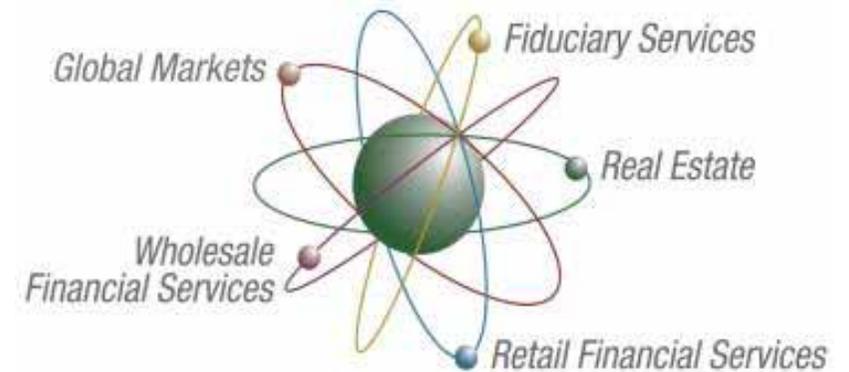




SUMITOMO
TRUST 住友信託銀行

***The Sumitomo Trust
& Banking Co., Ltd.***



**Information Meeting
on
Financial Results for 1HFY2008**

November 25, 2008

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.

This presentation does not constitute an offer to sell or a solicitation of an offer to subscribe for or purchase any securities.

- ▶ 1HFY2008 financial results and financial condition
- ▶ Forecast for FY2008
- ▶ Effect of the global financial crisis on the financial status of Sumitomo Trust
- ▶ Strategy based on the drastic change of economic and financial environment
- ▶ (For reference) Division performance

1HFY2008 financial results and financial condition



SUMITOMO
TRUST

住友信託銀行

1HFY2008 financial results (April 2008 – September 2008)

- ▶ Net business profit^(*) (non-consolidated): Decreased by 10% from 1HFY2007, mainly due to the decrease in net fees and commissions
 (*) Net business profit: Denotes “Net business profit before credit costs” in this presentation
- ▶ Net income (non-consolidated): Decreased by 5% from 1HFY2007, due to the impairment loss of stocks and the absence of the previous year’s gains on return of securities from retirement benefit trusts, while total substantial credit costs decreased
- ▶ Net income (consolidated): Decreased by 25% from 1HFY2007, due to the increase in total substantial credit costs of group companies

<Consolidated>	(in billions of Yen)	1HFY2008	1HFY2007	Change	% change
Net business profit before credit costs		95.3	102.4	-7.1	-7%
Total substantial credit costs ^{(*)1}		-24.5	-38.6	14.1	37%
Ordinary profit		54.7	61.3	-6.5	-11%
Net income		28.3	37.7	-9.3	-25%
<Non-consolidated>	(in billions of Yen)				
Net business profit before credit costs		72.7	80.7	-7.9	-10%
Net interest income ^{(*)2}		81.6	79.2	2.3	3%
Net fees & commissions ^{(*)3}		44.7	61.6	-16.8	-27%
Other profits		13.5	3.7	9.7	258%
General and administrative expenses		-67.2	-63.9	-3.2	-5%
Total substantial credit costs ^{(*)1}		-10.3	-36.0	25.6	71%
Losses related to international credit investments		-10.0	-9.7	-0.2	-3%
Net gains on sales of stocks and other securities ^{(*)4}		-9.1	5.3	-14.4	-271%
Ordinary profit		47.5	42.8	4.7	11%
Extraordinary profit ^{(*)4}		-0.3	8.9	-9.3	-104%
Net income		30.3	31.9	-1.5	-5%
Dividend per share (Yen) (Interim)		8.5	8.5	-	-

(*1) “Total substantial credit costs” is a sum of “Total credit costs”, costs in “Net gains on sales of stocks and other securities” and “Other non-recurring profit” which are related to investment in securities of domestic and overseas credit (Total credit costs of affiliates by equity method are included in Consolidated total substantial credit costs.).

(*2) Include net trust fees of principal guaranteed trust a/c but exclude principal guaranteed trust a/c credit costs

(*3) Include net trust fees other than net trust fees of principal guaranteed trust a/c

(*4) Exclude items included in “Total substantial credit costs”

Contribution of major group companies to consolidated financial results

- ▶ Due to the decrease in profits of subsidiaries operating finance business, contribution to consolidated net income after amortization of goodwill (4.2 billion yen) was -2.0 billion yen
- ▶ First Credit: Net income resulted in -4.1 billion yen, due to the increase in total substantial credit costs primarily as a result of revaluation of real estate collaterals

(in billions of Yen)	Business group	Group's ownership	Consolidated Net business profit before credit costs			Consolidated Net income before amortization of goodwill ^(*)			Major factor of the difference (net income)	
			1HFY 2008	1HFY 2007	Change	1HFY 2008	1HFY 2007	Change		
Sumishin Guaranty Co., Ltd.	Retail	100%	1.13	1.22	-0.08	0.42	0.77	-0.34	0.06	
STB Leasing Co., Ltd.	Wholesale	100%	3.69	3.05	0.63	1.05	1.21	-0.16	-0.13	Credit costs -0.7, Leasing profit +0.5
Sumishin Matsushita Financial Services Co., Ltd. (SMFC)	Wholesale	66%	3.14	1.97	1.17	0.32	0.67	-0.35	-0.98	Credit costs -1.2, Leasing profit +0.8
First Credit Corporation	Wholesale	100%	4.59	5.74	-1.14	-4.10	7.10	-11.21	-10.51	Credit costs -9.3, Fees -0.9
Life Housing loan, Ltd.	Wholesale	100%	1.66	0.84	0.83	0.96	0.46	0.50	0.85	Newly consolidated (1HFY2007 was 3 months) +0.8
BUSINEXT CORPORATION	Wholesale	40%	1.27	1.30	-0.03	0.19	-0.06	0.25	0.25	
Japan TA Solution, Ltd.	Stock transfer agency	80%	1.57	1.97	-0.40	0.75	1.42	-0.67	-0.37	Fees -0.2, Expenses -0.1
STB Asset Management Co., Ltd.	Fiduciary	100%	0.68	1.29	-0.61	0.39	0.74	-0.34	-0.60	Fees -0.4
Sumitomo Trust and Banking Co. (U.S.A.)	Fiduciary	100%	2.64	2.04	0.59	1.55	1.20	0.35	0.59	Lending profit +0.5
Japan Trustee Services Bank, Ltd.	Fiduciary	33%	0.09	0.40	-0.30	0.05	0.22	-0.16	-0.16	
Sumishin Realty Co., Ltd.	Real estate	100%	0.06	0.90	-0.84	0.00	0.48	-0.48	-0.86	Brokerage fees -0.9
STB Real Estate Investment Management Co., Ltd. (STREIM)	Real estate	100%	0.32	0.39	-0.06	0.19	0.23	-0.03	-0.06	
SBI Sumishin Net Bank, Ltd.	Other	50%	-1.50	-0.95	-0.55	-1.53	-0.95	-0.58	-0.58	Business start-up losses -0.5
Total			23.10	22.82	0.28	2.84	14.95	-12.10		
Total (Consolidated difference, after consolidated adjustments)			22.52	21.67	0.85	-2.07	5.76	-7.84		Amortization of goodwill -0.3 Tax effect of intragroup transaction regarding STB Leasing stock +4.1

(*) Goodwill amortization 4.2 bn yen: Sumishin Matsushita Financial Services 1.0 bn yen, First Credit Corporation 2.6 bn yen, Life Housing Loan, Ltd. 0.6 bn yen

Breakdown of profit by business

- ▶ Retail financial services: Net business profit (consolidated) decreased by 25% from 1HFY2007, due to decline in sales of mutual funds and individual annuities
- ▶ Real estate: Net business profit (consolidated) showed substantial drop by 80% from 1HFY2007, due to decrease in brokerage transactions
- ▶ Treasury and financial services: Net business profit (consolidated) increased significantly by 263% from 1HFY2007, due to the improvement in bond related profits and realized gains on mutual fund redemption, while trading profit declined

(in billions of Yen)	<Non-consolidated>						<Consolidated>		
	Gross business profit before credit costs			Net business profit before credit costs			Net business profit before credit costs		
	1HFY2008	1HFY2007	Change	1HFY2008	1HFY2007	Change	1HFY2008	1HFY2007	Change
Retail financial services	40.5	44.5	-4.0	10.8	14.9	-4.1	12.1	16.2	-4.0
Wholesale financial services	49.6	52.6	-3.0	31.3	34.1	-2.7	49.6	49.7	-0.0
Stock transfer agency services	9.2	10.0	-0.8	2.0	2.4	-0.4	3.6	4.4	-0.8
Treasury and financial products	24.2	9.8	14.3	18.5	5.1	13.4	18.5	5.1	13.4
Fiduciary services	30.0	29.7	0.2	14.9	15.9	-1.0	18.5	20.0	-1.4
Pension asset management	19.7	19.8	-0.1	8.2	9.4	-1.2	8.9	10.8	-1.8
Securities processing services	10.3	9.9	0.4	6.7	6.5	0.1	9.6	9.2	0.3
Real estate	7.0	18.8	-11.7	2.9	15.0	-12.1	3.1	16.1	-12.9
Fees paid for outsourcing ^(*)	-13.2	-13.3	0.1	-	-	-	-	-	-
Others ^(**)	1.9	2.5	-0.7	-5.5	-4.2	-1.3	-6.6	-4.6	-2.0
Total	139.9	144.6	-4.7	72.7	80.7	-7.9	95.3	102.4	-7.1

(*1) Breakdown by business group for 1HFY2008 with changes from previous year in parenthesis: Stock transfer agency services -6.0billion yen (+0.4 billion yen), Fiduciary business -7.1billion yen (-0.2billion yen)

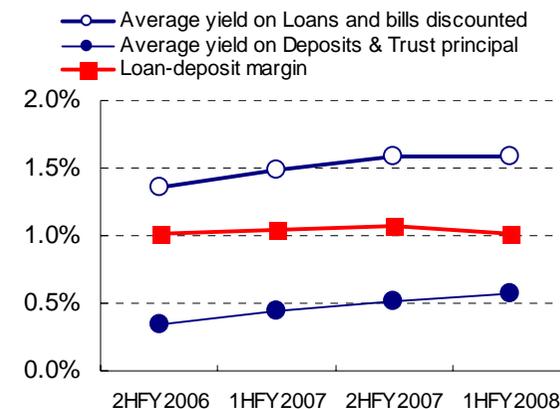
(*2) Include cost of capital funding, dividend of shares for cross-shareholdings, general and administrative expenses of headquarters, etc.

Breakdown of net interest income

- ▶ Loan-deposit margin (domestic 3 major accounts) dropped by 3bp from 1HFY2007 (-5bp from 2HFY2007), due to the slowdown of improvement pace of loan yield affected by flatter yield curve
- ▶ Net interest income increased by 2.3 billion yen from 1HFY2007, due to the increased net income from JGB and mutual funds in addition to the improvement of international net interest income

<Loan-deposit margin (domestic banking a/c and principal guaranteed trust a/c combined)>

	FY2008		Change		FY2007	
	1H	2H	1H	2H	1H	2H
Average yield on Loans and bills discounted	1.59%	0.00%	0.10%	1.59%	1.49%	
Average yield on Deposits & Trust principal	0.57%	0.05%	0.13%	0.52%	0.44%	
Loan-deposit margin	1.02%	-0.05%	-0.03%	1.07%	1.05%	



<Breakdown of net interest income>

(Income: in billions of Yen) (Average balance: in trillions of Yen)	1HFY2008			1HFY2007			Change		
	Income	Average balance	Yield	Income	Average balance	Yield	Income	Average balance	Yield
Domestic banking a/c and Principal guaranteed trust a/c combined	73.5			71.7			1.7		
Interest income	119.2	15.18	1.56%	107.8	14.98	1.43%	11.4	0.19	0.13%
Loans	81.3	10.17	1.59%	75.3	10.07	1.49%	5.9	0.09	0.10%
Securities ^(*)	32.2	3.31	1.94%	29.0	3.76	1.53%	3.2	-0.45	0.40%
Swaps	1.9			2.9			-1.0		
Interest expenses	47.4	15.44	0.61%	36.8	15.12	0.48%	10.6	0.32	0.12%
Deposits & Trust principal	33.7	11.61	0.57%	25.2	11.40	0.44%	8.4	0.20	0.13%
Negotiable certificate of deposit	8.3	2.31	0.71%	6.6	2.08	0.63%	1.6	0.23	0.07%
Call money, etc. ^(*)	2.0	0.77	0.53%	2.6	0.92	0.56%	-0.5	-0.15	-0.02%
International	8.1			7.5			0.6		
Total	81.6			79.2			2.3		

- Redemption profit of mutual fund +10.0bn
- Effect of macro hedging +0.6 bn
- Effect of hedge accounting applied -1.6 bn

(*1) Sum of securities and purchased loans

(*2) Include Call money, Bills sold, Loans from trust a/c, Buy/sell, Repo and Short term bonds

Fee revenue breakdown

- ▶ Other trust fees: Remained at the same level as 1HFY2007, due to the effect of revision of accrual method (2.4 billion yen) in fiduciary business, while real estate related fees decreased
- ▶ Net fees and commissions: Decreased by 16.7 billion yen from 1HFY2007 due to the decline in sales of mutual funds and individual annuities of retail financial services, in addition to the decrease in real estate brokerage volume

(in billions of Yen)	Non-consolidated			Consolidated			Major contributing factors (Consolidated)
	1HFY2008	1HFY2007	Change	1HFY2008	1HFY2007	Change	
Other trust fees ^(*)	31.1	30.9	0.1	31.1	30.9	0.1	
Pension trust ^(**) , Public pension	18.2	18.4	-0.1	18.2	18.4	-0.1	Pension trust +0.4 (Accrual +0.9, book value +0.9, market value -1.4), Public pension -0.6
Securities processing services	9.3	8.0	1.2	9.3	8.0	1.2	Mutual fund administration +1.1 (Accrual +1.2, book value +0.7, market value -0.7)
Real estate	2.1	3.0	-0.9	2.1	3.0	-0.9	Securitization -1.1
Net fees and commissions	13.6	30.6	-17.0	38.3	55.0	-16.7	
Domestic business	14.4	30.2	-15.7	34.0	50.0	-16.0	
Retail financial services	6.5	11.9	-5.3	9.2	14.5	-5.3	Mutual fund & Individual annuity -5.4
Wholesale financial services	10.2	12.4	-2.1	21.0	22.1	-1.0	Real estate NRL -0.4, market based loans (project finance, etc.) -0.5
Stock transfer agency services	3.1	3.5	-0.3	10.1	10.7	-0.5	Commission fee -0.5
Real estate	4.5	12.9	-8.3	9.4	18.6	-9.2	Property brokerage -8.5 (Sumitomo Trust non-consolidated -7.5, subsidiary -1.0)
Fees paid for outsourcing (custody & pension administration)	-7.1	-6.8	-0.2	-7.1	-6.8	-0.2	
International business	-0.8	0.4	-1.3	4.3	5.0	-0.6	Commission fee (CLO arrangement, etc.) -0.5
Total (A)	44.7	61.6	-16.8	69.4	85.9	-16.5	
Gross profits before credit costs (B)	139.9	144.6	-4.7	193.4	195.3	-1.8	
Fee ratio (A)/(B) (%)	32.0%	42.6%	-10.6%	35.9%	44.0%	-8.1%	

(*1) Revision of accrual method from this HFY is included (amount affected 2.4 bn yen)

(*2) Lead manager fees from pension funds are included (amount affected 1HFY2008: 1.7 bn yen, 1HFY2007: 1.6 bn yen)

Breakdown of total substantial credit costs 1. Group companies

- ▶ Major factors of consolidated total substantial credit costs of -24.5 billion yen were group companies (-14.1 billion yen) and overseas credit investments(-10.0 billion yen)
- ▶ First Credit was the biggest factor in the group companies (revaluation of real estate collaterals, -8.1 billion yen)
- ▶ First Credit was also the major factor of increased risk managed loans, with 33.1 billion yen increase from 2008/3

<Total substantial credit costs>

(in billions of Yen)	1HFY2007	2HFY2007	1HFY2008	Major factors
Consolidated	-38.6	-44.8	-24.5	
Non-consolidated	-36.0	-39.5	-10.3	
Group companies	-2.6	-5.2	-14.1	
STB Leasing	-1.2	-0.1	-1.9	The overall introduction of self-assessment and reserves for write-offs based on bank standards -1.1
Sumishin Matsushita Financial Services	-0.6	0.2	-1.9	Worsened business condition of debtors -1.9
First Credit	1.2	-1.1	-8.1	Shift of debtor category -2.3, revaluation of collateral -3.7, increase in loss ratio -2.1

(For reference) <Risk managed loans (Banking a/c and principal guaranteed trust a/c combined)>

(in billions of Yen)	Consolidated			Group companies			First Credit		
	Sep-08	Mar-08	Change	Sep-08	Mar-08	Change	Sep-08	Mar-08	Change
Risk managed loans	138.7	150.3	11.6	76.8	43.4	33.4	74.3	41.1	33.1
Loans in bankruptcy proceedings	12.8	1.1	11.7	4.9	0.7	4.1	4.7	0.4	4.2
Other delinquent loans	88.5	70.7	17.7	56.7	37.2	19.5	55.3	36.1	19.1
Loans more than 3 months past due	0.0	0.0	0.0	0.0	0.0	0.0	-	-	-
Restructured loans	37.3	78.4	41.0	15.2	5.4	9.7	14.2	4.4	9.8
Total loans under risk management	11,145.1	11,075.1	70.0	367.2	367.1	46.2	177.6	191.8	14.2
Ratio to total loan balance	1.2%	1.4%	-0.2%	20.9%	11.8%	9.1%	41.8%	21.4%	20.4%

Breakdown of total substantial credit costs 2. Non-consolidated

- ▶ Allowance against the credit to Lehman Brother's (-7.8 billion yen) was the biggest among overseas factors (-10.0 billion yen)
- ▶ Write off by 2.9 billion yen as a result of new impairment rule of "Over 30% of unrealized loss for a certain period or longer"
- ▶ Domestic (non-consolidated) stayed at low level of -0.2 billion yen in total supported by the write back of 5.5 billion yen credit costs due to the decrease in balance by repayment from the substandard debtors

< Breakdown of total substantial credit costs (Overseas, non-consolidated) >

Account (in billions of Yen)	1HFY2007	2HFY2007	1HFY2008	Major factors of change
Total credit costs	-9.0	-6.8	-3.1	
General allowance for loan losses	-2.8	-7.2	8.8	WHL* write back 9.0
Specific allowance for loan losses	-	-	-7.8	Allowance for Lehman Brothers -7.8
Written off and losses on sales of loans	-6.2	0.3	-4.1	WHL* losses on sales -3.3
Net gains on sales of stocks and other securities	-0.7	-10.1	-0.1	
Losses on sale of stocks and other securities	-0.7	-	-0.1	
Losses on devaluation of stocks and other securities	-	-10.1	-	
Others	-	-52.5	-6.7	
Impairment loss related to overseas asset-backed securities	-	-48.2	-6.7	
Losses on sales	-	-7.4	-3.7	Losses on sales of corporate bonds -2.6, Losses on sales of ABS-CDO -0.8
Write-offs	-	-40.7	-2.9	Synthetic CDO -2.1
Total	-9.7	-69.5	-10.0	

* WHL: CLO Warehousing loan

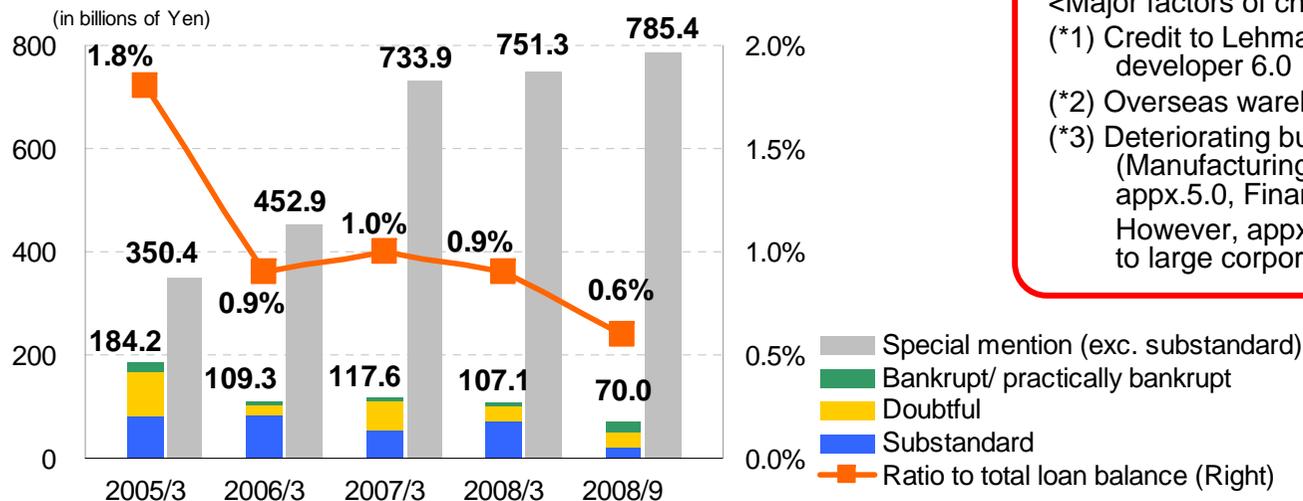
< Breakdown of total substantial credit costs (Domestic, non-consolidated) >

Account (in billions of Yen)	1HFY2007	2HFY2007	1HFY2008	Major factors of change
Total credit costs	-25.3	31.1	-0.3	
General allowance for loan losses	-19.3	13.8	2.6	Decrease in substandard loans (repayment, etc) +5.5
Specific allowance for loan losses	-1.4	16.5	-3.0	
Written off and losses on sales of loans	-4.7	-0.3	-0.6	
Total	-26.2	29.9	-0.2	

Non-performing loans and migration analysis (1H FY2008)

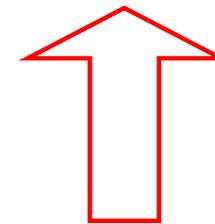
- ▶ NPL volume declined by 37.0 billion yen to 70.0 billion yen primarily due to the decrease in substandard loans (NPL ratio to total loan balance of 0.6%)
- ▶ Loans to special mention debtors (excluding substandard loans) increased by 34.0 billion yen from 2008/3, reflecting the deteriorating business environment in broad industries

<Balance and ratio to total loan balance of NPLs (non-consolidated; banking a/c and principal guaranteed trust a/c combined)>



<Major factors of change from March 2008>

- (*1) Credit to Lehman Brothers' Group appx. 8.0, real estate developer 6.0
- (*2) Overseas warehousing loans appx. -42.0
- (*3) Deteriorating business environment in broad industries (Manufacturing appx.24.0, Construction/Real estate appx.5.0, Financial appx.5.0, overseas appx. 9.0)
However, appx. 70% of the Japanese loans (appx. 56.0) are to large corporations or their subsidiaries)



<Migration analysis (non-consolidated; banking a/c and principal guaranteed trust a/c combined)>

(in billions of Yen)	Sep-08	Mar-08	Change	Downgrade	Downgrade	Upgrade	Upgrade	Repayment, etc.
				(+)	(-)	(+)	(-)	
Bankrupt / practically bankrupt	19.6	6.9	12.8	(*1) 17.7	-	-	-1.5	-3.4
Doubtful	28.3	27.3	1.0	4.0	-0.8	1.2	-0.3	-3.1
Loans to substandard debtors	25.5	77.1	-51.6	14.9	-1.5	0.0	-	(*2)-65.0
Loans to special mention debtors (excluding loans to substandard debtors)	782.0	747.2	34.8	(*3) 65.1	-3.9	0.5	-21.7	-5.1

Securities portfolio and interest rate risk

- ▶ Unrealized gain on available-for-sale securities dropped by 72.8 billion yen from 2008/3 to 38.0 billion yen mainly due to the decline of stock prices and the value of the overseas ABS
- ▶ Foreign bonds and others increased by 512.2 billion yen compared to 2008/3 mainly due to the purchase of Euro and US government bonds

<Change in cost and valuation difference of securities for which market prices are available (consolidated/ after devaluation)>

(in billions of Yen)	Book value			Cost			Valuation difference		
	Sep-08	Mar-08	Change	Sep-08	Mar-08	Change	Sep-08	Mar-08	Change
Held-to-maturity debt securities	510.2	576.6	-66.4	510.2	576.6	-66.4	4.1	7.9	-3.8
Available-for-sale securities	4,617.8	4,022.8	595.0	4,579.8	3,912.0	667.8	38.0	110.8	-72.8
Stocks	641.7	669.8	-28.1	467.4	478.6	-11.2	174.2	191.1	-16.8
Japanese bonds	985.6	829.1	156.5	996.4	829.6	166.7	-10.8	-0.5	-10.2
Foreign bonds and others ^(*)	2,990.5	2,523.9	466.6	3,115.9	2,603.7	512.2	-125.4	-79.7	-45.6

Note: Japanese bonds include floating rate government bonds (Cost: 199.3 billion yen, Net unrealized gain: -6.1 billion yen). However, the methods to value financial assets at the end of September 2008 has not been changed based on the Accounting Standards Board of Japan's "Practical Solutions on Measurement of Fair Value for Financial Assets (PITF No.25)", released on October 28th, 2008.

<Securities portfolio of treasury and financial products business ^(*) (non-consolidated)>

(in billions of Yen)	Cost			Valuation difference			10BPV		
	Sep-08	Mar-08	Change	Sep-08	Mar-08	Change	Sep-08	Mar-08	Change
JPY	1,431.9	1,320.6	111.2	-4.9	7.8	-12.7	4.0	5.7	-1.6
Other	1,298.9	753.0	545.9	-7.5	4.7	-12.3	5.8	3.8	1.9
USD	247.6	208.9	38.6	0.0	9.4	-9.3	1.2	1.4	-0.2
EUR, etc.	1,051.3	544.0	507.2	-7.6	-4.7	-2.9	4.5	2.4	2.1

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

<Outlier ratio ^(*) (consolidated)>

(in billions of Yen)	Sep-08	Mar-08	Change
Total interest rate risk	132.1	154.8	-22.7
JPY	56.8	88.9	-32.1
Tier I + Tier II	1,783.5	1,834.2	-50.7
Outlier ratio	7.40%	8.44%	-1.04%

(*) Regarding the explanation of the calculation method, please refer to the notes in page 14 of our Explanatory Material for 2QFY2008.

Regulatory capital

- ▶ Tier I capital is in a relatively competitive position both in terms of level (7.56%) and quality (deferred tax assets ratio 9.1%, hybrid securities ratio 18.8%)
- ▶ Tier II is also in a stable position with higher portion of Upper Tier II (41%) in subordinate debts

<Capital and BIS capital adequacy ratio>

(in billions of Yen)	Sep-08 (Preliminary)	Mar-08 (Actual)	Change	Major factors of change
Total qualifying capital	1,684.2	1,732.2	-48.0	
Tier I	1,114.3	1,073.3	40.9	Deferred tax assets ratio 9.1%
Retained earnings	497.8	483.6	14.1	Earnings +28.3, Dividend -14.2
Noncumulative preferred securities issued by overseas SPV	210.0	183.0	27.0	Issued preferred securities 110.0 (83.0 for refinancing) Hybrid securities ratio 18.8%
Less: Goodwill equivalents	111.2	115.5	-4.2	
Less: (EL - Eligible provisions) x 50%	18.2	14.9	3.3	
Tier II	669.2	760.9	-91.6	
45% of net unrealized gain on available-for-sale securities	14.4	48.0	-33.6	
Subordinated debts	647.0	708.8	-61.8	Repayment and yen appreciation effect
Upper Tier II	266.1	314.1	-48.0	Upper Tier II ratio 41%
Lower Tier II	380.8	394.6	-13.7	Lower Tier II ratio 59%
Less: Deduction (double gearing)	99.2	101.9	-2.6	
BIS capital adequacy ratio	11.42%	11.84%	-0.42%	
Tier I capital ratio	7.56%	7.33%	+0.23%	

<Total risk-weighted assets>

(in billions of Yen)	Sep-08 (Preliminary)	Mar-08 (Actual)	Change	Major factors of change (in trillions of Yen)
Total risk-weighted assets	14,738.3	14,625.9	112.3	
Amount of credit risk-weighted assets	13,812.2	13,745.3	66.8	Mutual fund +0.35, WHL -0.11, Loan purchase -0.11, securitization -0.09
Amount of market risk equivalents	203.3	162.2	41.0	
Amount of operational risk equivalents	722.8	718.3	4.4	



Forecast for FY2008



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Forecast for FY2008 (as of November 2008)

- ▶ Net business profit (non-consolidated) is forecasted to be 155.0 billion yen, as the original forecast for the 2nd half FY has also been revised
- ▶ Net income (consolidated) is forecasted to be 60.0 billion yen, down by 22.3 billion yen compared to the previous fiscal year, as the impairment losses of holding stocks (-10.0 billion yen) and additional losses related to overseas credit investments (-20.0 billion yen) are factored in

<Consolidated>	(in billions of Yen)	FY2007	FY2008		FY2008
		(Actual)	1H (Actual)	2H (Forecast)	(Forecast)
Net business profit before credit costs		216.8	95.3	99.7	195.0
Total substantial credit costs		-83.5	-24.5	-30.5	-55.0
Ordinary profit		136.9	54.7	55.3	110.0
Net income		82.3	28.3	31.7	60.0
<Non-consolidated>					
Net business profit before credit costs		173.8	72.7	82.3	155.0
Total substantial credit costs		-75.5	-10.3	-24.7	-35.0
Losses related to international credit investments		-79.3	-10.0	-20.0	-30.0
Other non-recurring profit		6.5	-13.5	-16.5	-30.0
Ordinary profit		103.9	47.5	42.5	90.0
Net income		69.9	30.3	29.7	60.0
Full year dividend per share (Yen)		17	8.50	8.50	17
Consolidated dividend payout ratio		34.6%	-	-	47.4%

Effect of the global financial crisis on the financial status of Sumitomo Trust



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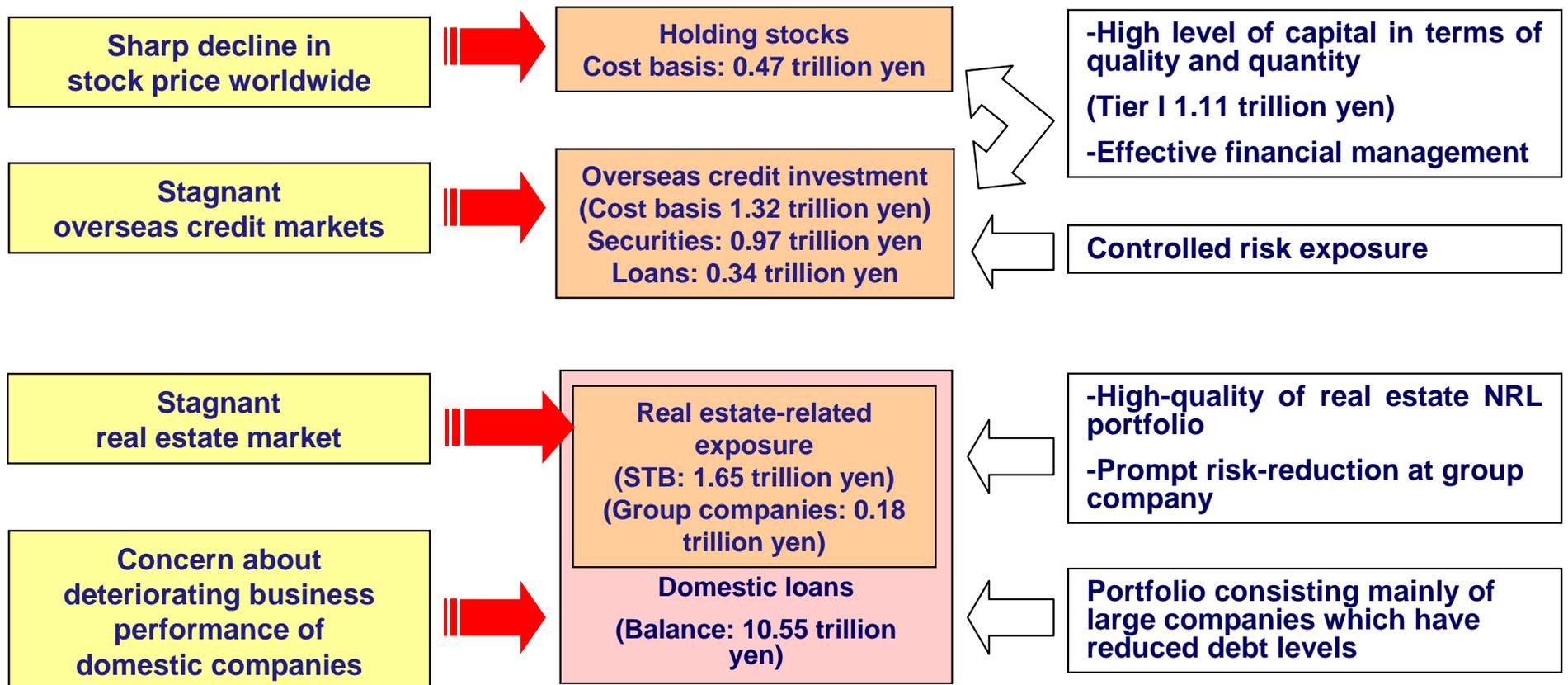
住友信託銀行

(1) Effect of the global financial crisis on the financial status of Sumitomo Trust

- ▶ Biggest financial risks are holding stocks and overseas credit investments: Maintain financial flexibility owing to the higher level of capital both in terms of quality and quantity
- ▶ Real estate-related exposure: Core portfolio including real estate non-recourse loans has low leverage and resilience to adverse environment

<Global financial crisis>

<Our financial status >



(2) Quality of capital and risk of stock holding

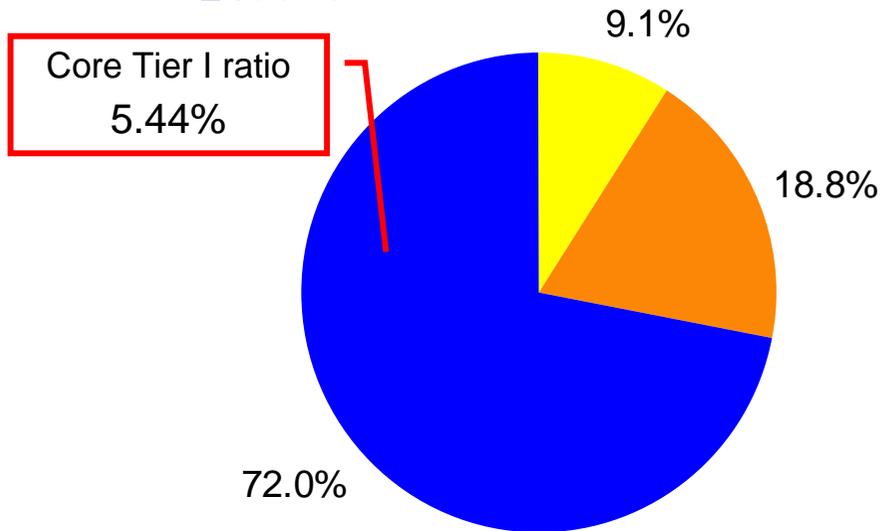
- ▶ Quality and quantity of capital is at a high level; Ratio of core Tier I(*) to Tier I is as high as 72%
- ▶ Stock holding (467.5 billion yen on a cost basis) represent 42% of Tier I and the breakeven point is in the middle of 8,000 yen in Nikkei stock average

(*) Stable Tier I capital: Subtracting net deferred tax assets and redeemable preferred stocks/preferred securities

<Tier I Capital breakdown>

(As of Sep. 2008, Consolidated)

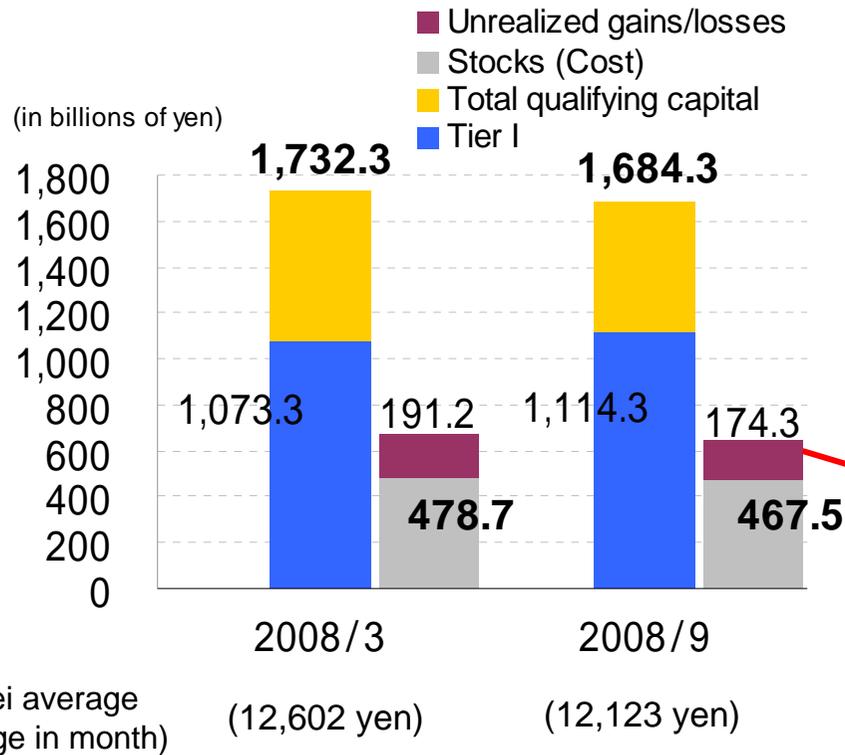
- Net deferred tax assets
- Hybrid Tier I
- Core Tier I



* There is no preferred stocks

<Stock holding and Capital>

(As of Sep. 2008, Consolidated)



Breakeven point:
Middle of 8,000 yen in Nikkei stock average

(*) Core Tier I = Tier I capital - Net deferred tax assets - Preferred shares (public funds) - Preferred shares (private) - Hybrid Tier I

(3) Overview of Market-based loan (International)

1. Asset-backed securities (with Fair Value)

- ▶ Balance of Asset-backed securities as of Sep. 2008 was reduced by 38.7 billion yen to 625.0 billion yen (Unrealized loss ratio of 13.7%)
- ▶ Highly-rated, primary securitized assets comprise more than 90% of total ABS (Unrealized loss ratio of 12.8%)
- ▶ Higher-risk type securities such as secondary securitized assets were reduced by 14.0 billion yen to 58.6 billion yen (Unrealized loss ratio of 23.0%)

<Status of investment by asset category (non-consolidated)>

(in billions of yen)

	Cost (after impairment)			Change from 08/3	Valuation difference		Net unrealized gain ratio	
	(A)	North America	Europe		(B)	Change from 08/3	(B)/(A)	Change from 08/3
Primary securitized assets	602.4	270.7	328.6	38.0	79.6	24.2	13.2%	4.6%
RMBS exc. Subprime related RMBS	200.6	2.5	196.2	28.0	22.2	5.8	11.1%	4.0%
CMBS	35.6	0.3	35.2	3.2	4.2	1.0	12.0%	3.7%
CLO	207.0	148.0	59.0	1.5	32.6	12.0	15.8%	5.7%
CARDS	87.3	78.3	9.0	2.1	8.6	0.1	9.9%	0.1%
Other ABS(*)	35.7	14.0	20.7	0.8	4.3	2.5	12.3%	7.2%
Subprime related RMBS	10.7	10.7	-	2.3	2.2	0.9	21.1%	10.8%
CDO mezzanine	18.0	15.8	2.2	0.2	4.3	1.5	24.1%	8.5%
Synthetic CDO	7.1	1.0	6.1	6.5	0.7	0.2	10.1%	6.3%
Secondary securitized assets	6.4	5.3	1.0	4.0	1.6	0.5	24.9%	14.7%
ABS-CDO	6.4	5.3	1.0	4.0	1.6	0.5	24.9%	14.7%
Equity type securities	16.2	12.6	3.5	3.2	4.5	4.4	28.1%	27.2%
CLO equities	15.4	11.9	3.5	3.3	4.9	4.8	32.1%	31.1%
SIV Capital notes	0.7	0.7	-	0.0	0.4	0.4	55.5%	55.5%
Total	625.0	288.8	333.2	38.7	85.7	29.2	13.7%	5.2%

(Figures in parenthesis is a change from 08/3)

<Portfolio with limited risk>

- Book value: 566.4 bn yen (- 28.8 bn yen)
- > Redemption -18.8 bn yen, yen appreciation -15.6
- Unrealized loss ratio -12.8% (-4.3%)

<Portfolio with higher risk>

- Book value: 58.6 bn yen (- 9.8 bn yen)
- > Increase of CLO equity is transfer from "With no fair value available".
- Actual change in book value is -14.0 bn yen
- > Sales -9.4 bn yen, impairment -2.9 bn yen, redemption -2.9 bn yen
- Unrealized loss ratio 23.0% (-14.7%)

(*) Underlying assets include corporate bonds, auto loan, equipment lease, etc.

(4) Overview of Market-based loan (International)

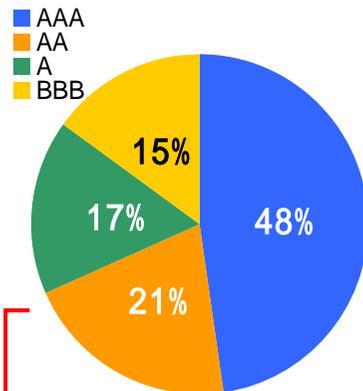
2. Profile of primary securitized assets

- ▶ Most of primary securitized assets, core portion of ABS, are highly-rated securities; and their average ratings are: RMBS (AA), CMBS (AAA), CLO (AAA), CARDS (A)
- ▶ RMBS (mostly in Europe) and CARDS (mostly in US) have resilient structure to future risks

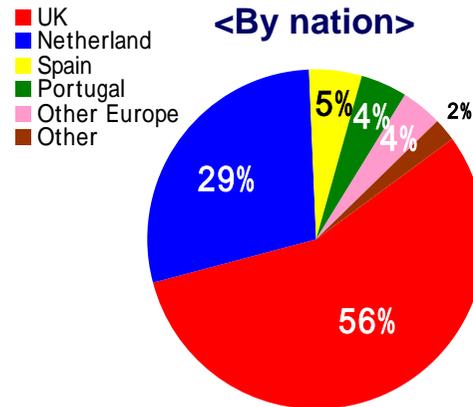
<Exposure by credit rating*> * Internal rating basis; expressed in terms of corresponding agency credit rating criteria

RMBS excluding Subprime related RMBS
Total 200.6 billion yen

<By ratings>

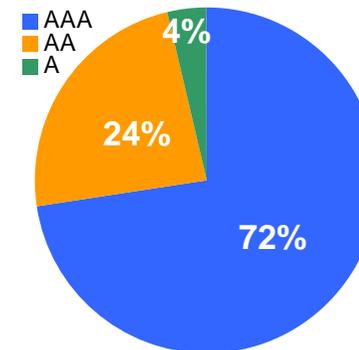


<By nation>



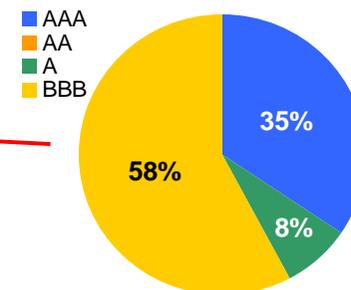
CMBS

Total 35.6 billion yen



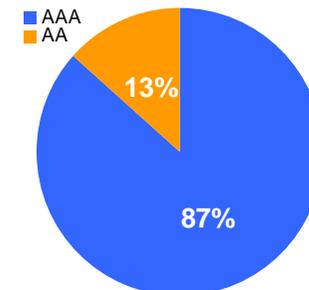
CARDS

Total 87.3 billion yen



CLO

Total 207.0 billion yen



- Underlying assets for the European RMBS are all recourse-type
- More than 98% of the UK RMBS we hold has matched the major commercial banks' lending standards (Comforming type)

- All of the CARDS we hold are originated by the major 5 companies such as US mega banks and the collaterals are managed by them
- All of them have tightened their lending standards in view of weaker consumer expenditure

(5) Overview of Market-based loan (International)

3. Other securities and loans

- Majority of the corporate bond portfolio are highly rated and well diversified, and their amount has been reduced by 29.7 billion yen (11.0 bn yen of sales and 22.7 bn yen of redemption)
- Corporate loans to non-Japanese companies are planned to be reduced and the low-rated European and US corporate loans (approximately 193.0 billion yen) are well diversified and backed by corporations themselves

<Status of securities other than ABS with Fair Value>

(in billions of yen)	Cost				Unrealized loss		
	(A)	North America	Europe	Change from 08/3	(B)	Change from 08/3	(B)/(A)
With Fair Value; International corporate bonds	326.0	28.2	137.6	-29.7	17.1	8.0	5.3%
Financial debt	87.5	12.5	42.8	-4.6	6.7	2.4	7.7%
Other corporate bonds	238.5	15.7	94.8	-25.1	10.4	5.6	4.4%
With No Fair Value; Other securities	27.3	9.2	9.3	-7.3			
Asset-backed securities (CLO equities)	-	-	-	-3.7			

* Average rating: AA

* Average rating: A
* Well diversified portfolio with 1.5 billion yen average investment unit

<Status of corporate loans>

(in billions of yen)	Balance			
		North America	Europe	Change from 08/3
Corporate loans	346.9	176.1	74.1	13.6
CLO Warehousing loan	0.5	0.5	-	-41.6
Other corporate loans	346.4	175.6	74.1	55.2
Finance and insurance industries	48.8	30.9	0.6	31.0

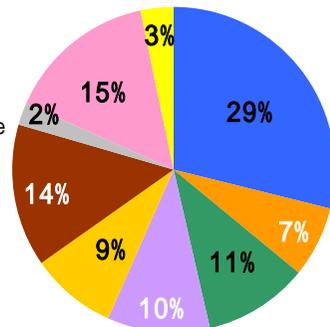
* Finance and insurance: appx. 85% of the portfolio is rating 1 to 4 (equivalent to AAA through BBB of credit rating agency)
* Other portion is mainly rated 5 to 6 (equivalent to BB through B of credit rating agency). However, most of them are backed by corporate collateral and well diversified in terms of industries and individual borrowers (averaging 0.7 billion yen investment unit)

<Corporate loan exposure by industry sector and ratings>

* Managerial reporting basis

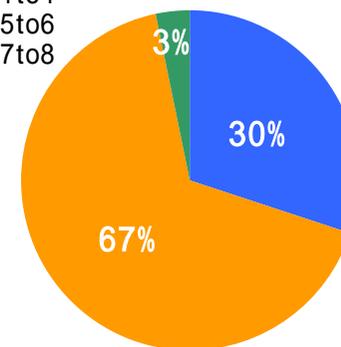
<By industries>

- Manufacturing
- Energy and utilities
- Communication
- Transportation
- Wholesale and retail
- Finance and insurance
- Real estate
- Various services
- Others



<By ratings>

- Rating 1 to 4
- Rating 5 to 6
- Rating 7 to 8

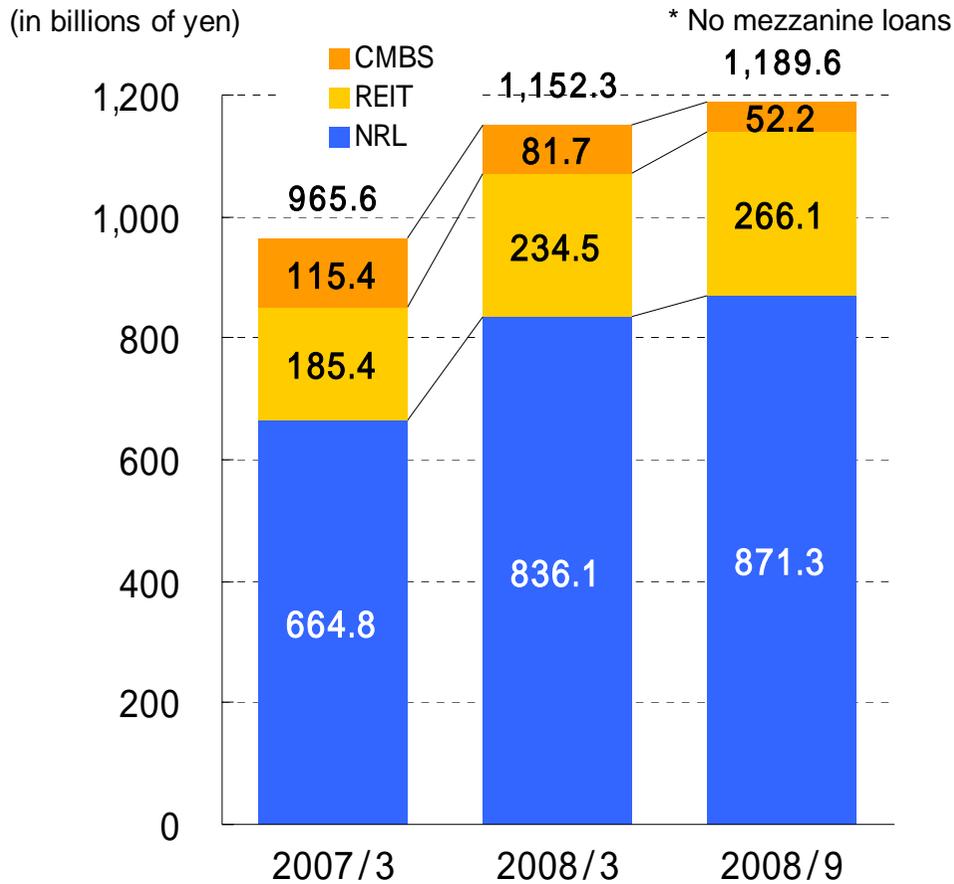


* Non-Japanese loans conducted in domestic branches (Japanese company-related project finance is included) are added to the "Corporate loans" shown in the past disclosure
Amount affected: Mar.2008 47.7 billion yen, Sep.2008 93.7 billion yen

(6) Real estate-related loans 1. Real estate Non-recourse loan (NRL)

- ▶ Outstanding balance of broadly-defined real estate non-recourse loan (managerial reporting basis; including loans to REIT and investments in CMBS) as of Sep. 2008 is 1.18 trillion yen (9% of total credit portfolio)
- ▶ Loans with LTV of 75%, or lower account for 85% of narrowly-defined real estate Non-recourse loan (0.87 trillion yen) based on internal appraisal which is usually 10% to 20% lower than that of outside appraiser

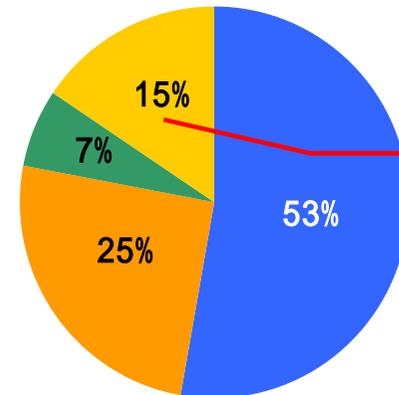
<Real estate NRL balance>



<Characteristics of Real estate NRL (excluding REIT and CMBS as of Sep. 2008> (Total 871.3 billion yen)

<LTV>

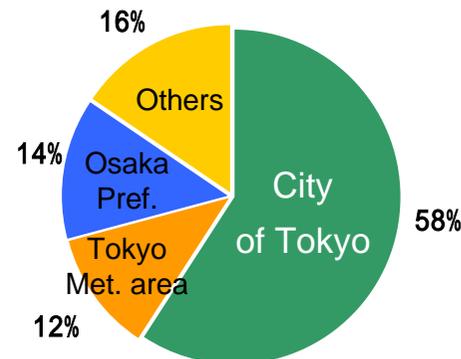
- 60% or below
- 70 to 75%
- 60 to 70%
- over 75%



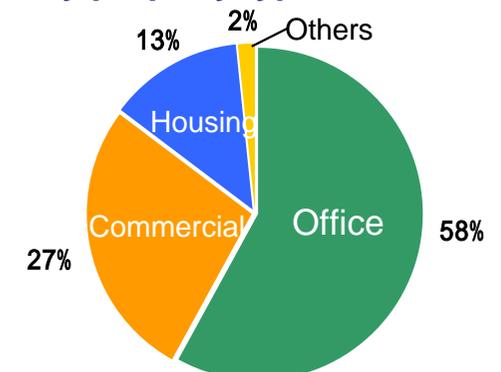
* LTV is conservative by using internal appraisal which is 10% to 20% lower than that of outside appraiser

* Most of the portion with over 75% of LTV is development stage type supported by creditworthy sponsors

<By geography>



<By property type>

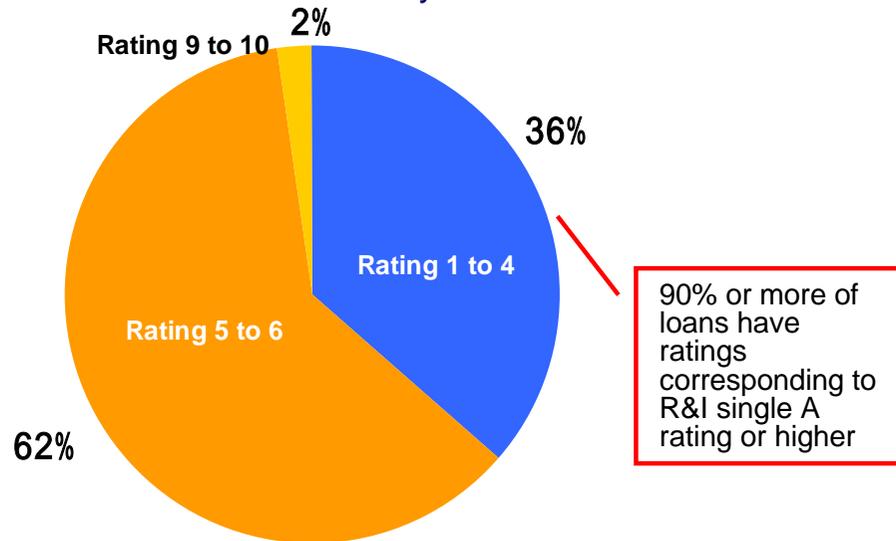


(7) Real estate-related loans 2. Loans to REIT, corporate loans

- ▶ Loans to REIT sponsored by major domestic real estate and trading companies account for 80% or more of total loans to REIT and 90% or more have ratings corresponding to single A rating or higher by the rating agency
- ▶ Loans to major corporations and their related group companies account for more than 80% of corporate loans and almost all of the balance below or equal to special mention category is collateralized or reserved

<Rating breakdown of loans to REIT
(as of end of Sep. 2008)>

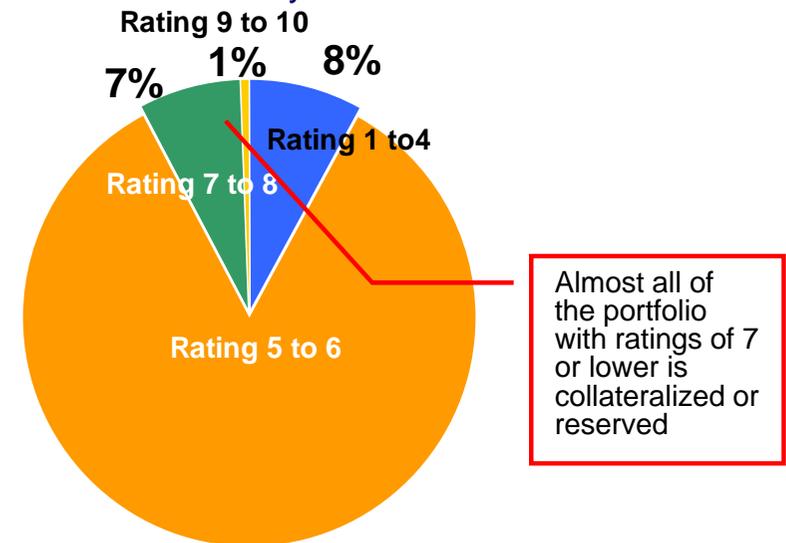
< Total amount: 266.1 billion yen >



More than 80% of loans to REIT are sponsored by major domestic real estate and trading companies

<Rating breakdown of loans to real estate corporations
(as of end of Sep. 2008)>

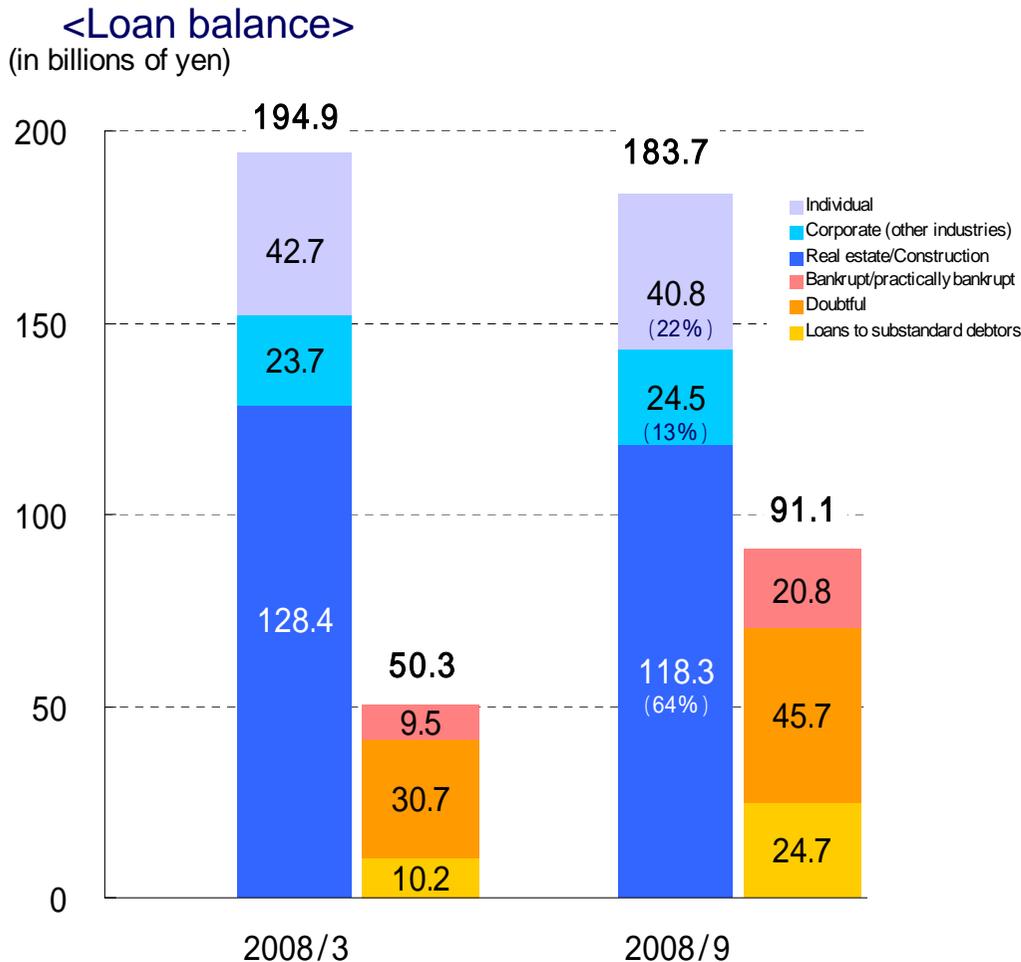
< Total amount: 663.1 billion yen >



More than 80% of loans are to major domestic real estate companies or their group companies

(8) Real estate-related loans of group companies: First Credit

- ▶ Implementation of wide-spread revaluation of collaterals in 1HFY2008 and write-offs and reserves based on bank standards
- ▶ Intend to strengthen customer base as to other corporations and individuals, together with strengthening risk control for loans to real estate and construction companies which were the major sources of credit costs



<Business model of First Credit>

- Covering SME and individual's various funding needs with focusing on the value of the real estate as a collateral
- NPL ratio based on bank standard tends to be high even in the favorable economic condition, but has restrained the credit cost with high collateral ratio
- 1.0 billion yen per year (average from FY 2005 to 2007)

<1HFY2008>Financial treatment in wide area based on the change of environment

- Revaluation of collaterals for loans (100 billion or more) mainly to real estate and construction companies (total: 118.3 billion yen)
- Average 20~30% devaluation of collateral as to revalued properties

(in billions of yen)	Reserves	Collateral	Reserve ratio	Standards for reserves
Bankrupt/ practically bankrupt	7.7	13.1	100.0%	- 70% of collateral value - 100% of uncovered portion
Doubtful	3.7	38.3	92.0%	- 70% of collateral value - 50% of uncovered portion
Loans to substandard debtors	1.7	23.0	100.0%	- 100% of collateral value - Reserve ratio 6.78% (3x ordinary category)

* Loan balance: First Credit non-consolidated basis, before direct write-off
(Direct write-offs: FY2006 4.6 bn yen, FY2007 3.4 bn yen, 1HFY2008 6.2 bn yen)

** NPL is shown in Assets classified under the Financial Reconstruction Law basis

Strategy based on the drastic
change of economic and financial
environment



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(1) Strategy based on drastic change of economic and financial environment

- ▶ Revision of the “Market-based” loan strategy based on the change from “excess liquidity” to “credit crunch”
- ▶ No change of basic policy in trust and real estate business area; opportunity to enhance business franchise for the mid to long term

New midterm management plan (made in March 2008)

<Prioritized strategies>

<1HFY2008>

<Policy and prioritized strategies for the future>

1. Improve “Investment sales”

- ▶ Retail: Expanded “total depositary assets” due to the strong increase in deposit, though sales of mutual funds and annuity struggled
- ▶ Wholesale: Exceeded the plan in investment sales with sales amount of over 120.0 bn yen

- ▶ Expand lineup of derivative-type deposits to wholesale, proposal of forming portfolio
- ▶ Expand sales of Japanese stock investment to foreign institutional investors

2. Expand wealth management business

- ▶ Promoted with segment-specific (independent physician, land owner, corporate executive, corporate owner) strategy, especially resulting in good performance in making new accounts from independent physician and corporate executive

- ▶ Expand customers by launching new separately manage fund (Fund wrap) and enhance the number of financial consultants

3. Expand comprehensive real estate business

- ▶ Due to the severe environment in the real estate market, various business such as brokerage resulted poorly

- ▶ Expand financial intermediary business centering on real estate
- ▶ Promote sales of Japanese real estate to foreign institutional investors

4. Enhance profitability of credit portfolio

- ▶ Loan spread for corporates including “bilateral” is showing improvement (flat from 2HFY2007 to 1HFY2008)

- ▶ Revision of the “shift to market-based loans” strategy
- ▶ No change in pursuing “Asset management oriented financial intermediary model”



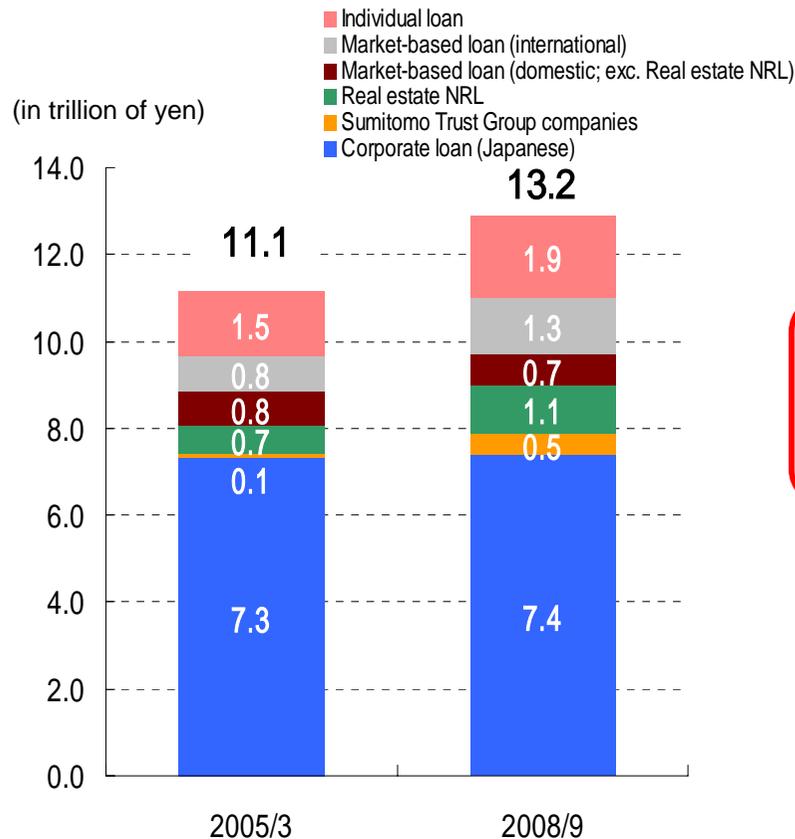
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(2) Credit portfolio plan for 2HFY2008

- ▶ Both domestic and international “market-based” loan (excluding real estate Non-recourse loan) is to be reduced in the 2HFY2008
- ▶ Improvement of profitability of corporate loan (Japanese) by rebalancing portfolio → proactively taking opportunities of new loans with better return such as Japanese corporations in overseas
- ▶ Continuously seeking to “reduce concentrated credit exposures”

<Balance of credit portfolio (non-consolidated)>



(in trillions of yen)	Change from 05/3 to 08/9	Strategy in 2HFY2008	
Individual loan	+0.4	Flat	
Market-based loan (international)	+0.5	Reduce	Redemption in 2HFY appx. 40.0 bn yen
Market-based loan (domestic)*	±0.0	Reduce	Redemption in 2HFY appx. 100.0 bn yen
Real estate NRL	+0.5	Flat	
STB Group companies	+0.4	Flat	
Corporate loan (Japanese)	+0.1	Flat	Improve profitability with rebalancing of portfolio 300 to 500 bn yen

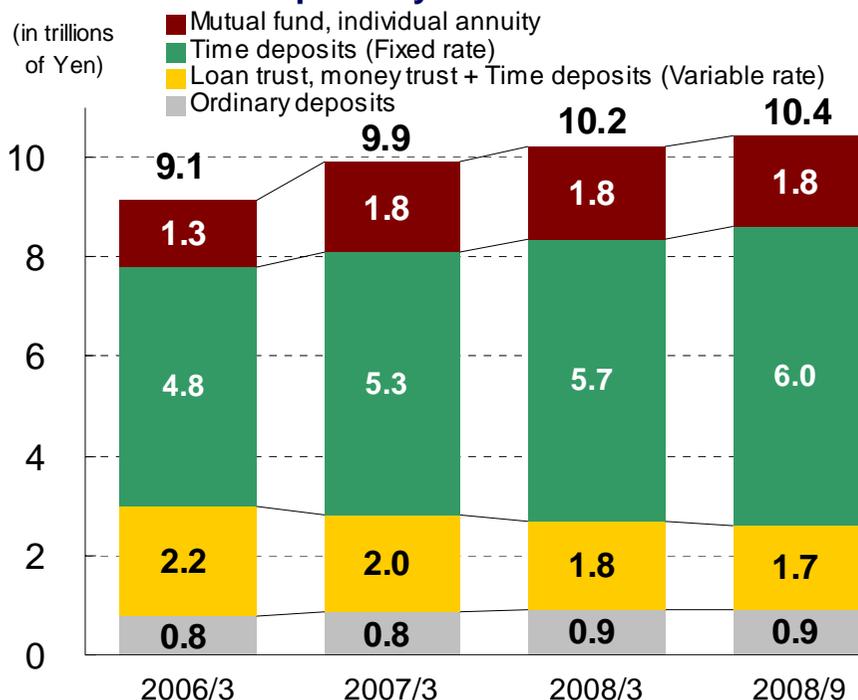
* Exclude real estate NRL

Division performance

Retail financial services

- ▶ Total depositary assets increased by 0.2 trillion from Mar. 2008, due to the increase of time deposits
- ▶ Outstanding volume of mutual fund/individual annuity remained at same level as Mar. 2008 at 1.8 trillion yen despite the decline in market value (approximately 100.0 billion yen)

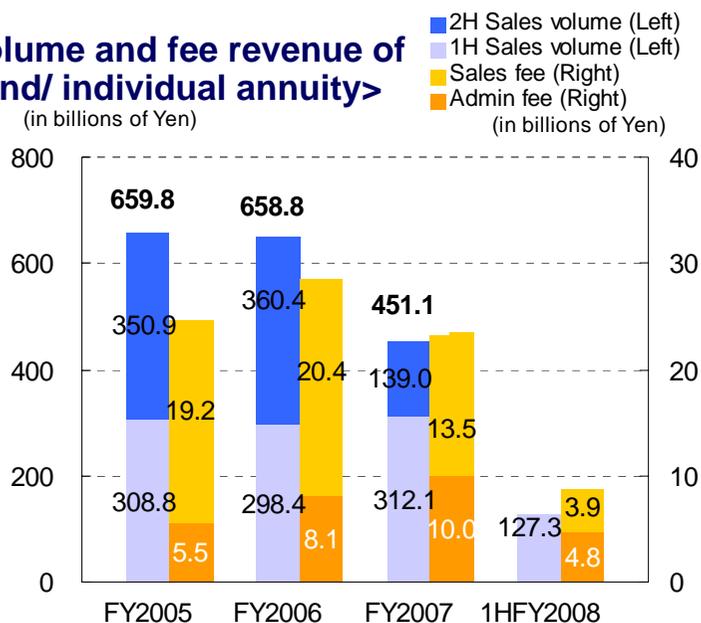
<Volume of total depositary assets from individuals>



<Execution and outstanding volume of individual loans>

(in billions of Yen)	FY2005	FY2006	FY2007	1HFY2008
Outstanding	1,844.9	1,996.8	2,002.9	1,989.3
Execution	461.5	377.1	301.3	120.3

<Sales volume and fee revenue of mutual fund/ individual annuity>



<Breakdown of gross business profit>

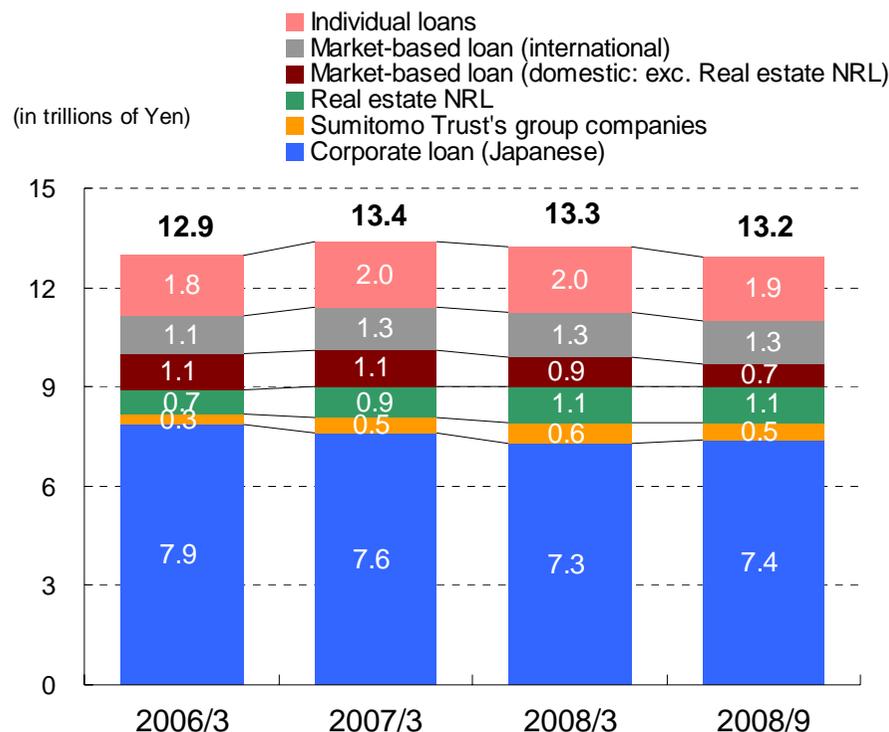
Managerial reporting basis; before transfer pricing among business divisions

(in billions of Yen)	1HFY2008	1HFY2007	Change
Gross business profit	27.7	32.2	-4.6
Net interest income	21.1	20.3	0.8
Deposits	13.1	11.4	1.6
Loans	8.0	8.8	-0.8
Net fees and commissions	6.6	11.9	-5.4
Mutual fund/individual annuity	8.8	14.2	-5.4
Less: Insurance premium	-2.3	-2.3	0.0

Wholesale financial services & Loan portfolio (Non-consolidated)

- ▶ Total credit portfolio slightly declined to 13.2 trillion yen due to the decrease in market-based loan (domestic) and individual loans, while corporate loan (Japanese) increased
- ▶ Net interest income increased by 0.2 billion yen from the 1HFY2007, mainly due to the dividends from international equity investment, while domestic credit spread decreased on a year on year basis
- ▶ Net fees and commissions decreased by 2.0 billion yen from the 1HFY2007, due to the decrease in real estate non-recourse loan arrangement fees and stock transfer agency related fees

<Balance of credit portfolio (non-consolidated)>



(*): Corporate loan (Japanese) includes conventional loan, syndicate loan and loan purchased from other banks; Market-based loan (international and domestic) includes bonds with credit risk; Real estate NRL includes loans to REIT and investments in CMBS

<Breakdown of net interest income (non-consolidated)>

Managerial reporting basis; before transfer pricing among business divisions

(in billions of Yen)	1HFY2008	1HFY2007	Change
Net interest income	45.4	45.2	0.2
Deposits	3.0	3.1	-0.2
Credit investment	42.4	42.0	0.3
Domestic	28.6	30.7	-2.1
International	13.8	11.4	2.4

<Breakdown of fee revenue (non-consolidated)>

Managerial reporting basis; including net trust fee

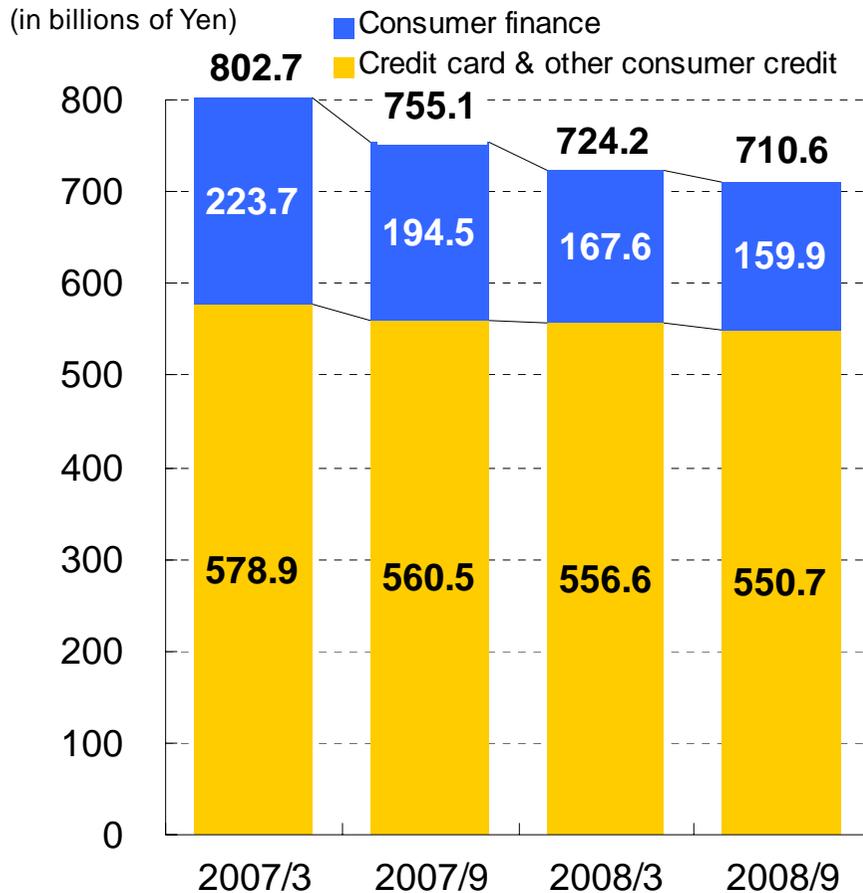
(in billions of Yen)	1HFY2008	1HFY2007	Change
Fee revenue	11.4	13.3	-2.0
Real estate NRL	0.8	1.3	-0.4
Other Market-based loan & syndicated loan	2.5	3.1	-0.7
Securitization	2.6	2.2	0.4
Stock transfer agency services	9.1	9.9	-0.8
(Fees paid for outsourcing*)	(-6.0)	(-6.5)	(0.4)

* Fees paid for outsourcing of stock agency services operation

(For reference (1)) Loans to consumer credit industry

- ▶ Outstanding loan balance to consumer finance, credit card and other consumer credit companies decreased by 13.6 billion yen to 710.6 billion yen due to contracting size of market
- ▶ 83% of total exposure is to the companies within large company groups, including bank groups (51%)

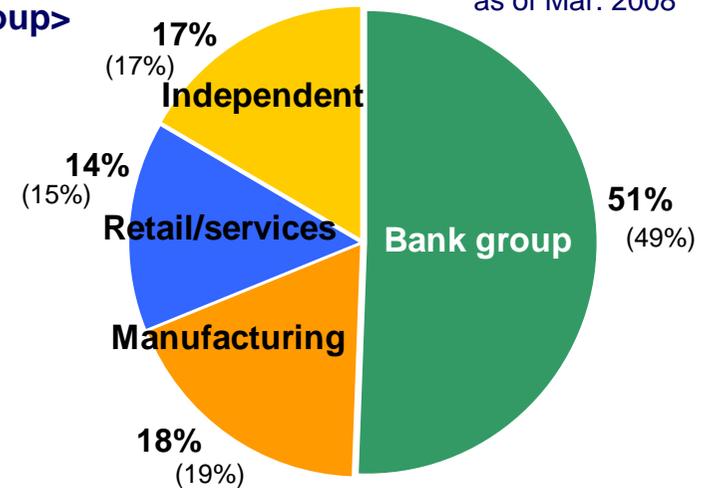
<Outstanding loans to consumer credit companies>



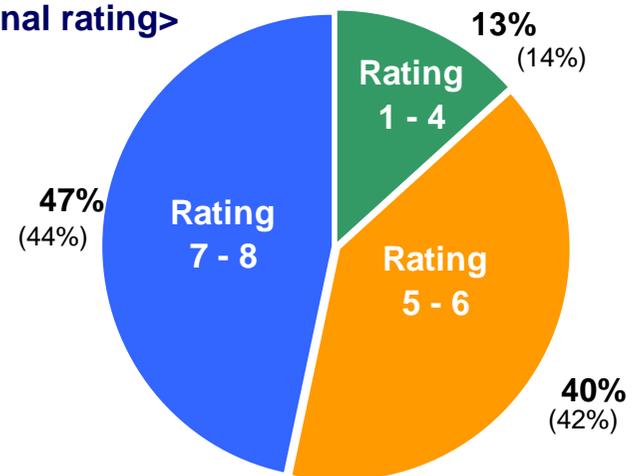
<Characteristics of consumer credit company borrowers as of September 2008>

Managerial reporting basis
Numbers in parenthesis are as of Mar. 2008

<By group>



<By internal rating>

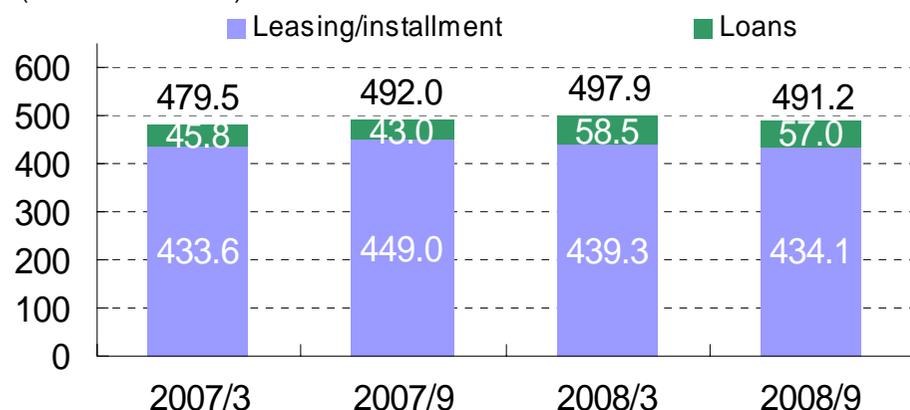


(For reference (2) 1.) Financial related business in group companies STB Leasing and Sumishin Matsushita Financial Services (SMFC)

- ▶ Both STB Leasing and SMFC had a profit decline, mainly due to the increase in total substantial credit costs which include temporary factors
- ▶ Established a holding company in March 2008 to integrate the strength of both leasing companies

<STB Leasing Group>

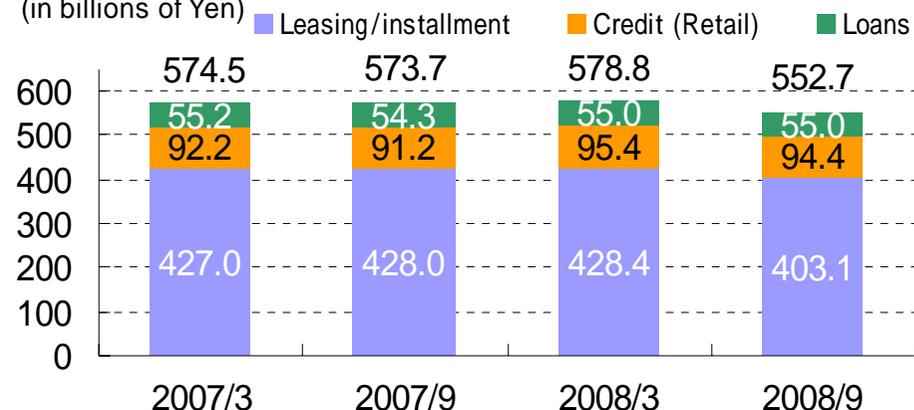
(in billions of Yen)



(in billions of Yen)	1HFY2008		1HFY2007
		Change	
Net business profit	1.6	-0.8	2.4
Leasing profit	6.3	0.5	5.7
Leasing expense	-2.5	-0.3	-2.2
G&A expense	-4.6	-0.9	-3.6
Ordinary profit	1.8	-0.6	2.4
Net income	1.0	-0.3	1.3
Total substantial credit costs	-1.9	-0.7	-1.2

<SMFC>

(in billions of Yen)



(in billions of Yen)	1HFY2008		1HFY2007
		Change	
Net business profit	0.5	-0.9	1.5
Leasing profit	7.8	-0.0	7.9
Leasing expense	-2.7	-0.3	-2.3
G&A expense	-8.2	0.2	-8.5
Ordinary profit	0.7	-0.9	1.7
Net income	0.7	-0.5	1.3
Total substantial credit costs	-1.9	-1.2	-0.6

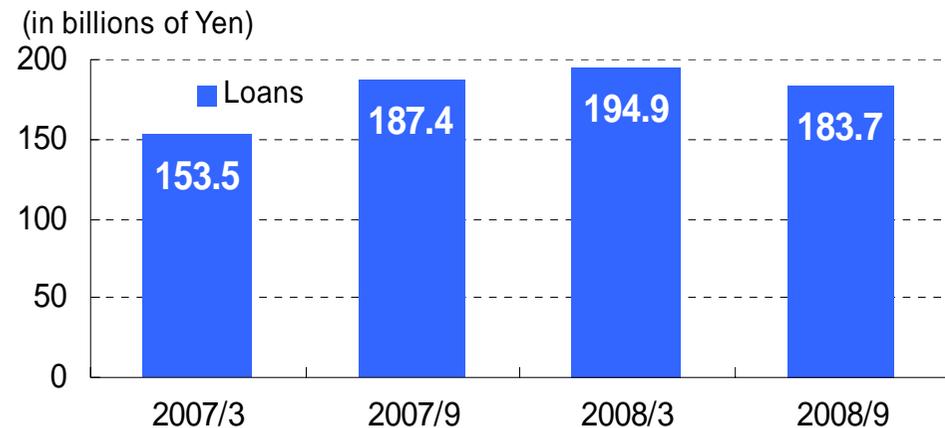


(For reference (2) 2.) Financial related business in group companies

Real estate-related finance

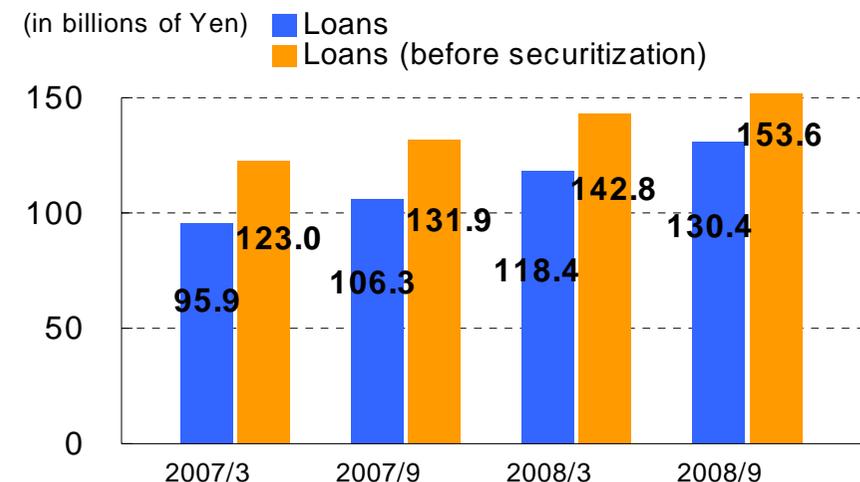
- ▶ First Credit incurred 8.1 billion yen of total substantial credit costs due to the revaluation of real estate collateral, resulting in -4.1 billion yen net income for the 1HFY2008
- ▶ Life Housing Loan progressively increased loans, resulting in 1.0 billion yen net income for the 1HFY2008

<First Credit>



(in billions of Yen)	1HFY2008		1HFY2007
		Change	
Net business profit	-3.5	-9.2	5.7
Loan profit	6.7	-1.1	7.9
G&A expense	-10.2	-8.0	-2.1
Ordinary profit	-3.5	-9.2	5.7
Net income	-4.1	-11.2	7.1
Total substantial credit costs	-8.1	-9.3	1.2

<Life Housing Loan>



(in billions of Yen)	1HFY2008		1HFY2007
		Change	
Net business profit	1.7	0.1	1.5
Loan profit	2.3	0.2	2.0
G&A expense	-0.6	-0.1	-0.4
Ordinary profit	1.7	0.0	1.6
Net income	1.0	0.0	0.9
Total substantial credit costs	-0.0	-0.0	0.0

(For reference (2) 3.) Financial related business in group companies

Internet banking

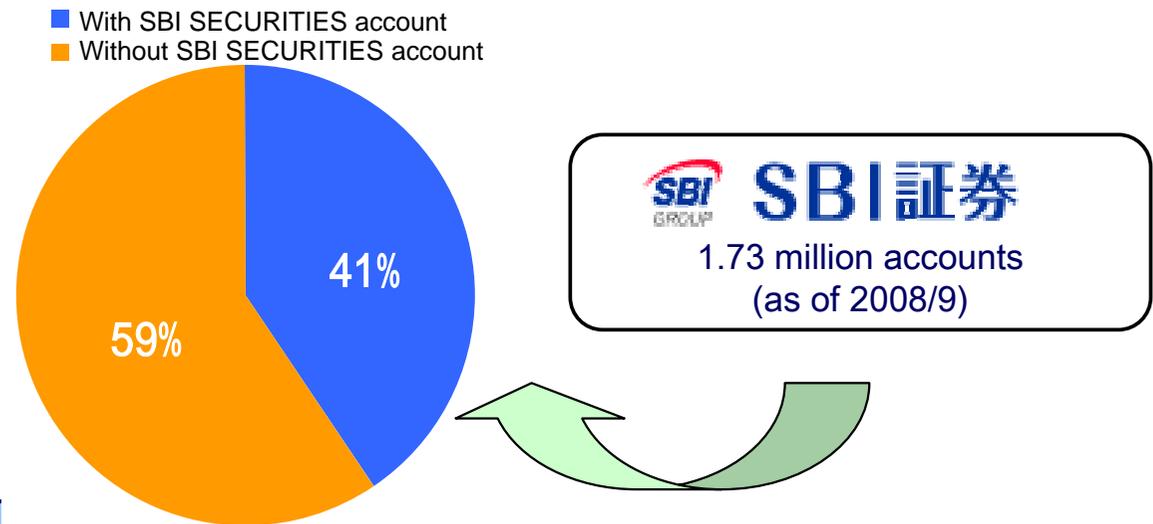
- ▶ SBI Sumishin Net Bank has been performing well since started business in September 24, 2007, by successfully expanding customer base to over 290 thousand accounts (as of Nov.12)
- ▶ Expanded depositary assets to over 500.0 billion yen (Oct. 26) and individual loans to over 100.0 billion yen (Nov.10) in just one year from the start-up of the business
- ▶ Promoting the expansion of more customer base by enhancing alliance services with SBI SECURITIES

<SBI Sumishin Net Bank>

	2008/9
Number of account (thousands)	250
Deposits (in billions of Yen)	486.6
Loans (in billions of Yen)	90.7

(in billions of Yen)	2008/9 (Since Sep. 24, 2007)
Net business profit	-3.0
Ordinary profit	-3.0
Net income	-3.0

<Ratio of SBI Sumishin Net Bank's account with SBI SECURITIES' account>



<Full scale alliance with SBI SECURITIES>

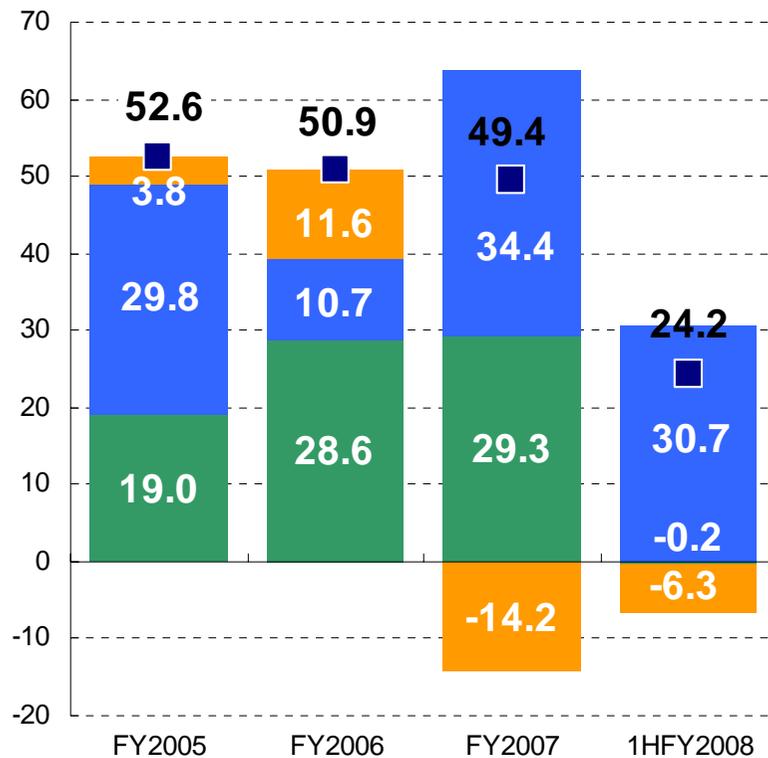
- Hybrid deposit: Outstanding balance is reflected to the SBI SECURITIES's account to enhance the availability of purchasing securities
- Real time settlement service: Automated deposit and withdrawal service of securities selling and purchasing amount
- Aggregation service: View format of SBI Sumishin Net Bank's and SBI SECURITIES's account balances

Treasury and financial products

- ▶ “Financial operations” realized high level of profit by capturing the market condition by using European and US treasury bonds
- ▶ Due to the market turmoil, “investment operations” and interest rate-related off-balance operations in the “Marketing functions” recorded loss
- ▶ Loan and deposit-related and market-related products for customers in “Marketing functions”, maintained stable performance

<Breakdown of gross business profit>

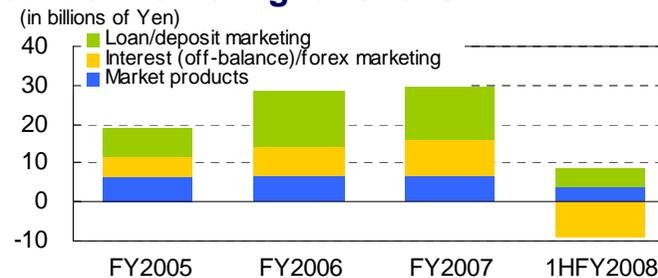
(in billions of Yen)



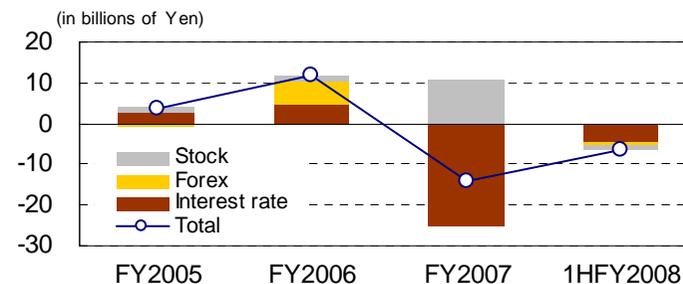
<Three pillars of Treasury and financial products>

- **Marketing functions:** Market-making operations for interest rate and forex products; Creation & Sales of financial products
- **Financial operations:** Financial operations managing potential market risks^(*) involved in the overall balance sheet
(*) Interest rate risk associated with liquid deposits, equity risk, etc.
- **Investment operations:** Proprietary investment pursuing absolute return
- **Total**

<Breakdown of Marketing functions>



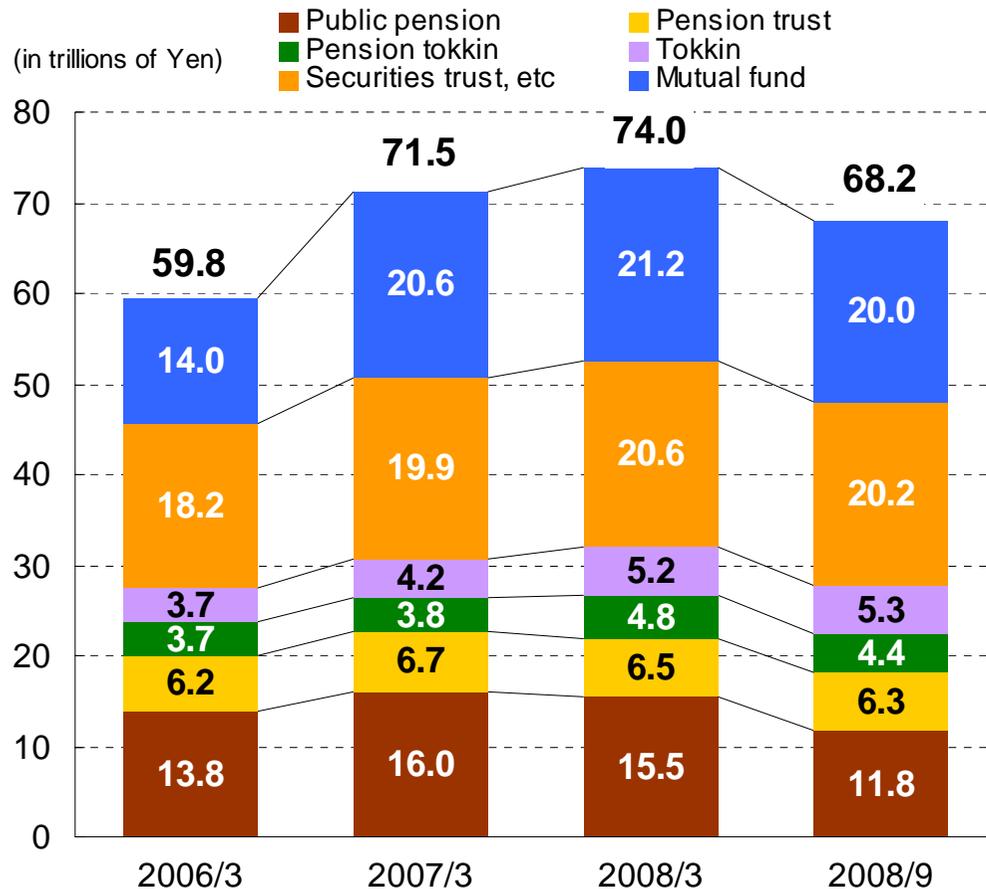
<Breakdown of Investment operations>



Fiduciary business (Total entrusted assets, Securities processing)

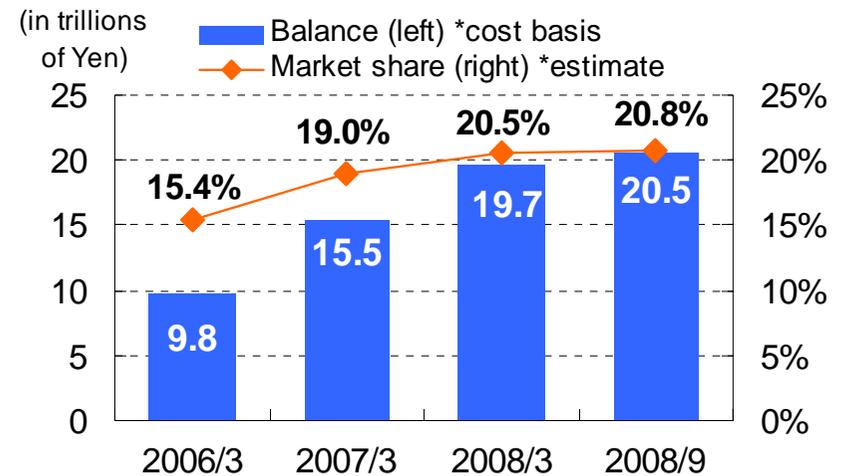
- ▶ Volume of entrusted assets declined to 68 trillion yen due to the downturn of the stock market and a large account transfer (approximately 3 trillion yen) from “Public pension” to “Investment advisory”, while the new transactions of mutual fund were steady
- ▶ Market share of entrusted stock investment trusts exceeded 20% (cost base) by obtaining new transactions

<Outstanding entrusted assets>

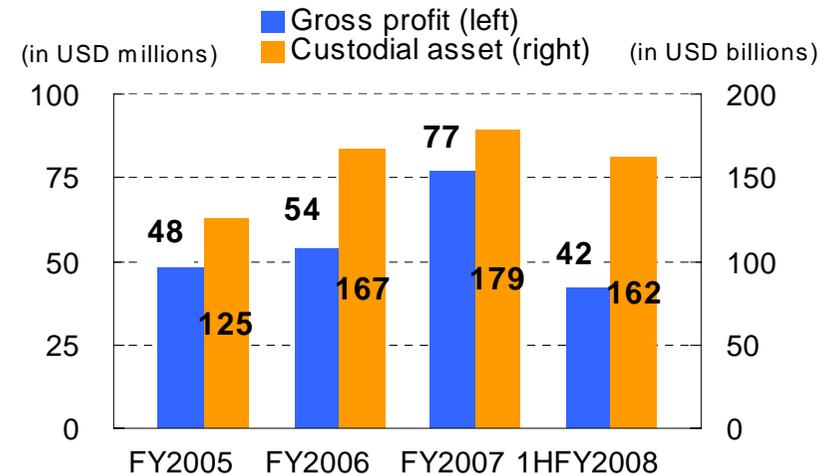


* Cost basis: Tokkin
 * Mark-to-market basis: Mutual Fund, Securities trust, Pension tokkin, Pension trust, and Public pension

<Balance of entrusted stock investment trusts>



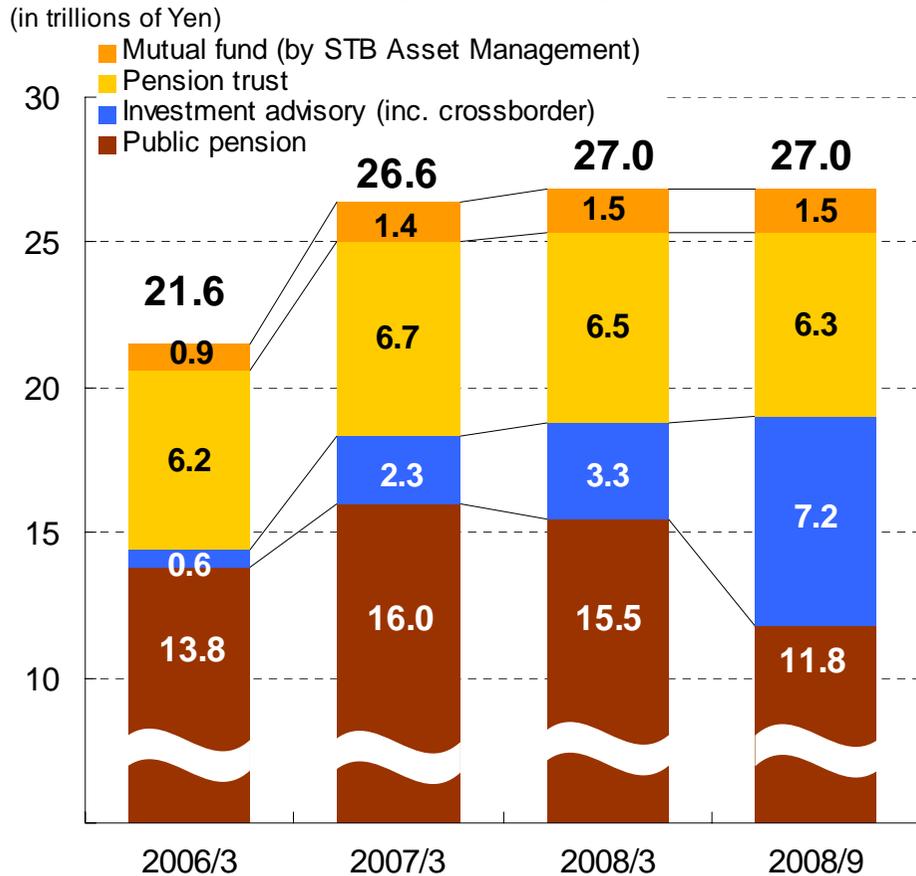
<Global custody business by STBUSA>



Fiduciary business (Pension, Investment management)

- ▶ Assets under management by our group maintained the same level as Mar. 2008 at 27 trillion yen by obtaining new transactions, despite the stock price decline
- ▶ Change of pension trust balance due to share change among trustees positive for 24 consecutive quarters since Sep. 2002

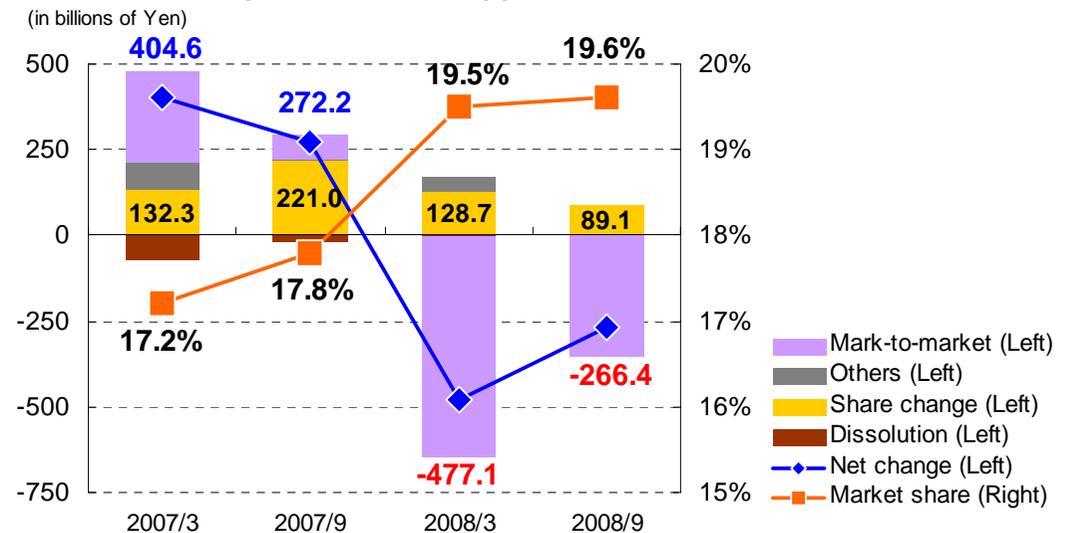
<Assets under STB group management>



* Mark-to-market basis
 * Large account (appx. 3.0 trillion yen) was moved from "Public pension" to "Investment advisory" in 1HFY2008

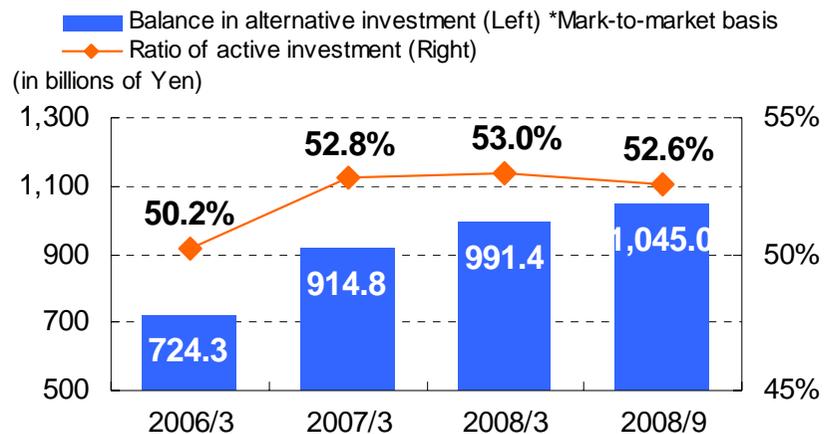


<Factors of change of pension trust balance> <Market share of pension trust (*) estimate>



<Ratio of active management (corporate pension)>

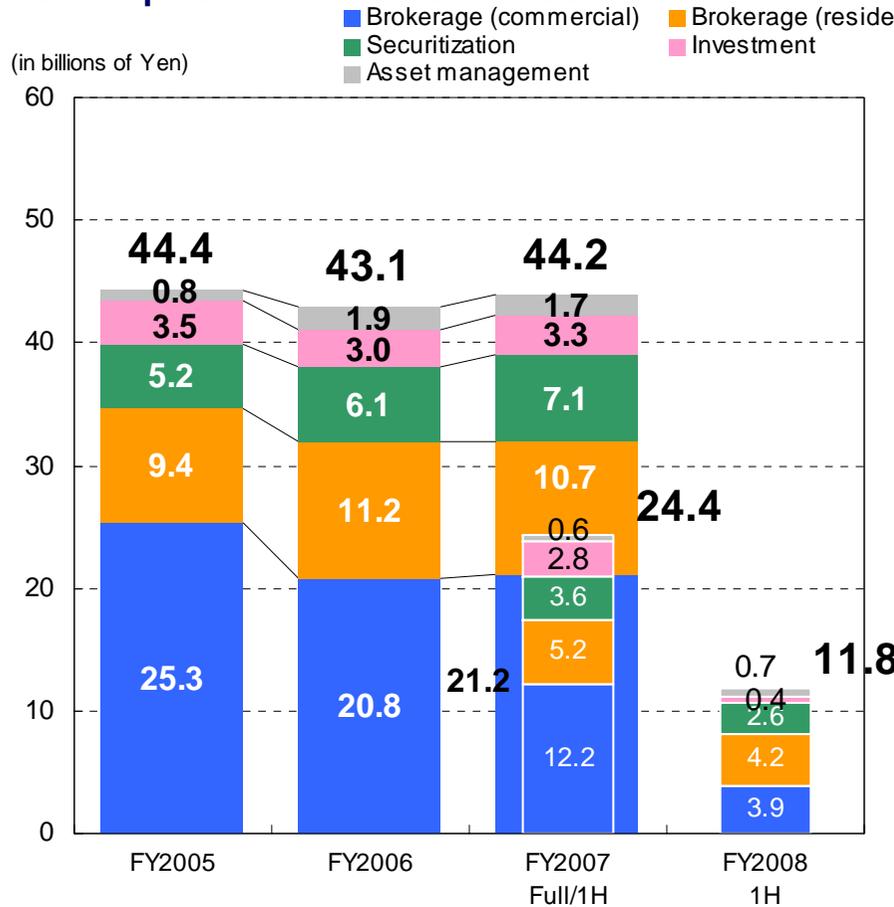
<Balance of entrusted assets in alternative investments>



Real estate business

- ▶ Gross profit for real estate business declined by 52% from the 1HFY2007, mainly due to the stagnant real estate market resulting in low volume of brokerage deals
- ▶ Asset under management and securitization balance increased, though the rate of increase slowed due to the market downturn

<Gross profit for real estate business>



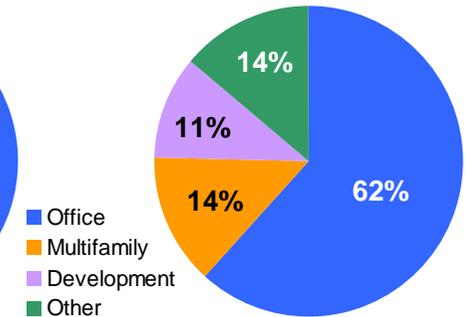
<Characteristics of commercial brokerage (fee basis)>

* Transactions in which we acted for either/both seller or purchaser

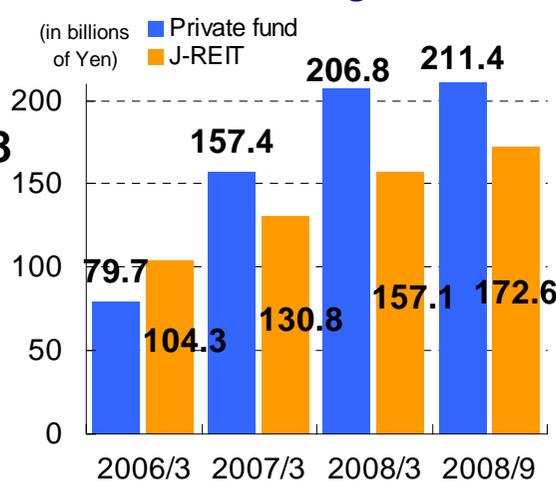
<By geography>



<By property type>



<Asset under management>



* Cost basis

<Securitization balance>

