)	13.0
4 Others		3,001.3	187.5	(204.1)	41.1
5 Held-to-maturity debt securities		299.2	61.2	9.9	(3.1)

[Securities with fair value (SuMi TRUST Bank)]

6 Available-for-sale securities		5,522.5	(1,169.7)	386.2	(30.3)
7 Japanese stocks		471.6	(50.7)	598.3	(86.0)
8 Japanese bonds		2,178.5	(1,306.4)	(0.3)	13.0
9 o/w Government bonds		1,433.5	(1,303.1)	(1.5)	13.1
10 Others		2,872.3	187.3	(211.7)	42.7
11 Domestic investment		107.8	19.2	1.8	(0.3)
12 International investment		1,766.2	211.2	(30.0)	(11.1)
13 o/w US Treasury(*1)		650.5	128.3	(17.2)	(1.6)
14 Others (Investment trust, etc.)		998.1	(43.1)	(183.5)	54.1
15 o/w for hedging of strategic shareholdings (*2)		626.3	(213.5)	(191.6)	50.0

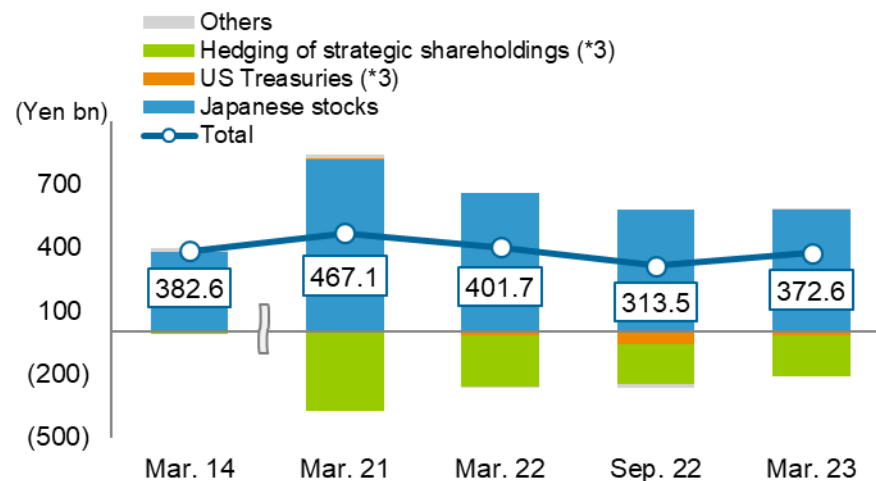
(*1) Unrealized losses of US Treasury after adjusting PL from hedging transactions is ¥(19.1)bn

(*2) Of which hedging effect under capital regulation is recognized: Costs ¥527.5bn,
Unrealized gains/losses ¥(145.8)bn

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

16 Held-to-maturity debt securities		299.1	61.2	9.9	(3.1)
17 o/w Government bonds		117.2	(0.3)	10.7	(2.3)
18 International investment		127.5	67.5	(1.1)	(0.7)

Unrealized gains/losses of AFS securities with fair value



(*3) SuMi TRUST Bank

Securities portfolio of Global markets(*4)

	(Yen bn)	10BPV (*5)		Duration (years) (*5)	
		Mar. 23	Change from Mar. 22	Mar. 23	Change from Mar. 22
19 JPY		5.3	(1.8)	3.0	0.6
20 Others (*6)		1.0	(0.6)	1.4	(1.5)

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

(*5) In the calculation of 10BPV and duration, investment balance hedging transactions were excluded

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

Capital

- Common Equity Tier 1 ratio:10.79%. Down 1.52 ppt from Mar. 2022 due to increase in RWA.
- Pro-forma CET1 capital ratio on finalized Basel III:9.5% also down 0.4 ppt.
- 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. 22	Mar. 23	Change
1 Total capital ratio		15.61%	13.24%	(2.37%)
2 Tier 1 capital ratio		13.71%	12.01%	(1.70%)
3 Common Equity Tier 1 capital ratio		12.31%	10.79%	(1.52%)
4 Total capital		3,144.4	3,081.2	(63.1)
5 Tier 1 capital		2,761.5	2,793.5	31.9
6 Common Equity Tier 1 capital		2,480.1	2,509.7	29.6
7 Instruments and reserves		2,682.8	2,752.9	70.1
8 Accumulated other comprehensive income (*1)		198.0	204.2	6.2
9 Regulatory adjustments		(202.6)	(243.2)	(40.5)
10 Additional Tier 1 capital		281.3	283.7	2.3
11 Tier 2 capital		382.9	287.7	(95.1)
12 Total risk-weighted assets		20,135.3	23,256.8	3,121.5
13 Credit risk		17,921.0	20,411.9	2,490.9
14 Market risk		1,268.5	1,838.2	569.6
15 Operational risk		945.7	1,006.7	61.0

(*1) Valuation differences on Available-for-Sale Securities (Mar. 2023): ¥258.2bn
(Change from Mar. 2022: ¥(19.3)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 4QFY2022. "Change from Mar. 22" represents the comparison to figure for 4QFY2021 calculated in the same manner

<Major factors of change in capital adequacy ratios>

[Capital]

(1) Common Equity Tier 1 capital: +¥29.6bn

- Net income: +¥191.0bn
- Valuation differences on AFS (considering valuation differences on hedging items): ¥(37.8)bn
- Dividend: ¥(76.8)bn • Repurchase of own shares: ¥(48.9)bn

[Risk-weighted assets]

(2) Credit risk: +¥2,490.9bn

- Increase in investment which contributes to our group's growth and solutions to social issues :approx. +¥1,500.0bn
- Increase in foreign currency-denominated loan due to JPY depreciation :approx. +¥400.0bn

(3) Market risk: +¥569.6bn

- Increase due to higher market volatility

<Other ratios required in prudential regulations (consolidated)>

	(Yen bn)	Mar. 23	Change from Mar. 22
16 Leverage ratio (*2)		5.36%	0.04%
17 Including current account with the Bank of Japan		3.95%	(0.17%)
18 Tier 1 capital		2,793.5	31.9
19 Total exposure (*2)		52,117.3	240.3
20 Including current account with the Bank of Japan		70,661.9	3,700.7
21 Liquidity coverage ratio (*3)		138.3%	(22.5%)
22 Total high-quality liquid assets		19,451.5	1,722.3
23 Net cash outflows		14,058.9	3,040.1

Forecast for FY2023

- Net business profit: ¥ 320.0bn decreased by ¥(4.6)bn YoY due to dearth of favorable market conditions (mainly impact of foreign exchange) in FY22 and uncertain market condition
- Net income: ¥200.0bn increased by ¥8.9bn YoY
- Dividend per share : ¥220 increased by ¥10 YoY, consolidated dividend payout ratio of 40.0% in accordance with our new shareholder return policy(*)

	(Yen bn)	FY22 Actual	FY23 Forecast	Change from FY22	
1	Net business profit before credit costs	324.6	320.0	(4.6)	(1)
2	SuMi TRUST Bank	245.9	259.0	13.0	
3	Substantial gross business profit	814.1	850.0	35.8	
4	SuMi TRUST Bank	508.1	544.0	35.8	
5	Other group companies	305.9	306.0	0.0	
6	Substantial G&A Expenses	(489.5)	(530.0)	(40.4)	
7	SuMi TRUST Bank	(262.2)	(285.0)	(22.7)	
8	Other group companies	(227.2)	(245.0)	(17.7)	
9	Total credit costs	(10.4)	(20.0)	(9.5)	(2)
10	Net gains on stocks	3.0	15.0	11.9	(3)
11	Other non-recurring profit	(31.4)	(35.0)	(3.5)	
12	Ordinary profit	285.8	280.0	(5.8)	
13	Net income	191.0	200.0	8.9	
14	SuMi TRUST Bank	169.1	184.0	14.8	
15	Dividend per common share (Yen)	210	220	+10	
16	Consolidated dividend payout ratio	40.2%	40.0%	(0.2%)	

(*) Shareholder return policy [announced on May12, 2023]

- ✓ Dividend per share will be progressive, while aiming to increase the dividend per share through profit growth. The dividend payout ratio will be determined at 40% or above.
- ✓ Share repurchase will be implemented flexibly on the premise of securing sufficient capital, while balancing the use of capital for medium-to-long term profit growth and the effects of better capital efficiency

【Assumptions】

(1) Net business profit: ¥(4.6)bn YoY

- Substantial gross business profit is expected to be unchanged excluding the impact of JPY depreciation of FY22. Forecast is planed on the exchange rate of ¥130(assumed).
- Substantial G&A Expenses is expected to increase due to prior investment for IT systems, human capital, etc.

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

- Total credit costs of ¥(20.0)bn is assumed based on past results, while no specific client is considered
- Substantial balance of allowance for losses is ¥(40.0)bn including special loan loss provision ¥(20.0)bn at the beginning of FY23

(3) Net gains on stocks: forecast ¥15.0bn

- Net gains on stocks is expected for certain amount due to gains from divestment of strategic shareholdings which is partially offset by recognition of unrealized losses on hedging transactions

Fee business: Investment management consulting

- Total income posted ¥41.3bn due to increased sales fees of insurance while decreased sales fees of investment trust
- Total balance increased by ¥72.4bn YoY to ¥7,379.1bn due to increase of cash flow in Fund wrap and SMA while market value declined

Income from marketing of investment products

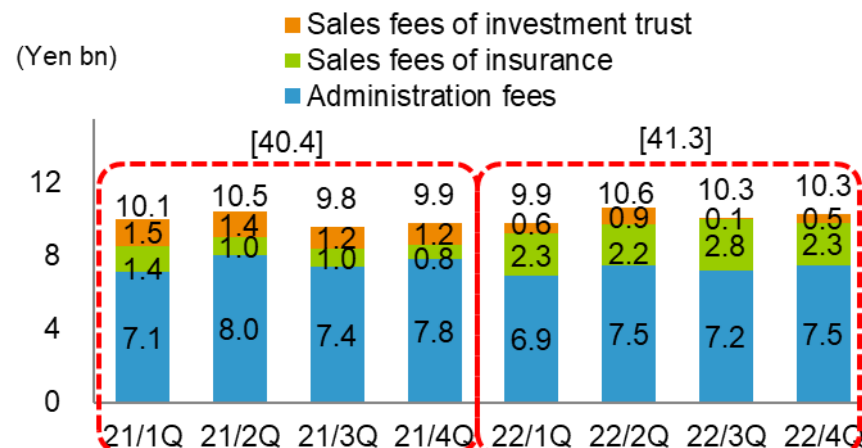
	(Yen bn)	FY21	FY22	Change	FY23 Plan
1 Income total		40.4	41.3	0.9	41.0
2 Sales fees of investment trust		5.5	2.2	(3.2)	2.5
3 Sales fees of insurance		4.3	9.7	5.4	9.5
4 Administration fees		30.5	29.3	(1.2)	29.0

Sales volume / balance

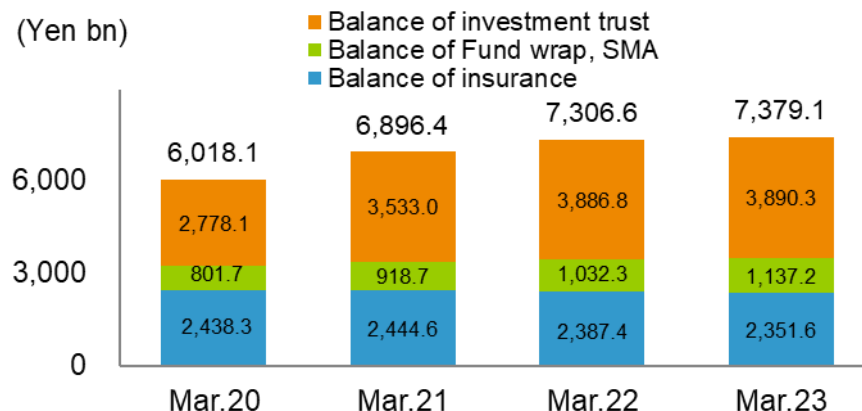
	(Yen bn)	FY21	FY22	Change	FY23 Plan
5 Sales volume total		1,153.6	1,234.8	81.2	1,300.0
6 Investment trust		837.7	664.8	(172.8)	750.0
7 Fund wrap, SMA		167.8	212.3	44.5	200.0
8 Insurance		148.0	357.6	209.5	350.0

	(Yen bn)	Mar. 22	Mar. 23	Change	Mar. 24 Plan
9 Balance total		7,306.6	7,379.1	72.4	7,830.0
10 Investment trust		3,886.8	3,890.3	3.4	4,170.0
11 Fund wrap, SMA		1,032.3	1,137.2	104.8	1,280.0
12 Insurance		2,387.4	2,351.6	(35.8)	2,380.0

Income from marketing (quarterly)



Balance



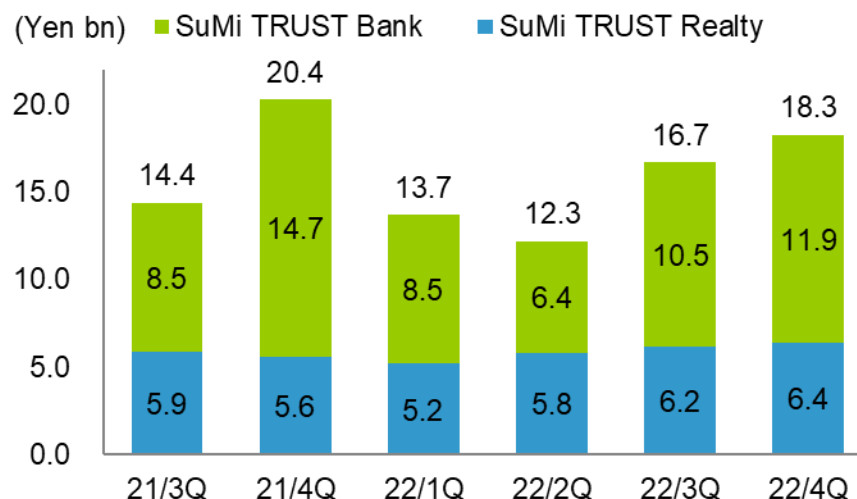
Fee business: Real estate

- Corporate real estate brokerage (SuMi TRUST Bank): Increased by ¥4.5bn YoY to ¥37.4bn due to closing large transactions
- Retail real estate brokerage (SuMi TRUST Realty): Maintained good performance and the result exceeded FY21
- Continuously recorded the highest income in the real estate segment (consolidated basis)

Income (group base)

(Yen bn)		FY21	FY22	Change	FY23 Plan
1	Real estate brokerage fees	54.7	61.2	6.4	59.0
2	SuMi TRUST Bank	32.9	37.4	4.5	35.0
3	SuMi TRUST Realty	21.8	23.7	1.8	24.0
4	Real estate trust fees, etc.	6.3	6.6	0.2	6.5
5	Net other real estate profit	1.6	1.8	0.1	2.0
6	SuMi TRUST Bank	-	(0.0)	(0.0)	-
7	Other Group companies	1.6	1.8	0.1	2.0
8	Total	62.7	69.7	6.9	67.5
9	o/w SuMi TRUST Bank	39.2	44.1	4.8	41.5

Real estate brokerage fees (quarterly)



Assets under management / administration

(Yen bn)		Mar. 22	Mar. 23	Change
10	Securitized real estate	22,023.8	24,182.3	2,158.4
11	Assets under custody from J-REITs	17,508.0	17,023.4	(484.5)
12	Assets under management	624.5	658.4	33.9
13	Private placement funds	340.2	367.9	27.6
14	J-REITs	284.3	290.5	6.2

Fee business: Asset management/administration

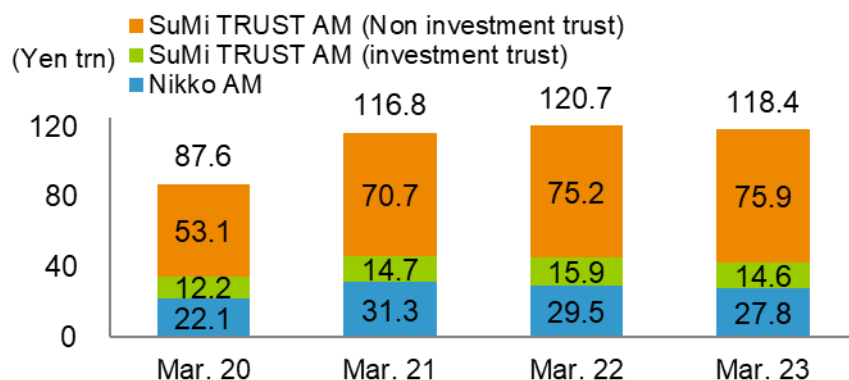
- AUM decreased by ¥(2.2)trn to approx. ¥118trn from Mar. 22 mainly due to net outflow from cancellations of investment trust and decline of market value
- AUC decreased in domestic investment trust and overseas business, mainly due to decline of market value

Assets under management (AUM)

	(Yen trn)	Mar. 22	Mar. 23	Change
1 Assets under management (*1)		120.7	118.4	(2.2)
2 SuMi TRUST AM		91.2	90.6	(0.6)
3 Investment trust		15.9	14.6	(1.3)
4 Non investment trust (*2)		75.2	75.9	0.6
5 Corporate pension trust		14.8	14.3	(0.4)
6 Public pension trust		12.9	13.0	0.1
7 Discretionary investment		47.5	48.5	1.0
8 Nikko AM		29.5	27.8	(1.6)

(*1) Categorized by entity actually managing asset

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



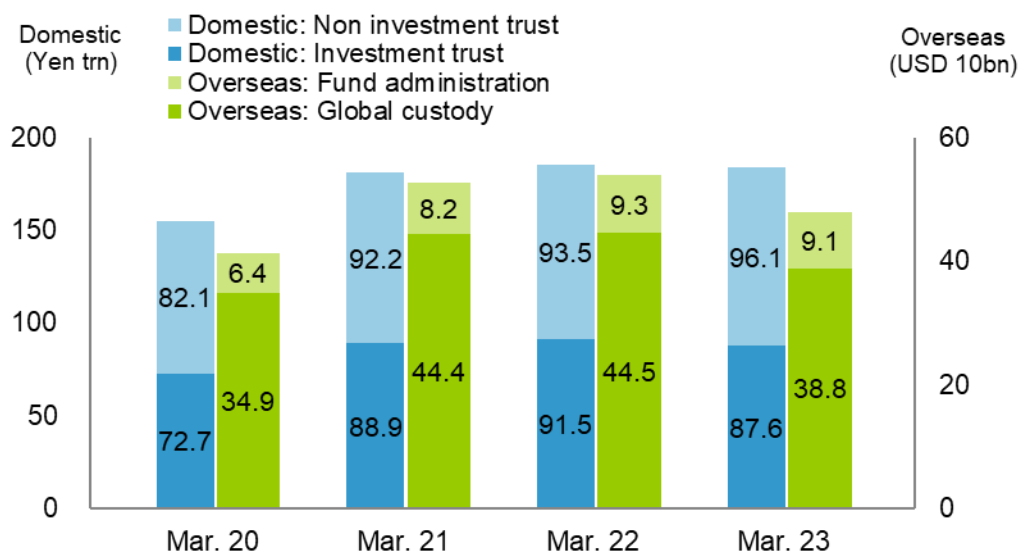
USD/JPY	108.69	110.65	122.38	133.54
TOPIX	1,403.04	1,954.00	1,946.40	2,003.50

Assets under custody/administration (AUC)

	(Yen trn)	Mar. 22	Mar. 23	Change
[Domestic]				
9 Investment trust (*3)		91.5	87.6	(3.8)
10 Non investment trust (*3)		93.5	96.1	2.5
[Overseas]	(USD 10bn)			
11 Global custody (*4)		44.5	38.8	(5.6)
12 Fund administration		9.3	9.1	(0.2)

(*3) Entrusted balance of SuMi TRUST Bank

(*4) 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: Decreased amount of new loans and outstanding from Mar. 22
- Corporate: Continue to shift from corporate to product lending. (Corporate Yen) Increased mainly due to sustainable financing demands

Individual clients

		FY21	FY22	Change	FY23 Plan
(Yen bn)					
1	Annual amount of new loans to individuals	1,275.7	907.5	(368.2)	900.0
2	Mortgage loans	1,175.0	796.6	(378.3)	800.0

		Mar. 22	Mar. 23	Change	Mar. 24 Plan
(Yen bn)					
3	Outstanding of individual loans	11,251.6	11,094.4	(157.2)	11,100.0
4	Mortgage loans	10,543.7	10,461.5	(82.2)	10,300.0

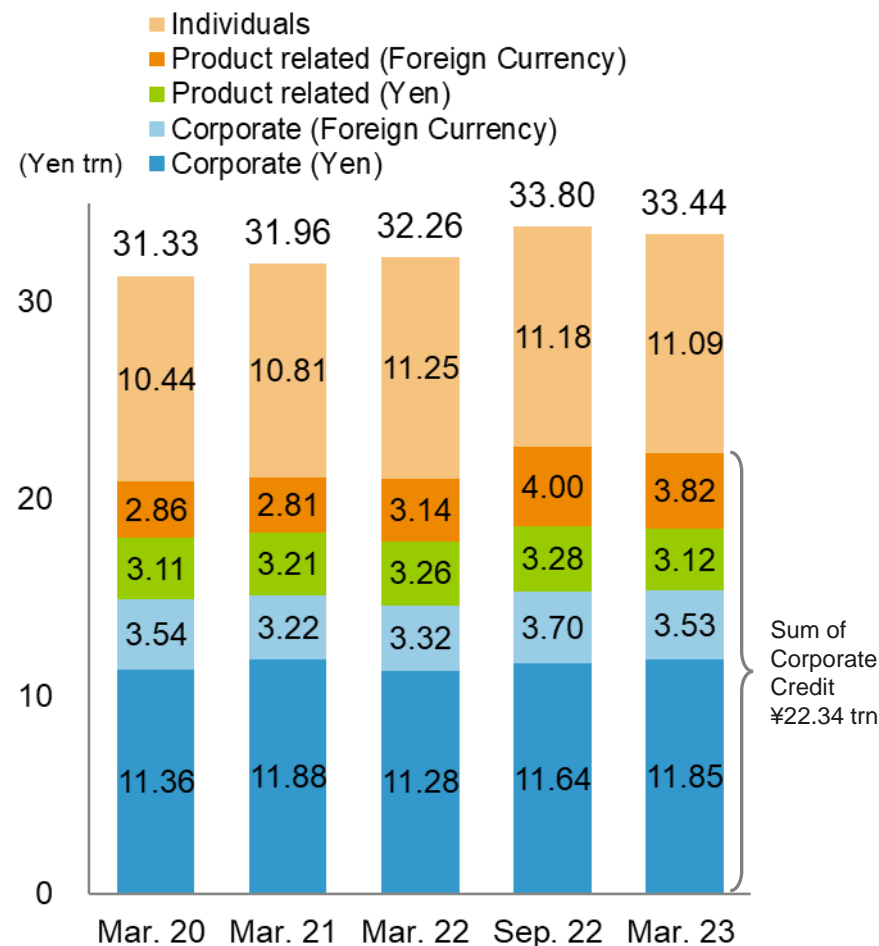
Corporate clients

		Mar. 22	Mar. 23	Change (*2)	Mar. 24 Plan
(Yen bn)					
5	Corporate lending(Yen)	11,283.2	11,859.6	576.4	11,900.0
6	Corporate lending(Foreign Currency)	3,322.4	3,533.6	211.1	3,500.0
7	Product related (Yen)	3,260.9	3,128.7	(132.1)	3,300.0
8	Product related (Foreign Currency)	3,144.8	3,824.9	680.1	4,200.0
9	Total balance of credit for corporates(*1)	21,011.4	22,347.0	1,335.6	22,900.0
10	Product related	6,405.7	6,953.7	548.0	7,500.0

(*1) Balance of equity investment(excluding strategic shareholdings) is ¥470.3bn on Mar.23

(*2) Impact of foreign exchange: Corporate lending(Foreign Currency) approx. ¥260.0bn,
Product related (Foreign Currency) approx. ¥265.0bn

Credit portfolio balance



This presentation material contains information that constitutes forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors including changes in managerial circumstances. Please refer to the most recent relevant materials including financial results (“Kessan Tanshin”)(including attached explanatory materials), the securities report and other presentations disclosed by Sumitomo Mitsui Trust Holdings and its group companies, for further information that could significantly influence its financial position and operating results as well as investment decisions by investors. Information regarding companies and other entities outside the group in this document has been obtained from publicly available information and other sources. The accuracy and appropriateness of that information has not been verified by the group and cannot be guaranteed. This presentation does not constitute an offer to sell or a solicitation of an offer to subscribe for or purchase any securities.

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”

Net income (on consolidated basis) : “Net income attributable to owners of the parent”

NPL (Non performing loans): “Problem assets based on the Financial Reconstruction Act”