



**SuMi TRUST**  
SUMITOMO MITSUI TRUST GROUP

# Investor Meeting on Financial Results for 1HFY2023 <Data Book>

November 17, 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"  
Nikko Asset Management: "Nikko 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)	1HFY22	Domestic business	International business	1HFY23	Domestic business	International business	Change	Domestic business	International business
Trust fee income (after written-off of principal guaranteed trust a/c)	54.8	54.8	-	56.9	56.9	-	2.1	2.1	-
Net interest income	100.1	87.6	12.5	(11.1)	109.4	(120.6)	(111.3)	21.8	(133.1)
Interest income	262.3	118.1	145.5	499.1	140.0	360.3	236.7	21.9	214.8
	1.3	---	---	1.3	---	---	0.00	---	---
Interest expenses (*1)	(162.1)	(30.5)	(132.9)	(510.2)	(30.6)	(481.0)	(348.0)	(0.0)	(348.0)
	(1.3)	---	---	(1.3)	---	---	0.00	---	---
Net fees and commissions	46.0	38.8	7.2	48.2	40.3	7.9	2.1	1.5	0.6
Fees and commissions received	99.5	88.9	10.5	105.2	93.3	11.9	5.6	4.3	1.3
Fees and commissions paid	(53.4)	(50.1)	(3.3)	(56.9)	(52.9)	(4.0)	(3.5)	(2.8)	(0.6)
Net trading income	(31.7)	32.2	(64.0)	(8.6)	34.8	(43.4)	23.1	2.5	20.5
Trading income (*2)	9.0	32.2	7.7	1.0	34.8	-	(7.9)	2.5	(7.7)
Trading expenses (*2)	(40.7)	-	(71.7)	(9.7)	-	(43.4)	31.0	-	28.3
Net other operating income	85.5	(2.7)	88.3	208.8	(2.0)	210.9	123.2	0.6	122.6
Other operating income (*3)	112.4	4.2	108.1	213.8	0.9	214.6	101.4	(3.2)	106.4
Other operating expenses (*3)	(26.8)	(6.9)	(19.8)	(4.9)	(3.0)	(3.6)	21.8	3.9	16.2
Gross business profit (after written-off of principal guaranteed trust a/c)	254.9	210.8	44.0	294.3	239.5	54.8	39.3	28.6	10.7

(\*1) Expenses matching the amount of investment of money held in trust is excluded from "Interest expenses". (1HFY2022: 0.0 billion yen, 1HFY2023: 0.0 billion yen)

(\*2) Total figure of "Trading income" and "Trading expenses" in 1HFY2022 and 1HFY2023 are 31.0 bn yen and 33.7 bn yen, respectively less than sum of "Domestic business" and "International business" as net trading figures are shown for income and expenses from securities and derivative related to trading transactions.

(\*3) Total figure of "Other operating income" and "Other operating expenses" in 1HFY2023 are 1.7 bn yen respectively less than sum of "Domestic business" and "International business" as net trading figures are shown for income and expenses from derivative other than for trading or hedging.

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

<Domestic business> (Average balance: Yen tm) (Income / Expenses: Yen bn)	1HFY22			1HFY23			Change		
	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses
Interest-earning assets	46.35	0.50%	118.1	48.07	0.58%	140.0	1.72	0.08%	21.9
Loans and bills discounted	24.62	0.64%	79.3	24.87	0.63%	79.5	0.25	(0.01%)	0.2
Securities	4.87	1.43%	35.0	3.83	2.97%	57.0	(1.03)	1.54%	21.9
Japanese government bonds	2.16	0.06%	0.7	1.39	0.12%	0.8	(0.76)	0.06%	0.1
Japanese corporate bonds	0.75	0.33%	1.2	0.73	0.38%	1.4	(0.02)	0.05%	0.1
Japanese stocks	0.83	5.99%	25.0	0.77	12.94%	50.3	(0.05)	6.95%	25.3
Other securities	1.07	1.47%	7.9	0.88	0.97%	4.2	(0.19)	(0.50%)	(3.6)
Call loans	0.15	0.00%	0.0	0.30	(0.00%)	(0.0)	0.15	(0.00%)	(0.0)
Monetary claims bought	0.11	0.23%	0.1	0.12	0.90%	0.5	0.00	0.67%	0.4
Due from banks	15.34	0.04%	3.4	17.53	0.03%	3.0	2.19	(0.01%)	(0.4)
JPY deposit converted into foreign currencies	-	-	-	-	-	-	-	-	-
Income on swaps	---	---	-	---	---	-	---	---	-
Interest-bearing liabilities	45.70	0.13%	(30.5)	47.37	0.12%	(30.6)	1.66	(0.01%)	(0.0)
Deposits	27.45	0.05%	(8.0)	29.11	0.05%	(7.8)	1.66	(0.00%)	0.1
Negotiable certificates of deposit (NCD)	2.70	0.01%	(0.1)	2.18	0.01%	(0.1)	(0.52)	0.00%	(0.0)
Borrowed money	6.26	0.12%	(3.8)	5.70	0.13%	(3.8)	(0.56)	0.01%	(0.0)
Short-term bonds payable	0.13	0.02%	(0.0)	0.13	0.02%	0.0	(0.00)	0.00%	0.0
Bonds payable	0.45	0.68%	(1.5)	0.43	0.61%	(1.3)	(0.02)	(0.07%)	0.2
Borrowed money from trust account	4.26	0.46%	(9.9)	4.54	0.47%	(10.7)	0.27	0.01%	(0.7)
Foreign currencies' deposit converted into JPY	3.45	0.07%	(1.3)	3.90	0.07%	(1.3)	0.44	(0.00%)	(0.0)
Expenses on swaps	---	---	(5.0)	---	---	(4.7)	---	---	0.2
Gross margin/net interest income	---	0.37%	87.6	---	0.46%	109.4	---	0.09%	21.8
Loan-deposit margin/income	---	0.59%	71.3	---	0.58%	71.6	---	(0.01%)	0.3

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

<International business> (Average balance: Yen trn) (Income / Expenses: Yen bn)	1HFY22			1HFY23			Change		
	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses
Interest-earning assets	16.66	1.74%	145.5	17.97	4.01%	360.3	1.30	2.27%	214.8
Loans and bills discounted	6.94	2.44%	85.1	7.61	5.43%	207.0	0.67	2.99%	121.9
Securities	2.80	2.34%	32.9	3.36	4.32%	72.6	0.55	1.98%	39.7
Due from banks	2.84	1.39%	19.8	2.63	4.82%	63.4	(0.21)	3.43%	43.5
Foreign currency deposit converted into JPY	3.45	0.07%	1.3	3.90	0.07%	1.3	0.44	(0.00%)	0.0
Interest-bearing liabilities	16.84	1.57%	(132.9)	17.93	5.36%	(481.0)	1.08	3.79%	(348.0)
Deposits	6.77	1.23%	(42.0)	6.90	4.34%	(150.1)	0.13	3.11%	(108.0)
Negotiable certificates of deposit (NCD)	5.01	1.44%	(36.2)	5.50	4.90%	(135.0)	0.49	3.46%	(98.7)
Call money	0.19	1.47%	(1.4)	0.21	4.38%	(4.7)	0.02	2.91%	(3.3)
Borrowed money	0.59	1.04%	(3.1)	0.71	3.77%	(13.5)	0.12	2.73%	(10.4)
Bonds payable	1.01	1.44%	(7.3)	1.47	2.97%	(21.9)	0.45	1.53%	(14.5)
Foreign currency deposit converted from JPY	-	-	-	-	-	-	-	-	-
Expenses on swaps	---	---	(16.7)	---	---	(72.2)	---	---	(55.5)
Gross margin / net interest income	---	0.17%	12.5	---	(1.35%)	(120.6)	---	(1.52%)	(133.1)
Loan-deposit margin / income	---	1.21%	43.0	---	1.09%	56.8	---	(0.12%)	13.8
<Domestic business / International business combined>									
Interest-earning assets	59.57	0.87%	262.3	62.15	1.60%	499.1	2.57	0.73%	236.7
Loans and bills discounted	31.56	1.03%	164.4	32.49	1.76%	286.6	0.92	0.73%	122.1
Interest-bearing liabilities	59.09	0.54%	(162.1)	61.39	1.66%	(510.2)	2.30	1.12%	(348.0)
Deposits	34.22	0.29%	(50.1)	36.02	0.87%	(158.0)	1.79	0.58%	(107.8)
Gross margin / net interest income	---	0.33%	100.1	---	(0.06%)	(11.1)	---	(0.39%)	(111.3)
Loan-deposit margin / income	---	0.74%	114.3	---	0.89%	128.5	---	0.15%	14.2

# 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 Sep. 23	
	1HFY23	Change from 1HFY22	1HFY23	Change from 1HFY22	Amortization Amount	Outstanding balance
(Yen bn)						
Consolidation difference	14.1	(27.9)	(4.8)	(26.4)	(5.3)	30.9
Effect of purchase accounting method	-	-	0.3	1.6	---	---
Contribution (before consolidation adjustments) (*1)	56.1	(0.6)	42.6	0.0	(5.3)	30.9
Sumitomo Mitsui Trust Asset Management	3.3	(1.5)	2.3	(1.0)	-	-
Nikko Asset Management (Consolidated)	6.1	(2.1)	8.0	(0.9)	(*2) (2.1)	(*2) 14.0
Custody Bank of Japan, Ltd.	1.3	0.1	0.0	(0.0)	-	-
Sumitomo Mitsui Trust Bank (U.S.A.)	4.9	3.6	3.9	2.8	-	-
Sumitomo Mitsui Trust Bank (Luxembourg)	0.3	0.1	0.3	0.1	-	-
Tokyo Securities Transfer Agent	0.1	(0.0)	0.0	(0.0)	-	-
Japan Securities Agents	0.1	0.0	0.0	(0.0)	-	-
Sumitomo Mitsui Trust TA Solution	0.2	(0.0)	0.1	(0.0)	-	-
Japan Stockholders Data Service	0.0	0.0	0.0	0.0	-	-
Sumitomo Mitsui Trust Realty	3.7	0.6	2.6	0.3	-	-
Sumitomo Mitsui Trust Real Estate Investment Management	0.1	0.0	0.0	0.0	-	-
Sumitomo Mitsui Trust Panasonic Finance (Consolidated)	4.6	(0.0)	2.4	(0.7)	-	-
Sumitomo Mitsui Trust Loan & Finance	5.7	0.3	4.0	0.2	(1.6)	5.4
Marubeni SuMIT Rail Transport Inc. (Consolidated)	1.1	0.1	0.8	0.1	-	-
Zijin Trust	1.3	0.0	0.9	0.0	-	-
SBI Sumishin Net Bank (Consolidated)	5.6	(1.6)	4.1	(0.5)	-	-
Sumitomo Mitsui Trust Guarantee (Consolidated)	5.6	(0.2)	3.9	(0.4)	-	-
Sumitomo Mitsui Trust Card	0.6	0.5	0.2	0.2	-	-
Sumitomo Mitsui Trust Club	0.9	(1.2)	0.3	(0.9)	-	-
UBS SuMi TRUST Wealth Management	1.9	(0.2)	1.5	(0.0)	(*2) (0.5)	(*2) 11.4

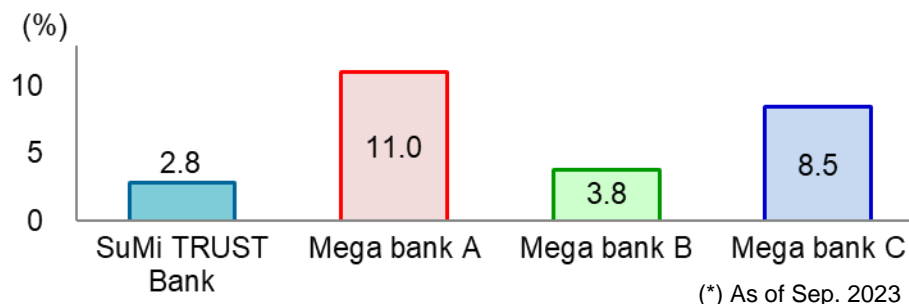
(\*1) Figures on the table above are contribution of group companies, which are substantive amount excluding consolidation adjustment that do not relate directly to the group companies' business results.

(\*2) Including ¥0.6bn of amortization amount and ¥12.7bn of outstanding balance from affiliated companies

# Consolidated balance sheets

(Yen bn)	Mar. 23	Sep. 23	Change
Cash and due from banks	21,602.4	22,257.0	654.5
Call loans and bills bought	24.0	20.0	(4.0)
Receivables under securities borrowing transactions	436.0	472.8	36.7
Monetary claims bought	970.0	912.1	(57.9)
Trading assets	1,514.6	2,209.9	695.3
Securities	6,933.0	8,190.2	1,257.1
Loans and bills discounted	31,810.9	32,722.6	911.6
Lease receivables and investment assets	688.9	693.7	4.8
Other assets	4,013.1	4,557.4	544.3
Tangible fixed assets	222.5	221.5	(1.0)
Intangible fixed assets	130.9	138.9	7.9
Assets for retirement benefits	232.6	240.8	8.2
Deferred Tax Assets	10.7	7.8	(2.8)
Customers' liabilities for acceptances and guarantees	562.5	607.7	45.2
Allowance for loan losses	(129.9)	(107.9)	22.0
Total assets	69,022.7	73,145.1	4,122.4

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



(Yen bn)	Mar. 23	Sep. 23	Change
Deposits	35,387.2	38,156.3	2,769.1
Negotiable certificates of deposit	7,461.0	7,346.1	(114.8)
Call money and bills sold	1,912.8	87.4	(1,825.3)
Payables under repurchase agreements	1,030.7	1,378.2	347.4
Trading liabilities	1,472.6	2,089.8	617.1
Borrowed money	6,039.5	6,628.8	589.3
Short-term bonds payable	2,332.3	3,103.4	771.0
Bonds payable	2,501.7	2,650.5	148.8
Borrowed money from trust account	4,332.4	4,794.8	462.3
Other liabilities	3,101.3	3,199.6	98.2
Deferred tax liabilities	65.5	127.0	61.4
Acceptances and guarantees	562.5	607.7	45.2
Total liabilities	66,200.1	70,170.1	3,970.0
Capital stock	261.6	261.6	-
Capital surplus	546.1	526.3	(19.8)
Retained earnings	1,803.0	1,807.0	4.0
Treasury stock	(22.9)	(3.6)	19.2
Total shareholders' equity	2,587.8	2,591.3	3.4
Valuation difference on available-for-sale securities	258.2	350.8	92.6
Deferred gains or losses on hedges	(48.4)	(7.3)	41.1
Adjustments for Retirement Benefits	(23.1)	(21.5)	1.6
Others	17.6	30.8	13.2
Total accumulated other comprehensive income	204.2	352.9	148.7
Share acquisition rights	0.9	0.8	(0.0)
Minority interests	29.5	29.7	0.2
Total net assets	2,822.5	2,974.9	152.3
Total liabilities and net assets	69,022.7	73,145.1	4,122.4



# Maturity ladder (loans, securities)

## <Loans (Non-consolidated)>

(Yen bn)	Sep. 23					Change from Mar. 23				
	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	5,846.5	11,149.8	13,210.0	2,612.9	32,819.4	361.7	151.0	332.1	27.1	872.0
Variable rate	---	7,451.3	10,362.0	2,612.9	20,426.3	---	184.0	444.6	27.1	655.9
Fixed rate	---	3,698.5	2,847.9	0.0	6,546.5	---	(33.0)	(112.5)	0.0	(145.5)

(\*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)	Sep. 23					Change from Mar. 23				
	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	582.7	1,825.1	336.2	-	2,744.1	174.4	249.7	10.1	-	434.3
Government bonds	481.0	1,361.6	121.3	-	1,964.1	130.1	274.0	10.6	-	414.8
Local government bonds	3.3	17.4	19.9	-	40.7	1.6	0.1	0.8	-	2.6
Corporate bonds	98.3	446.1	194.8	-	739.3	42.6	(24.4)	(1.3)	-	16.8
Japanese stocks	---	---	---	1,179.3	1,179.3	---	---	---	109.2	109.2
Other securities	538.7	984.7	1,719.0	195.0	3,437.6	(86.8)	308.2	363.9	24.1	609.5
Foreign bonds	437.5	633.9	1,539.6	-	2,611.1	(112.0)	347.7	477.8	-	713.5
Foreign stocks	-	-	-	1.6	1.6	-	-	-	0.0	0.0

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

# Maturity ladder (time deposits, interest rate swaps)

## <Time deposits (Non-consolidated)>

(Yen bn)	Sep. 23					Change from Mar. 23				
	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	17,970.0	3,925.7	1,612.1	2,196.3	25,704.3	2,282.8	(14.3)	52.0	160.8	2,481.4
Variable rate	---	130.1	119.2	238.1	487.5	---	(13.1)	(2.2)	0.9	(14.4)
Fixed rate	---	3,795.6	1,492.8	1,958.2	7,246.7	---	(1.1)	54.3	159.8	213.0

(\*) 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)	Sep. 23				Change from Mar. 23			
	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	3,877.3	8,847.6	168.3	12,893.3	1,455.3	893.6	9.0	2,358.0
Flt Rcv-Fix Pay	482.4	2,128.2	1,626.4	4,237.2	(186.6)	14.5	137.4	(34.6)

# Deferred tax assets

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

	Non-consolidated			Consolidated		
	Mar. 23	Sep. 23	Change	Mar. 23	Sep. 23	Change
(Yen bn)						
Deferred tax assets	99.7	81.1	(18.6)	137.4	116.2	(21.2)
Devaluation of securities	35.2	35.3	0.0	17.1	16.9	(0.2)
Allowance for loan losses (including written-off of loans)	22.5	19.4	(3.0)	34.5	31.5	(3.0)
Deferred gains/ losses on hedges	24.6	8.7	(15.8)	21.3	3.6	(17.7)
Liabilities for retirement benefits	---	---	---	10.2	9.5	(0.7)
Valuation difference due to share exchange	---	---	---	4.5	4.5	(0.0)
Others	40.7	41.3	0.5	69.5	70.1	0.6
Valuation allowance	(23.5)	(23.8)	(0.3)	(19.9)	(20.0)	(0.0)
Deferred tax liabilities	176.6	219.5	42.8	192.3	235.3	43.0
Amount related retirement benefits	51.8	53.7	1.9	51.8	53.9	2.0
Valuation difference on available-for-sale securities	120.2	161.7	41.5	122.8	165.2	42.3
Valuation difference due to share exchange	---	---	---	5.7	5.6	(0.0)
Others	4.5	3.9	(0.5)	11.8	10.6	(1.2)

<(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	111.5
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)		
	1HFY22	1HFY23	Change	1HFY22	1HFY23	Change	1HFY22	1HFY23	Change
Retail Business	65.8	69.2	3.3	10.1	10.6	0.5	21.6	20.9	(0.6)
Corporate Business	74.2	83.1	8.8	53.0	58.5	5.5	67.5	73.5	6.0
Gross business profit	80.4	91.2	10.8	---	---	---	---	---	---
Fees paid for outsourcing (*1)	(6.2)	(8.1)	(1.9)	---	---	---	---	---	---
Investor Services Business	39.4	37.8	(1.5)	23.3	19.6	(3.7)	29.5	29.9	0.4
Gross business profit	58.7	57.7	(0.9)	---	---	---	---	---	---
Fees paid for outsourcing (*2)	(19.3)	(19.9)	(0.6)	---	---	---	---	---	---
Real Estate Business	18.2	14.4	(3.7)	13.2	8.9	(4.3)	16.8	13.1	(3.6)
Global Markets Business	40.9	43.6	2.7	33.7	34.7	1.0	33.7	34.7	1.0
Asset Management Business (*3)	---	---	---	---	---	---	13.2	9.7	(3.5)
Others (*4)	16.2	45.9	29.7	(7.3)	19.6	27.0	(14.2)	(15.7)	(1.4)
Total	254.9	294.3	39.3	126.1	152.1	26.0	168.2	166.3	(1.9)

(\*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).

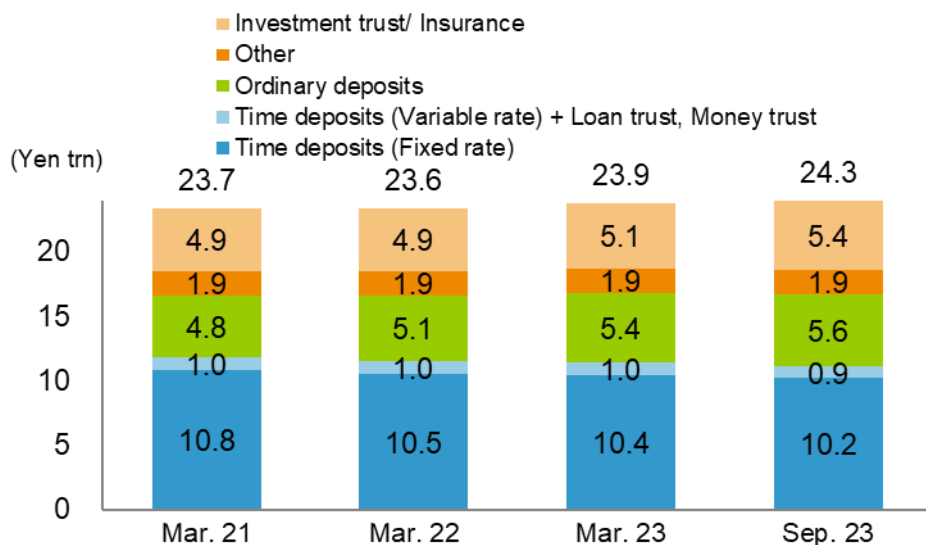
(\*4) Figures for "Others" include costs of capital funding, dividends of shares for cross-shareholdings, general and administrative expenses of headquarters, etc.

# Retail Business / Corporate Business

## Retail Business / Gross business profit

(Yen bn)	1HFY22	1HFY23	Change
Business profit	52.4	56.0	3.5
Net interest income, etc.	35.2	38.7	3.4
Loans to individuals	36.9	35.7	(1.1)
Deposits	(2.3)	2.5	4.9
Others	0.7	0.4	(0.3)
Net fees and commissions	17.2	17.3	0.1
Investment trust / Insurance	20.6	20.5	(0.1)
Others	(3.4)	(3.1)	0.2
Adjustments among businesses	13.4	13.1	(0.2)
Gross business profit	65.8	69.2	3.3

## Total depositary assets from individuals

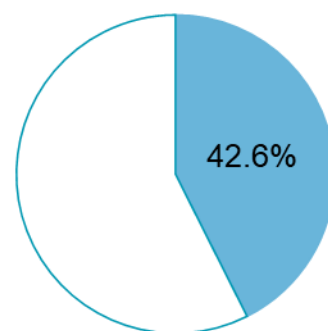


## Corporate Business / Gross business profit

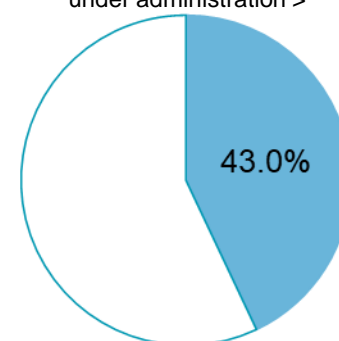
(Yen bn)	1HFY22	1HFY23	Change
Business profit	89.4	98.6	9.2
Net interest income, etc.	62.3	63.0	0.7
Net interest income	68.8	76.9	8.1
Deposits	1.0	1.6	0.6
Others	(7.4)	(15.6)	(8.1)
Net fees and commissions	27.1	35.6	8.5
Real estate NRL	2.0	2.5	0.5
Syndicated loans	9.7	17.7	7.9
Securitization	12.7	12.3	(0.3)
Adjustments among businesses	(15.2)	(15.5)	(0.3)
Gross business profit	74.2	83.1	8.8

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

< Number of listed corporate clients >

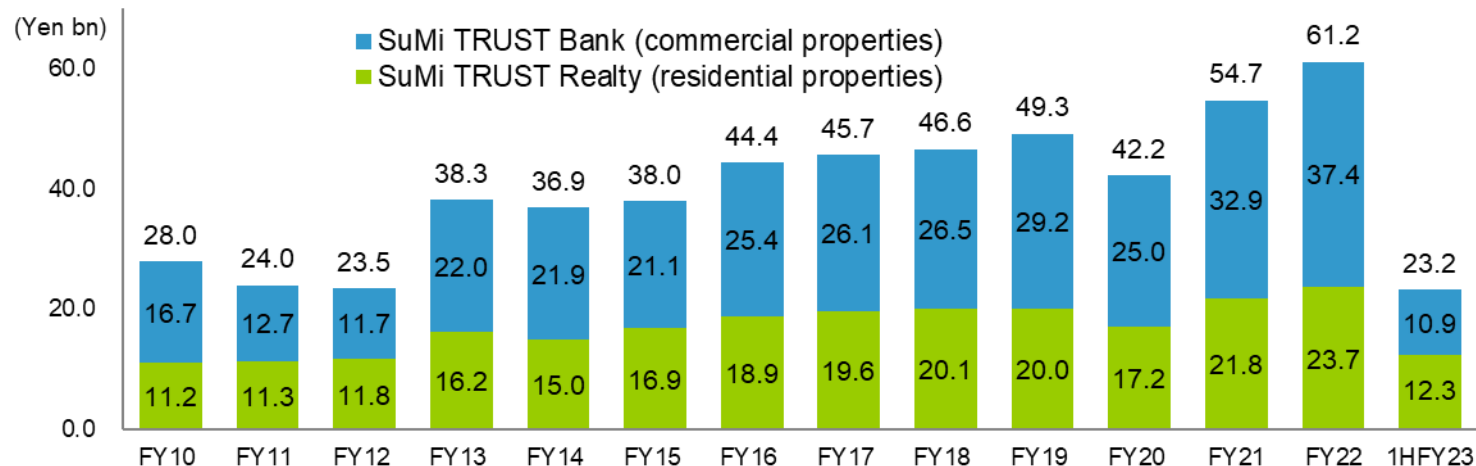


< Number of shareholders under administration >

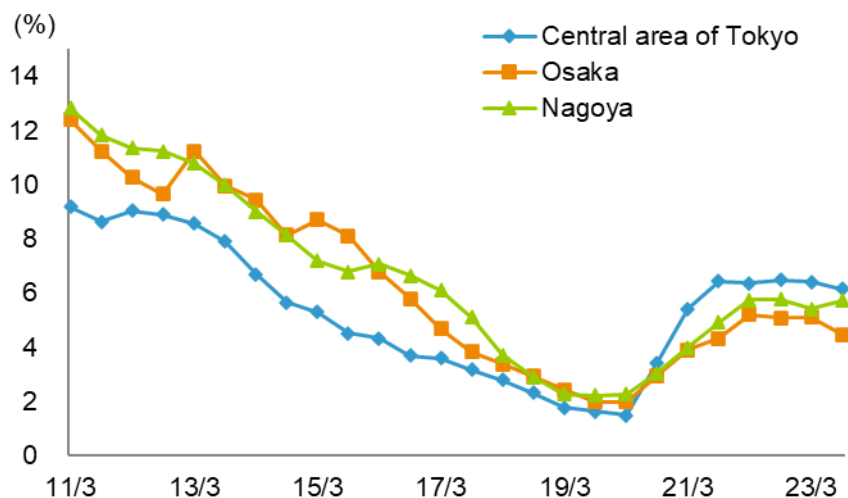


(\*) Combined total of SuMi TRUST Bank, Tokyo Securities Transfer Agent, and Japan Securities Agents

## Real estate brokerage fees

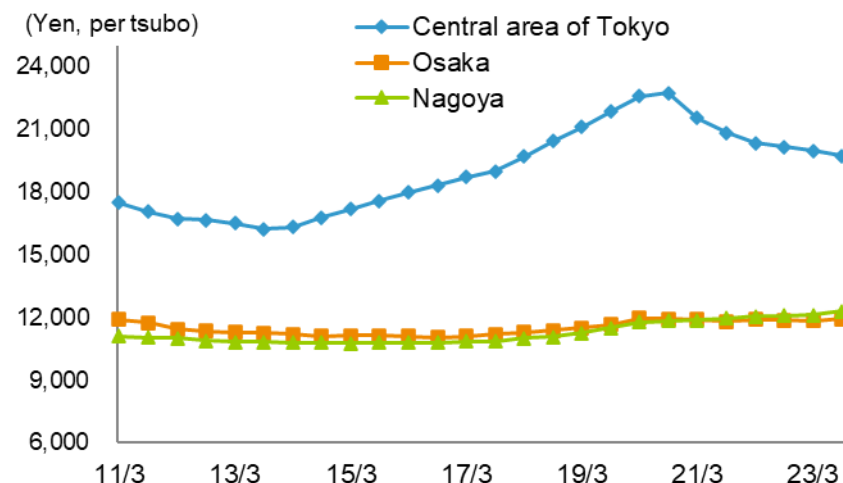


## Average Vacancy Rates (Office market)



[Source] Miki Shoji

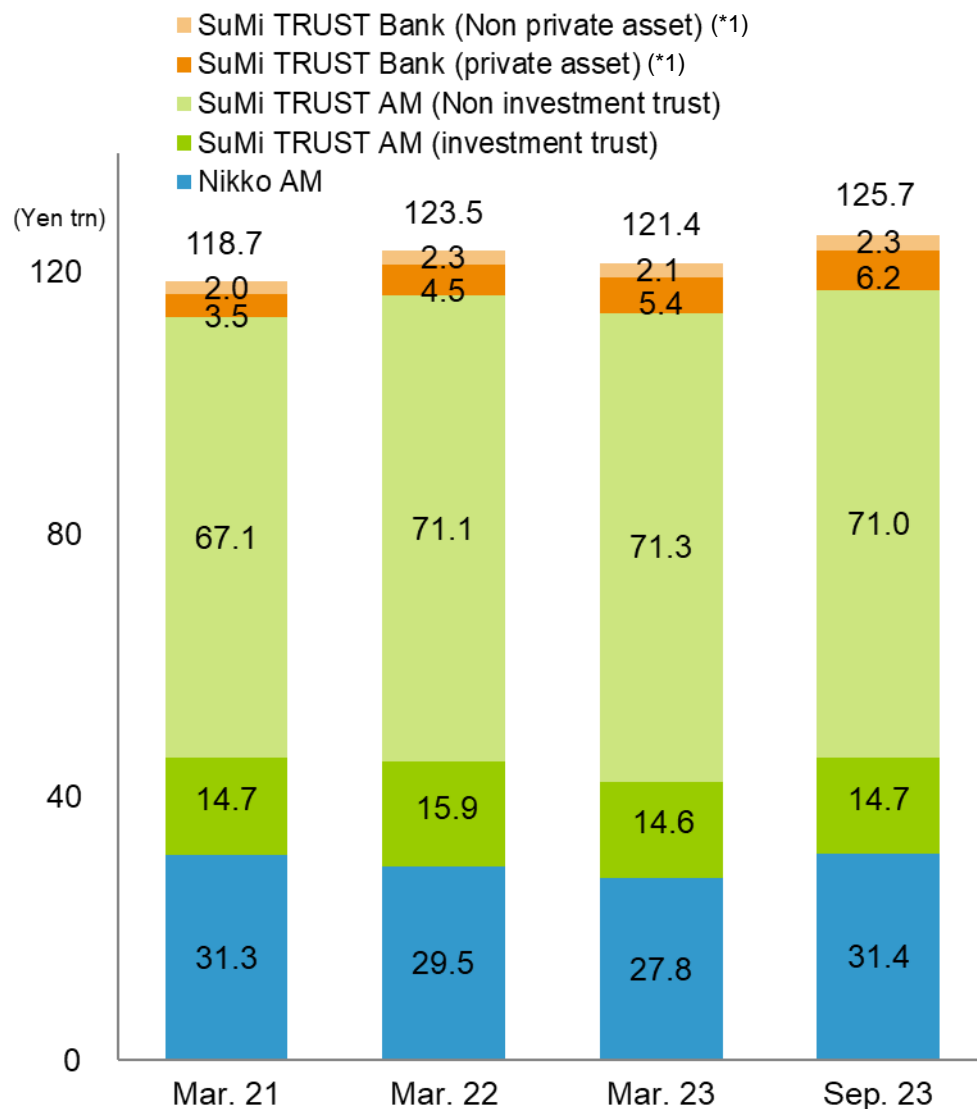
## Average Rent (Office market)



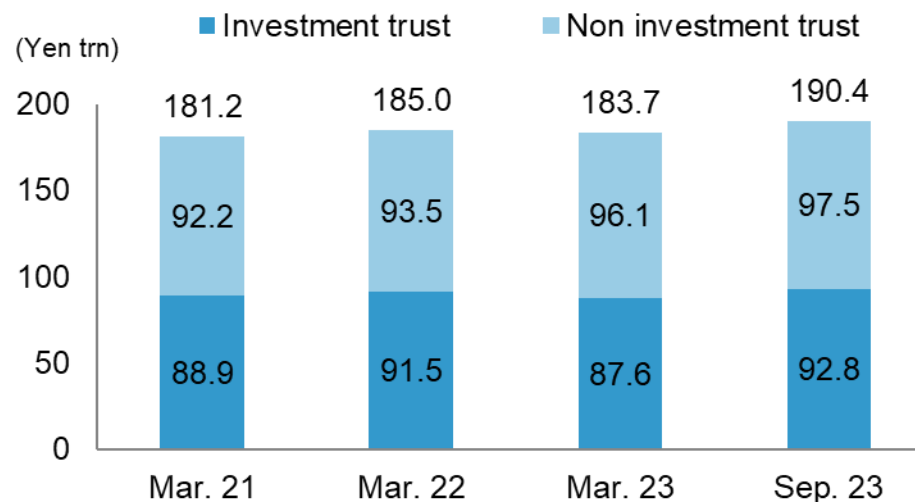
[Source] Miki Shoji

# Investor Services Business / Asset Management Business

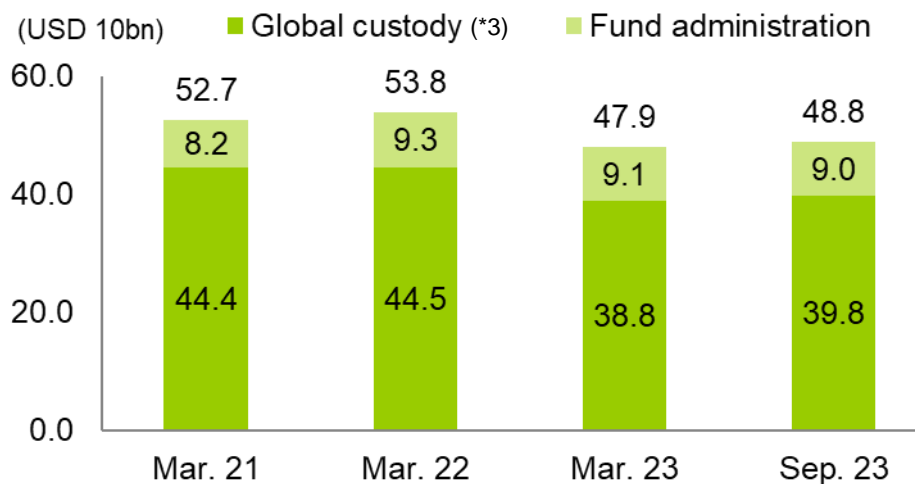
Assets under management (AUM)



Assets under custody/administration (AUC) (Domestic)(\*2)



Assets under custody/administration (AUC) (Overseas)



(\*1) Not include duplicate amount from re-entrustment to SuMi TRUST AM and Nikko AM (\*2) Entrusted balance of SuMi TRUST Bank

(\*3) Combined figures of SuMi TRUST Bank, SuMi TRUST Bank (U.S.A.) and SuMi TRUST Bank (Luxemburg)



# Global markets

## Gross business profit

(Yen bn)	1HFY22	1HFY23	Change
Financial operations	-	-	-
Investment operations	(0.8)	14.7	15.5
Marketing functions	41.7	28.9	(12.8)
Total	40.9	43.6	2.7

### <Financial operations>

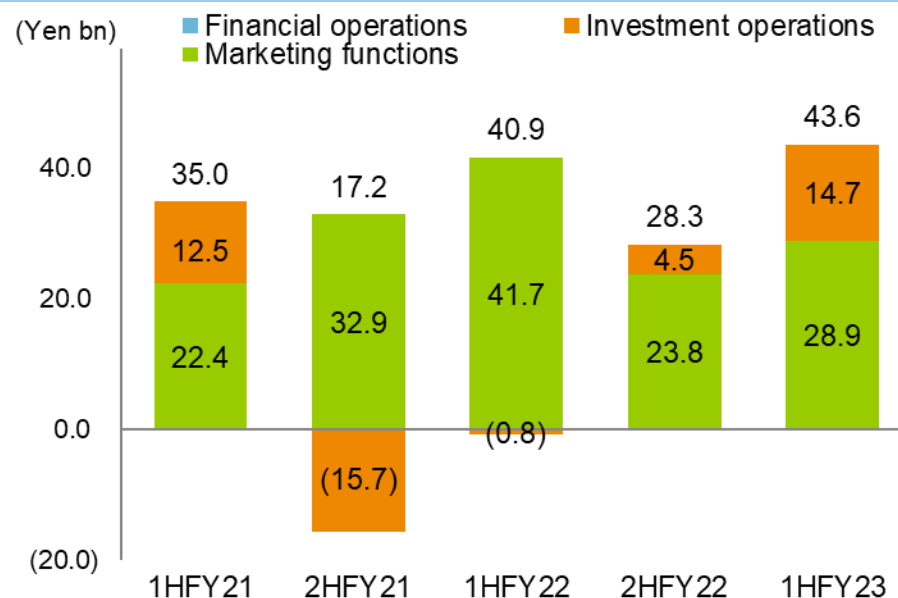
Financial operations managing potential market risks(Interest rate, Equity, etc.) involved in the overall balance sheet

### <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)	
	Sep. 23	Change from Mar. 23	Sep. 23	Change from Mar. 23	Sep. 23	Change from Mar. 23	Sep. 23	Change from Mar. 23
JPY	2,191.0	440.3	(2.8)	(10.5)	6.3	1.0	2.9	(0.1)
Others(*3)	1,273.1	517.8	(76.1)	(54.6)	3.6	2.6	3.0	1.6
USD	1,200.8	479.2	(71.7)	(53.1)	3.2	2.4	2.7	1.6
EUR, etc.	72.2	38.6	(4.3)	(1.5)	0.4	0.2	6.6	(0.5)

(\*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

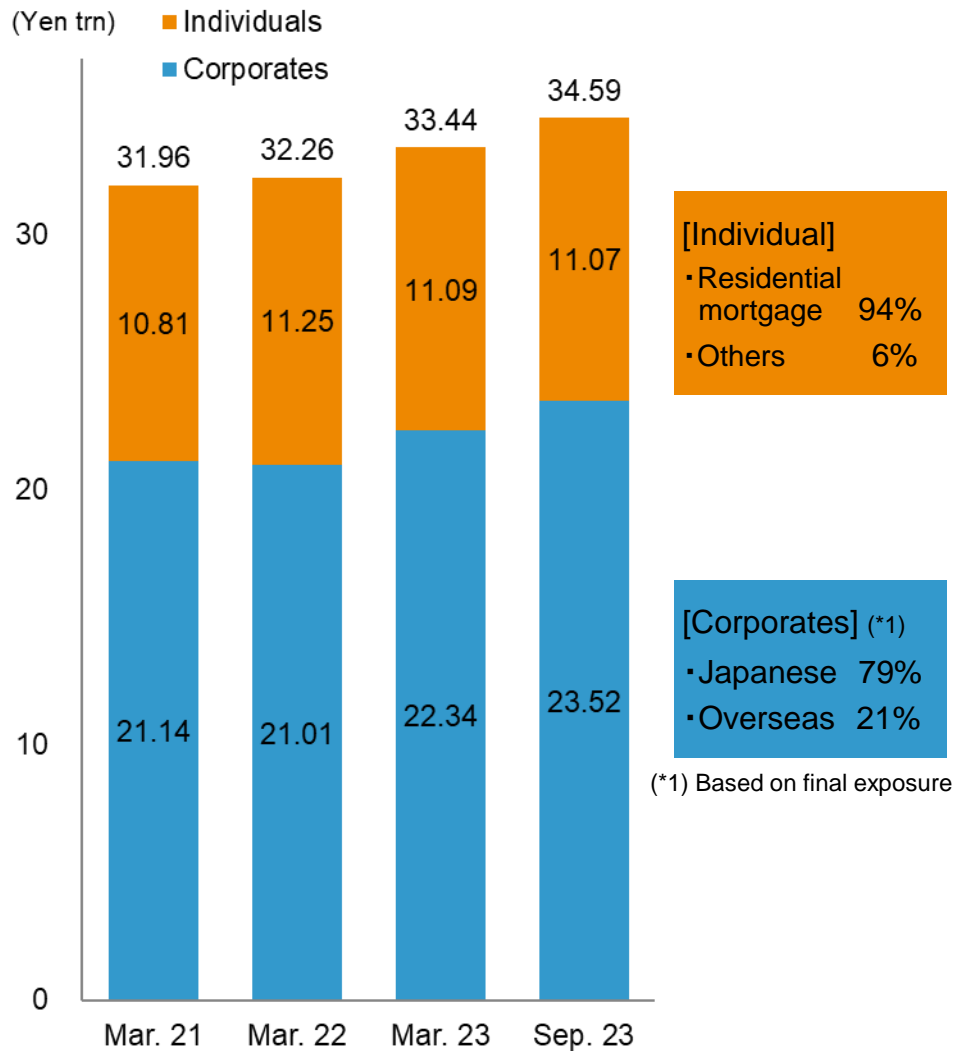
## Loans by industry (Non-consolidated)

	Mar. 23		Sep. 23		Change	
	Balance	Proportion	Balance	Proportion	Balance	Proportion
(Yen bn)						
Domestic Branches (excluding offshore accounts)	26,925.1	84.3%	27,018.4	82.3%	93.3	(2.0%)
Manufacturing	2,907.9	9.1%	2,987.6	9.1%	79.7	0.0%
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	77.7	0.2%	54.1	0.2%	(23.5)	(0.0%)
Construction	232.3	0.7%	232.4	0.7%	0.0	(0.0%)
Electricity, gas, heat supply and water	1,438.4	4.5%	1,431.4	4.4%	(6.9)	(0.1%)
Information and communications	252.1	0.8%	263.9	0.8%	11.8	0.0%
Transport and postal activities	1,119.8	3.5%	1,120.3	3.4%	0.5	(0.1%)
Wholesale and retail trade	1,296.0	4.1%	1,255.9	3.8%	(40.0)	(0.3%)
Finance and insurance	2,392.1	7.5%	2,502.6	7.6%	110.5	0.1%
Real estate	3,456.6	10.8%	3,495.3	10.6%	38.7	(0.2%)
Goods rental and leasing	1,310.3	4.1%	1,347.0	4.1%	36.6	0.0%
Others	12,441.4	38.9%	12,327.3	37.6%	(114.1)	(1.3%)
Residential mortgage	10,461.5	32.7%	10,434.0	31.8%	(27.4)	(0.9%)
Overseas branches and offshore accounts	5,032.6	15.7%	5,810.4	17.7%	777.8	2.0%
Total	31,957.8	100.0%	32,828.9	100.0%	871.1	---

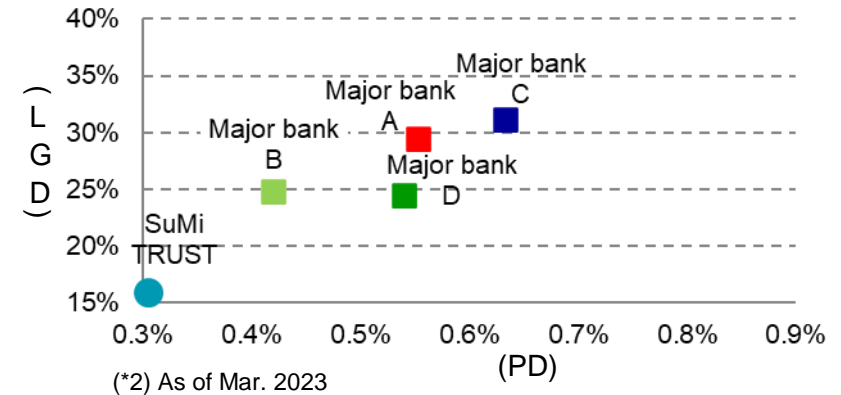
(\*) The above table is made based on the categorization of "Survey on loans by industry" of Bank of Japan.

# Credit portfolio (Non-consolidated)

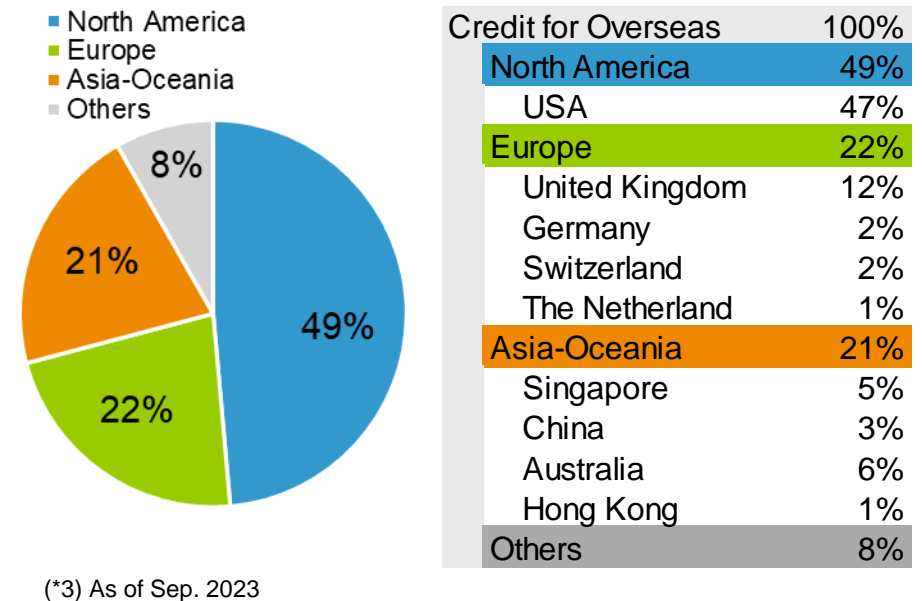
## Credit portfolio



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

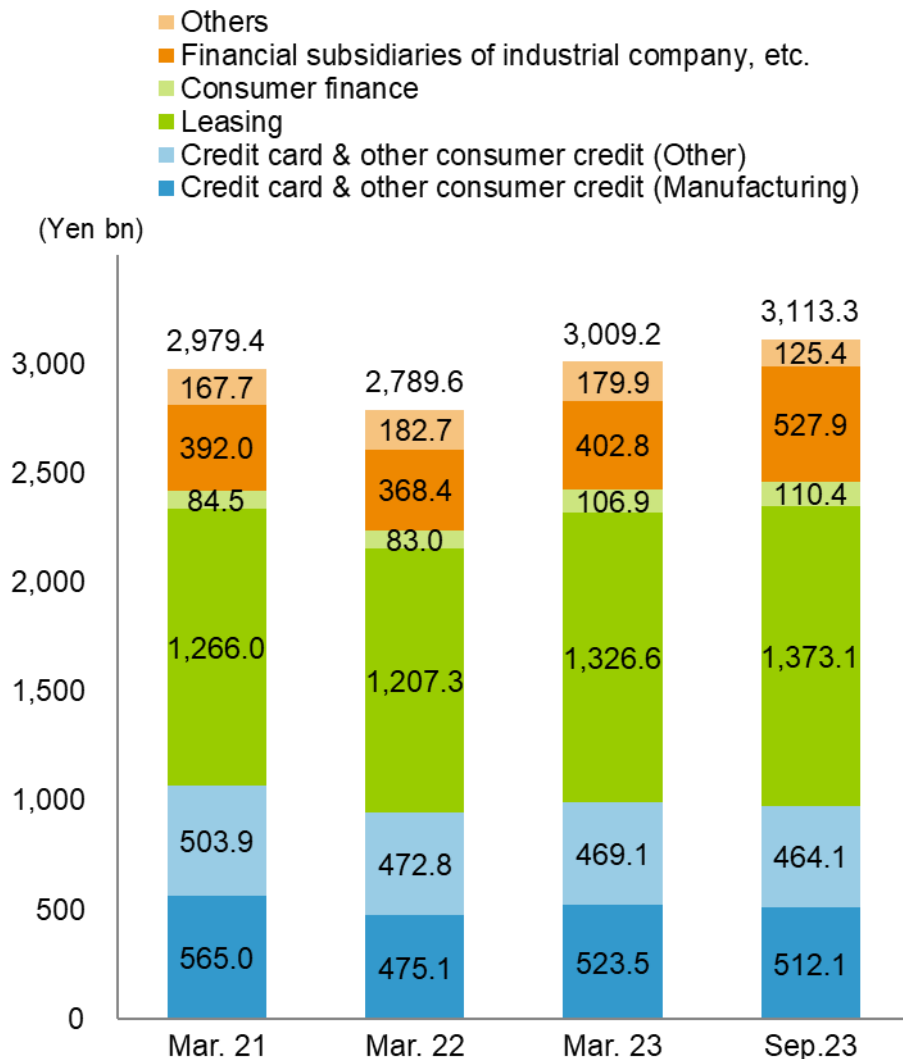


## Corporates: Composition of credit for overseas (\*3)

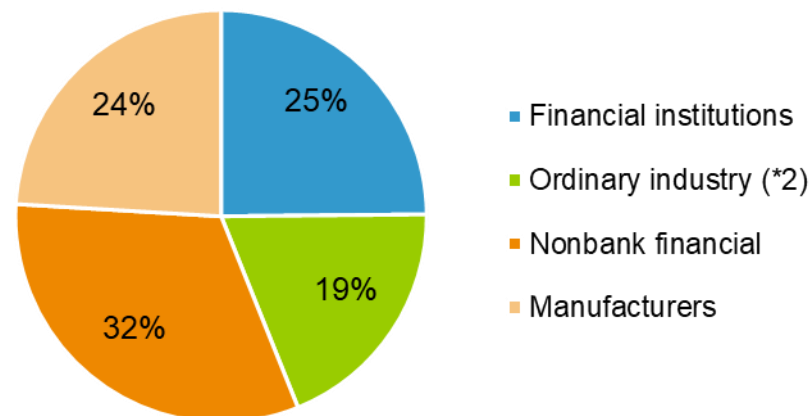


# Loans to nonbank financial industry (Non-consolidated)

Outstanding loans to nonbank financial industry



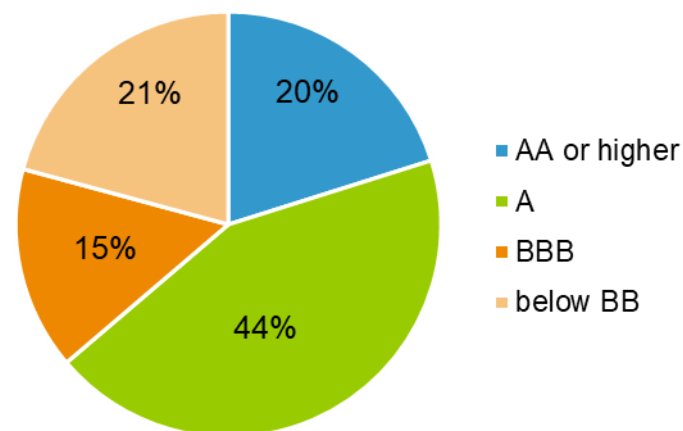
Characteristics of borrowers' parent company by industry (\*1)



(\*1) As of Sep. 2023

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

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



(\*3) As of Sep. 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)

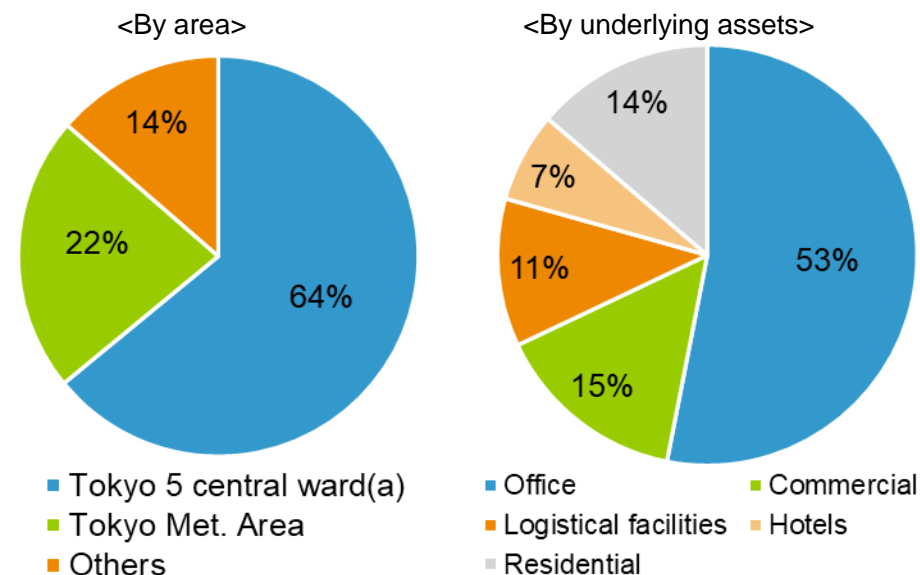
## Balance of real estate-related loans

(Yen bn)	Mar. 23	Sep. 23	Change
Real estate-related loans	3,282.2	3,278.9	(3.3)
Corporation	1,253.4	1,265.4	11.9
Real estate NRL (*1)	892.7	866.1	(26.6)
REIT(*2)	1,135.9	1,147.2	11.3

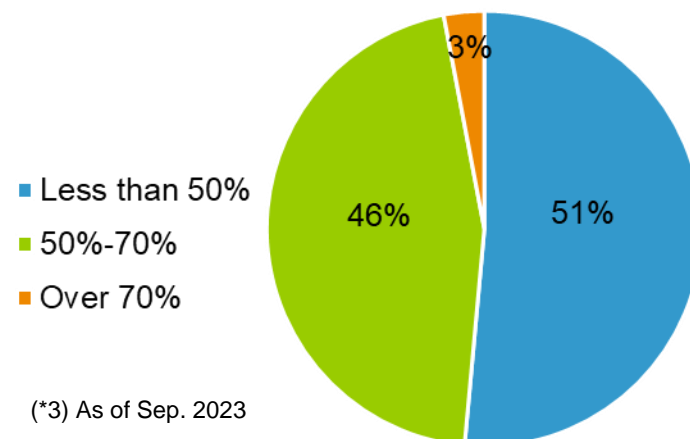
(\*1) Including bond-type.Excluding overseas real estate NRL.

(\*2) Excluding overseas REIT.

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



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



(\*3) As of Sep. 2023

# Non-performing loans

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

< Consolidated >

(Yen bn)	Mar. 23	Banking a/c	Trust a/c	Sep. 23	Banking a/c	Trust a/c	Change	Banking a/c	Trust a/c
Total	152.0	152.0	0.1	102.9	102.9	0.1	(49.1)	(49.1)	(0.0)
NPL ratio	0.5%	0.5%	0.7%	0.3%	0.3%	0.7%	(0.2%)	(0.2%)	(0.0%)
Bankrupt and practically bankrupt	11.4	11.4	-	11.3	11.3	-	(0.1)	(0.1)	-
Doubtful	97.3	97.2	0.1	49.3	49.2	0.1	(48.1)	(48.0)	(0.0)
Substandard	43.3	43.3	0.0	42.4	42.4	0.0	(1.0)	(1.0)	(0.0)
Loans past due 3 months or more	-	-	-	-	-	-	-	-	-
Restructured loans	43.3	43.3	0.0	42.4	42.4	0.0	(1.0)	(1.0)	(0.0)
Assets to borrowers requiring caution (excluding Substandard)	384.1	384.1	0.0	474.2	474.2	0.0	90.1	90.1	(0.0)
Assets to normal borrowers	32,944.4	32,934.0	10.4	33,880.5	33,871.0	9.5	936.1	937.0	(0.9)
Grand total	33,480.5	33,470.1	10.5	34,457.7	34,448.1	9.6	977.1	978.0	(0.9)

< Non-consolidated >

(Yen bn)	Mar. 23	Banking a/c	Trust a/c	Sep. 23	Banking a/c	Trust a/c	Change	Banking a/c	Trust a/c
Total	134.2	134.1	0.1	84.3	84.2	0.1	(50.0)	(50.0)	(0.0)
NPL ratio	0.4%	0.4%	0.7%	0.3%	0.3%	0.7%	(0.1%)	(0.1%)	(0.0%)
Bankrupt and practically bankrupt	8.5	8.5	-	9.0	9.0	-	0.5	0.5	-
Doubtful	86.2	86.1	0.1	36.1	36.0	0.1	(50.1)	(50.1)	(0.0)
Substandard	39.5	39.5	0.0	39.2	39.2	0.0	(0.3)	(0.3)	(0.0)
Loans past due 3 months or more	-	-	-	-	-	-	-	-	-
Restructured loans	39.5	39.5	0.0	39.2	39.2	0.0	(0.3)	(0.3)	(0.0)
Assets to borrowers requiring caution (excluding Substandard)	296.4	296.4	0.0	393.0	393.0	0.0	96.6	96.6	(0.0)
Assets to normal borrowers	32,092.1	32,081.7	10.4	32,977.7	32,968.2	9.5	885.6	886.5	(0.9)
Grand total	32,522.7	32,512.2	10.5	33,454.9	33,445.4	9.6	932.2	933.1	(0.9)



# 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. 23 Balance	Sep. 23 Balance	Change	Collateral/Allowance	Coverage ratio (*1)	Allowance ratio (*2)
Total	134.2	84.3	(50.0)		65.2%	37.4%
NPL ratio	0.4%	0.3%	(0.1%)			
Bankrupt and practically bankrupt	8.5	9.0	0.5	Total 9.0 Collateral value 5.6 Specific allowance for loan losses 3.4	100.0%	100.0%
Doubtful	86.2	36.1	(50.1)	Total 30.0 Collateral value 18.1 Specific allowance for loan losses 11.9	83.4%	66.5%
Substandard	39.5	39.2	(0.3)	Total 15.8 Collateral value 13.6 General allowance for loan losses 2.2	40.5%	8.7%
Assets to other special mention debtors	296.4	393.0	96.6	(*1) (Collateral value after considering haircuts + allowance for loan losses) / Loan balance		
Ordinary assets	32,092.1	32,977.7	885.6	(*2) Allowance for loan losses / (Loan balance - collateral value after considering haircuts)		
Grand total	32,522.7	33,454.9	932.2			

< Migration analysis (Non-consolidated) >

(Yen bn)	Mar. 23 Balance	Sep. 23 Balance	Change	Downgrade (+)	Downgrade (-)	Upgrade (+)	Upgrade (-)	Repayment, etc.
Bankrupt and practically bankrupt	8.5	9.0	0.5	1.3			(0.6)	(0.2)
Doubtful	86.2	36.1	(50.1)	10.1	(0.2)	0.2	(14.2)	(46.0)
Assets to substandard debtors	41.2	45.3	4.1	8.0	(0.2)	3.7	(0.9)	(6.5)
Assets to other special mention debtors	294.7	386.8	92.1	140.1	(11.9)	11.1	(16.4)	(30.7)
Total	430.6	477.2	46.6					

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

<Non-consolidated>		Mar. 23			Sep. 23			Change		
	(Yen bn)	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c
Domestic Branches (excluding offshore accounts)		109.9	109.9	0.1	69.2	69.2	0.1	(40.7)	(40.7)	(0.0)
Manufacturing		63.4	63.4	-	19.8	19.8	-	(43.6)	(43.6)	-
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering		0.1	0.1	-	0.1	0.1	-	-	-	-
Construction		-	-	-	-	-	-	-	-	-
Electricity, gas, heat supply and water		0.0	0.0	-	-	-	-	(0.0)	(0.0)	-
Information and communications		0.0	0.0	-	-	-	-	(0.0)	(0.0)	-
Transport and postal activities		0.1	0.1	-	0.1	0.1	-	-	-	-
Wholesale and retail trade		1.4	1.4	-	5.6	5.6	-	4.2	4.2	-
Finance and insurance		0.3	0.3	-	0.4	0.4	-	0.0	0.0	-
Real estate		6.2	6.2	0.1	5.1	5.0	0.1	(1.1)	(1.1)	(0.0)
Goods rental and leasing		-	-	-	-	-	-	-	-	-
Others		38.4	38.4	0.0	38.2	38.2	0.0	(0.2)	(0.2)	(0.0)
Overseas branches and offshore accounts		24.3	24.3	-	15.0	15.0	-	(9.2)	(9.2)	-
Total		134.2	134.1	0.1	84.3	84.2	0.1	(50.0)	(50.0)	(0.0)

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

# Status of capital

# Credit risk-weighted assets

(Yen bn)	Sep. 23				Change from Mar. 23			
	EAD	RW	RWA	EL	EAD	RW	RWA	EL
Internal Ratings-Based	75,030.9	26.7%	20,058.9	136.1	3,447.0	(0.1%)	828.1	(1.4)
Corporate, etc.	53,290.1	20.1%	10,736.7	95.6	3,268.0	(0.3%)	487.6	(2.6)
Corporation	24,903.9	40.6%	10,114.2	94.8	1,352.5	(0.4%)	433.1	(2.7)
Sovereign	26,626.8	0.7%	191.3	0.2	1,732.7	0.0%	26.9	0.0
Financial institution	1,759.3	24.5%	431.1	0.5	182.7	(1.0%)	27.6	0.0
Retail	11,902.5	10.5%	1,254.0	28.9	(3.6)	0.1%	13.6	0.4
Residential mortgage	10,465.1	7.2%	760.4	9.4	(28.4)	0.0%	5.2	(0.1)
Qualifying revolving retail exposure	384.5	24.1%	92.9	7.1	6.1	(0.2%)	0.7	0.1
Other retail exposure	1,052.7	38.0%	400.6	12.3	18.6	0.0%	7.6	0.4
Equity	974.2	160.5%	1,564.3	---	154.0	(3.1%)	221.7	---
Fund	1,367.2	261.7%	3,578.4	3.7	2.8	1.6%	29.7	0.5
Securitization	1,864.8	19.9%	371.3	-	326.0	(0.9%)	50.4	-
Purchased receivables	846.8	65.9%	558.1	5.4	(67.1)	1.2%	(32.4)	0.0
CVA	1,540.1	44.8%	691.2	---	550.5	(20.2%)	46.7	---
Others	3,244.8	40.2%	1,304.6	2.4	(783.7)	8.0%	10.4	0.1
Phased roll out	458.3	93.1%	427.1	---	(6.7)	(0.6%)	(9.4)	---
Exemption	1,893.7	48.9%	926.4	---	348.8	0.7%	181.8	---
Total credit risk	77,383.0	27.6%	21,412.5	136.1	3,789.1	-	1,000.6	(1.4)

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

Risk-weight = Risk asset / Exposure

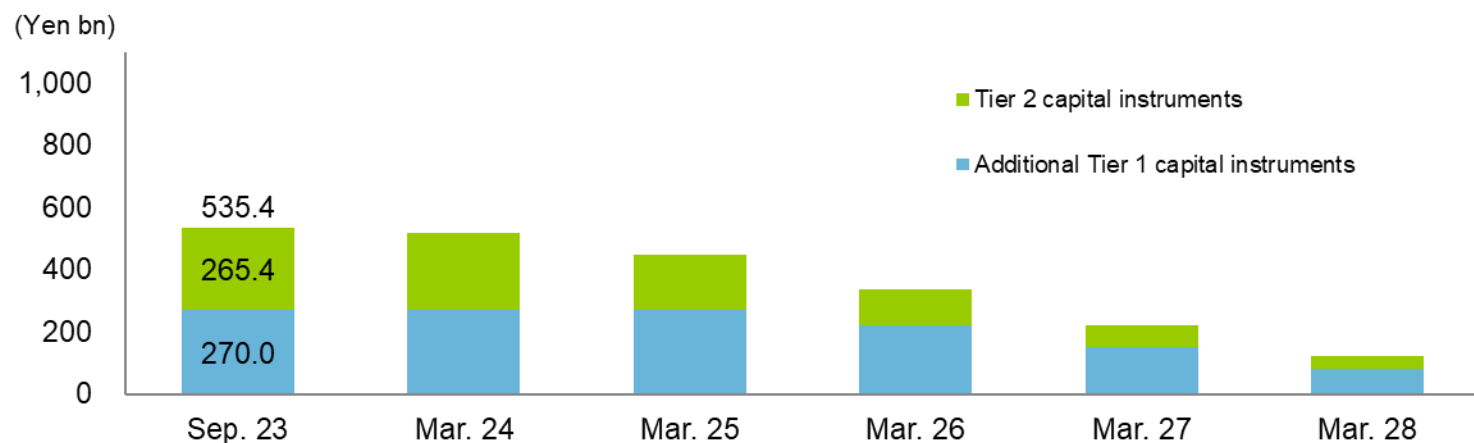
## Capital Instruments: List of qualified additional Tier 1 instruments and estimated capital inclusion amount

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

< Amount of capital instrument to be counted as eligible/qualifying capital (\*2) > (as of Sep. 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)		
				1HFY22	1HFY23	Change
Sumitomo Mitsui Trust Bank, Limited	JPY 342.0 bn	Trust and banking	100 (-)	82.4	48.9	(33.5)
Sumitomo Mitsui Trust Asset Management Co., Ltd.	JPY 2.0 bn	Asset management	100 (-)	3.3	2.3	(1.0)
Nikko Asset Management Co., Ltd. (*2)	JPY 17.3 bn	Asset management	100 (0.99)	9.0	8.0	(0.9)
Sumitomo Mitsui Trust Research Institute Co., Ltd.	JPY 0.3 bn	Research and consulting, Asset management	100 (-)	0.1	0.1	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)	3.1	3.3	0.2
Sumitomo Mitsui Trust Guarantee Co., Ltd. (*2)	JPY 0.3 bn	Housing loan guaranty	100 (100)	4.3	3.9	(0.4)
Sumitomo Mitsui Trust Realty Co., Ltd.	JPY 0.3 bn	Residential brokerage	100 (100)	2.2	2.6	0.3
Sumitomo Mitsui Trust Real Estate Investment Management Co., Ltd.	JPY 0.3 bn	Asset management	100 (100)	0.0	0.0	0.0
Sumitomo Mitsui Trust Wealth Partners Co., Ltd.	JPY 0.15 bn	Consulting	100 (100)	0.0	0.1	0.0
Sumitomo Mitsui Trust Club Co., Ltd.	JPY 0.1 bn	Credit cards	100 (100)	1.3	0.3	(0.9)
Sumitomo Mitsui Trust Card Co., Ltd.	JPY 0.1 bn	Credit cards	100 (100)	(0.0)	0.2	0.2
Sumitomo Mitsui Trust Life Partners Co., Ltd.	JPY 0.1 bn	Property insurance/ life insurance agency	100 (100)	0.0	(0.0)	(0.1)
Sumitomo Mitsui Trust General Service Co., Ltd.	JPY 0.1 bn	Property management	100 (100)	0.3	0.3	(0.0)
Sumitomo Mitsui Trust Investment Co., Ltd.	JPY 0.1 bn	Venture capital	100 (100)	0.2	0.1	(0.1)
Tokyo Securities Transfer Agent Co., Ltd.	JPY 0.05 bn	Stock transfer agency	100 (100)	0.1	0.0	(0.0)
Japan Securities Agents, Ltd.	JPY 0.5 bn	Stock transfer agency	85.10 (85.10)	0.0	0.0	(0.0)
J-Eurus IR Co.,Ltd. (*2)	JPY 0.01 bn	Consulting	100 (100)	0.0	0.0	(0.0)
Sumitomo Mitsui Trust Panasonic Finance Co., Ltd. (*2)	JPY 25.5 bn	General leasing, Credit cards	84.89 (84.89)	3.7	2.9	(0.8)
Sumitomo Mitsui Trust Bank (Thai) Public Company Limited	THB 20.0 bn	Banking	100 (100)	0.8	1.1	0.2
Sumitomo Mitsui Trust (Ireland) (*2)	EUR 75.8 mill	Trust services	100 (100)	0.4	0.2	(0.2)
Sumitomo Mitsui Trust Bank (U.S.A.) Limited	USD 56.0 mill	Banking and trust services	100 (100)	1.0	3.9	2.8
Sumitomo Mitsui Trust (Hong Kong) Limited	USD 45.0 mill	Security	100 (100)	2.0	2.6	0.5
Sumitomo Mitsui Trust Bank (Luxembourg) S.A.	USD 30.0 mill	Banking, security, trust services	100 (100)	0.1	0.3	0.1
<Affiliates>						
UBS SuMi TRUST Wealth Management Co., Ltd.	JPY 5.1 bn	Security	49.00 (-)	3.2	3.1	(0.0)
Custody Bank of Japan, Ltd.	JPY 51.0 bn	Banking and trust services	33.33 (-)	0.4	0.2	(0.2)
SBI Sumishin Net Bank, Ltd. (*2)	JPY 31.0 bn	Banking	34.18 (34.18)	9.5	12.2	2.6
Cardif Assurance (*2)	JPY 20.6 bn	Life insurance, property insurance	20.00 (20.00)	3.2	3.2	(0.0)
Zijin Trust Co., Ltd.	CNY 3.27 bn	Trust services	20.00 (20.00)	4.5	4.8	0.3
Nanjing Zijin Financial Leasing Co., Ltd.	CNY 0.6 bn	Leasing	20.00 (20.00)	0.9	1.0	0.0
Marubeni SuMIT Rail Transport Inc. (*2)	USD 46.1 mill	Leasing, security	50.00 (50.00)	1.5	1.8	0.2

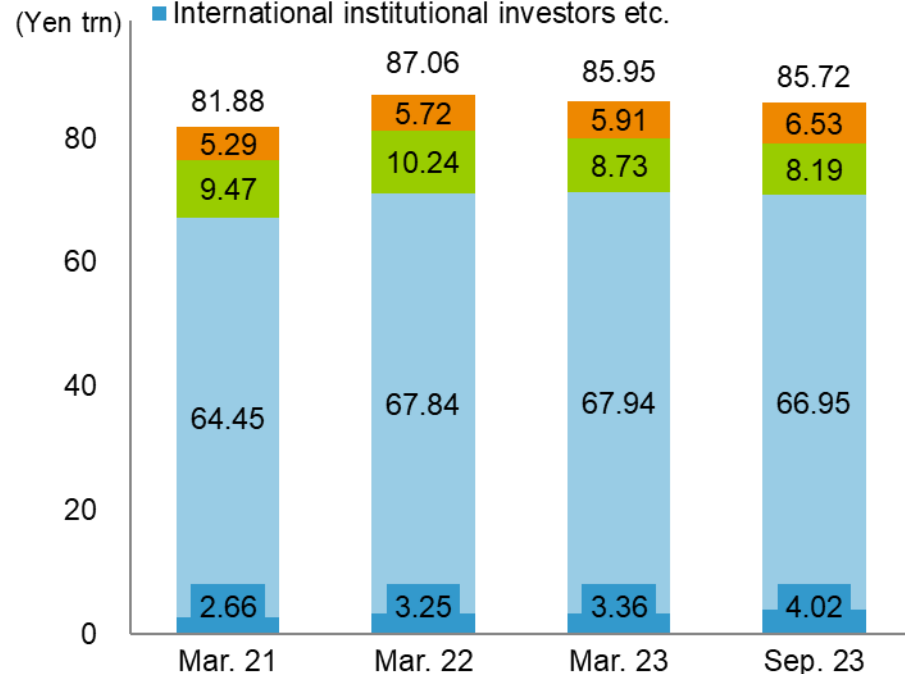
(\*1) Figures in ( ) describe percentage points owned through subsidiaries.

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

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

## Assets under management (AUM)

- Domestic retail investors, etc.
- Domestic institutional investors (Investment trust)
- Domestic institutional investors (Non investment trust)
- International institutional investors etc.



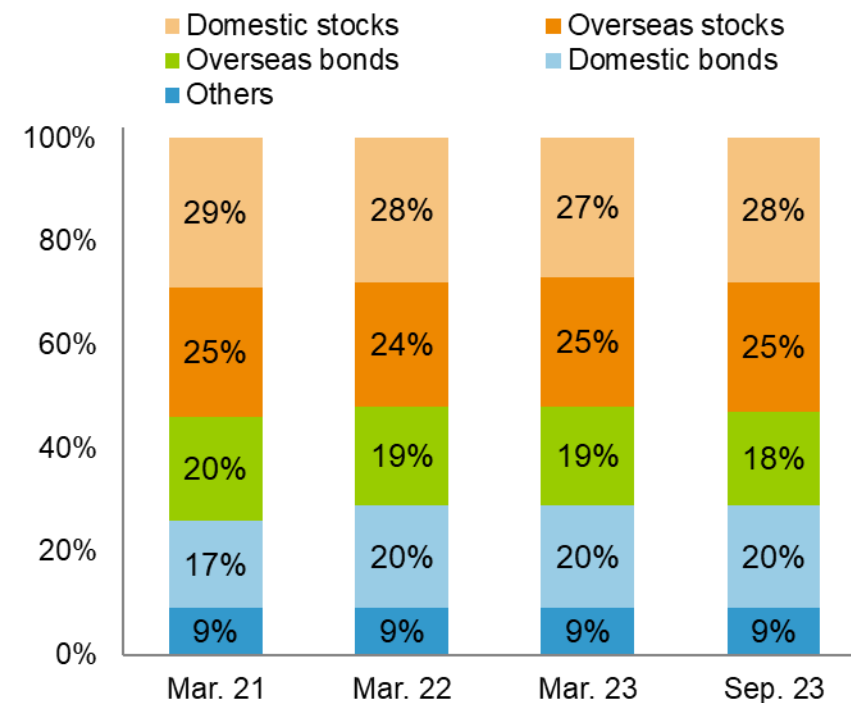
	(Yen bn)	FY21	FY22	1HFY23
Change of AUM		5,179.5	(1,112.3)	(245.1)
Domestic retail investors		433.1	190.2	615.8
Domestic institutional investors (Investment trust)		766.0	(1,510.1)	(535.3)
Domestic institutional investors (Non investment trust)		3,395.8	95.3	(986.2)
International institutional investors, etc.		584.5	112.1	660.4

(\*) Partially include AUM managed by SuMi TRUST Bank until the end of Mar. 2023

## P/L

	(Yen bn)	1HFY22	1HFY23	Change
Net business profit		4.4	3.7	(0.6)
Ordinary income		4.8	3.3	(1.5)
Net income attributable to owners of the parent		3.3	2.3	(1.0)

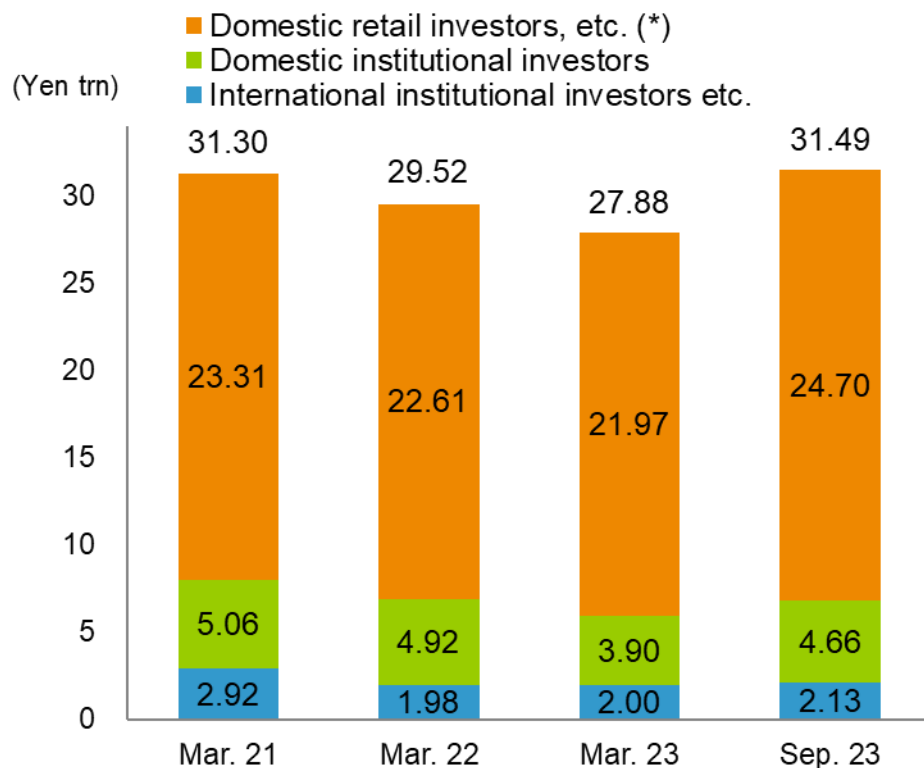
## Breakdown of AUM by asset type (\*)





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

## Assets under management (AUM) (Consolidated)



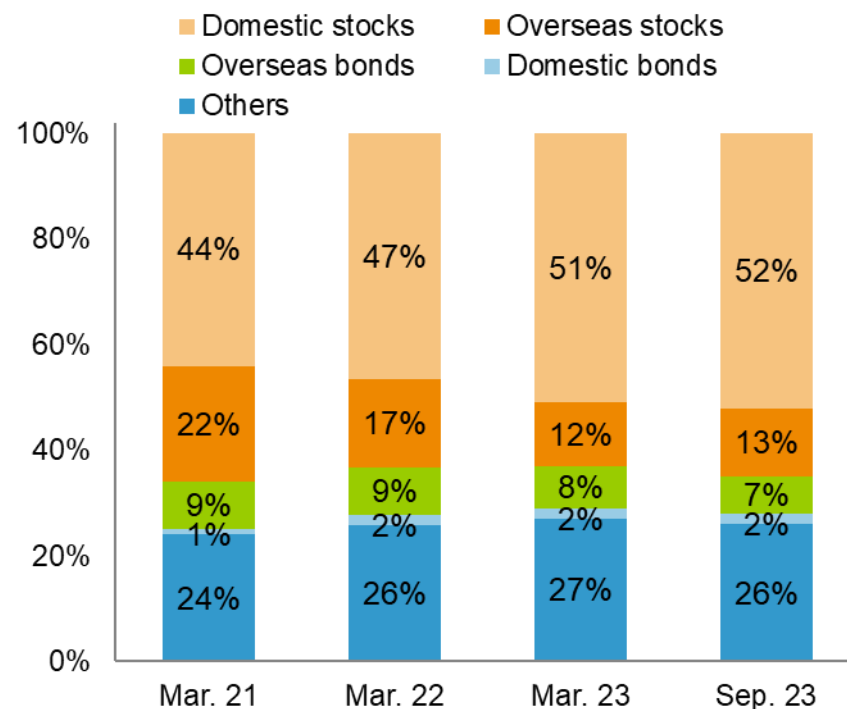
	(Yen bn)	FY21	FY22	1HFY23
Change of AUM		(1,776.1)	(1,645.0)	3,616.5
Domestic retail investors, etc. (*)		(698.4)	(640.0)	2,728.7
Domestic institutional investors		(142.6)	(1,021.6)	758.5
International institutional investors, etc.		(935.1)	16.6	129.3

(\*) Including ETF, MMF

## P/L

(Yen bn)	1HFY22	1HFY23	Change
Net business profit	6.1	4.6	(1.5)
Ordinary income	7.7	5.4	(2.3)
Net income attributable to owners of the parent	9.0	8.0	(0.9)

## Breakdown of AUM by asset type



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

## Major business figures

(Yen bn)	Mar. 23	Sep. 23	Change
Number of account (millions)	6.14	6.57	0.42
Deposits	7,975.4	8,639.0	663.5
Loans	6,594.8	7,364.4	769.5

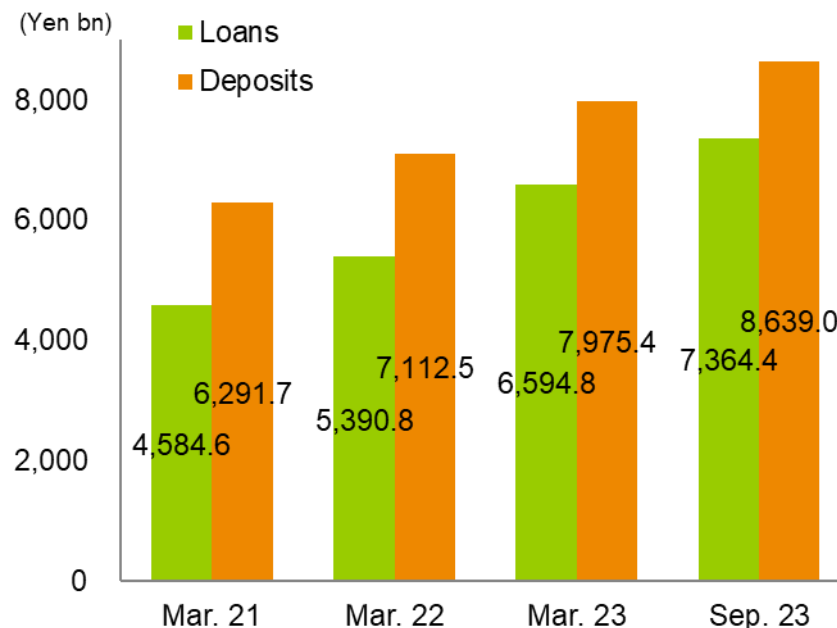
## P/L

(Yen bn)	1HFY22	1HFY23	Change
Net business profit	14.5	16.4	1.8
Ordinary income	14.3	16.3	2.0
Net income attributable to owners of the parent	9.5	12.2	2.6

## B/S

(Yen bn)	Mar. 23	Sep. 23	Change
Total assets	8,679.0	9,561.3	882.3
Net assets	131.6	138.1	6.4
Shareholders' equity	143.3	155.5	12.2

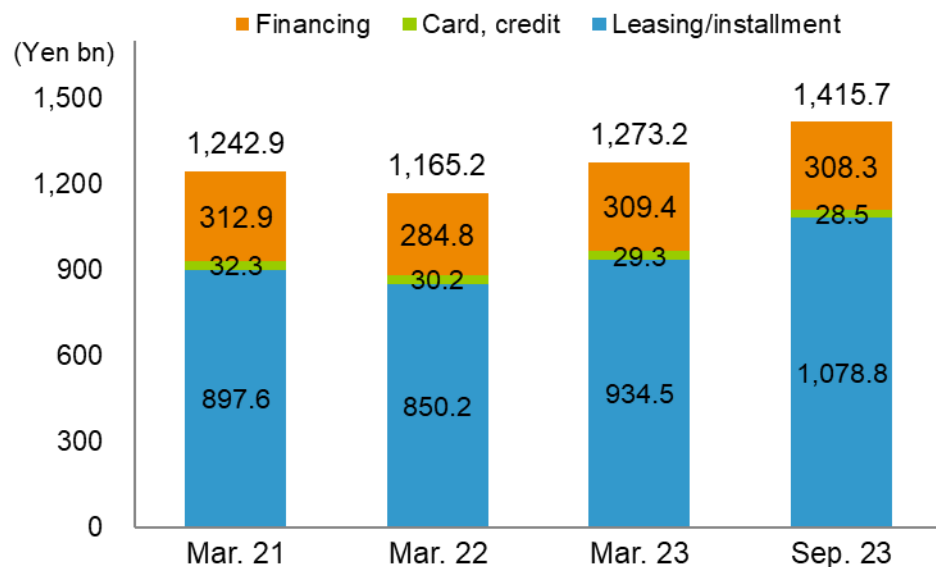
## Balance of Loans and deposits



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

### Sumitomo Mitsui Trust Panasonic Finance (Consolidated)

#### Operating assets

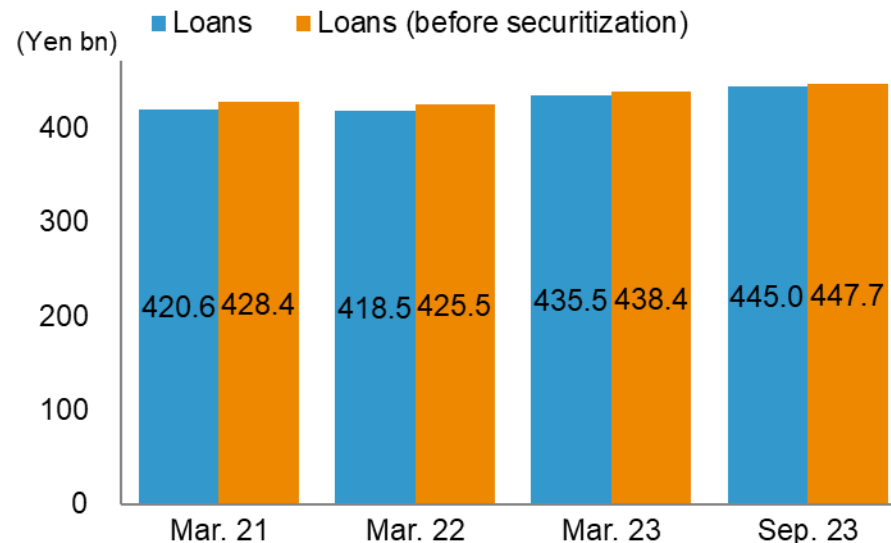


#### P/L

(Yen bn)	1HFY22	1HFY23	Change
Net business profit	4.8	3.5	(1.3)
Ordinary profit	5.2	4.1	(1.0)
Net income attributable to owners of the parent	3.7	2.9	(0.8)
Total credit costs	0.0	(1.0)	(1.1)

### Sumitomo Mitsui Trust Loan & Finance

#### Loan balance



#### P/L

(Yen bn)	1HFY22	1HFY23	Change
Net business profit	4.7	5.0	0.3
Ordinary profit	4.8	5.1	0.3
Net income	3.1	3.3	0.2
Total credit costs	(0.0)	0.0	0.0

(Supplement)  
Long-term time series tables

# Statements of income

<Consolidated>

(Yen bn)

(Yen bn)

	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	1HFY23
Net business profit before credit costs	316.7	318.3	232.3	270.5	282.2	289.0	294.7	346.0	324.6	166.3
Ordinary profit	292.4	278.0	196.3	232.6	256.4	257.6	183.1	229.7	285.8	51.5
Net income attributable to owners of the parent	159.6	166.9	121.4	153.9	173.8	163.0	142.1	169.0	191.0	44.0

<Non-consolidated>

Net business profit before credit costs	245.7	249.1	150.5	189.7	231.4	206.8	206.5	242.0	245.9	152.1
Gross business profit	494.2	485.3	383.3	426.8	467.3	453.2	451.9	490.6	508.1	294.3
Net interest income and related profit	233.4	223.9	216.7	176.5	172.7	134.1	229.9	275.2	133.4	(0.3)
Net interest income	224.4	212.1	203.2	163.3	153.8	118.1	212.1	256.0	113.2	(11.1)
Trust fees from principal guaranteed trust a/c	8.9	11.8	13.4	13.2	18.8	16.0	17.7	19.1	20.1	10.7
Net fees and commissions and related profit	201.0	199.9	196.9	190.2	186.3	174.3	163.9	180.8	193.2	94.4
Net fees and commissions	110.8	111.5	116.1	108.6	104.3	90.5	78.8	89.4	103.6	48.2
Other trust fees	90.2	88.4	80.8	81.6	82.0	83.7	85.1	91.4	89.5	46.1
Net trading income	32.4	15.5	17.0	10.4	27.9	102.1	(33.2)	13.4	10.4	(8.6)
Net other operating income	27.2	45.9	(47.3)	49.5	80.3	42.5	91.3	21.1	171.0	208.8
Net gains on bonds	63.4	51.7	(96.9)	(5.7)	(3.8)	33.9	(7.8)	(17.8)	(26.0)	(2.7)
General and administrative expenses	(248.5)	(236.1)	(232.7)	(237.0)	(235.8)	(246.4)	(245.4)	(248.5)	(262.2)	(142.1)
Total credit costs	18.1	(14.1)	(24.9)	7.0	1.9	(34.7)	(6.3)	(42.4)	(12.4)	(0.6)
Other non-recurring profit	(33.7)	(16.1)	(8.2)	(23.8)	(24.3)	4.4	(86.2)	(48.8)	(8.8)	(104.4)
Ordinary profit	230.0	218.8	117.3	172.9	209.0	176.4	114.0	150.8	224.5	47.0
Extraordinary profit	(60.0)	(3.6)	(5.9)	(8.3)	(4.2)	1.0	15.6	(1.6)	(0.3)	1.0
Income before income tax	169.9	215.1	111.3	164.6	204.8	177.5	129.6	149.1	224.2	48.0
Total income taxes	(39.4)	(72.0)	(33.6)	(46.6)	(56.1)	(52.8)	(33.7)	(35.7)	(55.1)	0.8
Net income	130.5	143.1	77.6	117.9	148.6	124.7	95.9	113.3	169.1	48.9
Dividend on common share (Yen)	120	130	130	130	140	150	150	170	210	110

# Balance sheets

<Consolidated>		(Yen bn)	Mar. 15	Mar. 16	Mar. 17	Mar. 18	Mar. 19	Mar. 20	Mar. 21	Mar. 22	Mar. 23	Sep. 23
	Loans and bills discounted		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	32,722.6
	Securities		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	8,190.2
	Total assets		46,235.9	58,229.9	65,453.7	68,356.7	57,029.1	56,500.5	63,368.5	64,633.2	69,022.7	73,145.1
	Deposits		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	38,156.3
	Negotiable certificates of deposit		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	7,346.1
	Total liabilities		43,518.9	55,525.4	62,662.0	65,484.4	54,298.7	53,909.6	60,646.0	61,887.9	66,200.1	70,170.1
	Capital stock		261.6	261.6	261.6	261.6	261.6	261.6	261.6	261.6	261.6	261.6
	Capital surplus		645.2	645.1	645.0	645.0	645.0	580.5	576.1	576.1	546.1	526.3
	Retained earnings		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	1,807.0
	Treasury stock		(17.0)	(27.0)	(34.0)	(42.2)	(51.2)	(2.8)	(2.8)	(2.7)	(22.9)	(3.6)
	Shareholders' equity		1,860.1	1,966.8	2,031.6	2,127.8	2,242.9	2,334.3	2,416.0	2,517.5	2,587.8	2,591.3
	Valuation difference on available-for-sale securities		505.4	467.5	476.8	516.6	467.4	351.4	329.4	277.6	258.2	350.8
	Total accumulated other comprehensive income		529.6	410.1	430.9	496.8	410.4	220.8	277.7	198.0	204.2	352.9
	Minority interests		326.9	327.1	328.4	246.8	75.8	34.5	27.7	28.7	29.5	29.7
	Total net assets		2,716.9	2,704.5	2,791.6	2,872.3	2,730.3	2,590.9	2,722.5	2,745.2	2,822.5	2,974.9
	Total liabilities and net assets		46,235.9	58,229.9	65,453.7	68,356.7	57,029.1	56,500.5	63,368.5	64,633.2	69,022.7	73,145.1
<Non-consolidated>												
	Loans and bills discounted		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	32,819.4
	Securities		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	8,233.6
	Total assets		42,705.4	50,256.5	50,969.2	53,161.4	55,223.7	54,596.7	61,322.3	62,530.0	66,824.7	70,840.2
	Deposits		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	37,861.9
	Negotiable certificates of deposit		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	7,468.6
	Total liabilities		40,476.9	47,971.3	48,659.5	50,789.1	52,951.9	52,579.3	59,272.8	60,478.7	64,696.8	68,564.7

(\*) 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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