



**SuMi TRUST**  
SUMITOMO MITSUI TRUST GROUP

# Investor Meeting on Financial Results for FY2022 <Data Book>

May 19, 2023

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### Definitions of terms in this document

Sumitomo Mitsui Trust Holdings (Consolidated): "Consolidated " or "SuMi TRUST Holdings"  
Sumitomo Mitsui Trust Bank (Non-consolidated): "Non-consolidated " or "SuMi TRUST Bank"  
Sumitomo Mitsui Trust Asset Management: "SuMi TRUST AM"

### Financial indices per share

Indices regarding financial information per share such as "Net asset per 1 share," "Dividends per 1 share," are presented assuming that the consolidation of shares (one (1) share for every ten (10) shares) enacted on October 1, 2016, took place at the beginning of FY2011, for consistency purposes.

# Financial results and related information

# Income/expenses in domestic / international business (Non-consolidated)

	(Yen bn)								
	FY21	Domestic business	International business	FY22	Domestic business	International business	Change	Domestic business	International business
Trust fee income (after written-off of principal guaranteed trust a/c)	110.5	110.5	-	109.7	109.7	-	(0.8)	(0.8)	-
Net interest income	256.0	158.5	97.5	113.2	188.3	(75.0)	(142.8)	29.7	(172.5)
Interest income	360.3	214.9	148.4	665.8	248.0	420.4	305.4	33.1	272.0
	3.0	---	---	2.7	---	---	(0.2)	---	---
Interest expenses (*1)	(104.2)	(56.3)	(50.9)	(552.5)	(59.7)	(495.5)	(448.3)	(3.4)	(444.6)
	(3.0)	---	---	(2.7)	---	---	0.2	---	---
Net fees and commissions	89.4	80.2	9.1	103.6	86.9	16.7	14.2	6.6	7.5
Fees and commissions received	196.3	180.6	15.6	213.0	188.9	24.0	16.7	8.3	8.3
Fees and commissions paid	(106.9)	(100.4)	(6.4)	(109.3)	(102.0)	(7.3)	(2.4)	(1.6)	(0.8)
Net trading income	13.4	29.8	(16.3)	10.4	35.4	(25.0)	(3.0)	5.6	(8.6)
Trading income (*2)	13.4	29.8	0.6	15.6	35.5	14.3	2.1	5.7	13.6
Trading expenses (*2)	-	-	(16.9)	(5.1)	(0.1)	(39.3)	(5.1)	(0.1)	(22.3)
Net other operating income	21.1	0.3	20.7	171.0	(7.0)	178.1	149.9	(7.3)	157.3
Other operating income	56.2	2.7	53.4	203.9	1.5	202.4	147.7	(1.2)	148.9
Other operating expenses	(35.0)	(2.3)	(32.6)	(32.8)	(8.5)	(24.2)	2.2	(6.1)	8.3
Gross business profit (after written-off of principal guaranteed trust a/c)	490.6	379.5	111.1	508.1	413.3	94.8	17.5	33.8	(16.2)

(\*1) Expenses matching the amount of investment of money held in trust is excluded from "Interest expenses". (FY2021: 0.0 billion yen, FY2022: 0.0 billion yen)

(\*2) Total figure of "Trading income" and "Trading expenses" in FY 21 and FY22 are 16.9 bn yen and 34.2 bn yen, respectively less than sum of "Domestic business" and "International business" as net trading figures are shown for income and expenses from securities and derivative related to trading transactions.

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

<Domestic business> (Average balance: Yen tm) (Income / Expenses: Yen bn)	FY21			FY22			Change		
	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses
Interest-earning assets	45.88	0.46%	214.9	46.50	0.53%	248.0	0.62	0.07%	33.1
Loans and bills discounted	24.60	0.63%	156.8	24.85	0.63%	158.1	0.24	(0.00%)	1.2
Securities	4.47	1.15%	51.6	4.33	1.91%	83.2	(0.13)	0.76%	31.5
Japanese government bonds	1.64	0.11%	1.8	1.66	0.08%	1.4	0.01	(0.03%)	(0.4)
Japanese corporate bonds	0.70	0.34%	2.4	0.74	0.34%	2.5	0.03	(0.00%)	0.1
Japanese stocks	0.86	4.72%	40.7	0.82	6.75%	55.6	(0.03)	2.03%	14.9
Other securities	1.22	0.53%	6.5	1.06	2.20%	23.5	(0.15)	1.67%	16.9
Call loans	0.97	(0.01%)	(0.1)	0.20	(0.01%)	(0.0)	(0.77)	0.00%	0.1
Monetary claims bought	0.10	0.25%	0.2	0.11	0.23%	0.2	0.01	(0.02%)	0.0
Due from banks	14.62	0.04%	6.3	15.72	0.04%	6.4	1.10	(0.00%)	0.0
JPY deposit converted into foreign currencies	-	-	-	-	-	-	-	-	-
Income on swaps	---	---	-	---	---	-	---	---	-
Interest-bearing liabilities	45.20	0.12%	(56.3)	45.88	0.13%	(59.7)	0.68	0.01%	(3.4)
Deposits	27.38	0.06%	(16.6)	27.71	0.05%	(15.6)	0.33	(0.01%)	0.9
Negotiable certificates of deposit (NCD)	3.11	0.01%	(0.3)	2.67	0.01%	(0.2)	(0.44)	(0.00%)	0.0
Borrowed money	5.83	0.14%	(8.2)	5.88	0.12%	(7.5)	0.04	(0.02%)	0.6
Short-term bonds payable	0.23	0.01%	(0.0)	0.13	0.02%	(0.0)	(0.10)	0.01%	0.0
Bonds payable	0.45	0.80%	(3.6)	0.44	0.63%	(2.8)	(0.00)	(0.17%)	0.8
Borrowed money from trust account	4.09	0.46%	(19.0)	4.29	0.46%	(20.1)	0.20	0.00%	(1.0)
Foreign currencies' deposit converted into JPY	3.82	0.07%	(3.0)	3.70	0.07%	(2.7)	(0.12)	(0.00%)	0.2
Expenses on swaps	---	---	(4.0)	---	---	(9.4)	---	---	(5.4)
Gross margin/net interest income	---	0.34%	158.5	---	0.40%	188.3	---	0.06%	29.7
Loan-deposit margin/income	---	0.57%	140.2	---	0.58%	142.4	---	0.01%	2.2

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

<International business> (Average balance: Yen trn) (Income / Expenses: Yen bn)	FY21			FY22			Change		
	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses
Interest-earning assets	15.32	0.96%	148.4	16.58	2.53%	420.4	1.26	1.57%	272.0
Loans and bills discounted	6.20	1.35%	84.3	6.79	3.59%	244.4	0.59	2.24%	160.0
Securities	2.60	2.09%	54.4	2.89	2.87%	83.3	0.29	0.78%	28.8
Due from banks	2.06	0.25%	5.1	2.65	2.58%	68.4	0.58	2.33%	63.2
Foreign currency deposit converted into JPY	3.82	0.07%	3.0	3.70	0.07%	2.7	(0.12)	(0.00%)	(0.2)
Interest-bearing liabilities	15.52	0.32%	(50.9)	16.44	3.01%	(495.5)	0.91	2.69%	(444.6)
Deposits	5.72	0.21%	(12.1)	6.58	2.33%	(153.7)	0.85	2.12%	(141.5)
Negotiable certificates of deposit (NCD)	4.99	0.12%	(6.4)	4.91	2.82%	(138.9)	(0.07)	2.70%	(132.5)
Call money	0.18	0.46%	(0.8)	0.20	2.95%	(5.9)	0.01	2.49%	(5.1)
Borrowed money	0.51	0.20%	(1.0)	0.61	1.81%	(11.0)	0.09	1.61%	(10.0)
Bonds payable	0.62	0.98%	(6.1)	1.10	1.76%	(19.5)	0.48	0.78%	(13.3)
Foreign currency deposit converted from JPY	-	-	-	-	-	-	-	-	-
Expenses on swaps	---	---	(18.4)	---	---	(75.5)	---	---	(57.0)
Gross margin / net interest income	---	0.64%	97.5	---	(0.48%)	(75.0)	---	(1.12%)	(172.5)
Loan-deposit margin / income	---	1.14%	72.1	---	1.26%	90.7	---	0.12%	18.5
<Domestic business / International business combined>									
Interest-earning assets	57.37	0.62%	360.3	59.39	1.12%	665.8	2.01	0.50%	305.4
Loans and bills discounted	30.80	0.78%	241.1	31.64	1.27%	402.5	0.84	0.49%	161.3
Interest-bearing liabilities	56.89	0.18%	(104.2)	58.62	0.94%	(552.5)	1.72	0.76%	(448.3)
Deposits	33.10	0.08%	(28.7)	34.29	0.49%	(169.3)	1.18	0.41%	(140.6)
Gross margin / net interest income	---	0.44%	256.0	---	0.18%	113.2	---	(0.26%)	(142.8)
Loan-deposit margin / income	---	0.70%	212.4	---	0.78%	233.1	---	0.08%	20.7

# Contribution of major group companies to consolidated financial results

	Net business profit before credit costs		Net income attributable to owners of the parent		Goodwill as of Mar. 23	
	FY22	Change from FY21	FY22	Change from FY21	Amortization Amount	Outstanding balance
(Yen bn)						
Consolidation difference (*1)	78.7	(25.2)	21.8	(33.8)	(9.2)	35.0
Effect of purchase accounting method	-	-	(1.9)	(0.3)	---	---
Contribution (before consolidation adjustments) (*1)	110.4	(6.4)	75.7	(4.5)	(9.2)	35.0
Sumitomo Mitsui Trust Asset Management	7.9	(1.5)	5.4	(1.0)	-	-
Nikko Asset Management (Consolidated)	13.9	(16.8)	12.7	(5.8)	(*2) (4.1)	(*2) 15.9
Custody Bank of Japan, Ltd.	2.4	0.1	0.1	(0.0)	-	-
Sumitomo Mitsui Trust Bank (U.S.A.)	5.0	3.1	4.0	2.4	-	-
Sumitomo Mitsui Trust Bank (Luxembourg)	0.3	0.1	0.1	0.0	-	-
Tokyo Securities Transfer Agent	0.3	(0.0)	0.2	(0.0)	-	-
Japan Securities Agents	0.1	(0.0)	0.1	0.0	-	-
Sumitomo Mitsui Trust TA Solution	0.2	(0.1)	0.1	(0.1)	-	-
Japan Stockholders Data Service	0.0	(0.0)	0.0	0.0	-	-
Sumitomo Mitsui Trust Realty	7.3	0.5	5.2	0.4	-	-
Sumitomo Mitsui Trust Real Estate Investment Management	0.1	(0.0)	0.1	(0.0)	-	-
Sumitomo Mitsui Trust Panasonic Finance (Consolidated)	8.6	(0.8)	5.8	(0.4)	-	-
Sumitomo Mitsui Trust Loan & Finance	10.9	0.2	7.6	0.2	(3.8)	7.0
Marubeni SuMiT Rail Transport Inc. (Consolidated)	1.9	0.3	1.3	0.3	-	-
Zijin Trust	4.3	1.0	3.1	0.3	-	-
SBI Sumishin Net Bank (Consolidated)	14.0	2.5	9.2	0.6	-	-
Sumitomo Mitsui Trust Guarantee (Consolidated)	11.6	0.0	8.5	0.5	-	-
Sumitomo Mitsui Trust Card	0.2	(0.0)	0.0	(0.1)	-	-
Sumitomo Mitsui Trust Club	3.7	2.1	1.6	0.0	-	-
UBS SuMi TRUST Wealth Management	2.5	1.7	1.8	1.3	(*2) (1.0)	(*2) 12.0

(\*1) Contribution of group companies (before consolidation adjustments) is a substantive amount which excludes consolidation adjustments that do not relate directly to the group companies' business results and dividend from group companies aimed to improve capital efficiency.  
(Non-consolidated profit/loss of the holding company, elimination of dividend, amortization of goodwill, etc.)

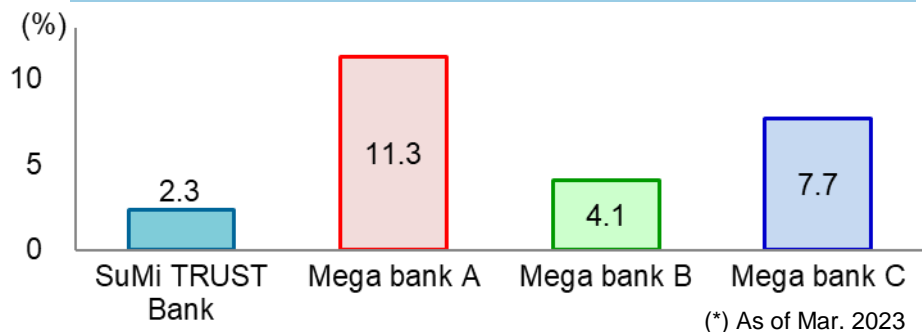
(\*2) Including ¥1.2bn of amortization amount and ¥13.3bn of outstanding balance from affiliated companies

# Consolidated balance sheets

(Yen bn)	Mar. 22	Mar. 23	Change
Cash and due from banks	18,223.3	21,602.4	3,379.1
Call loans and bills bought	5.0	24	19.0
Receivables under securities borrowing transactions	652.5	436.0	(216.4)
Monetary claims bought	854.0	970.0	115.9
Trading assets	967.5	1,514.6	547.0
Securities	7,879.2	6,933.0	(946.1)
Loans and bills discounted	30,876.5	31,810.9	934.4
Lease receivables and investment assets	688.1	688.9	0.7
Other assets	3,550.8	4,013.1	462.2
Tangible fixed assets	224.5	222.5	(1.9)
Intangible fixed assets	125.6	130.9	5.3
Assets for retirement benefits	192.2	232.6	40.4
Deferred Tax Assets	15.6	10.7	(4.8)
Customers' liabilities for acceptances and guarantees	541.2	562.5	21.2
Allowance for loan losses	(163.3)	(129.9)	33.3
Total assets	64,633.2	69,022.7	4,389.5

(Yen bn)	Mar. 22	Mar. 23	Change
Deposits	33,230.1	35,387.2	2,157.1
Negotiable certificates of deposit	6,587.9	7,461.0	873.0
Call money and bills sold	799.5	1,912.8	1,113.3
Payables under repurchase agreements	1,485.0	1,030.7	(454.2)
Trading liabilities	906.6	1,472.6	565.9
Borrowed money	7,153.4	6,039.5	(1,113.9)
Short-term bonds payable	2,387.5	2,332.3	(55.1)
Bonds payable	2,076.6	2,501.7	425.1
Borrowed money from trust account	4,298.8	4,332.4	33.6
Other liabilities	2,376.7	3,101.3	724.5
Deferred tax liabilities	44.0	65.5	21.5
Acceptances and guarantees	541.2	562.5	21.2
Total liabilities	61,887.9	66,200.1	4,312.2
Capital stock	261.6	261.6	-
Capital surplus	576.1	546.1	(29.9)
Retained earnings	1,682.5	1,803.0	120.4
Treasury stock	(2.7)	(22.9)	(20.2)
Total shareholders' equity	2,517.5	2,587.8	70.2
Valuation difference on available-for-sale securities	277.6	258.2	(19.3)
Deferred gains or losses on hedges	(42.7)	(48.4)	(5.7)
Adjustments for Retirement Benefits	(42.7)	(23.1)	19.5
Others	5.8	17.6	11.7
Total accumulated other comprehensive income	198.0	204.2	6.2
Share acquisition rights	1.0	0.9	(0.0)
Minority interests	28.7	29.5	0.8
Total net assets	2,745.2	2,822.5	77.2
Total liabilities and net assets	64,633.2	69,022.7	4,389.5

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





# Maturity ladder (loans, securities)

## <Loans (Non-consolidated)>

(Yen bn)	Mar. 23					Change from Mar. 22				
	Less than 1 year(*1)	1 year to 5 years	Over 5 years	Without maturity	Total	Less than 1 year	1 year to 5 years	Over 5 years	Without maturity	Total
Loans	5,830.6	10,658.3	12,872.5	2,585.8	31,947.3	559.8	98.0	147.0	226.0	1,030.9
Variable rate	---	6,926.7	9,912.1	2,585.7	19,424.5	---	(86.3)	306.8	226.0	446.4
Fixed rate	---	3,731.6	2,960.4	0.0	6,692.1	---	184.3	(159.7)	0.0	24.6

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

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

(Yen bn)	Mar. 23					Change from Mar. 22				
	Less than 1 year	1 year to 5 years	Over 5 years	Without maturity	Total	Less than 1 year	1 year to 5 years	Over 5 years	Without maturity	Total
Japanese bonds	408.3	1,575.3	326.1	-	2,309.8	(1,399.9)	326.5	(220.3)	-	(1,293.7)
Government bonds	350.8	1,087.5	110.7	-	1,549.2	(1,373.6)	290.3	(207.1)	-	(1,290.4)
Local government bonds	1.6	17.2	19.1	-	38.1	0.4	2.1	1.5	-	4.1
Corporate bonds	55.7	470.5	196.2	-	722.5	(26.7)	34.0	(14.8)	-	(7.5)
Japanese stocks	---	---	---	1,070.0	1,070.0	---	---	---	(136.8)	(136.8)
Other securities	625.6	676.4	1,355.1	170.8	2,828.0	(15.2)	(50.3)	283.0	74.2	291.7
Foreign bonds	549.5	286.2	1,061.8	-	1,897.5	129.8	(77.6)	218.7	-	270.9
Foreign stocks	-	-	-	1.5	1.5	-	-	-	(0.8)	(0.8)

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

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

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

(Yen bn)	Mar. 23					Change from Mar. 22				
	Less than 1 year (*)	1 year to 2 years	2 year to 3 years	Over 3 years	Total	Less than 1 year	1 year to 2 years	2 year to 3 years	Over 3 years	Total
Time deposits	15,687.2	3,940.0	1,560.1	2,035.4	23,222.8	1,187.3	(203.9)	(234.3)	(149.7)	599.2
Variable rate	---	143.2	121.5	237.1	501.9	---	43.7	(18.0)	(25.6)	(0.0)
Fixed rate	---	3,796.8	1,438.5	1,798.3	7,033.6	---	(247.6)	(216.2)	(124.1)	(588.0)

(\*) Time deposits less than 1 year maturity is not divided into variable rate or fixed rate.

### <Maturity ladder of interest rate swaps (qualified for hedge accounting) (Non-consolidated)>

(Yen bn)	Mar. 23				Change from Mar. 22			
	Less than 1 year	1 year to 5 years	Over 5 years	Total	Less than 1 year	1 year to 5 years	Over 5 years	Total
Fix Rcv-Flt Pay	2,422.0	7,954.0	159.3	10,535.3	1,041.6	(145.0)	(222.5)	674.0
Flt Rcv-Fix Pay	669.1	2,113.7	1,489.0	4,271.8	185.2	(84.5)	(150.5)	(49.8)

## Deferred tax assets

<Major factors for deferred tax assets and deferred tax liabilities>

(Yen bn)	Non-consolidated			Consolidated		
	Mar. 22	Mar. 23	Change	Mar. 22	Mar. 23	Change
Deferred tax assets	112.1	99.7	(12.4)	166.9	137.4	(29.4)
Devaluation of securities	36.2	35.2	(0.9)	18.0	17.1	(0.9)
Allowance for loan losses (including written-off of loans)	41.4	22.5	(18.8)	55.0	34.5	(20.5)
Deferred gains/ losses on hedges	18.7	24.6	5.9	18.3	21.3	3.0
Liabilities for retirement benefits	---	---	---	18.9	10.2	(8.6)
Valuation difference due to share exchange	---	---	---	4.4	4.5	0.1
Others	39.6	40.7	1.1	72.8	69.5	(3.3)
Valuation allowance	(23.8)	(23.5)	0.3	(20.9)	(19.9)	0.9
Deferred tax liabilities	179.7	176.6	(3.1)	195.3	192.3	(3.0)
Amount related retirement benefits	46.4	51.8	5.4	46.4	51.8	5.4
Valuation difference on available-for-sale securities	128.4	120.2	(8.2)	131.3	122.8	(8.5)
Valuation difference due to share exchange	---	---	---	5.7	5.7	(0.0)
Others	4.8	4.5	(0.3)	11.8	11.8	0.0

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

(Yen bn)	FY18	FY19	FY20	FY21	FY22
Taxable income before deduction of loss carry-forwards	146.2	195.3	107.4	114.1	109.9
Net business profit before credit costs	231.4	206.8	206.5	242.0	245.9

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

# Performance by business sections

# Breakdown of profit by business

(Yen bn)	Gross business profit (Non-consolidated)			Net business profit before credit costs (Non-consolidated)			Net business profit before credit costs (Consolidated)		
	FY21	FY22	Change	FY21	FY22	Change	FY21	FY22	Change
Retail Business	131.3	134.1	2.7	13.7	21.3	7.6	32.2	41.5	9.2
Corporate Business	140.6	153.5	12.9	99.2	111.1	11.9	127.4	140.8	13.3
Gross business profit	151.4	166.1	14.6	---	---	---	---	---	---
Fees paid for outsourcing (*1)	(10.8)	(12.5)	(1.6)	---	---	---	---	---	---
Investor Services Business	93.0	76.0	(16.9)	59.4	43.1	(16.3)	70.7	57.7	(13.0)
Gross business profit	132.3	115.0	(17.2)	---	---	---	---	---	---
Fees paid for outsourcing (*2)	(39.3)	(39.0)	0.3	---	---	---	---	---	---
Real Estate Business	39.2	44.1	4.8	29.3	33.9	4.5	36.9	42.1	5.2
Global Markets Business	52.3	69.3	17.0	36.5	54.1	17.5	36.5	54.1	17.5
Asset Management Business (*3)	---	---	---	---	---	---	40.5	22.2	(18.2)
Others (*4)	34.1	30.9	(3.1)	3.7	(17.8)	(21.6)	1.6	(33.9)	(35.5)
<b>Total</b>	<b>490.6</b>	<b>508.1</b>	<b>17.5</b>	<b>242.0</b>	<b>245.9</b>	<b>3.8</b>	<b>346.0</b>	<b>324.6</b>	<b>(21.4)</b>

(\*1) Fees related to stock transfer agency services.

(\*2) Fees related to asset management /administration etc.

(\*3) Figures for "Net business profit before credit costs(Consolidated)" include total of asset management business (SuMi TRUST AM (consolidated), Nikko AM (consolidated), Sky Ocean Asset Management, JP Asset Management).

(\*4) Figures for "Others" include costs of capital funding, dividends of shares for cross-shareholdings, general and administrative expenses of headquarters, etc.

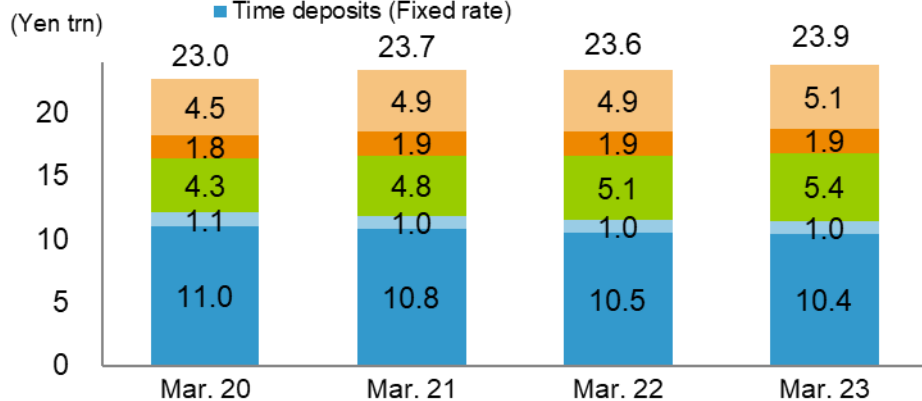
# Retail Business / Corporate Business

## Retail Business / Gross business profit

(Yen bn)	FY21	FY22	Change
Business profit	104.9	107.8	2.9
Net interest income, etc.	67.6	72.0	4.3
Loans to individuals	73.3	73.1	(0.2)
Deposits	(7.3)	(0.9)	6.3
Others	1.6	(0.0)	(1.6)
Net fees and commissions	37.2	35.7	(1.4)
Investment trust / Insurance	40.1	41.0	0.9
Others	(2.8)	(5.2)	(2.3)
Adjustments among businesses	26.3	26.2	(0.1)
Gross business profit	131.3	134.1	2.7

## Total depositary assets from individuals

- Investment trust/ Insurance
- Other
- Ordinary deposits
- Time deposits (Variable rate) + Loan trust, Money trust
- Time deposits (Fixed rate)

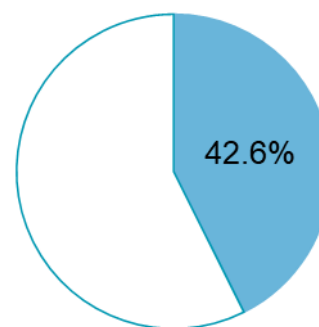


## Corporate Business / Gross business profit

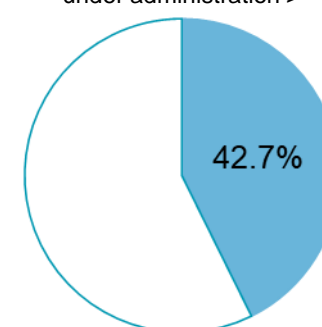
(Yen bn)	FY21	FY22	Change
Business profit	168.2	183.9	15.7
Net interest income, etc.	118.5	124.7	6.1
Net interest income	122.7	136.6	13.8
Deposits	1.4	2.1	0.7
Others	(5.6)	(14.0)	(8.4)
Net fees and commissions	49.6	59.2	9.5
Real estate NRL	3.6	4.6	0.9
Syndicated loans	17.6	23.9	6.2
Securitization	23.8	24.4	0.6
Adjustments among businesses	(27.5)	(30.4)	(2.8)
Gross business profit	140.6	153.5	12.9

## Market share of stock transfer agency services<sup>(\*)</sup> (as of Mar. 2023)

< Number of listed corporate clients >

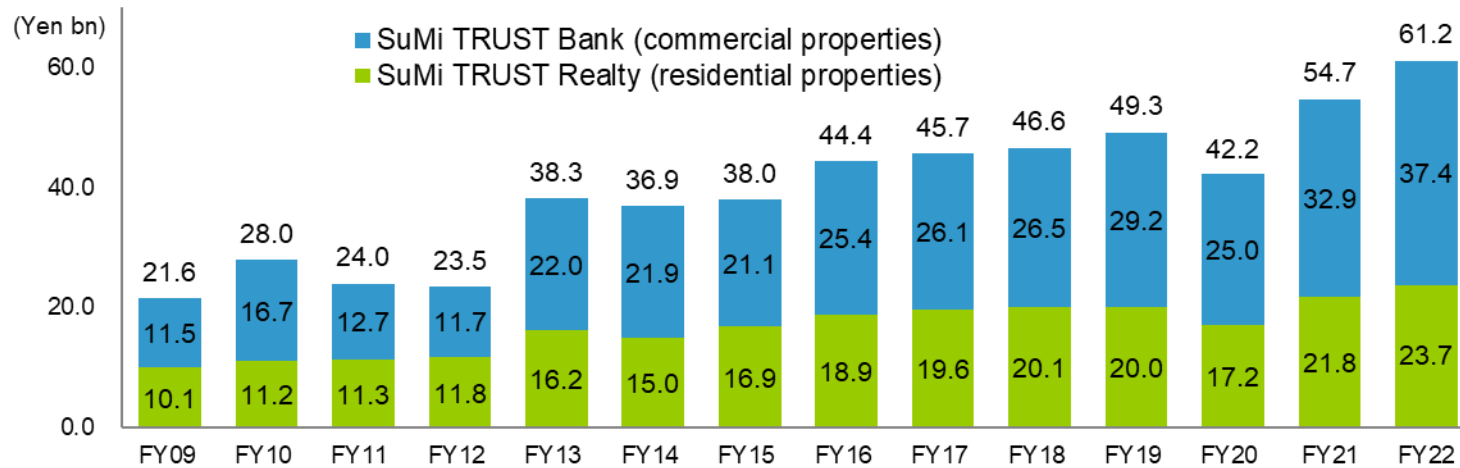


< Number of shareholders under administration >

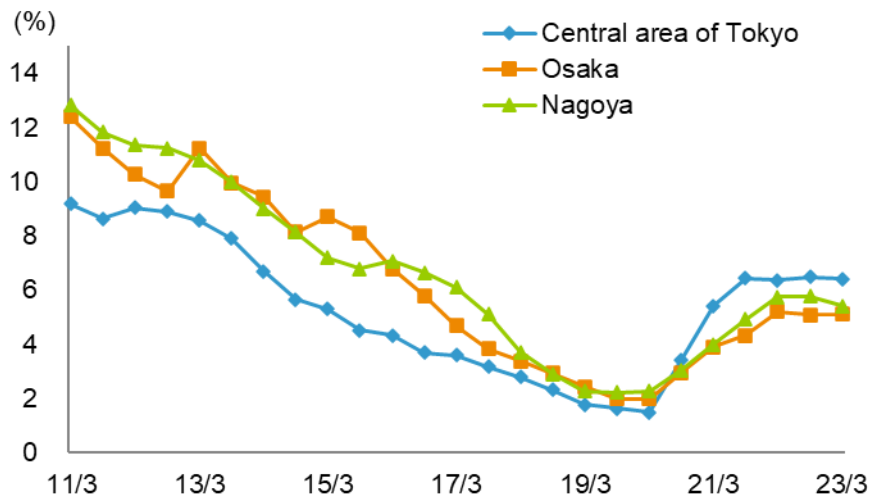


(\*) Combined total of SuMi TRUST Bank, Tokyo Securities Transfer Agent, and Japan Securities Agents

## Real estate brokerage fees

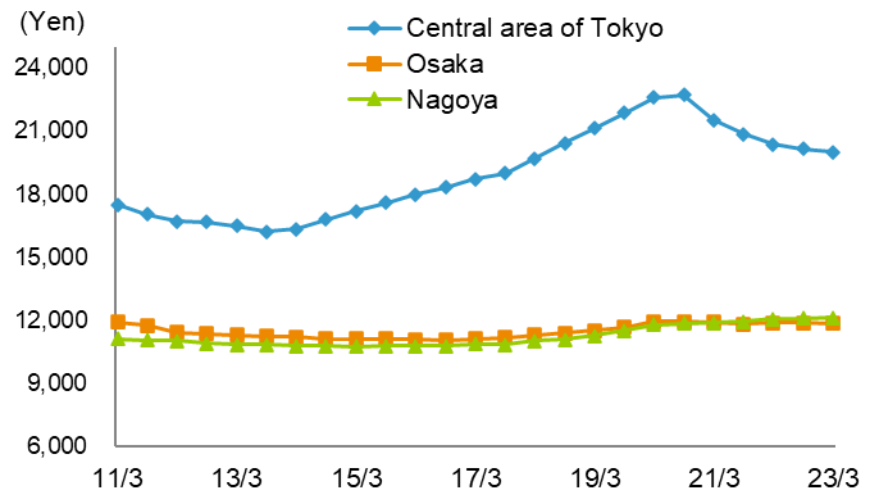


## Average Vacancy Rates (Office market)



[Source] Miki Shoji

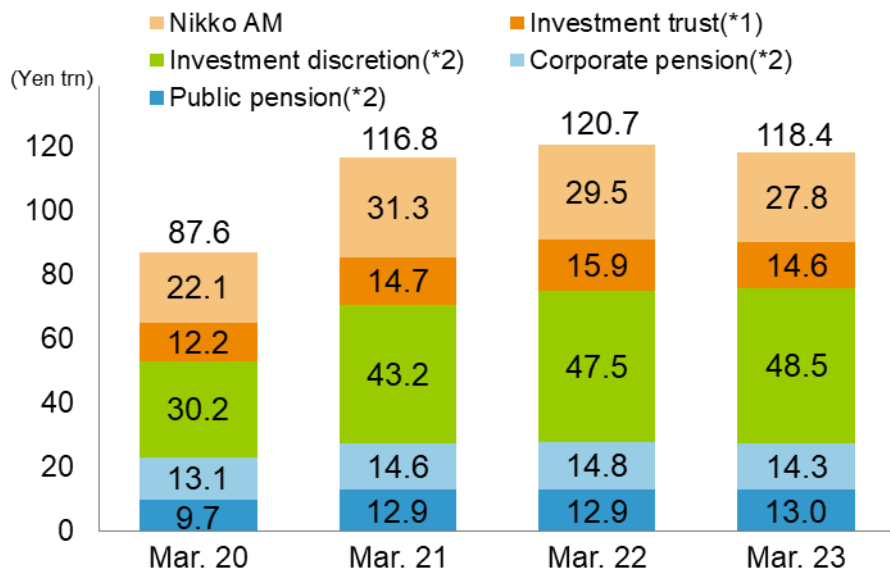
## Average Rent (Office market)



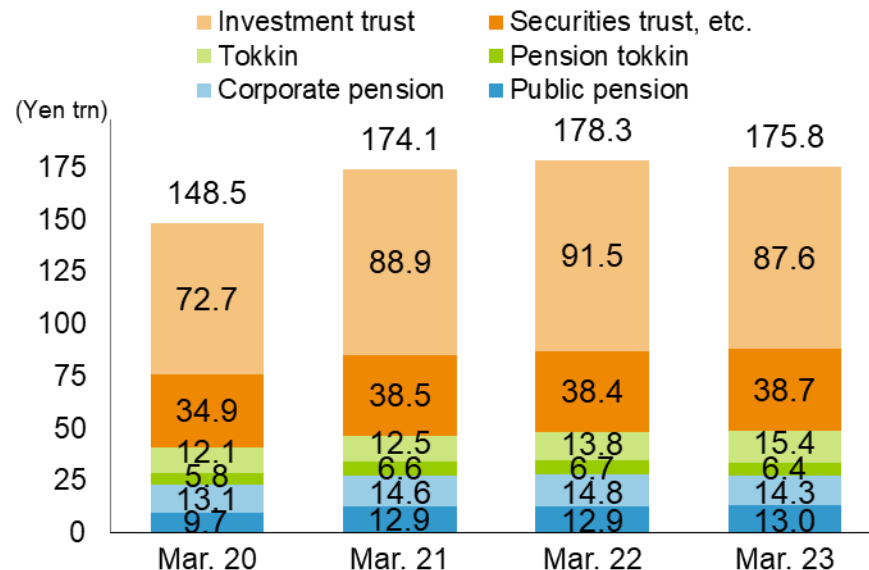
[Source] Miki Shoji

# Investor Services Business / Asset Management Business

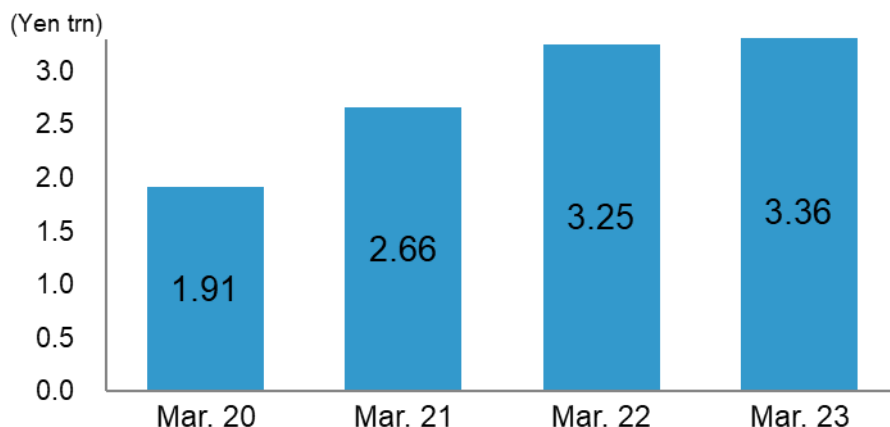
## Assets under management (AUM) (Group)



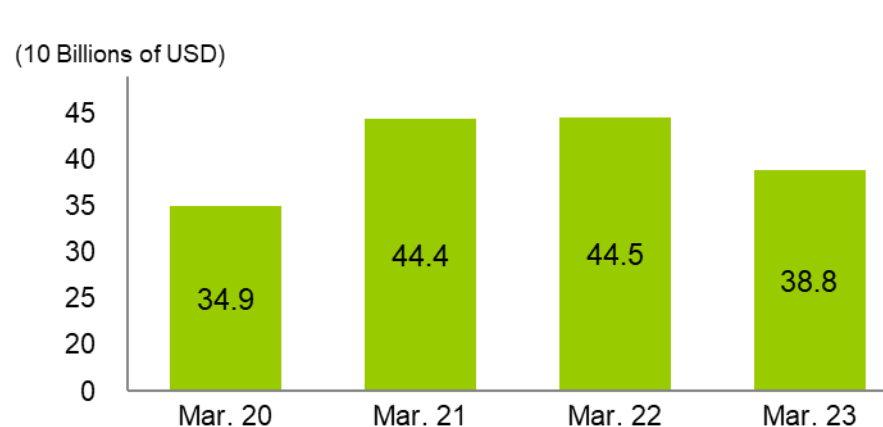
## Entrusted assets (Non-consolidated)



## AUM entrusted from overseas investors (\*2,3)



## Assets in global custody (\*4)



(\*1) Managed by SuMi TRUST AM (\*2) Partially include AUM managed by SuMi TRUST Bank

(\*3) including the balance under investment advisory agreement (\*4) Combined figures of SuMi TRUST Bank, SuMi TRUST Bank (U.S.A.) and SuMi TRUST Bank (Luxemburg)



## Gross business profit

(Yen bn)	FY21	FY22	Change
Financial operations	-	-	-
Investment operations	(3.1)	3.6	6.8
Marketing functions	55.4	65.6	10.1
<b>Total</b>	<b>52.3</b>	<b>69.3</b>	<b>17.0</b>

### <Financial operations>

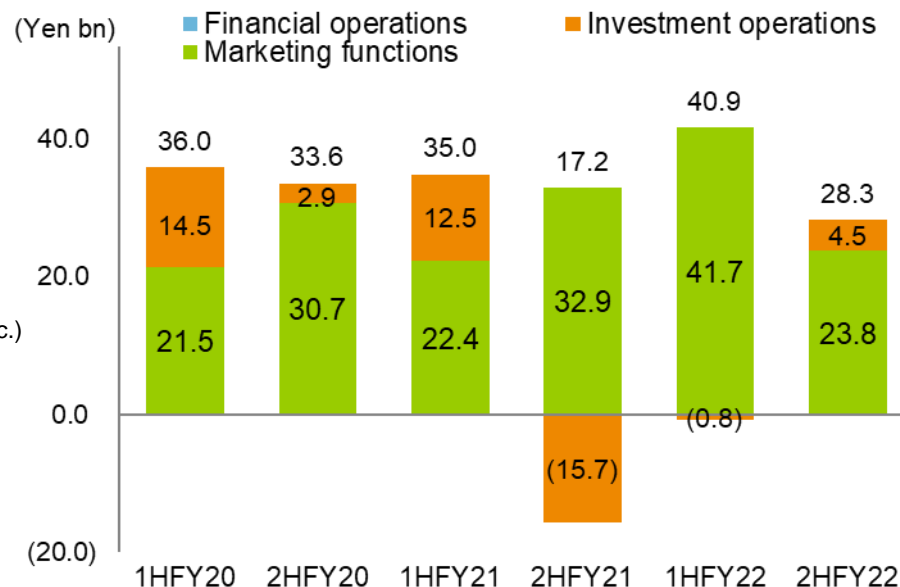
Financial operations managing potential market risks(Interest rate, Equity, etc.) involved in the overall balance sheet

### <Investment operations>

Proprietary investment pursuing absolute return, trading

### <Marketing functions>

Market-making operations for interest rate and forex products; creation and sales of financial products



## Securities portfolio of Global markets business (\*1)

(Yen bn)	Cost		Unrealized gains/losses		10BPV (*2)		Duration (years) (*2)	
	Mar. 23	Change from Mar. 22	Mar. 23	Change from Mar. 22	Mar. 23	Change from Mar. 22	Mar. 23	Change from Mar. 22
JPY	1,750.7	(1,304.0)	7.6	9.7	5.3	(1.8)	3.0	0.6
Others(*3)	755.2	175.5	(21.4)	(5.6)	1.0	(0.6)	1.4	(1.5)
USD	721.5	195.3	(18.6)	(3.5)	0.8	(0.6)	1.1	(1.5)
EUR, etc.	33.6	(19.8)	(2.8)	(2.1)	0.2	(0.0)	7.2	2.1

(\*1) Managerial reporting basis; "Held-to-maturity debt securities" and "Available-for-sale securities" are combined.

(\*2) In the calculation of 10BPV and duration, investment balance hedged by derivative transactions were excluded and hedging effect utilizing investment trust taken into consideration.

(\*3) Total of USD, EUR and GBP securities

# Credit portfolio

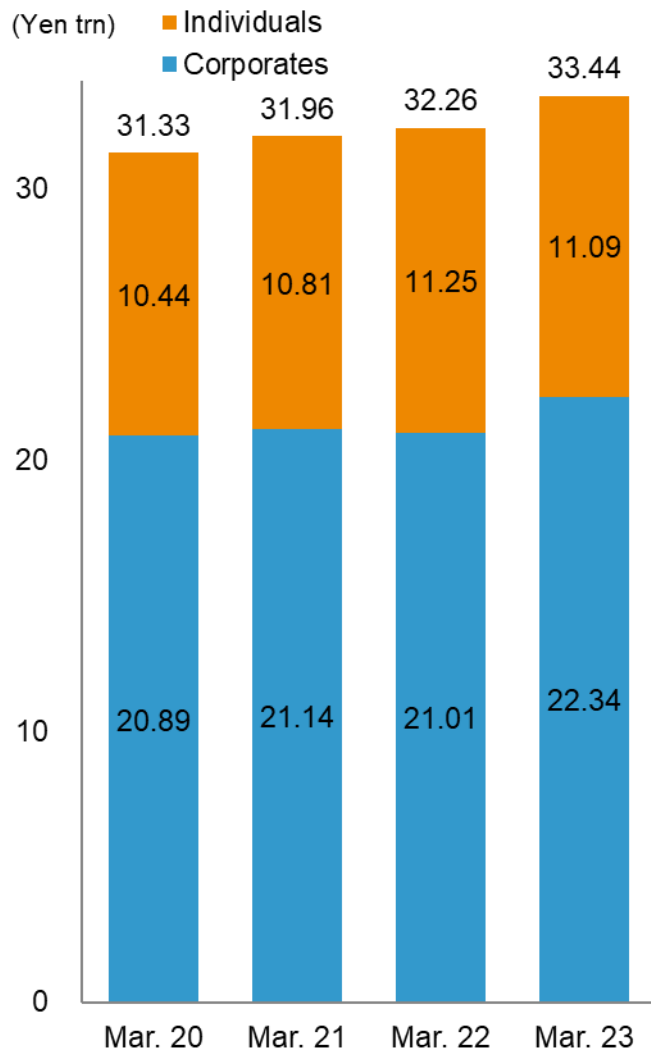
## Loans by industry (Non-consolidated)

	Mar. 22		Mar. 23		Change	
	Balance	Proportion	Balance	Proportion	Balance	Proportion
(Yen bn)						
Domestic Branches (excluding offshore accounts)	26,649.4	86.2%	26,925.1	84.3%	275.6	(1.9%)
Manufacturing	2,812.1	9.1%	2,907.9	9.1%	95.7	(0.0%)
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	70.6	0.2%	77.7	0.2%	7.1	0.0%
Construction	189.7	0.6%	232.3	0.7%	42.6	0.1%
Electricity, gas, heat supply and water	1,301.3	4.2%	1,438.4	4.5%	137.0	0.3%
Information and communications	286.6	0.9%	252.1	0.8%	(34.4)	(0.1%)
Transport and postal activities	1,206.8	3.9%	1,119.8	3.5%	(86.9)	(0.4%)
Wholesale and retail trade	1,381.6	4.5%	1,296.0	4.1%	(85.6)	(0.4%)
Finance and insurance	2,283.5	7.4%	2,392.1	7.5%	108.5	0.1%
Real estate	3,592.3	11.6%	3,456.6	10.8%	(135.7)	(0.8%)
Goods rental and leasing	1,180.0	3.8%	1,310.3	4.1%	130.3	0.3%
Others	12,344.5	39.9%	12,441.4	38.9%	96.8	(1.0%)
Residential mortgage	10,543.7	34.1%	10,461.5	32.7%	(82.2)	(1.4%)
Overseas branches and offshore accounts	4,280.2	13.8%	5,032.6	15.7%	752.4	1.9%
Total	30,929.6	100.0%	31,957.8	100.0%	1,028.1	---

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

# Credit portfolio (Non-consolidated)

## Credit portfolio

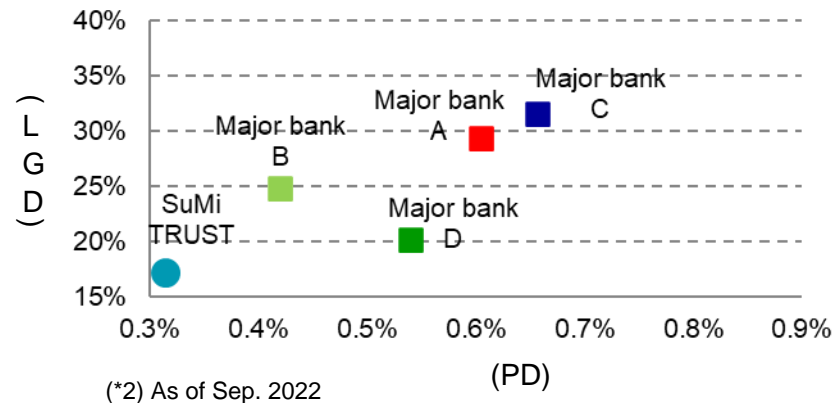


[Individual]  
 • Residential mortgage 94%  
 • Others 6%

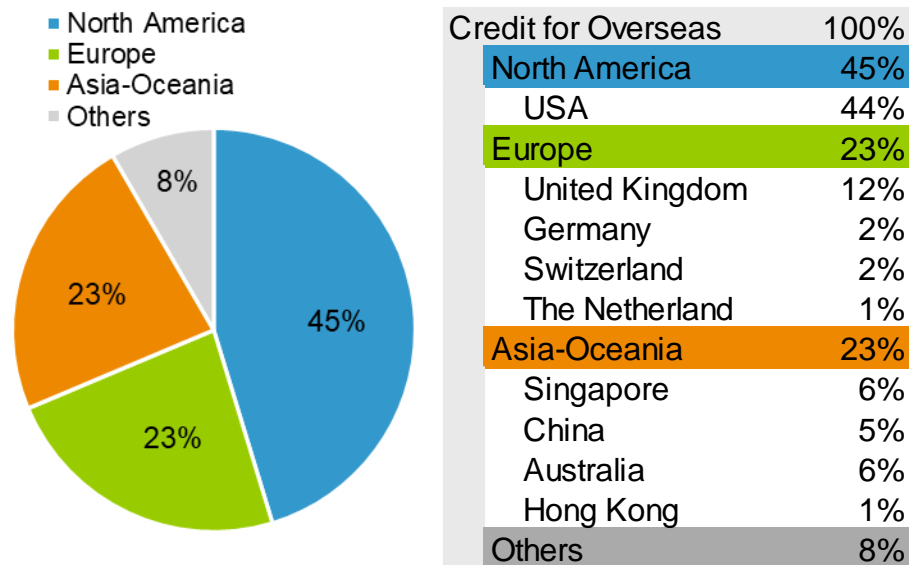
[Corporates] (\*1)  
 • Japanese 81%  
 • Overseas 19%

(\*1) Based on final exposure

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



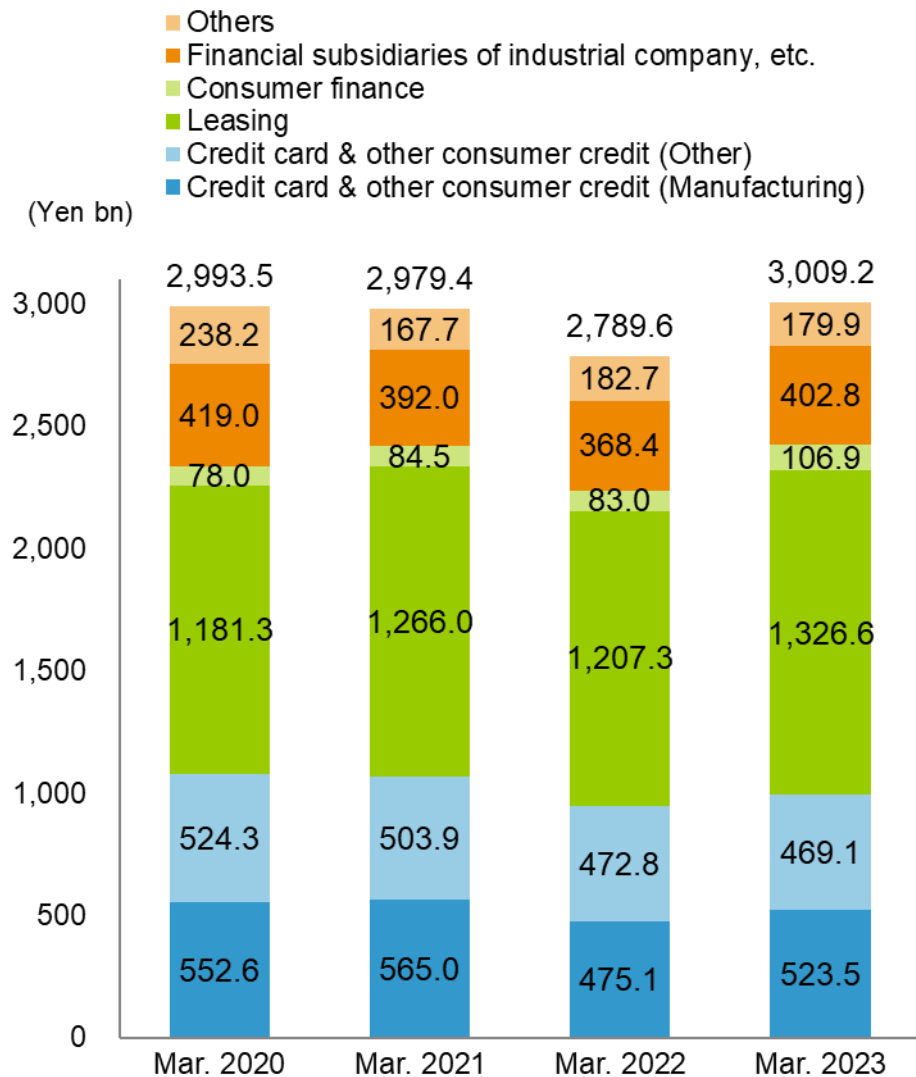
## Corporates: Composition of credit for overseas (\*3)



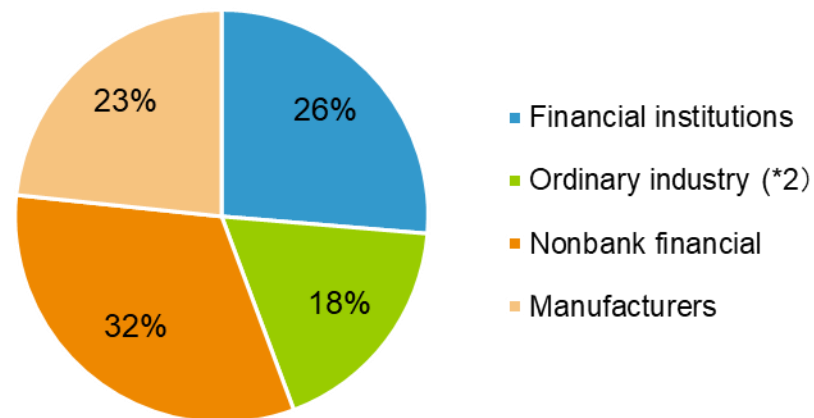
(\*3) As of Mar. 2023

# Loans to nonbank financial industry (Non-consolidated)

Outstanding loans to nonbank financial industry



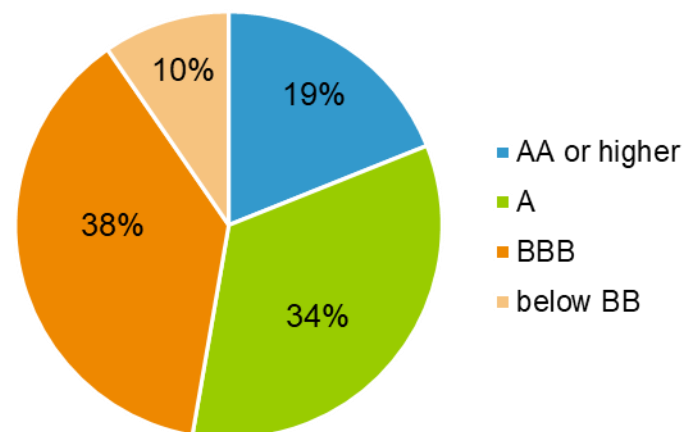
Characteristics of borrowers' parent company by industry (\*1)



(\*1) As of Mar. 2023

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

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



(\*3) As of Mar. 2023

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

# Real estate-related loans (Non-consolidated)

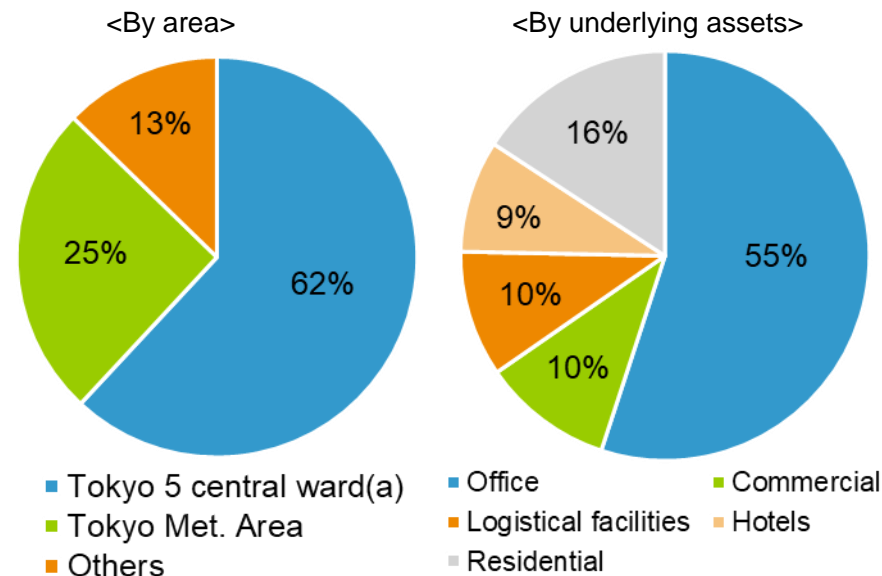
## Balance of real estate-related loans

(Yen bn)	Mar. 22	Mar. 23	Change
Real estate-related loans	3,330.8	3,282.2	(48.5)
Corporation	1,125.0	1,253.4	128.4
Real estate NRL (*1)	1,028.5	892.7	(135.7)
REIT(*2)	1,177.2	1,135.9	(41.2)

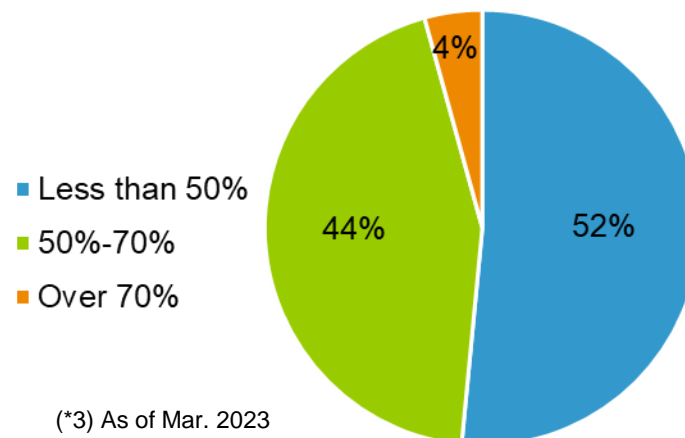
(\*1) Including bond-type. Excluding overseas real estate NRL.

(\*2) Excluding overseas REIT.

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



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



(\*3) As of Mar. 2023

# Non-performing loans

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

< Consolidated >

(Yen bn)	Mar. 22			Mar. 23			Change	Banking a/c	Trust a/c
	Mar. 22	Banking a/c	Trust a/c	Mar. 23	Banking a/c	Trust a/c			
Total	220.9	220.1	0.8	152.0	152.0	0.1	(68.9)	(68.2)	(0.7)
NPL ratio	0.7%	0.7%	5.8%	0.5%	0.5%	0.7%	(0.2%)	(0.2%)	(5.1%)
Bankrupt and practically bankrupt	20.6	20.6	-	11.4	11.4	-	(9.2)	(9.2)	-
Doubtful	130.8	130.1	0.8	97.3	97.2	0.1	(33.5)	(32.8)	(0.7)
Substandard	69.5	69.5	0.0	43.3	43.3	0.0	(26.1)	(26.1)	(0.0)
Loans past due 3 months or more	-	-	-	-	-	-	-	-	-
Restructured loans	69.5	69.5	0.0	43.3	43.3	0.0	(26.1)	(26.1)	(0.0)
Assets to borrowers requiring caution (excluding Substandard)	388.4	388.4	0.0	384.1	384.1	0.0	(4.3)	(4.3)	(0.0)
Assets to normal borrowers	31,861.7	31,849.2	12.5	32,944.4	32,934.0	10.4	1,082.7	1,084.9	(2.1)
Grand total	32,471.0	32,457.7	13.3	33,480.5	33,470.1	10.5	1,009.5	1,012.4	(2.9)

< Non-consolidated >

(Yen bn)	Mar. 22			Mar. 23			Change	Banking a/c	Trust a/c
	Mar. 22	Banking a/c	Trust a/c	Mar. 23	Banking a/c	Trust a/c			
Total	199.4	198.6	0.8	134.2	134.1	0.1	(65.2)	(64.5)	(0.7)
NPL ratio	0.6%	0.6%	5.8%	0.4%	0.4%	0.7%	(0.2%)	(0.2%)	(5.1%)
Bankrupt and practically bankrupt	16.7	16.7	-	8.5	8.5	-	(8.2)	(8.2)	-
Doubtful	117.8	117.0	0.8	86.2	86.1	0.1	(31.6)	(30.9)	(0.7)
Substandard	64.9	64.9	0.0	39.5	39.5	0.0	(25.4)	(25.4)	(0.0)
Loans past due 3 months or more	-	-	-	-	-	-	-	-	-
Restructured loans	64.9	64.9	0.0	39.5	39.5	0.0	(25.4)	(25.4)	(0.0)
Assets to borrowers requiring caution (excluding Substandard)	310.0	309.9	0.0	296.4	296.4	0.0	(13.6)	(13.5)	(0.0)
Assets to normal borrowers	30,931.8	30,919.3	12.5	32,092.1	32,081.7	10.4	1,160.3	1,162.4	(2.1)
Grand total	31,441.2	31,427.9	13.3	32,522.7	32,512.2	10.5	1,081.5	1,084.4	(2.9)

(\*) Because the definition of risk-monitored loans disclosed before became the same as the definition of Financial Reconstructions Act, NPLs are disclosed as loans under the Banking Act and the Financial Reconstructions Act.



# Non-performing loans (NPLs) based on Banking Act and Reconstruction Act / Migration analysis

< Non-performing loans (NPLs) based on the Banking Act and the Reconstruction Act (Non-consolidated) >

(Yen bn)	Mar. 22	Mar. 23	Change	Collateral/Allowance	Coverage ratio (*1)	Allowance ratio (*2)	
	Balance	Balance					
Total	199.4	134.2	(65.2)		68.4%	51.9%	
NPL ratio	0.6%	0.4%	(0.2%)				
Bankrupt and practically bankrupt	16.7	8.5	(8.2)	Total	8.5	100.0%	100.0%
				Collateral value	5.4		
				Specific allowance for loan losses	3.0		
Doubtful	117.8	86.2	(31.6)	Total	64.1	74.4%	62.6%
				Collateral value	27.3		
				Specific allowance for loan losses	36.8		
Substandard	64.9	39.5	(25.4)	Total	19.1	48.4%	22.3%
				Collateral value	13.3		
				General allowance for loan losses	5.8		
Assets to other special mention debtors	310.0	296.4	(13.6)	(*1) (Collateral value after considering haircuts + allowance for loan losses) / Loan balance			
Ordinary assets	30,931.8	32,092.1	1,160.3	(*2) Allowance for loan losses / (Loan balance - collateral value after considering haircuts)			
Grand total	31,441.2	32,522.7	1,081.5				

< Migration analysis (Non-consolidated) >

(Yen bn)	Mar. 22	Mar. 23	Change	Downgrade	Downgrade	Upgrade	Upgrade	Repayment, etc.
	Balance	Balance		(+)	(-)	(+)	(-)	
Bankrupt and practically bankrupt	16.7	8.5	(8.2)	3.9			(9.7)	(2.4)
Doubtful	117.8	86.2	(31.6)	11.7	(0.5)	8.8	(2.5)	(49.2)
Assets to substandard debtors	73.0	41.2	(31.7)	3.9	(3.7)	0.4	(20.4)	(11.9)
Assets to other special mention debtors	301.9	294.7	(7.2)	57.3	(4.7)	17.4	(16.0)	(61.3)
Total	509.4	430.6	(78.8)					

# Non-performing loans (NPLs) based on Banking Act and Reconstruction Act by industry

<Non-consolidated>	Mar. 22			Mar. 23			Change		
	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c
(Yen bn)									
Domestic Branches (excluding offshore accounts)	157.0	156.3	0.8	109.9	109.9	0.1	(47.1)	(46.4)	(0.7)
Manufacturing	96.4	96.4	-	63.4	63.4	-	(32.9)	(32.9)	-
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	0.1	0.1	-	0.1	0.1	-	(0.0)	(0.0)	-
Construction	-	-	-	-	-	-	-	-	-
Electricity, gas, heat supply and water	0.0	0.0	-	0.0	0.0	-	(0.0)	(0.0)	-
Information and communications	0.0	0.0	-	0.0	0.0	-	(0.0)	(0.0)	-
Transport and postal activities	0.6	0.6	-	0.1	0.1	-	(0.5)	(0.5)	-
Wholesale and retail trade	6.8	6.8	-	1.4	1.4	-	(5.4)	(5.4)	-
Finance and insurance	1.6	1.6	-	0.3	0.3	-	(1.3)	(1.3)	-
Real estate	11.2	10.4	0.8	6.2	6.2	0.1	(4.9)	(4.3)	(0.7)
Goods rental and leasing	-	-	-	-	-	-	-	-	-
Others	40.4	40.4	0.0	38.4	38.4	0.0	(2.1)	(2.1)	(0.0)
Overseas branches and offshore accounts	42.4	42.4	-	24.3	24.3	-	(18.1)	(18.1)	-
Total	199.4	198.6	0.8	134.2	134.1	0.1	(65.2)	(64.5)	(0.7)

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

# Status of capital

# Credit risk-weighted assets

(Yen bn)	Mar. 23				Change from Mar. 22			
	EAD	RW	RWA	EL	EAD	RW	RWA	EL
Internal Ratings-Based	71,583.9	26.8%	19,230.7	137.6	4,877.0	1.5%	2,369.9	(13.4)
Corporate, etc.	50,022.1	20.4%	10,249.0	98.3	3,373.7	0.1%	750.6	(13.5)
Corporation	23,551.3	41.1%	9,681.1	97.6	815.4	1.6%	705.5	(13.5)
Sovereign	24,894.0	0.6%	164.3	0.1	2,597.9	(0.0%)	15.0	0.0
Financial institution	1,576.6	25.5%	403.5	0.5	(39.6)	2.4%	30.0	0.0
Retail	11,906.1	10.4%	1,240.3	28.4	(39.6)	(0.4%)	(59.2)	(2.6)
Residential mortgage	10,493.6	7.1%	755.1	9.5	(79.9)	(0.5%)	(66.2)	(1.7)
Qualifying revolving retail exposure	378.4	24.3%	92.2	6.9	8.6	0.1%	2.7	(0.2)
Other retail exposure	1,034.0	38.0%	392.9	11.9	31.5	(0.7%)	4.1	(0.6)
Equity	820.1	163.6%	1,342.5	---	67.3	3.5%	136.7	---
Fund	1,364.4	260.0%	3,548.7	3.2	201.2	77.5%	1,425.3	0.9
Securitization	1,538.8	20.8%	320.8	-	136.3	(4.6%)	(36.1)	-
Purchased receivables	913.9	64.6%	590.5	5.3	201.5	(0.6%)	125.4	1.1
CVA	989.6	65.1%	644.4	---	(219.5)	10.5%	(15.6)	---
Others	4,028.5	32.1%	1,294.1	2.2	1,156.0	(11.4%)	42.8	0.6
Phased roll out	465.1	93.8%	436.5	---	91.7	(0.9%)	82.3	---
Exemption	1,544.8	48.1%	744.5	---	60.6	0.6%	38.5	---
<b>Total credit risk</b>	<b>73,593.8</b>	<b>27.7%</b>	<b>20,411.9</b>	<b>137.6</b>	<b>5,029.4</b>	<b>1.5%</b>	<b>2,490.9</b>	<b>(13.4)</b>

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

Risk-weight = Risk asset / Exposure

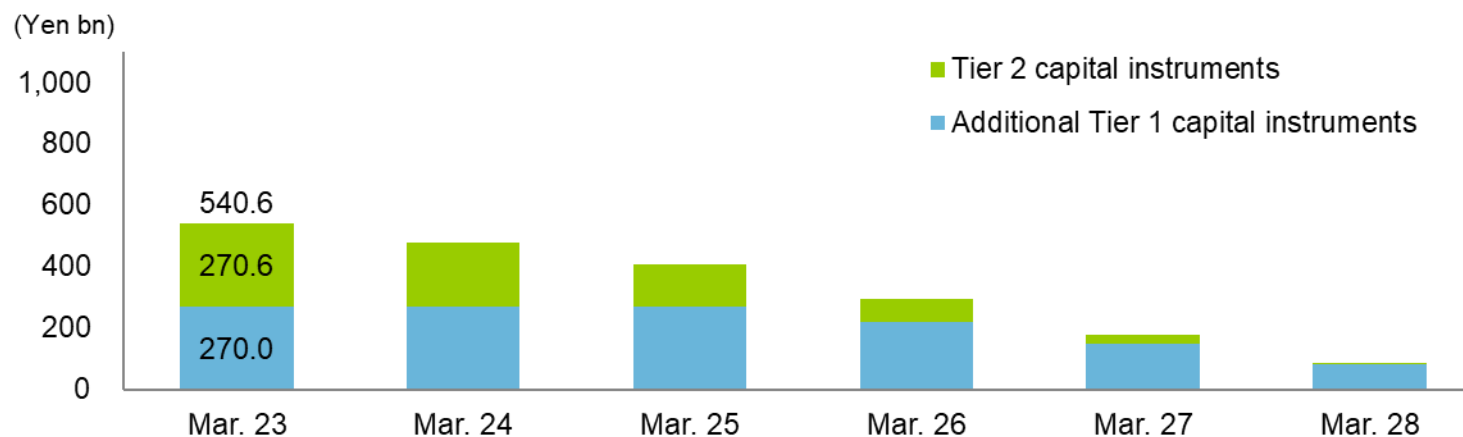
## Capital Instruments: List of qualified additional Tier 1 instruments and estimated capital inclusion amount

< Perpetual subordinated bonds (Qualifying additional Tier1 instrument)> (as of Mar. 2023)

Issuer	Series	Issue amount	Coupon rate(*1)	Step up clause	Issue date	First callable date
Sumitomo Mitsui Trust Holdings, Inc.	2	¥50.0 bn	2.87% Fixed	No	Sep. 8, 2015	Dec. 5, 2025
	3	¥70.0 bn	1.51% Fixed	No	Sep. 8, 2016	Dec. 5, 2026
	4	¥30.0 bn	1.73% Fixed	No	Sep. 8, 2016	Dec. 5, 2031
	5	¥70.0 bn	1.28% Fixed	No	Sep. 5, 2017	Dec. 5, 2027
	6	¥50.0 bn	1.39% Fixed	No	Sep. 11, 2018	Dec. 5, 2028

(\*1) Interest (fixed / floating) applicable as of Mar. 2023

< Amount of capital instrument to be counted as eligible/qualifying capital (\*2) > (as of Mar. 2023)



(\*2) The first callable date is assumed to be effective maturity date for the instruments .

# Subsidiaries and group companies

# Major subsidiaries and affiliates

<Major subsidiaries>	Paid-in Capital	Primary business	Ownership (%) (*1)	Net income (JPY bn)		
				FY21	FY22	Change
Sumitomo Mitsui Trust Bank, Limited	JPY 342.0 bn	Trust and banking	100 (-)	113.3	169.1	55.7
Sumitomo Mitsui Trust Asset Management Co., Ltd.	JPY 2.0 bn	Asset management	100 (-)	6.4	5.4	(1.0)
Nikko Asset Management Co., Ltd. (*2)	JPY 17.3 bn	Asset management	100 (0.99)	18.5	12.7	(5.8)
Sumitomo Mitsui Trust Research Institute Co., Ltd.	JPY 0.3 bn	Research and consulting, Asset management	100 (-)	0.3	0.4	0.0
Mutual Fund & Insurance Research Institute	JPY 0.15 bn	Research and consulting	88.00 (-)	0.0	0.0	(0.0)
Sumitomo Mitsui Trust Loan & Finance Co., Ltd.	JPY 6.0 bn	Finance	100 (100)	6.0	6.3	0.2
Sumitomo Mitsui Trust Guarantee Co., Ltd. (*2)	JPY 0.3 bn	Housing loan guaranty	100 (100)	8.0	8.5	0.5
Sumitomo Mitsui Trust Realty Co., Ltd.	JPY 0.3 bn	Residential brokerage	100 (100)	4.7	5.2	0.4
Sumitomo Mitsui Trust Real Estate Investment Management Co., Ltd.	JPY 0.3 bn	Asset management	100 (100)	0.1	0.1	(0.0)
Sumitomo Mitsui Trust Wealth Partners Co., Ltd.	JPY 0.15 bn	Consulting	100 (100)	0.1	0.2	0.0
Sumitomo Mitsui Trust Club Co., Ltd.	JPY 0.1 bn	Credit cards	100 (100)	1.5	1.6	0.0
Sumitomo Mitsui Trust Card Co., Ltd.	JPY 0.1 bn	Credit cards	100 (100)	0.2	0.0	(0.1)
Sumitomo Mitsui Trust Life Partners Co., Ltd.	JPY 0.1 bn	Property insurance/ life insurance agency	100 (100)	0.0	(0.0)	(0.0)
Sumitomo Mitsui Trust General Service Co., Ltd. (*3)	JPY 0.1 bn	Property management	100 (100)	0.8	(2.5)	(3.3)
Sumitomo Mitsui Trust Investment Co., Ltd.	JPY 0.1 bn	Venture capital	100 (100)	0.2	0.3	0.0
Tokyo Securities Transfer Agent Co., Ltd.	JPY 0.05 bn	Stock transfer agency	100 (100)	0.3	0.2	(0.0)
Japan Securities Agents, Ltd.	JPY 0.5 bn	Stock transfer agency	85.10 (85.10)	0.1	0.1	0.0
J-Eurus IR Co.,Ltd. (*2)	JPY 0.01 bn	Consulting	100 100	0.1	0.0	(0.0)
Sumitomo Mitsui Trust Panasonic Finance Co., Ltd. (*2)	JPY 25.5 bn	General leasing, Credit cards	84.89 (84.89)	7.3	6.9	(0.4)
Sumitomo Mitsui Trust Bank (Thai) Public Company Limited	THB 20.0 bn	Banking	100 (100)	1.3	1.8	0.4
Sumitomo Mitsui Trust (Ireland) (*2)	EUR 75.8 mill	Trust services	100 (100)	2.0	0.8	(1.1)
Sumitomo Mitsui Trust Bank (U.S.A) Limited	USD 56.0 mill	Banking and trust services	100 (100)	1.5	4.0	2.4
Sumitomo Mitsui Trust (Hong Kong) Limited	USD 45.0 mill	Security	100 (100)	3.7	4.2	0.4
Sumitomo Mitsui Trust Bank (Luxembourg) S.A.	USD 30.0 mill	Banking, security, trust services	100 (100)	0.1	0.1	0.0

## <Affiliates>

UBS SuMi TRUST Wealth Management Co., Ltd.	JPY 5.1 bn	Security	49.00 (-)	1.0	3.8	2.7
SBI Sumishin Net Bank, Ltd. (*2)	JPY 31.0 bn	Banking	34.18 (34.18)	17.1	19.9	2.8
Zijin Trust Co., Ltd.	CNY 3.27 bn	Trust services	20.00 (20.00)	14.3	15.9	1.6
Nanjing Zijin Financial Leasing Co., Ltd.	CNY 0.6 bn	Leasing	20.00 (20.00)	0.4	1.0	0.5
Marubeni SuMiT Rail Transport Inc. (*2)	USD 46.1 mill	Leasing, security	50.00 (50.00)	2.3	3.0	0.6

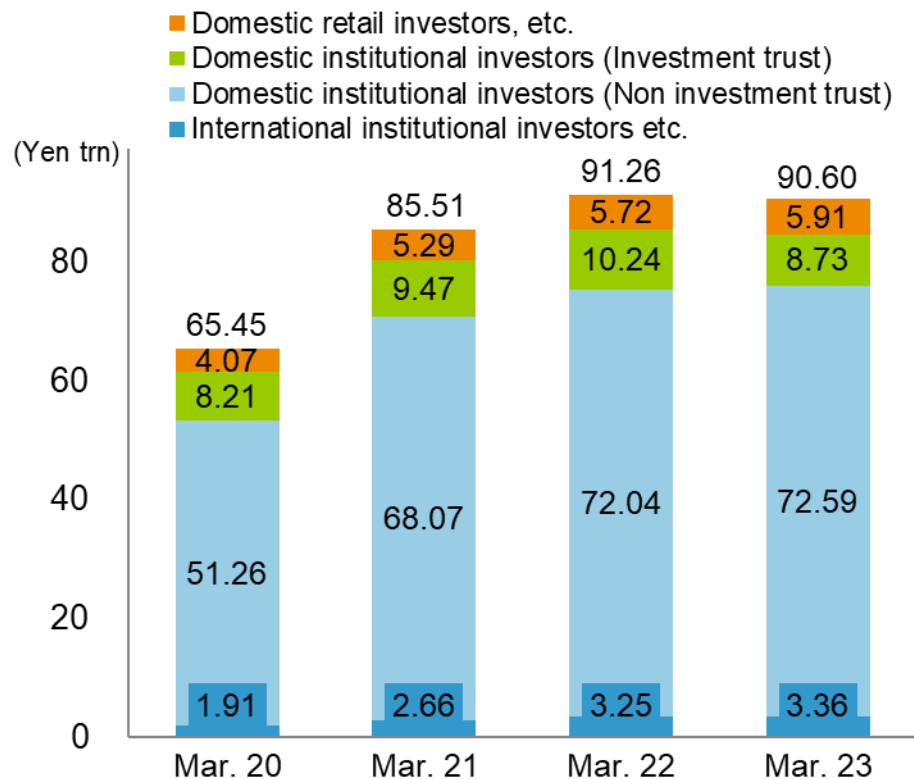
(\*1) Figures in ( ) describe percentage points owned through subsidiaries.

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

(\*3) Net income in FY 22 includes impairment losses ¥(3.2)bn, which are eliminated in consolidated financial statements as internal transactions.

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

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



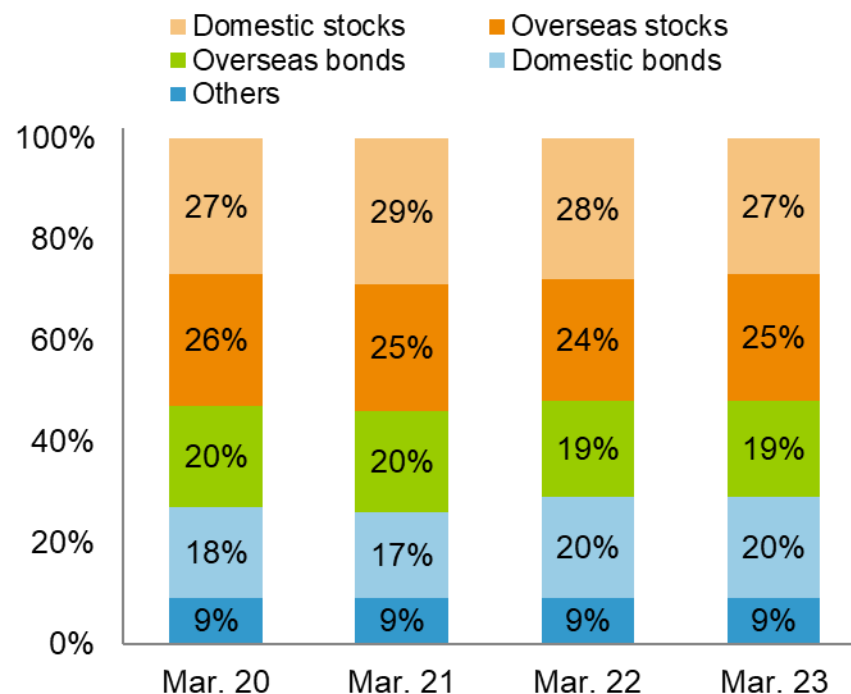
	(Yen bn)	FY20	FY21	FY22
Change of AUM (*)		20,051.8	5,750.9	(656.7)
Domestic retail investors		1,217.1	433.1	190.2
Domestic institutional investors (Investment trust)		1,264.2	766.0	(1,510.1)
Domestic institutional investors (Non investment trust)		16,813.9	3,967.2	550.9
International institutional investors, etc.		756.5	584.5	112.1

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

## P/L

(Yen bn)	FY21	FY22	Change
Net business profit	11.1	7.8	(3.2)
Ordinary income	9.5	7.9	(1.6)
Net income attributable to owners of the parent	6.4	5.4	(1.0)

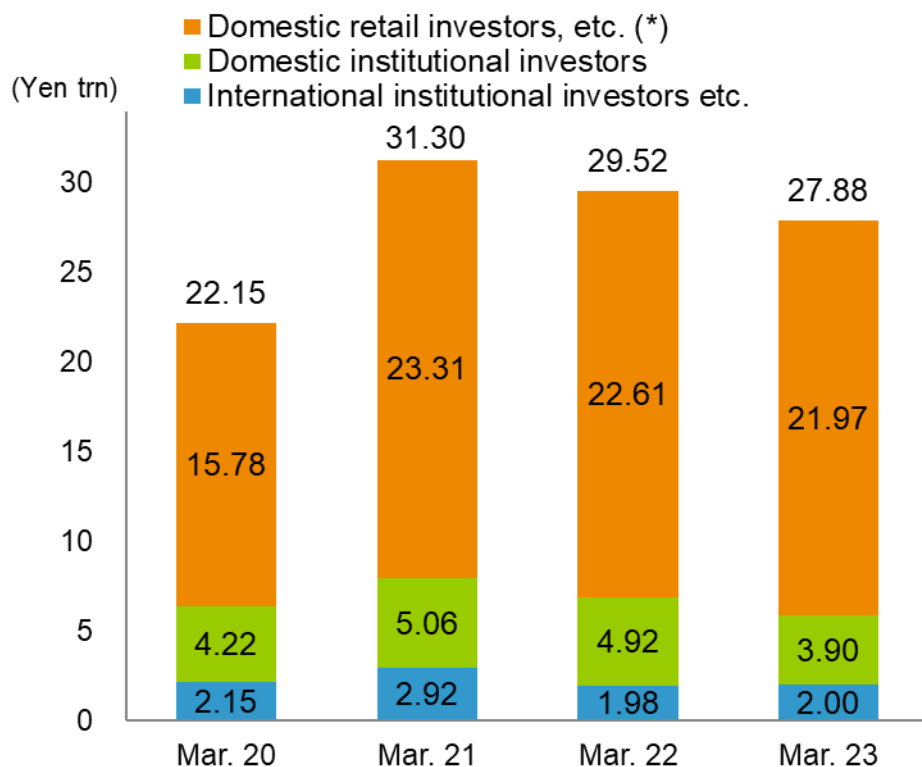
## Breakdown of AUM by asset type (\*1,2)





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

## Assets under management (AUM) (Consolidated)



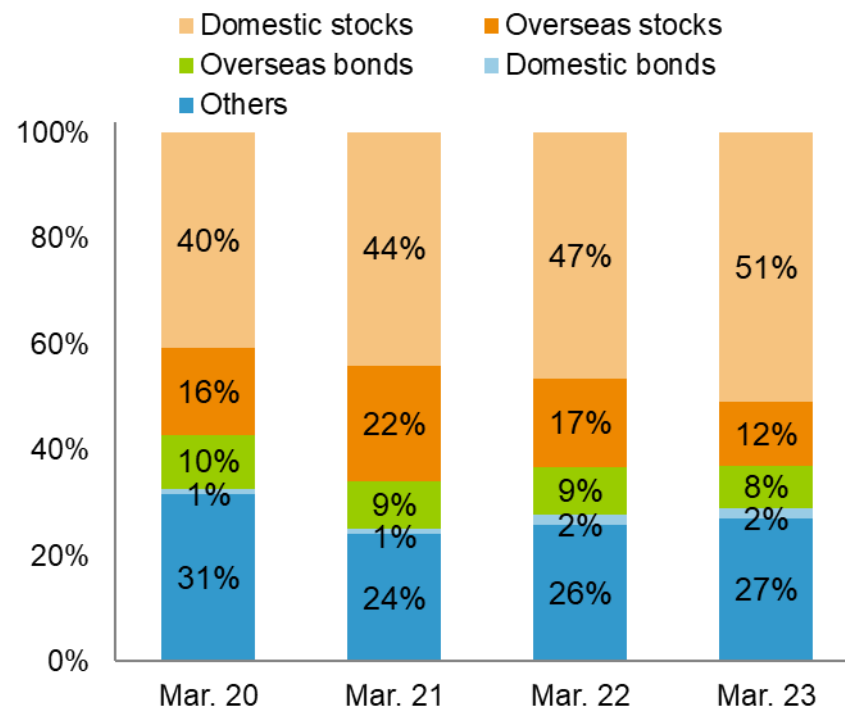
	(Yen bn)	FY20	FY21	FY22
Change of AUM		9,142.9	(1,776.1)	(1,645.0)
Domestic retail investors, etc. (*)		7,529.2	(698.4)	(640.0)
Domestic institutional investors		845.5	(142.6)	(1,021.6)
International institutional investors, etc.		768.2	(935.1)	16.6

(\*) Including ETF, MMF

## P/L

(Yen bn)	FY21	FY22	Change
Net business profit	21.2	11.4	(9.7)
Ordinary income	29.8	13.8	(16.0)
Net income attributable to owners of the parent	18.5	12.7	(5.8)

## Breakdown of AUM by asset type



# Financial business in group companies 3. SBI Sumishin Net Bank (Consolidated)

## Major business figures

(Yen bn)	Mar. 22	Mar. 23	Change
Number of account (millions)	5.35	6.14	0.79
Deposits	7,112.5	7,975.4	862.8
Loans	5,390.8	6,594.8	1,204.0

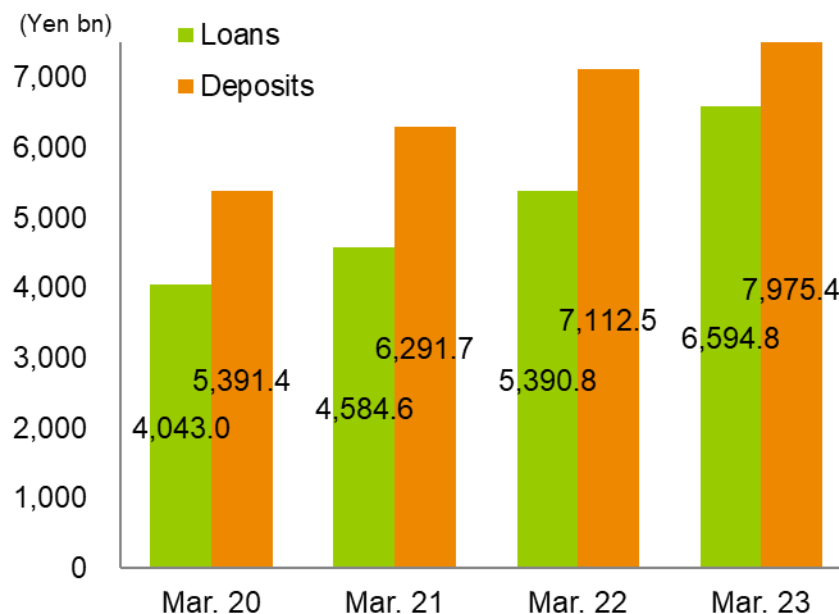
## P/L

(Yen bn)	FY21	FY22	Change
Net business profit	23.0	30.3	7.2
Ordinary income	23.2	29.3	6.1
Net income attributable to owners of the parent	17.1	19.9	2.8

## B/S

(Yen bn)	Mar. 22	Mar. 23	Change
Total assets	8,534.0	8,679.0	144.9
Net assets	145.3	131.6	(13.7)
Shareholders' equity	153.4	143.3	(10.0)

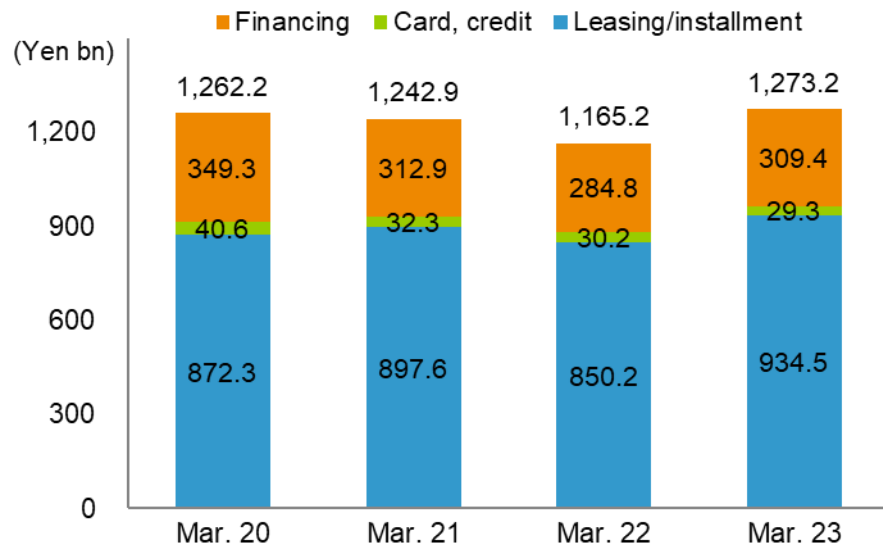
## Balance of Loans and deposits



# Financial business in group companies 4. Leasing, real estate-related finance, residential mortgage loans

## Sumitomo Mitsui Trust Panasonic Finance (Consolidated)

### Operating assets

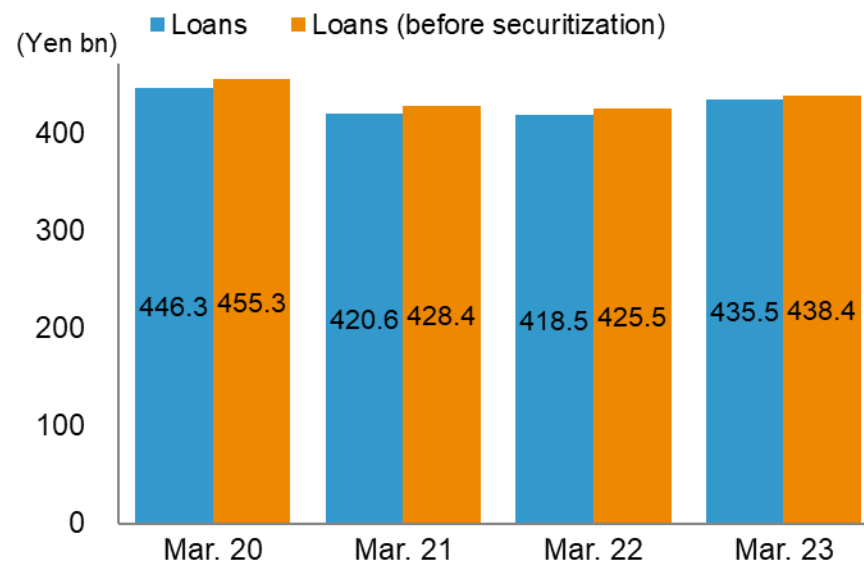


### P/L

(Yen bn)	FY21	FY22	Change
Net business profit	10.4	10.9	0.4
Ordinary profit	10.6	11.6	1.0
Net income attributable to owners of the parent	7.3	6.9	(0.4)
Total credit costs	0.7	1.9	1.2

## Sumitomo Mitsui Trust Loan & Finance

### Loan balance



### P/L

(Yen bn)	FY21	FY22	Change
Net business profit	9.3	9.9	0.5
Ordinary profit	9.3	10.0	0.7
Net income	6.0	6.3	0.2
Total credit costs	(0.0)	0.1	0.1

(Supplement)  
Long-term time series tables

# Statements of income

<Consolidated>	(Yen bn)	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22
Net business profit before credit costs		285.8	316.7	318.3	232.3	270.5	282.2	289.0	294.7	346.0	324.6
Ordinary profit		258.0	292.4	278.0	196.3	232.6	256.4	257.6	183.1	229.7	285.8
Net income attributable to owners of the parent		137.6	159.6	166.9	121.4	153.9	173.8	163.0	142.1	169.0	191.0
<Non-consolidated>											
Net business profit before credit costs		211.8	245.7	249.1	150.5	189.7	231.4	206.8	206.5	242.0	245.9
Gross business profit		461.5	494.2	485.3	383.3	426.8	467.3	453.2	451.9	490.6	508.1
Net interest income and related profit		215.7	233.4	223.9	216.7	176.5	172.7	134.1	229.9	275.2	133.4
Net interest income		207.9	224.4	212.1	203.2	163.3	153.8	118.1	212.1	256.0	113.2
Trust fees from principal guaranteed trust a/c		7.8	8.9	11.8	13.4	13.2	18.8	16.0	17.7	19.1	20.1
Net fees and commissions and related profit		195.7	201.0	199.9	196.9	190.2	186.3	174.3	163.9	180.8	193.2
Net fees and commissions		104.2	110.8	111.5	116.1	108.6	104.3	90.5	78.8	89.4	103.6
Other trust fees		91.4	90.2	88.4	80.8	81.6	82.0	83.7	85.1	91.4	89.5
Net trading income		24.3	32.4	15.5	17.0	10.4	27.9	102.1	(33.2)	13.4	10.4
Net other operating income		25.6	27.2	45.9	(47.3)	49.5	80.3	42.5	91.3	21.1	171.0
Net gains on bonds		15.7	63.4	51.7	(96.9)	(5.7)	(3.8)	33.9	(7.8)	(17.8)	(26.0)
General and administrative expenses		(249.7)	(248.5)	(236.1)	(232.7)	(237.0)	(235.8)	(246.4)	(245.4)	(248.5)	(262.2)
Total credit costs		7.6	18.1	(14.1)	(24.9)	7.0	1.9	(34.7)	(6.3)	(42.4)	(12.4)
Other non-recurring profit		(31.0)	(33.7)	(16.1)	(8.2)	(23.8)	(24.3)	4.4	(86.2)	(48.8)	(8.8)
Ordinary profit		188.4	230.0	218.8	117.3	172.9	209.0	176.4	114.0	150.8	224.5
Extraordinary profit		(2.4)	(60.0)	(3.6)	(5.9)	(8.3)	(4.2)	1.0	15.6	(1.6)	(0.3)
Income before income tax		185.9	169.9	215.1	111.3	164.6	204.8	177.5	129.6	149.1	224.2
Total income taxes		(69.9)	(39.4)	(72.0)	(33.6)	(46.6)	(56.1)	(52.8)	(33.7)	(35.7)	(55.1)
Net income		116.0	130.5	143.1	77.6	117.9	148.6	124.7	95.9	113.3	169.1
Dividend on common share (Yen)		100	120	130	130	130	140	150	150	170	210

# Balance sheets

<Consolidated>	(Yen bn)	Mar. 14	Mar. 15	Mar. 16	Mar. 17	Mar. 18	Mar. 19	Mar. 20	Mar. 21	Mar. 22	Mar. 23
Loans and bills discounted		23,824.0	25,550.0	27,525.8	28,040.4	28,190.5	29,025.7	29,703.3	30,506.9	30,876.5	31,810.9
Securities		5,764.4	4,813.3	4,926.2	5,127.7	5,537.6	5,759.5	6,437.5	6,983.4	7,879.2	6,933.0
<b>Total assets</b>		<b>41,889.4</b>	<b>46,235.9</b>	<b>58,229.9</b>	<b>65,453.7</b>	<b>68,356.7</b>	<b>57,029.1</b>	<b>56,500.5</b>	<b>63,368.5</b>	<b>64,633.2</b>	<b>69,022.7</b>
Deposits		24,123.3	25,079.7	26,701.9	36,000.8	37,351.8	31,903.5	30,688.9	33,467.6	33,230.1	35,387.2
Negotiable certificates of deposit		5,100.1	6,570.5	7,130.6	7,326.6	6,563.3	6,328.6	5,860.2	7,160.5	6,587.9	7,461.0
<b>Total liabilities</b>		<b>39,448.3</b>	<b>43,518.9</b>	<b>55,525.4</b>	<b>62,662.0</b>	<b>65,484.4</b>	<b>54,298.7</b>	<b>53,909.6</b>	<b>60,646.0</b>	<b>61,887.9</b>	<b>66,200.1</b>
Capital stock		261.6	261.6	261.6	261.6	261.6	261.6	261.6	261.6	261.6	261.6
Capital surplus		754.2	645.2	645.1	645.0	645.0	645.0	580.5	576.1	576.1	546.1
Retained earnings		886.4	970.3	1,087.1	1,159.0	1,263.4	1,387.5	1,495.0	1,581.0	1,682.5	1,803.0
Treasury stock		(0.5)	(17.0)	(27.0)	(34.0)	(42.2)	(51.2)	(2.8)	(2.8)	(2.7)	(22.9)
<b>Shareholders' equity</b>		<b>1,901.7</b>	<b>1,860.1</b>	<b>1,966.8</b>	<b>2,031.6</b>	<b>2,127.8</b>	<b>2,242.9</b>	<b>2,334.3</b>	<b>2,416.0</b>	<b>2,517.5</b>	<b>2,587.8</b>
Valuation difference on available-for-sale securities		229.6	505.4	467.5	476.8	516.6	467.4	351.4	329.4	277.6	258.2
<b>Total accumulated other comprehensive income</b>		<b>203.5</b>	<b>529.6</b>	<b>410.1</b>	<b>430.9</b>	<b>496.8</b>	<b>410.4</b>	<b>220.8</b>	<b>277.7</b>	<b>198.0</b>	<b>204.2</b>
Minority interests		335.6	326.9	327.1	328.4	246.8	75.8	34.5	27.7	28.7	29.5
<b>Total net assets</b>		<b>2,441.0</b>	<b>2,716.9</b>	<b>2,704.5</b>	<b>2,791.6</b>	<b>2,872.3</b>	<b>2,730.3</b>	<b>2,590.9</b>	<b>2,722.5</b>	<b>2,745.2</b>	<b>2,822.5</b>
<b>Total liabilities and net assets</b>		<b>41,889.4</b>	<b>46,235.9</b>	<b>58,229.9</b>	<b>65,453.7</b>	<b>68,356.7</b>	<b>57,029.1</b>	<b>56,500.5</b>	<b>63,368.5</b>	<b>64,633.2</b>	<b>69,022.7</b>

## <Non-consolidated>

Loans and bills discounted	24,034.2	25,826.4	27,044.3	28,158.9	28,259.0	29,404.1	29,953.5	30,691.6	30,916.3	31,947.3
Securities	5,971.2	5,039.6	5,311.2	5,518.9	5,972.3	6,091.8	6,625.0	7,090.3	7,951.1	6,999.2
<b>Total assets</b>	<b>39,122.6</b>	<b>42,705.4</b>	<b>50,256.5</b>	<b>50,969.2</b>	<b>53,161.4</b>	<b>55,223.7</b>	<b>54,596.7</b>	<b>61,322.3</b>	<b>62,530.0</b>	<b>66,824.7</b>
Deposits	24,072.9	24,855.5	26,467.4	29,019.3	29,392.2	31,744.1	30,537.4	33,174.2	32,898.7	35,041.2
Negotiable certificates of deposit	5,304.1	6,758.0	7,254.1	7,523.2	6,758.9	6,546.2	6,112.9	7,444.1	6,809.6	7,617.7
<b>Total liabilities</b>	<b>37,091.4</b>	<b>40,476.9</b>	<b>47,971.3</b>	<b>48,659.5</b>	<b>50,789.1</b>	<b>52,951.9</b>	<b>52,579.3</b>	<b>59,272.8</b>	<b>60,478.7</b>	<b>64,696.8</b>

(\*) As for derivative transaction, presentation treatment has been changed from net basis to gross basis since FY21 (a general treatment in the practical guidance for accounting for financial instruments)  
Following the change, figures in Mar. 2021 has been updated

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