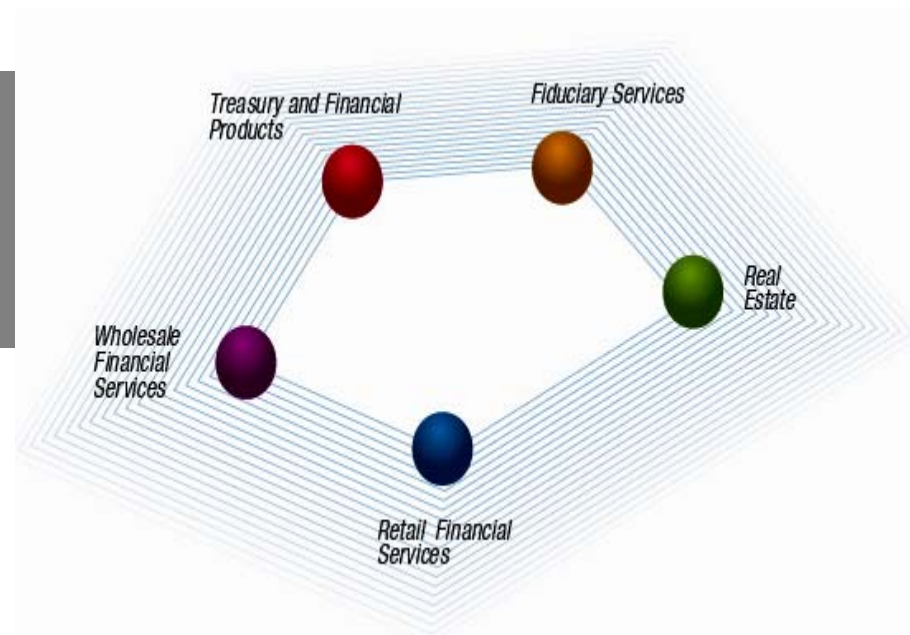


*Sumitomo Trust & Banking
Co., Ltd.*



**Information Meeting
on
Financial Results for 1HFY2002**

December 4, 2002

Table of Contents

Financial Results for 1HFY2002

- ▶ 1HFY2002 Financial Outlook (Non-consolidated) -----1
- ▶ Operation Summary by Business Group -----2
- ▶ Loan-Deposit Margin (Three Major Accounts Basis) -----3
- ▶ Loan-Related Business -----4
- ▶ Expanding Trust Business -----5
- ▶ Performance Review of ALM Strategy -----6
- ▶ Restructuring -----7
- ▶ 1HFY2002 Credit Costs Breakdown -----8
- ▶ Securities Portfolio -----9
- ▶ Unwinding of Cross Shareholdings -----10

Asset Quality

- ▶ Problem Loans -----11
- ▶ Migration Analysis -----12
- ▶ Loans to Debtors in “Special Mention” Category -----13
- ▶ Loans to Debtors in “Potentially Bankrupt” or Worse Categories -----14
- ▶ Capital -----15

Sumitomo Trust Way

- ▶ Sumitomo Trust Way -----16
- ▶ Strategy for Integrated RM (Relationship Management) -----17
- ▶ Tactics for Integrated RM -----18
- ▶ Profitability of Integrated RM -----19

Forecast for Full FY2002

- ▶ Forecast for FY2002 (non-consolidated) -----20



Financial Results for 1HFY2002



SUMITOMO
TRUST

住友信託銀行

1HFY2002 Financial Outlook (Non-consolidated)

| (in billions of Yen) | 1HFY2002 | 1HFY2001 | Change |
|--|-------------|-------------|-------------|
| Net Business Profit Before Credit Costs | 87.1 | 69.3 | 17.7 |
| General & Administrative Expenses | 58.1 | 59.8 | -1.6 |
| Personnel Expenses | 23.4 | 24.7 | -1.2 |
| Non-personnel Expenses | 32.2 | 32.6 | -0.3 |
| Credit Costs* | 20.9 | 33.6 | -12.7 |
| Net Gains on Stocks | -16.9 | -24.7 | 7.8 |
| Others | -8.4 | 0.8 | -9.3 |
| Net Operating Profit | 38.2 | 11.7 | 26.5 |
| Extraordinary Items | -4.6 | 0.8 | -5.5 |
| Extraordinary Income | 26.6 | 3.0 | 23.5 |
| Extraordinary Loss | 31.3 | 2.2 | 29.0 |
| Net Income | 20.1 | 6.1 | 14.0 |

* Credit Costs = Banking A/C + Trust A/C Credit Costs (including Net Transfer to Reserve for Loans to Borrowers in Specific Countries) + Net Transfer to General Reserve - Reverse of Reserves.

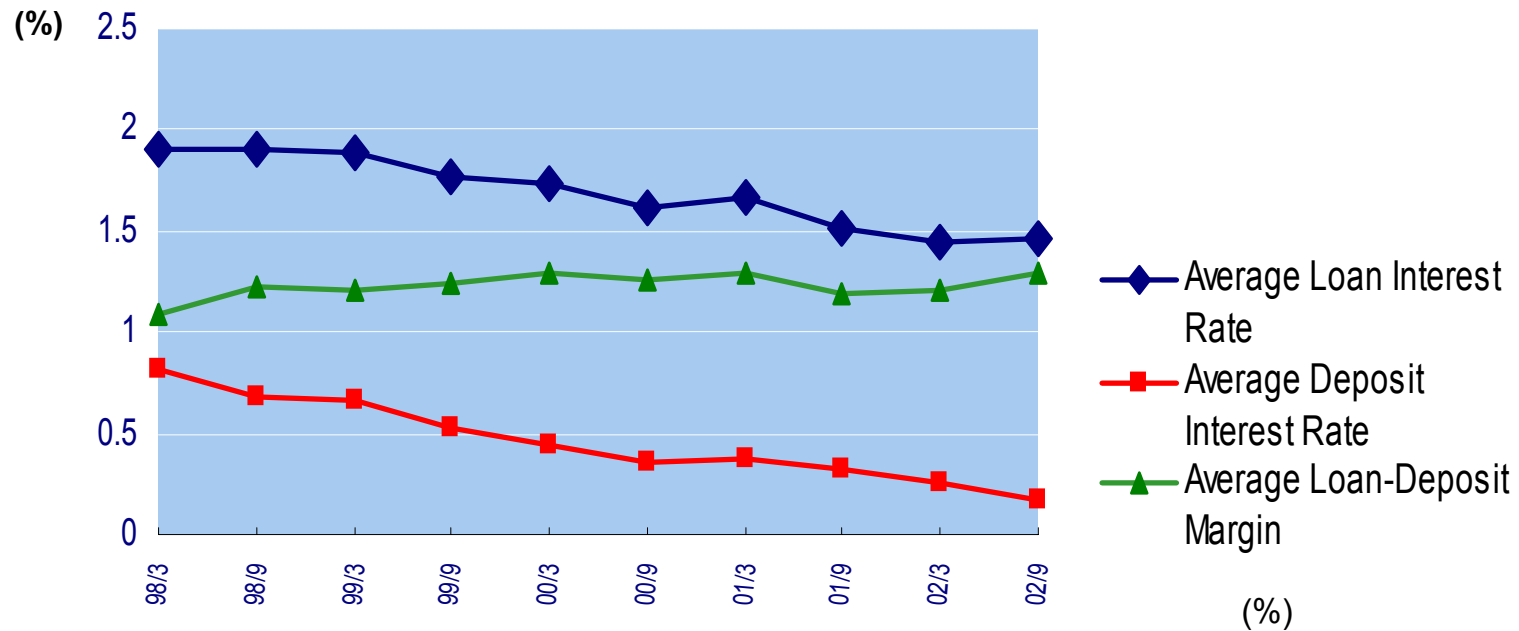
The amount of Reversal of Reserves for 1HFY2002 is 2.4 billion Yen.

Operation Summary by Business Group

| (in billions of Yen) | 1FY2002 | | 1FY2001 | | Change | | Outsourcing Fee paid to JT&S | Net Business Profit of Subsidiaries |
|--|-----------------------------|---------------------------|-----------------------------|---------------------------|-----------------------------|---------------------------|------------------------------------|--|
| | Gross Business Profit | Net Business Profit | Gross Business Profit | Net Business Profit | Gross Business Profit | Net Business Profit | | |
| Wholesale Financial Services | 43.2 | 32.1 | 67.7 | 28.5 | 3.9 | 5.2 | | 0.9 |
| Retail Financial Services | 28.4 | 1.6 | | | | | | 0.2 |
| Treasury and Financial Products | 49.2 | 44.6 | 36.4 | 32.1 | 12.8 | 12.5 | | |
| Fiduciary Services | 24.0 | 12.5 | 24.9 | 12.9 | -0.9 | -0.4 | -4.3 | 0.0 |
| | | | | | | | (+0.1) | |
| Pension Asset Management | 15.1 | 8.3 | 15.5 | 8.2 | -0.4 | 0.1 | -3.0 | -0.0 |
| | | | | | | | (0) | |
| Securities Processing Services | 2.6 | 1.1 | 2.6 | 1.2 | 0.0 | -0.1 | -1.3 | 0.0 |
| | | | | | | | (+0.1) | |
| Stock Transfer Agency | 6.3 | 3.2 | 6.8 | 3.5 | -0.5 | -0.3 | | -0.0 |
| Real Estate | 7.0 | 2.7 | 6.7 | 2.4 | 0.3 | 0.3 | | 0.0 |
| Seasonal Adjustment | -6.5 | -6.5 | -6.5 | -6.5 | 0.0 | 0.0 | | |
| Total Gross/Net Business Profit Before Credit Costs | 145.2 | 87.1 | 129.2 | 69.3 | 16.0 | 17.8 | | 1.2 |

*Figures in parentheses denote the differences from the previous fiscal year.

Loan-Deposit Margin (Three Major Accounts Basis*)

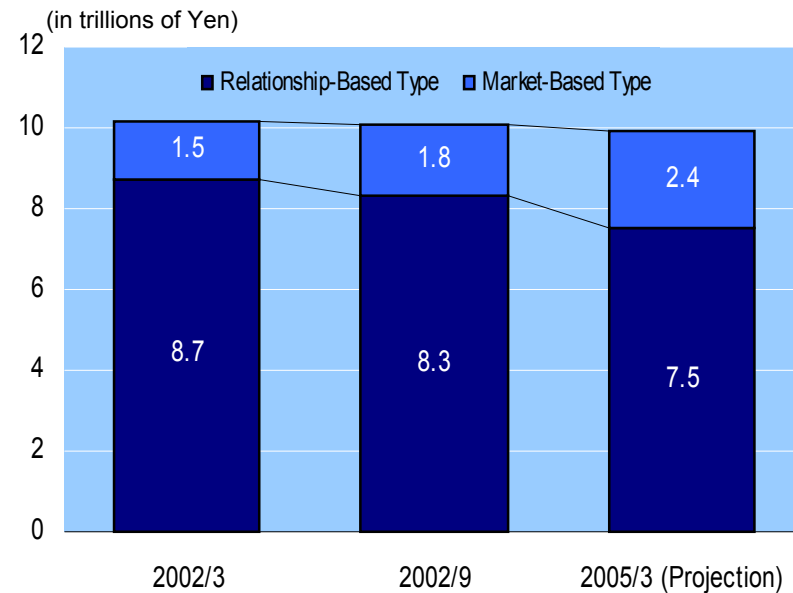


| | 1HFY2002 | | 1HFY2001 |
|-------------------------------|----------|--------|----------|
| | | Change | |
| Net Interest Margin | 1.05 | 0.10 | 0.95 |
| Average Interest Yield Earned | 1.31 | -0.02 | 1.33 |
| Average Interest Yield Paid | 0.26 | -0.12 | 0.38 |
| Loan-Deposit Margin | 1.29 | 0.10 | 1.19 |
| Average Loan Interest Rate | 1.46 | -0.05 | 1.51 |
| Average Deposit Interest Rate | 0.17 | -0.15 | 0.32 |
| Securities Yield (ave.) | 1.09 | 0.06 | 1.03 |

(*) Three Major Accounts: Banking A/C (Domestic Business), Loan Trust, and Jointly-Operated Money Trust ("JOMT")

Loan-Related Business

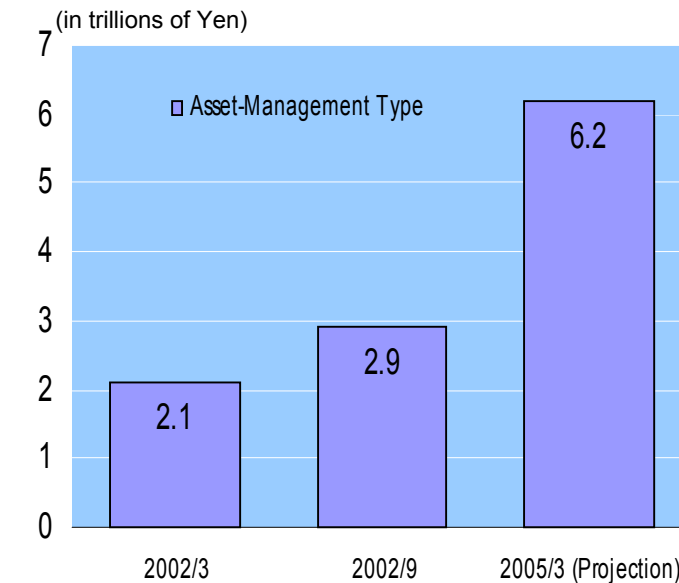
● On-Balance (included in Risk-Assets)



■ 200 Billion Yen Loans purchased from Mega-Banks contributed to

- ▶ Sustain Core Earning Assets
- ▶ Increase Market-Base Type Proportion
- ▶ Improve RAROA
- ▶ Diversify Loan Portfolio

● Off-Balance (excluded from Risk-Assets)



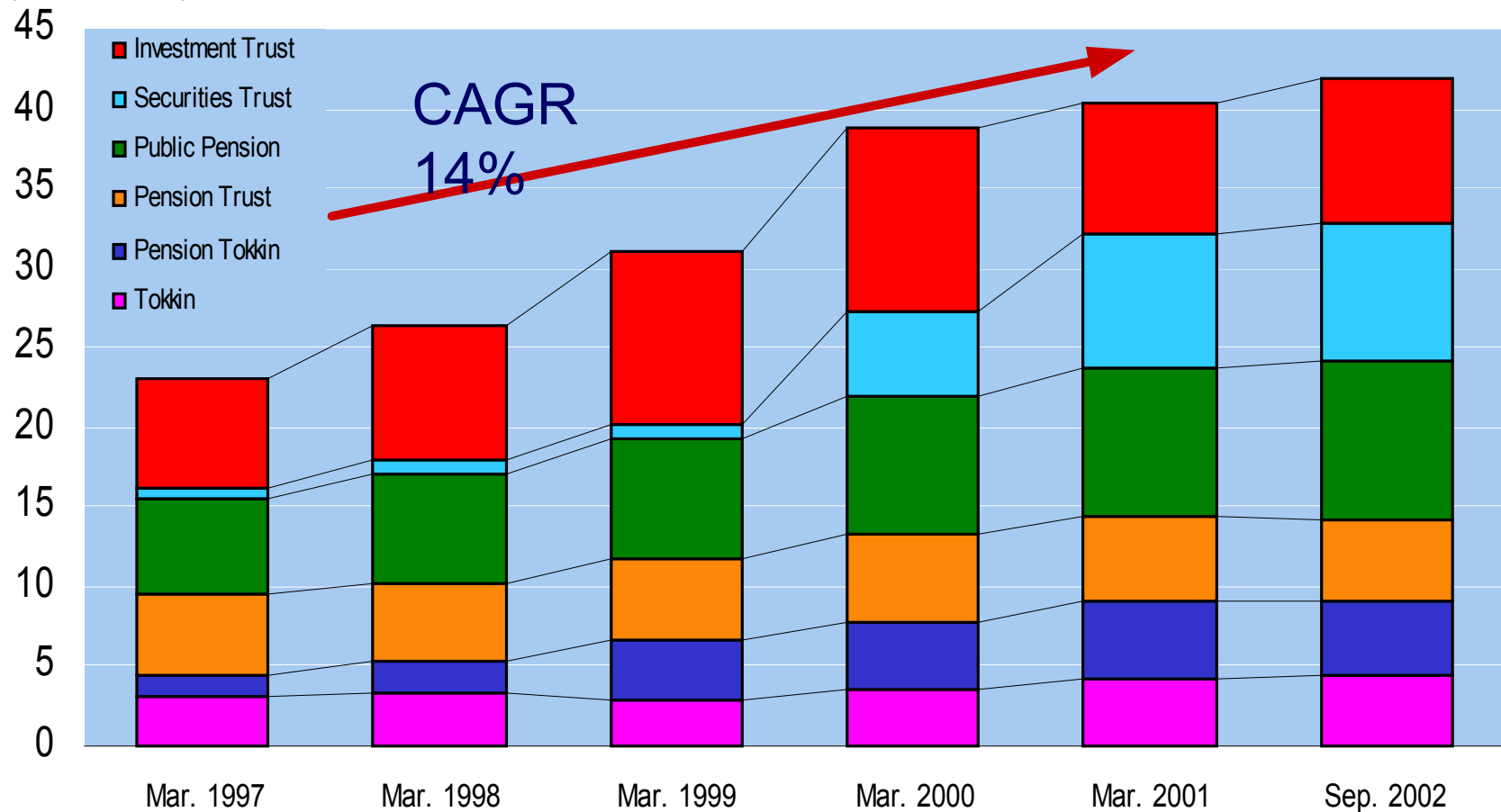
■ Total Service from Arrangement, Trustee and Primary Broking

- Wide-ranged Investors
- ▶ Both Corporate and Financial Institutes

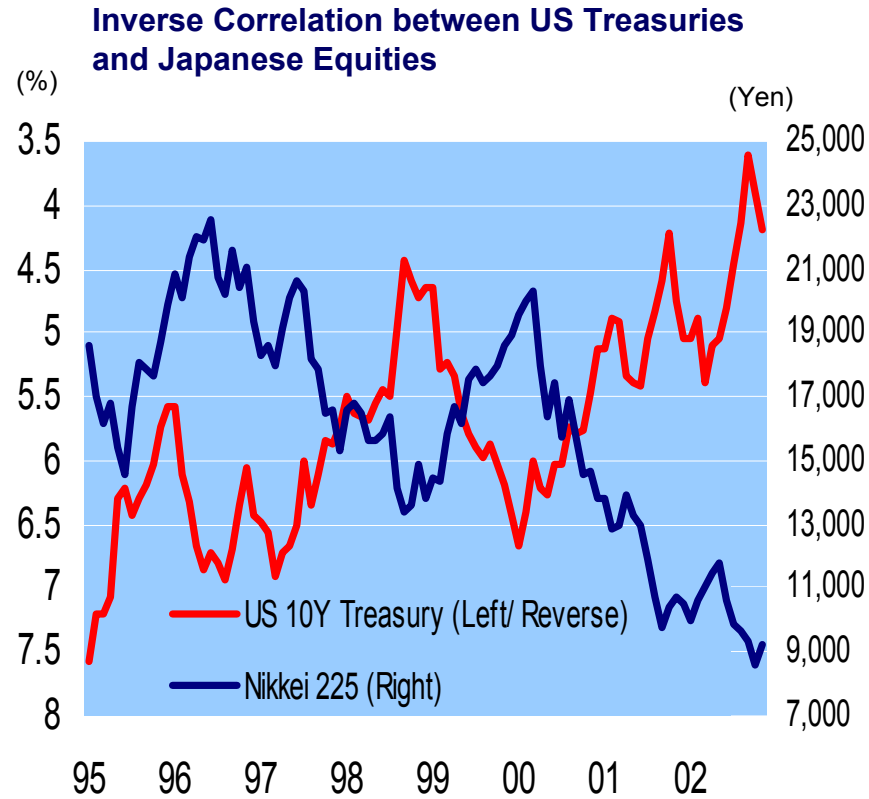
Expanding Trust Business

Change in Volume of Entrusted Assets (Ending Balance)

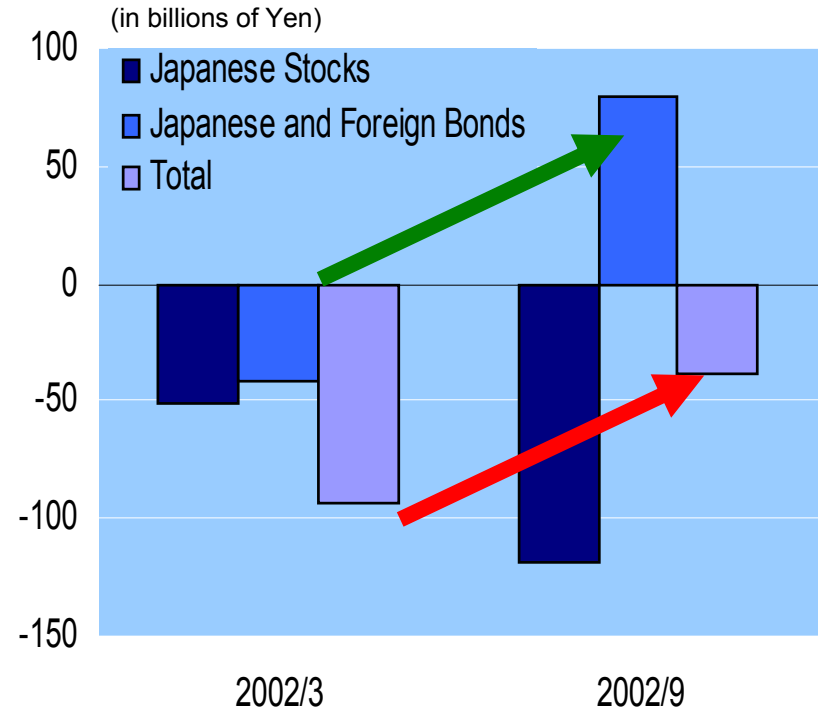
(in trillions of Yen)



Performance Review of ALM Strategy

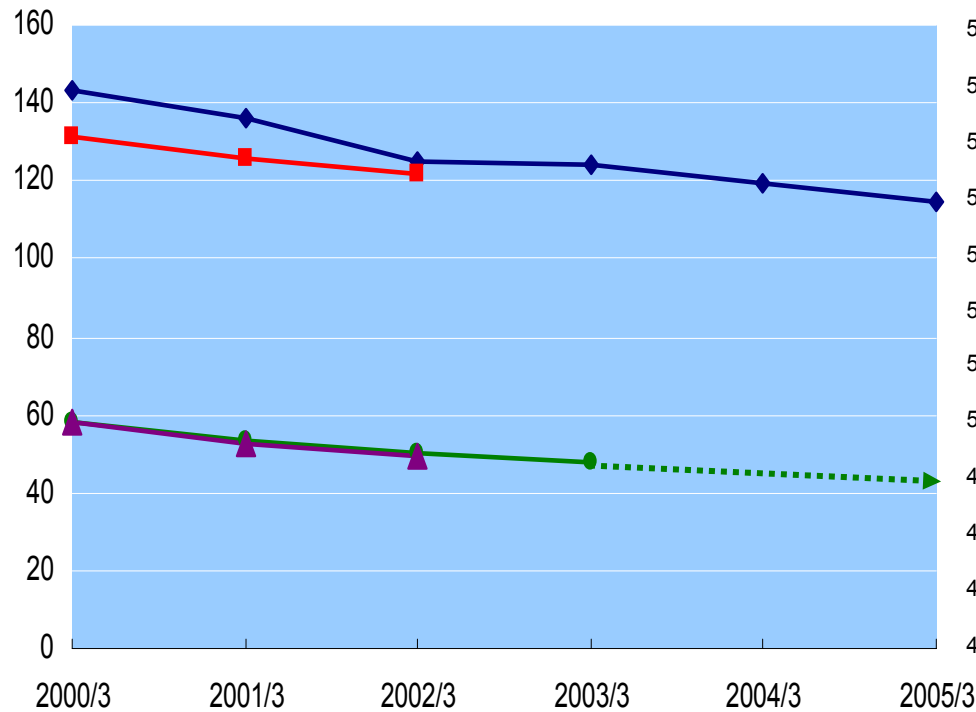


Unrealized Profit of Available-for-Sale Securities

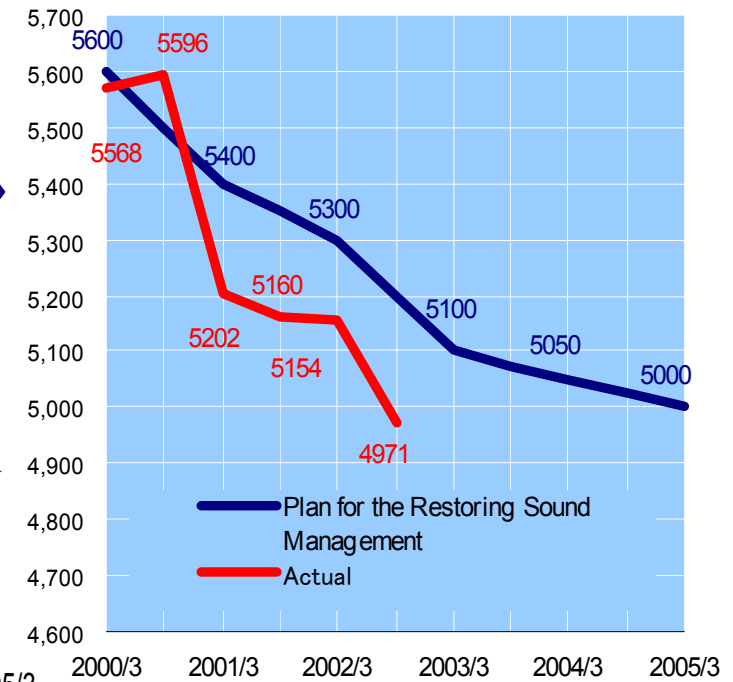


Restructuring

Cost Reduction



Numbers of Employees



- Total Expense planned in the Plan for Restoring Sound Management
- Total Expense (Actual)
- Personnel Expense planned in the Plan for Restoring Sound Management
- Personnel Expense (Actual)

1HFY2002 Credit Costs Breakdown

► Credit Costs

| (in Billions of Yen) | FY2001 | 1HFY2001 | 2HFY2001 | 1HFY2002 | Notes |
|--|--------------|-------------|-------------|-------------|---|
| Write-off/Reserve | 99.1 | 39.4 | 59.7 | 19.9 | |
| Trust A/C | 23.9 | 10.8 | 13.1 | 16.5 | <ul style="list-style-type: none"> ► Mainly on account of write-off for 2HFY2001 ► Write-off for 1HFY2002: approximately 5.0 billion Yen => Reflected on Trust Fees for 2HFY2002 |
| Banking A/C | 75.2 | 28.6 | 46.6 | 3.4 | |
| Net Transfer to Specific Loan Loss Reserve | 48.5 | 17.3 | 31.2 | -3.4 | <ul style="list-style-type: none"> ► Extraordinary Income: Reversal of Reserves 2.4 billion Yen |
| Net Transfer to General Reserve | 6.2 | -5.8 | 12.0 | 1.0 | |
| Total Credit Costs | 105.4 | 33.6 | 71.7 | 20.9 | |

Including -8.0 billion Yen Reversal of Reserves due to Net Gains on Disposal of Collateral Assets

Securities Portfolio

► Book Values and Net Unrealized Gains (Losses) of Securities

(Non-consolidated: For Banking A/C, Available-for-Sale Securities with Market Price)

► Banking A/C

(in billions of Yen)

| | Cost | | | Net Unrealized Gains (Losses) | | |
|----------------------|-----------|-----------|--------|-------------------------------|-----------|--------|
| | Sep. 2002 | Mar. 2002 | Change | Sep. 2002 | Mar. 2002 | Change |
| Stocks | 840.3 | 995.0 | -154.7 | -118.1 | -51.2 | -66.9 |
| Bonds (JGB) | 1,064.5 | 1,400.8 | -336.3 | 8.0 | 6.6 | 1.4 |
| Others (US Treasury) | 3,152.9 | 2,488.8 | 664.1 | 71.4 | -49.1 | 120.5 |
| Total | 5,057.7 | 4,884.7 | 173.0 | -38.6 | -93.6 | 55.0 |

► Trust A/C

(in billions of Yen)

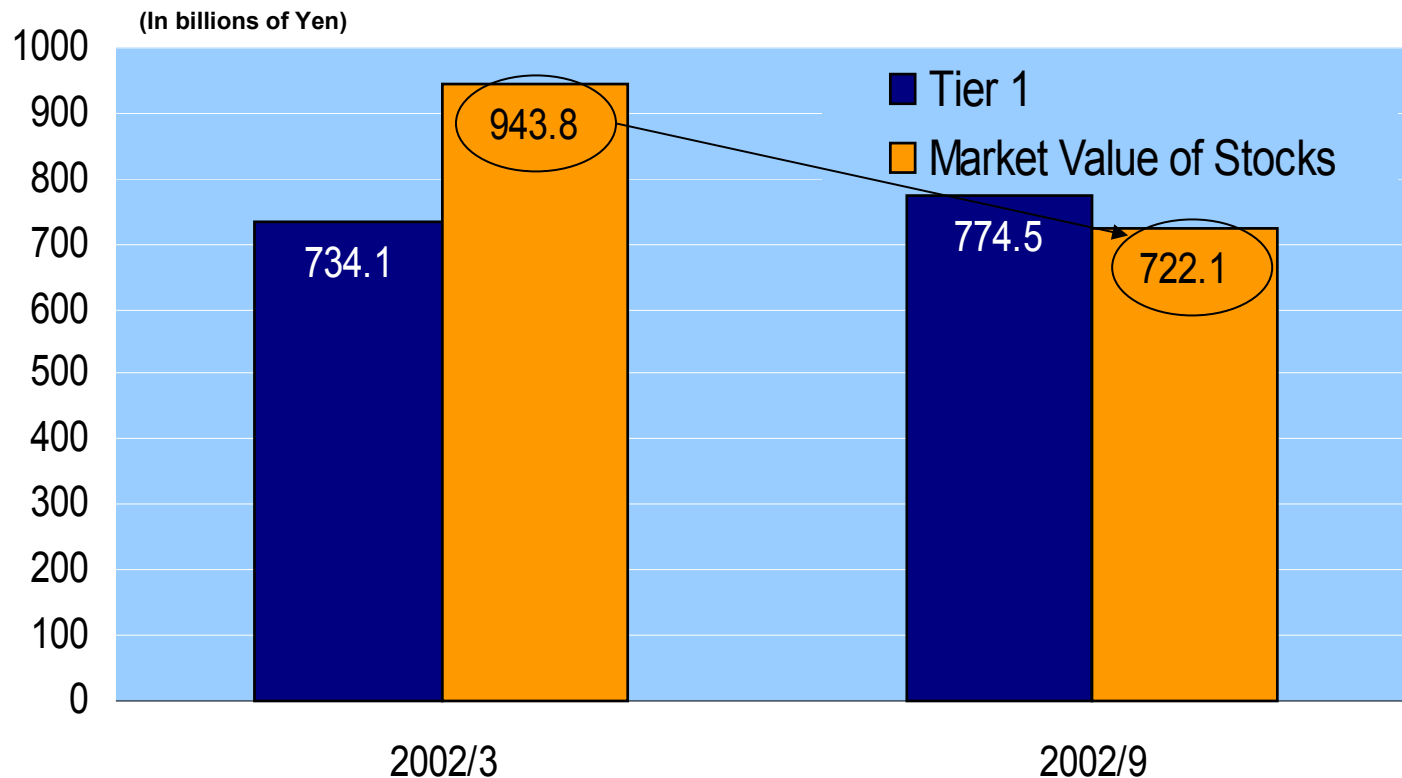
| | Cost | | | Net Unrealized Gains (Losses) | | |
|----------------------|-----------|-----------|--------|-------------------------------|-----------|--------|
| | Sep. 2002 | Mar. 2002 | Change | Sep. 2002 | Mar. 2002 | Change |
| Stocks | 0.1 | 1.2 | -1.1 | -0.0 | -0.0 | 0.0 |
| Bonds (JGB) | 139.9 | 158.4 | -18.5 | 5.2 | 6.1 | -0.8 |
| Others (US Treasury) | 64.4 | 122.1 | -57.7 | 0.4 | -6.9 | 7.4 |
| Total | 204.5 | 281.7 | -77.2 | 5.7 | -0.9 | 6.6 |

✚ Unwinding of Cross Shareholdings

➤ Sold in 1HFY2002

Sold off 148.8 billion Yen Stocks (Original Projection: 100 billion Yen)

➤ Tier 1 > Market Value of Stocks*



* Japanese Banks are required to reduce their market value of Cross Share Holdings into Tier 1 capital by Sep. 2004.

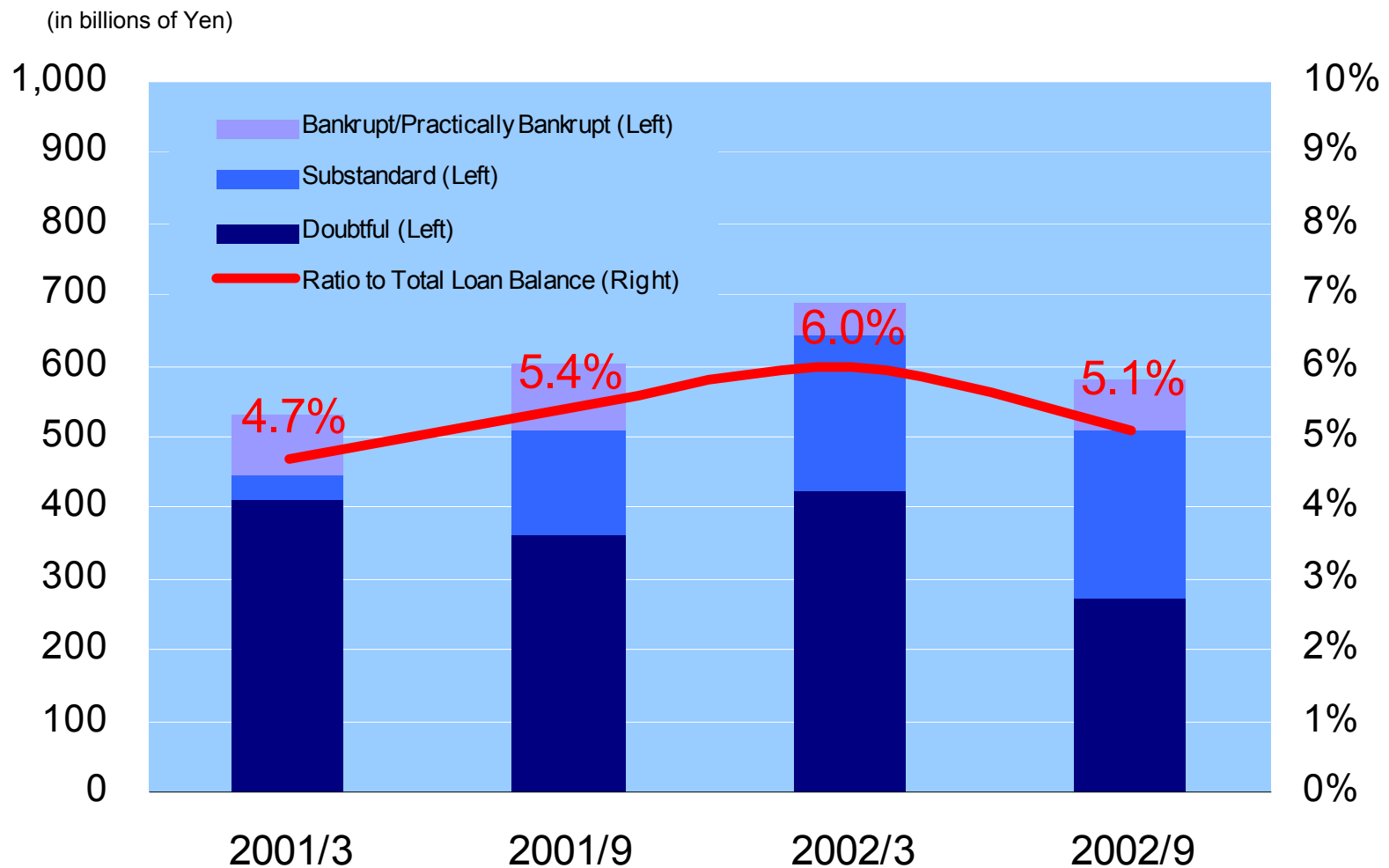
Asset Quality



SUMITOMO
TRUST

住友信託銀行

Problem Loans



Note: Amounts in the graph are for both Banking and Principal Guaranteed Trust A/C

Migration Analysis

▶ (For both Banking and Principal Guaranteed Trust A/C)

1HFY2002

-127.7 billion Yen

| (in billions of Yen) | Sep. 2002 | Mar. 2002 | Change | Downgrade (+) | Downgrade (-) | Upgrade (+) | Upgrade (-) | Write-off, Sale, or Collection |
|---|-----------|-----------|--------|---------------|---------------|-------------|-------------|-----------------------------------|
| Bankrupt/Practically Bankrupt | 70.1 | 47.2 | 22.9 | 35.2 | - | - | -0.5 | -11.7 |
| Doubtful | 273.6 | 424.3 | -150.7 | 21.2 | -32.4 | 0.5 | -44.7 | -95.3 |
| Loans to Substandard Debtors | 277.2 | 255.9 | 21.3 | 7.3 | -10.3 | 38.7 | -3.3 | -11.0 |
| Loans to Special Mention Debtors (exc. Loans to Substandard Debtors) | 874.3 | 1187.2 | -312.8 | 45.5 | -13.7 | 8.1 | -216.6 | -136.1 |

Loans to Debtors in “Special Mention” Category

General Reserve

<Banking AC>

| | | Sep. 2002 | Mar. 2002 | Change |
|-------------------|--------------------------------------|-----------|-----------|--------|
| Substandard Loans | Substandard | 25.7% * | 24.7% | 1.0% |
| | Special Mention excl. Substandard | 3.0% | 3.0% | - |
| Ordinary Loans | Special Mention (= Watch List) | 7.5% | 6.1% | 1.4% |
| | Ordinary | 0.1% | 0.1% | 0.0% |

Classification under Financial
Reconstruction Law
(Classification based on Assets)

Classification under
Self-Assessment
(Classification based on Debtors)

*Reserve Ratio for Un-collateralized and/or Un-guaranteed Portion of Loans to Substandard Debtors is 49.0%.



Loans to Debtors in “Potentially Bankrupt” or Worse Categories

* Number in the second row in each category denotes difference from Mar. 2002.

| (in billions of Yen) | Banking A/C | | | | Trust A/C | | | | |
|-----------------------|-------------|---------|----------|-----------|-----------|---------|----------|-----------|----------|
| | Amount | Level I | Level II | Level III | Amount | Level I | Level II | Level III | Level IV |
| Legally Bankrupt | 9.5 | 1.3 | 8.1 | 0.0 | 5.8 | 0.0 | 5.7 | 0.0 | 0.0 |
| (Hatan-Saki) | -3.6 | -2.7 | -0.9 | 0.0 | -0.6 | 0.0 | -0.1 | -0.1 | -0.2 |
| Virtually Bankrupt | 50.5 | 3.2 | 47.2 | 0.0 | 4.2 | 0.2 | 4.0 | 0.0 | 0.0 |
| (Jissitsu-Hatan-Saki) | 29.6 | 0.8 | 28.8 | 0.0 | -2.4 | 0.1 | -2.6 | 0.0 | 0.0 |
| Potentially Bankrupt | 242.5 | 83.6 | 122.1 | 36.7 | 31.1 | 1.0 | 21.5 | 8.5 | 0.0 |
| (Hatan-Kenen-Saki) | -133.9 | -62.5 | -36.6 | -34.7 | -16.7 | -1.8 | -6.2 | -8.5 | 0.0 |
| Total | 302.6 | 88.3 | 177.6 | 36.7 | 41.1 | 1.2 | 31.3 | 8.5 | 0.0 |
| | -107.9 | -64.3 | -8.7 | -34.7 | -19.8 | -1.7 | -9.1 | -8.7 | -0.2 |

(For reference)

Banking A/C Virtually Bankrupt; approximately 42.8 billion yen; Potentially Bankrupt: approximately 113.8 billion yen

Trust A/C Virtually Bankrupt; approximately 3.3 billion yen; Potentially Bankrupt: approximately 14.0 billion yen

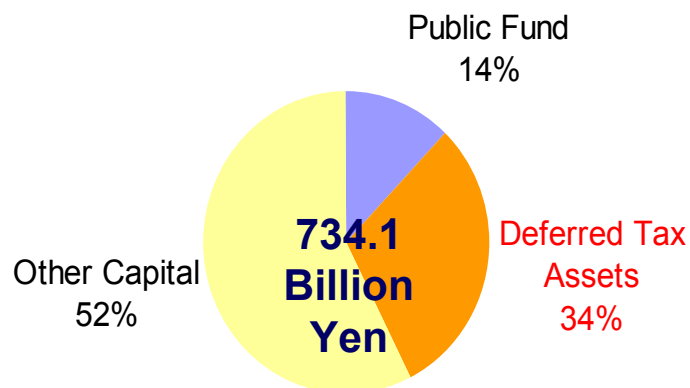
Total 173.9 billion yen

$$173.9 \text{ billion Yen} * 30\% + 45.2 \text{ billion Yen} = 97.3 \text{ billion Yen}$$

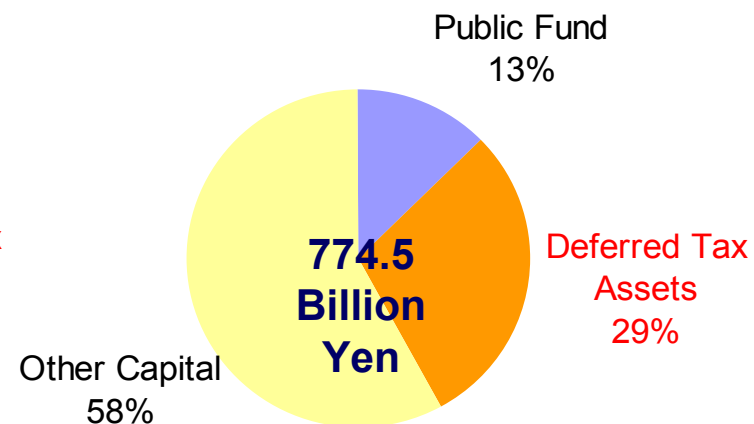
Uncovered amount for Potentially Bankrupt or worse categories totals 45.2 billion yen.

Capital

Tier I as of Mar.2002



Tire I as of Sep.2002



| (in billions of Yen) | Mar. 2002 (Actual) | Sep.2002 (Actual) | Mar. 2003 (Projection on the Plan for Restoring Sound Management) |
|---|-----------------------|----------------------|--|
| Net Business Profit Before Credit Costs | 150.2 | 87.1 | 146.0 |
| Credit Costs | 105.4 | 20.9 | 80.0 |
| Net Income | -42.2 | 20.1 | 33.6 |
| Retained Earnings (Non-consolidated) | 145.5 | 156.0 | 169.5 |
| Tier I (Consolidated) | 734.1 | 774.5 | 765.7 |
| Net Unrealized Losses on Available-for-Sale Securities, Net of Tax | -57.0 | -23.8 | -57.0 |

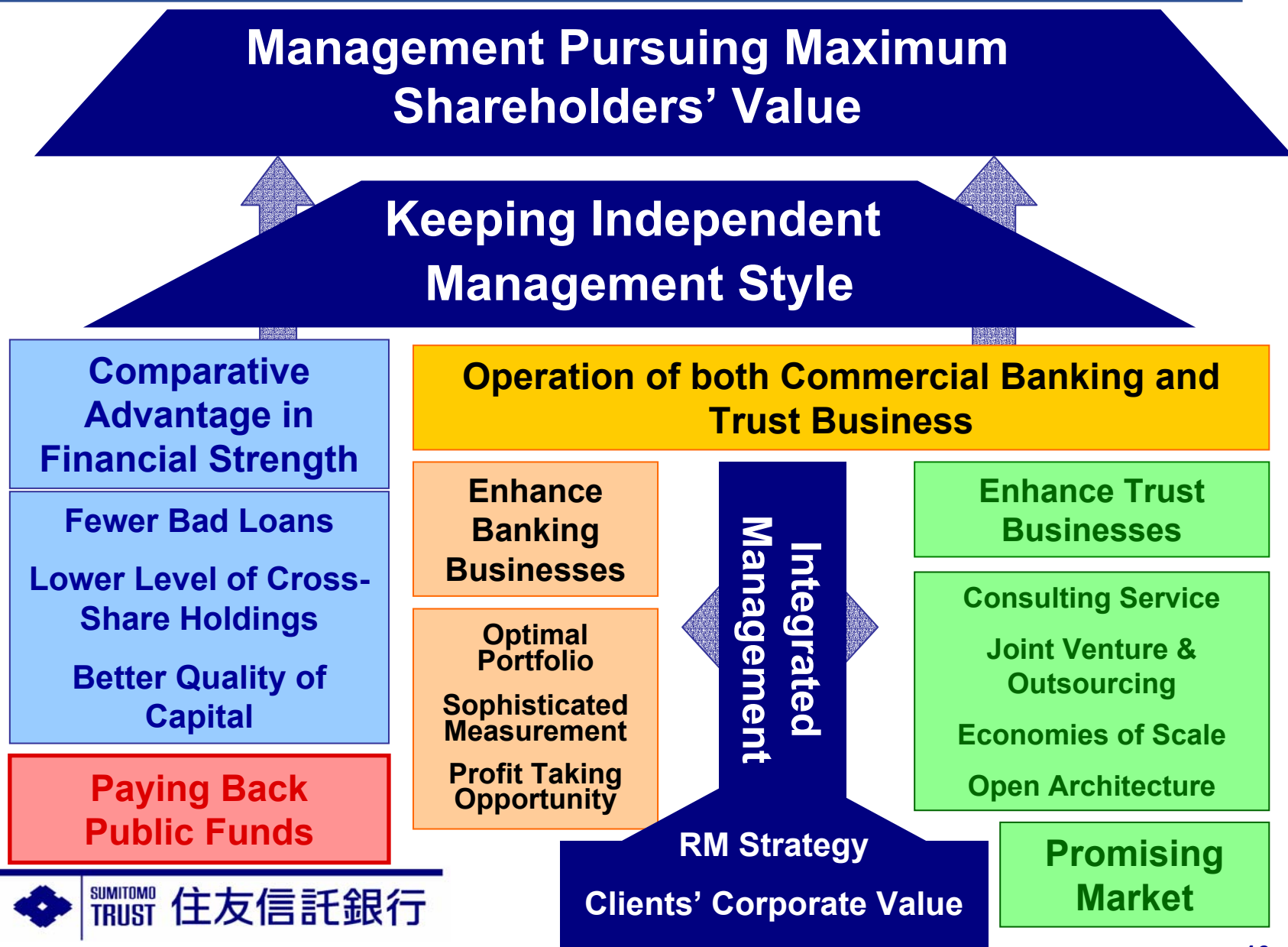


Sumitomo Trust Way

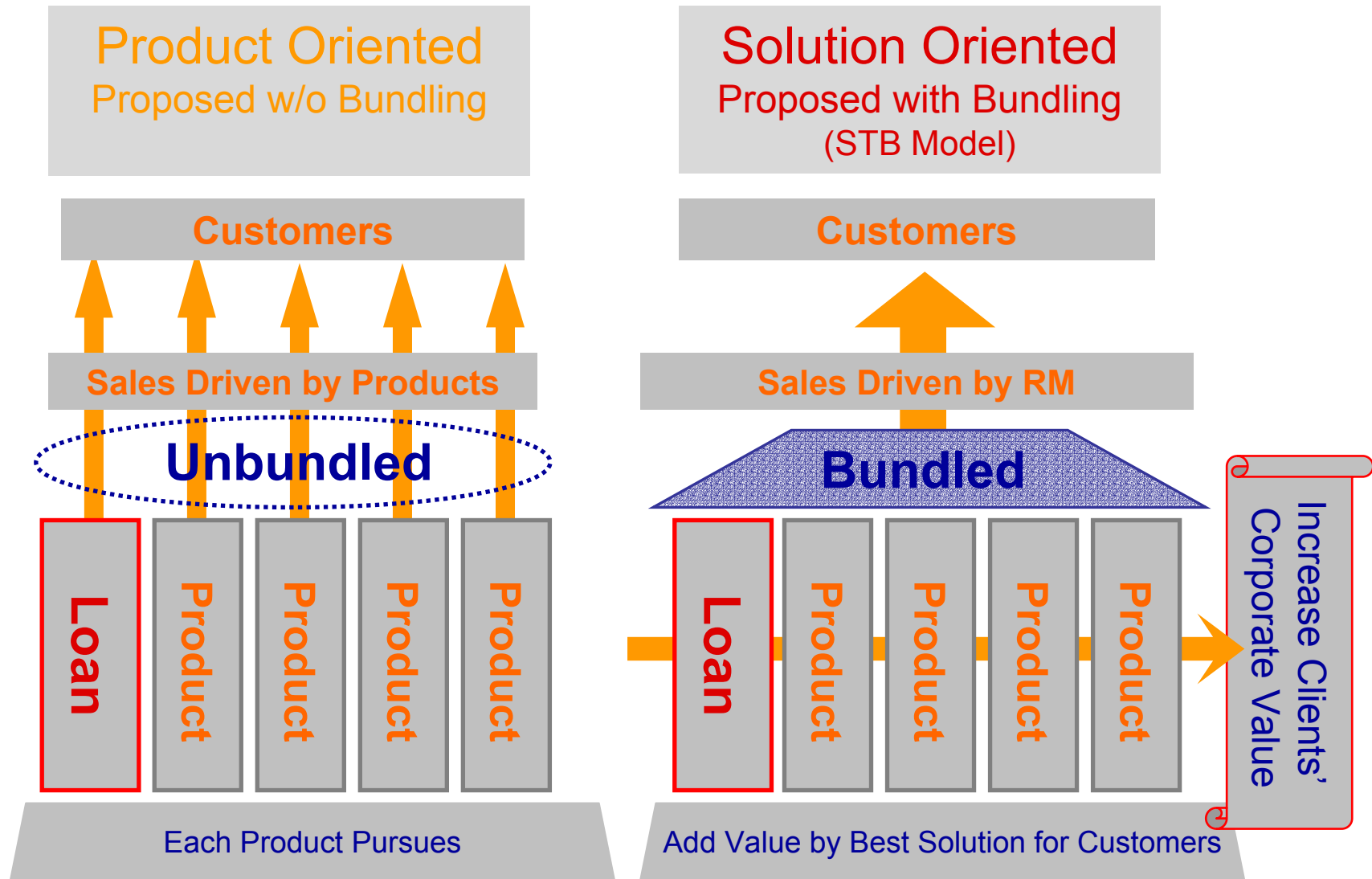


SUMITOMO
TRUST

住友信託銀行



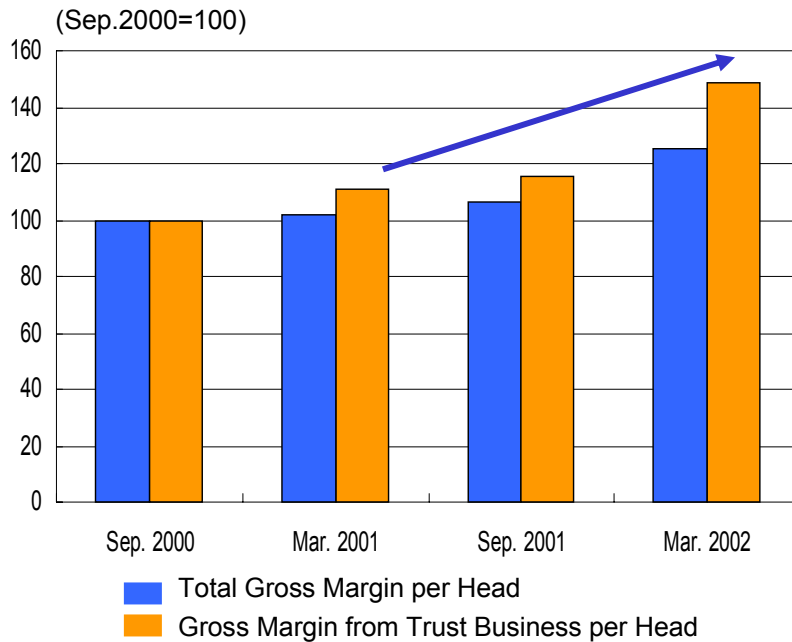
Strategy for Integrated RM (Relationship Management)



Tactics for Integrated RM

- ▶ Information sharing among RM and Products Departments
 - Customers' Information available on LAN
- ▶ Tools for better consultation and solution
 - Annual Meeting with Customers
 - Simulation Soft (Corporate Finance Advisor)
- ▶ Performance Objective
 - High allocation of RM's Performance Objective on Trust Business

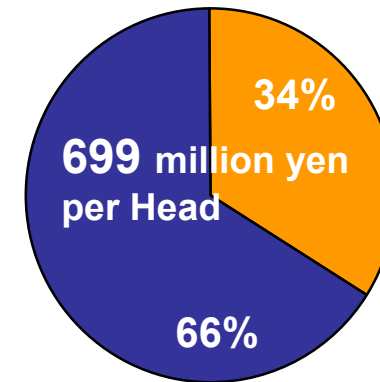
Profitability of Integrated RM



Per Head Gross Margin and Gross Margin Source

Tokyo Corporate Business Department III

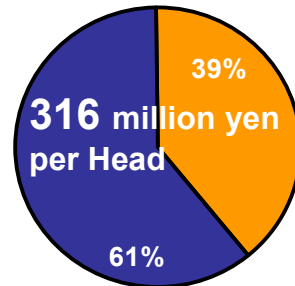
2HFY2001



■ Trust Business
 ■ Banking Business

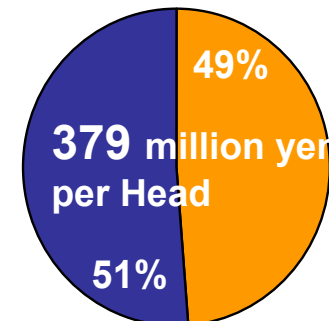
All Business Department and Branches

2HFY2001



Tokyo Corporate Business Department V

2HFY2001



Forecast for Full FY2002



SUMITOMO
TRUST

住友信託銀行

Forecast for FY2002 (non-consolidated)

| (in billions of Yen) | FY2002 Forecast (A) | FY2001 Actual (B) | Change (A) - (B) | Projection (as of July 2002) |
|--|------------------------|----------------------|---------------------|---------------------------------|
| Net Business Profit Before Credit Costs | 160.0 | 150.2 | 9.8 | 146.0 |
| Credit Costs | 80.0 | 105.4 | -25.4 | 80.0 |
| Banking A/C* | 55.0 | 81.4 | -26.4 | 60.0 |
| Trust A/C | 25.0 | 23.9 | 1.1 | 20.0 |
| Net Non-recurring Items | -35.0 | -112.4 | 77.4 | -10.0 |
| Net Operating Profit | 45.0 | -67.6 | 112.6 | 56.0 |
| Net Income | 24.0 | -42.2 | 66.2 | 33.6 |

*Including Net Transfer to Reserve for Loans to Borrowers in Specific Foreign Countries and Net Transfer to General Reserve

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.