



**SuMi TRUST**  
SUMITOMO MITSUI TRUST GROUP

# Investor Meeting on Financial Results for FY2015 <Data Book>

May 18, 2016

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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”

Former Chuo Mitsui Trust and Banking : CMTB, Former Chuo Mitsui Asset Trust and Banking : CMAB, Former Sumitomo Trust and Banking : STB

Figures before FY2011 in Non-consolidated : CMTB (Non-consolidated) + CMAB (Non-consolidated) + STB (Non-consolidated)

### Accounting for Business combination related to Management Integration

Purchase accounting method : Accounting method for business combination related to management integration

Results of applying purchase accounting method : Amount of effect from purchase accounting method

# Financial results and related information

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

(Billions of yen)	FY2014			FY2015			Change	Domestic business	International business
	FY2014	Domestic business	International business	FY2015	Domestic business	International business			
Trust fee income (after written-off of principal guaranteed trust a/c)	99.2	99.2	-	100.2	100.2	-	1.0	1.0	-
Net interest income	224.4	156.4	67.9	212.1	151.1	60.9	(12.3)	(5.2)	(7.0)
Interest income (*1)	355.1	236.8	130.4	357.4	225.6	142.1	2.3	(11.1)	11.7
	12.1	---	---	10.3	---	---	(1.7)	---	---
Interest expenses (*1) (*2)	(130.6)	(80.3)	(62.4)	(145.3)	(74.5)	(81.1)	(14.6)	5.8	(18.7)
	(12.1)	---	---	(10.3)	---	---	1.7	---	---
Net fees and commissions	110.8	103.2	7.5	111.5	102.2	9.2	0.6	(1.0)	1.6
Fees and commissions received	182.9	168.7	14.1	188.1	173.0	15.1	5.2	4.2	1.0
Fees and commissions paid	(72.0)	(65.5)	(6.5)	(76.6)	(70.7)	(5.9)	(4.6)	(5.2)	0.6
Net trading income	32.4	18.4	13.9	15.5	23.5	(8.0)	(16.8)	5.1	(22.0)
Trading income (*3)	32.4	18.4	13.9	15.9	24.5	0.5	(16.4)	6.1	(13.4)
Trading expenses (*3)	-	-	-	(0.4)	(0.9)	(8.6)	(0.4)	(0.9)	(8.6)
Net other operating income	27.2	(2.9)	30.2	45.9	(4.7)	50.6	18.6	(1.8)	20.4
Other operating income	70.8	3.4	67.4	74.1	4.6	69.4	3.2	1.2	1.9
Other operating expenses	(43.6)	(6.3)	(37.2)	(28.2)	(9.4)	(18.7)	15.3	(3.0)	18.4
Gross business profit (after written-off of principal guaranteed trust a/c)	494.2	374.4	119.7	485.3	372.5	112.8	(8.8)	(1.9)	(6.9)

(\*1) Figures in the lower rows of total "Interest income" and "Interest expense" show interests that accrue from transactions between domestic business and international business ("Accrual")

Figures in the upper rows in total "Interest income" and "Interest expenses" show the result of (Domestic business + International business) – figures in the lower rows.

(\*2) Expenses matching the amount of investment of money held in trust is excluded from "Interest expenses". (FY2014: 0.01 billion yen, FY2015: 0.00 billion yen)

(\*3) Total figure of "Net trading income" and "Net trading expenses" in FY2015 are 9.1bn yen 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 / international business (1) (Non-consolidated; Banking a/c)

<Domestic business> (Average balance: Trillions of yen) (Income / Expenses: Billions of yen)	FY2014			FY2015			Change		
	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses
Interest-earning assets	29.10	0.81%	236.8	31.00	0.72%	225.6	1.89	(0.09%)	(11.1)
Loans and bills discounted	18.29	0.93%	170.9	18.69	0.84%	158.6	0.39	(0.09%)	(12.2)
Securities	3.13	1.49%	46.8	3.12	1.59%	49.9	(0.00)	0.10%	3.0
Japanese government bonds	1.11	0.44%	4.9	0.84	0.46%	3.9	(0.26)	0.02%	(1.0)
Japanese corporate bonds	0.62	0.69%	4.3	0.64	0.52%	3.3	0.02	(0.17%)	(0.9)
Japanese stocks	1.12	2.13%	23.9	1.10	2.53%	27.9	(0.01)	0.40%	3.9
Other securities	0.26	5.18%	13.5	0.53	2.75%	14.6	0.26	(2.43%)	1.0
Call loans	0.20	0.12%	0.2	0.16	0.07%	0.1	(0.04)	(0.05%)	(0.1)
Monetary claims bought	0.11	0.51%	0.5	0.08	0.18%	0.1	(0.02)	(0.33%)	(0.4)
Due from banks	5.15	0.09%	5.1	6.38	0.09%	6.1	1.23	(0.00%)	1.0
JPY deposit converted into foreign currencies	1.67	0.27%	4.5	1.89	0.22%	4.2	0.21	(0.05%)	(0.3)
Income on swaps	---	---	7.5	---	---	6.1	---	---	(1.4)
Interest-bearing liabilities	28.64	0.28%	(80.3)	30.56	0.24%	(74.5)	1.91	(0.04%)	5.8
Deposits	20.93	0.25%	(52.5)	21.15	0.20%	(43.6)	0.21	(0.05%)	8.8
Negotiable certificates of deposit (NCD)	3.54	0.09%	(3.2)	3.63	0.08%	(2.9)	0.09	(0.01%)	0.2
Borrowed money	1.36	0.46%	(6.2)	1.83	0.40%	(7.5)	0.47	(0.06%)	(1.2)
Short-term bonds payable	0.29	0.10%	(0.2)	0.37	0.08%	(0.3)	0.07	(0.02%)	(0.0)
Bonds payable	0.68	1.45%	(10.0)	0.63	1.30%	(8.3)	(0.05)	(0.15%)	1.7
Borrowed money from trust account	1.48	0.51%	(7.6)	2.26	0.52%	(11.8)	0.77	0.01%	(4.1)
Expenses on swaps	---	---	-	---	---	-	---	---	-
Gross margin/net interest income	---	0.53%	156.4	---	0.48%	151.1	---	(0.05%)	(5.2)
Loan-deposit margin/income	---	0.68%	118.4	---	0.64%	114.9	---	(0.04%)	(3.4)

## Interest-earning assets / interest-bearing liabilities in domestic / international business (2) (Non-consolidated; Banking a/c)

<International business> (Average balance: Trillions of yen) (Income / Expenses: Billions of yen)	FY2014			FY2015			Change		
	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses	Average balance	Yield	Income/ expenses
Interest-earning assets	10.50	1.24%	130.4	11.95	1.18%	142.1	1.45	(0.06%)	11.7
Loans and bills discounted	6.12	1.30%	80.1	6.99	1.29%	90.7	0.86	(0.01%)	10.6
Securities	1.82	2.16%	39.6	2.01	1.93%	38.8	0.18	(0.23%)	(0.8)
Due from banks	1.99	0.40%	8.0	2.36	0.42%	10.0	0.37	0.02%	1.9
Income on swaps	---	---	-	---	---	-	---	---	-
Interest-bearing liabilities	10.35	0.60%	(62.4)	11.73	0.69%	(81.1)	1.38	0.09%	(18.7)
Deposits	3.17	0.46%	(14.8)	3.77	0.52%	(19.6)	0.60	0.06%	(4.8)
Negotiable certificates of deposit (NCD)	3.12	0.25%	(8.0)	3.49	0.39%	(13.6)	0.36	0.14%	(5.6)
Call money	0.22	0.74%	(1.6)	0.17	0.77%	(1.3)	(0.05)	0.03%	0.3
Borrowed money	0.35	1.96%	(7.0)	0.42	1.84%	(7.7)	0.06	(0.12%)	(0.7)
Bonds payable	0.28	3.16%	(8.9)	0.23	2.13%	(4.9)	(0.04)	(1.03%)	3.9
Foreign currency deposit converted from JPY	1.67	0.27%	(4.5)	1.89	0.22%	(4.2)	0.21	(0.05%)	0.3
Expenses on swaps	---	---	(14.8)	---	---	(22.3)	---	---	(7.5)
Gross margin / net interest income	---	0.64%	67.9	---	0.49%	60.9	---	(0.15%)	(7.0)
Loan-deposit margin / income	---	0.84%	65.2	---	0.77%	71.1	---	(0.07%)	5.8
<Domestic business / International business combined>									
Interest-earning assets	37.94	0.93%	355.1	41.07	0.87%	357.4	3.12	(0.06%)	2.3
Loans and bills discounted	24.42	1.02%	251.0	25.68	0.97%	249.4	1.26	(0.05%)	(1.6)
Interest-bearing liabilities	37.32	0.35%	(130.6)	40.40	0.35%	(145.3)	3.08	0.00%	(14.6)
Deposits	24.10	0.27%	(67.3)	24.93	0.25%	(63.2)	0.82	(0.02%)	4.0
Gross margin / net interest income	---	0.58%	224.4	---	0.52%	212.1	---	(0.06%)	(12.3)
Loan-deposit margin / income	---	0.75%	183.7	---	0.72%	186.1	---	(0.03%)	2.4

# Contribution of major group companies to consolidated financial results

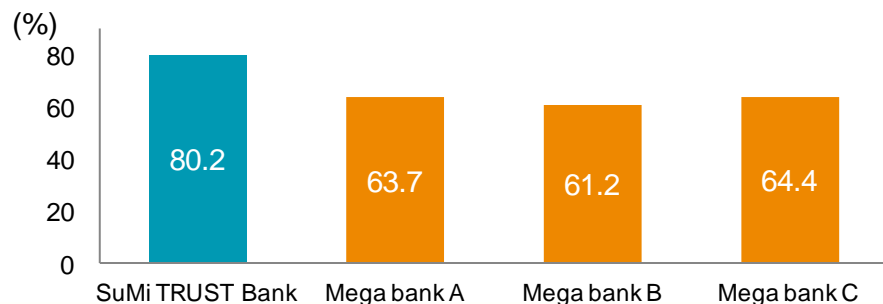
	Net business profit before credit costs			Net income attributable to owners of the parent		
	FY2014	FY2015	Change	FY2014	FY2015	Change
(Billions of yen)						
Consolidated difference	71.0	69.1	(1.9)	29.1	23.7	(5.3)
Effect of purchase accounting method	(0.1)	(0.3)	(0.1)	6.9	25.0	18.0
Contribution (before consolidated adjustments) (*)	63.3	64.9	1.6	37.6	18.8	(18.8)
Sumitomo Mitsui Trust Asset Management	4.7	6.5	1.7	3.0	4.3	1.3
Nikko Asset Management (Consolidated)	9.0	11.2	2.2	2.5	4.5	1.9
Japan Trustee Services Bank	0.7	0.5	(0.2)	0.3	0.2	(0.0)
Sumitomo Mitsui Trust Bank (U.S.A.)	2.0	1.6	(0.3)	1.2	0.9	(0.2)
Sumitomo Mitsui Trust Bank (Luxembourg)	0.2	0.2	(0.0)	0.2	0.1	(0.0)
Tokyo Securities Transfer Agent	0.4	0.4	(0.0)	0.2	0.2	(0.0)
Japan Securities Agents	0.1	0.0	(0.0)	0.1	0.0	(0.0)
Sumitomo Mitsui Trust TA Solution	0.6	0.3	(0.3)	0.3	0.1	(0.2)
Japan Stockholders Data Service	0.1	0.0	(0.0)	0.0	(0.0)	(0.0)
Sumitomo Mitsui Trust Realty	2.5	4.0	1.4	1.5	2.7	1.1
Sumitomo Mitsui Trust Real Estate Investment Management	0.2	0.6	0.4	0.1	0.4	0.3
Sumitomo Mitsui Trust Panasonic Finance (Consolidated)	10.5	11.2	0.7	5.6	4.6	(0.9)
Sumitomo Mitsui Trust Loan & Finance	8.6	8.9	0.3	10.5	5.8	(4.7)
Zijin Trust	1.2	1.8	0.5	1.0	1.3	0.3
Sumitomo Mitsui Trust Bank (Thai) Public Company	(0.4)	0.0	0.0	(0.4)	(0.8)	(0.3)
SBI Sumishin Net Bank (Consolidated)	7.6	6.0	(1.5)	4.9	4.2	(0.7)
Sumitomo Mitsui Trust Guarantee (Consolidated)	11.4	11.3	(0.1)	6.8	7.1	0.2
Sumitomo Mitsui Trust Card	0.2	0.5	0.3	0.3	0.4	0.0
Sumitomo Mitsui Trust Club	---	(2.6)	(2.6)	---	(15.9)	(15.9)

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

# Consolidated balance sheets

(Billions of yen)	Mar. 2015	Mar. 2016	Change
Cash and due from banks	10,530.7	19,924.5	9,393.7
Call loans and bills bought	205.0	705.2	500.1
Receivables under securities borrowing transactions	310.8	326.4	15.6
Monetary claims bought	794.8	889.4	94.6
Trading assets	754.9	614.2	(140.6)
Securities	4,813.3	4,926.2	112.8
Loans and bills discounted	25,550.0	27,525.8	1,975.7
Lease receivables and investment assets	547.0	608.4	61.4
Other assets	1,697.7	1,752.2	54.4
Tangible fixed assets	223.5	226.8	3.2
Intangible fixed assets	159.2	202.1	42.9
Assets for retirement benefits	190.7	91.4	(99.3)
Deferred Tax Assets	16.2	23.9	7.6
Customers' liabilities for acceptances and guarantees	531.5	503.7	(27.7)
Allowance for loan losses	(90.0)	(90.8)	(0.8)
<b>Total assets</b>	<b>46,235.9</b>	<b>58,229.9</b>	<b>11,993.9</b>

Comparison of loan-deposit ratio  
(Non-consolidated, as of Mar. 2016)



(Billions of yen)	Mar. 2015	Mar. 2016	Change
Deposits	25,079.7	26,701.9	1,622.2
Negotiable certificates of deposit	6,570.5	7,130.6	560.0
Call money and bills sold	497.6	38.9	(458.6)
Payables under repurchase agreements	462.9	653.4	190.5
Trading liabilities	405.1	451.7	46.5
Borrowed money	2,492.0	2,580.5	88.4
Short-term bonds payable	974.3	1,253.2	278.8
Bonds payable	1,026.1	1,076.1	50.0
Borrowed money from trust account	3,983.2	13,694.6	9,711.3
Other liabilities	1,323.4	1,316.5	(6.8)
Deferred tax liabilities	172.2	123.9	(48.3)
Acceptances and guarantees	531.5	503.7	(27.7)
<b>Total liabilities</b>	<b>43,518.9</b>	<b>55,525.4</b>	<b>12,006.4</b>
Capital stock	261.6	261.6	-
Capital surplus	645.2	645.1	(0.1)
Retained earnings	970.3	1,087.1	116.8
Treasury stock	(17.0)	(27.0)	(10.0)
<b>Total shareholders' equity</b>	<b>1,860.1</b>	<b>1,966.8</b>	<b>106.6</b>
Valuation difference on available-for-sale securities	505.4	467.5	(37.9)
Deferred gains or losses on hedges	(20.6)	(13.1)	7.4
Others	44.7	(44.1)	(88.9)
<b>Total accumulated other comprehensive income</b>	<b>529.6</b>	<b>410.1</b>	<b>(119.4)</b>
Share acquisition rights	0.2	0.4	0.1
Minority interests	326.9	327.1	0.2
<b>Total net assets</b>	<b>2,716.9</b>	<b>2,704.5</b>	<b>(12.4)</b>
<b>Total liabilities and net assets</b>	<b>46,235.9</b>	<b>58,229.9</b>	<b>11,993.9</b>



# Maturity ladder (loans, securities)

## <Loans (Non-consolidated)>

(Billions of yen)	Mar. 2016					Change from Mar. 2015				
	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
Loans	4,930.1	9,687.5	10,222.7	2,203.9	27,044.3	513.7	252.3	798.6	(346.9)	1,217.9
Variable rate	---	7,339.3	7,838.1	2,203.8	17,381.3	---	(56.6)	395.0	(346.3)	(7.9)
Fixed rate	---	2,348.1	2,384.6	0.0	4,732.8	---	309.0	403.6	(0.5)	712.1

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

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

(Billions of yen)	Mar. 2016					Change from Mar. 2015				
	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	657.4	413.8	457.2	-	1,528.5	178.4	(324.9)	154.5	-	8.0
Government bonds	605.5	20.5	135.4	-	761.5	163.9	(290.2)	(37.2)	-	(163.5)
Local government bonds	0.5	2.4	1.7	-	4.8	(0.9)	0.4	1.2	-	0.7
Corporate bonds	51.2	390.8	320.0	-	762.1	15.4	(35.2)	190.6	-	170.8
Japanese stocks	-	-	-	1,298.1	1,298.1	-	-	-	(142.5)	(142.5)
Other securities	234.2	1,020.1	565.6	67.8	1,887.8	(60.6)	612.4	(153.7)	(0.6)	397.3
Foreign bonds	234.2	427.4	475.3	-	1,137.0	(59.0)	97.7	(43.6)	-	(4.8)
Foreign stocks	-	-	-	18.5	18.5	-	-	-	9.5	9.5

(Note) Including NCD in "Cash and Due from Banks" and "Monetary Claims Bought", as well as securities.

# Maturity ladder (time deposits, interest rate swaps)

## <Time deposits (Non-consolidated)>

(Billions of yen)	Mar. 2016					Change from Mar. 2015				
	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	11,012.5	4,423.4	1,446.5	2,756.4	19,639.0	948.7	(275.5)	(218.6)	140.6	595.2
Variable rate	---	93.9	86.6	217.7	398.4	---	(44.2)	1.6	36.7	(5.8)
Fixed rate	---	4,329.5	1,359.8	2,538.6	8,228.0	---	(231.2)	(220.3)	103.9	(347.7)

(Note) Time deposits within 1 year maturity is not divided into variable rate or fixed rate.

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

(Billions of yen)	Mar. 2016				Change from Mar. 2015			
	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	859.9	4,477.4	546.4	5,883.9	(426.2)	1,273.6	52.0	899.3
Flt Rcv-Fix Pay	170.3	551.6	953.4	1,675.4	18.5	(47.2)	171.2	142.5

# Deferred tax assets

<Major factors for deferred tax assets and deferred tax liabilities> (Billions of yen)	Non-consolidated			Consolidated		
	Mar. 2015	Mar. 2016	Change	Mar. 2015	Sep. 2015	Change
Deferred tax assets (A)	91.6	79.6	(11.9)	118.5	140.1	21.5
Devaluation of securities	27.9	25.2	(2.7)	24.4	21.8	(2.6)
Allowance for loan losses (including written-off of loans)	20.0	21.4	1.3	29.6	38.6	9.0
Deferred gains/ losses on hedges	4.9	3.2	(1.7)	4.9	3.4	(1.5)
Liabilities for retirement benefits	---	---	---	-	26.3	26.3
Valuation difference due to share exchange	---	---	---	12.3	5.6	(6.7)
Others	50.6	41.8	(8.8)	82.6	81.6	(0.9)
Valuation allowance	(11.9)	(12.0)	-	(35.5)	(37.4)	(1.9)
Deferred tax liabilities (B)	254.8	225.0	(29.8)	274.5	240.0	(34.4)
Amount related retirement benefits	8.2	11.3	3.1	8.2	11.3	3.1
Deferred gains/ losses on hedges	-	-	-	-	0.1	0.1
Valuation difference on available-for-sale securities	241.6	207.6	(33.9)	243.2	208.6	(34.6)
Valuation difference due to share exchange	---	---	---	12.1	10.5	(1.5)
Liabilities for retirement benefits	---	---	---	3.2	-	(3.2)
Others	5.0	6.0	0.9	10.8	9.3	(1.5)
Net deferred tax assets (A) - (B)	(163.2)	(145.4)	17.8	(155.9)	(99.9)	56.0

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

(Billions of yen)	FY2011	FY2012	FY2013	FY2014	FY2015
Taxable income before deduction of loss carry-forwards	9.5	133.0	107.4	118.5	176.0
Net business profit before credit costs	239.0	210.2	211.8	245.7	249.1

SuMi TRUST Bank applied the example category 2 of the practical guideline for tax effect accounting and posted net deferred tax assets as a company with stable business performance in the past.

# Performance by business sections

# Breakdown of profit by business

(Billions of yen)	Gross business profit (Non-consolidated)			Net business profit before credit costs (Non-consolidated)			Net business profit before credit costs (Consolidated)		
	FY2014	FY2015	Change	FY2014	FY2015	Change	FY2014	FY2015	Change
Retail financial services	150.2	147.9	(2.2)	21.1	21.2	0.1	28.8	28.3	(0.5)
Wholesale financial services	128.0	125.9	(2.1)	87.7	83.3	(4.4)	110.2	106.0	(4.2)
Stock transfer agency services	18.1	18.5	0.4	15.1	15.4	0.3	16.4	16.3	(0.1)
Gross business profit	28.4	28.8	0.4	---	---	---	---	---	---
Fees paid for outsourcing	(10.3)	(10.3)	0.0	---	---	---	---	---	---
Real estate	28.1	27.6	(0.4)	18.7	18.7	(0.0)	22.4	24.2	1.7
Fiduciary services	64.6	65.1	0.4	35.1	36.0	0.9	50.5	55.4	4.9
Gross business profit	93.1	93.5	0.3	---	---	---	---	---	---
Fees paid for outsourcing	(28.4)	(28.3)	0.0	---	---	---	---	---	---
Global markets	97.0	97.5	0.4	86.1	85.9	(0.2)	86.1	85.9	(0.2)
Others (*)	7.9	2.5	(5.3)	(18.3)	(11.7)	6.6	2.0	1.9	(0.0)
<b>Total</b>	<b>494.2</b>	<b>485.3</b>	<b>(8.8)</b>	<b>245.7</b>	<b>249.1</b>	<b>3.4</b>	<b>316.7</b>	<b>318.3</b>	<b>1.5</b>

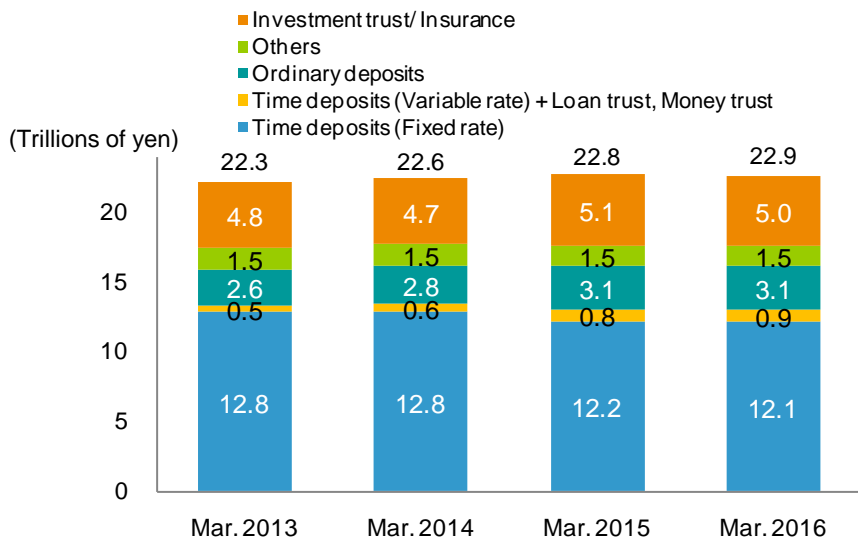
(\*) Figures of "Others" include costs of capital funding, dividends of shares from cross-shareholdings, general and administrative expenses of headquarters, etc.

# Retail financial services / Wholesale financial services / Stock transfer agency services

## Retail financial services / Gross business profit

(Billions of yen)	FY2014	FY2015	Change
Business profit	112.8	111.3	(1.5)
Net interest income, etc.	48.0	48.0	(0.0)
Loans to individuals	50.0	50.8	0.8
Deposits	(3.5)	(4.1)	(0.5)
Others	1.6	1.2	(0.3)
Net fees and commissions	64.7	63.2	(1.4)
Investment trust / Insurance	66.7	67.4	0.6
Others	(2.0)	(4.1)	(2.1)
Adjustments among businesses	37.3	36.6	(0.7)
Gross business profit	150.2	147.9	(2.2)

## Total depositary assets from individuals

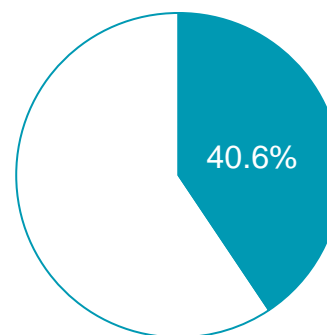


## Wholesale financial services / Gross business profit

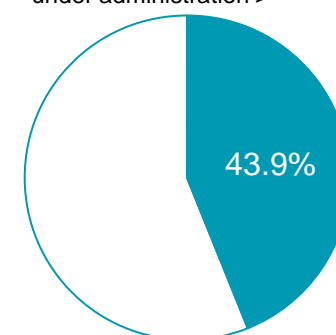
(Billions of yen)	FY2014	FY2015	Change
Business profit	154.4	157.0	2.6
Net interest income, etc.	118.2	118.7	0.4
Loans, etc.	114.5	123.0	8.5
Deposits	0.1	(1.3)	(1.5)
Others	3.5	(3.0)	(6.5)
Net fees and commissions	36.2	38.3	2.1
Real estate NRL	6.1	7.5	1.3
Syndicated loans	21.7	18.6	(3.1)
Securitization	6.8	6.4	(0.3)
Adjustments among businesses	(26.3)	(31.1)	(4.8)
Gross business profit	128.0	125.9	(2.1)

## Market share of stock transfer agency services<sup>(\*)</sup> (as of Mar. 2016)

< Number of listed corporate clients >



< Number of shareholders under administration >



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

# Global markets

## Gross business profit

(Billions of yen)	FY2014	FY2015	Change
Financial operations	34.8	47.1	12.2
Investment operations	17.2	7.7	(9.4)
Marketing functions	44.9	42.6	(2.3)
Total	97.0	97.5	0.4

### <Financial operations>

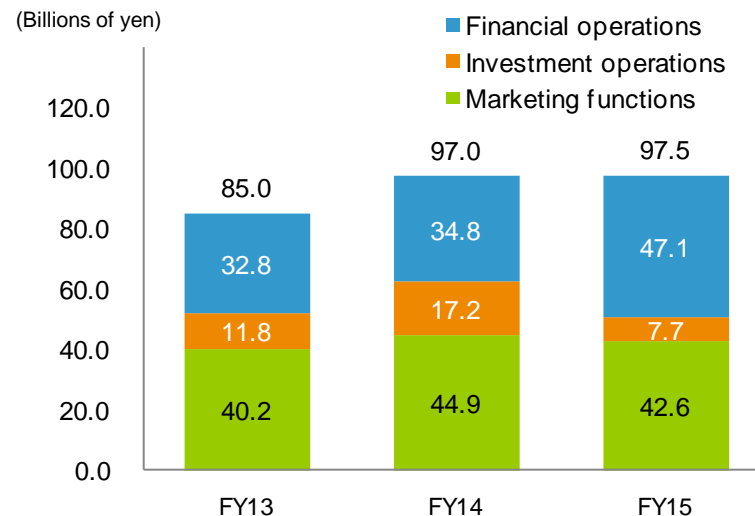
Financial operations managing potential market risks(Interest rate, Equity, etc.) involved in the overall balance sheet

### <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)

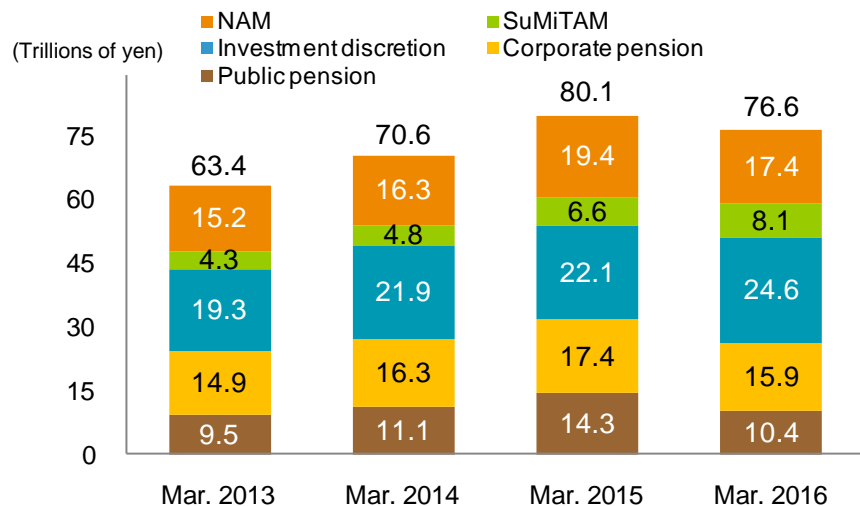
(Billions of yen)	Cost		Unrealized gains/losses		10BPV (*2)		Duration (years) (*2)	
	Mar. 2016	Change from Mar. 2015	Mar. 2016	Change from Mar. 2015	Mar. 2016	Change from Mar. 2015	Mar. 2016	Change from Mar. 2015
JPY	734.1	(239.4)	26.3	8.3	2.4	(0.7)	3.2	0.0
Others	578.3	73.2	9.5	(4.5)	3.2	0.5	5.5	0.3
USD	500.6	96.7	8.0	(0.9)	3.0	1.0	6.0	1.1
EUR, etc.	77.6	(23.5)	1.4	(3.6)	0.1	(0.4)	2.4	(3.8)

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

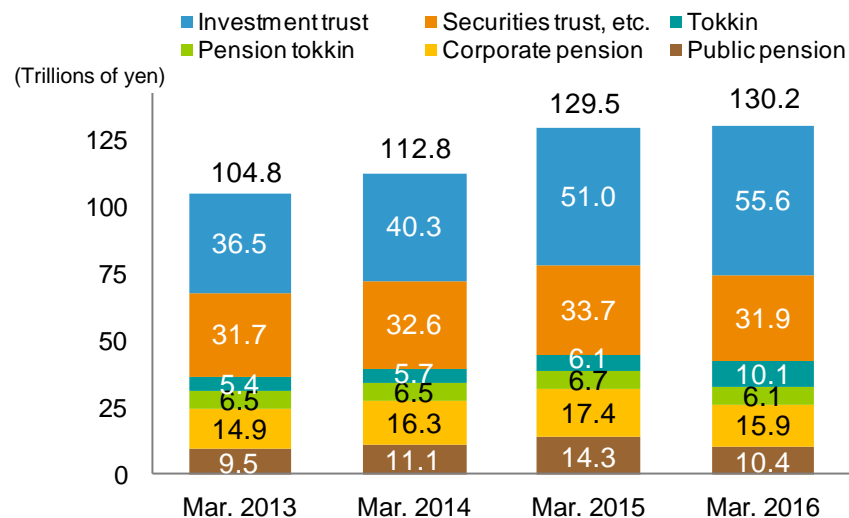
(\*2) In the calculation of 10BPV and duration, investment balance hedged by derivative transactions were excluded.

# Fiduciary services

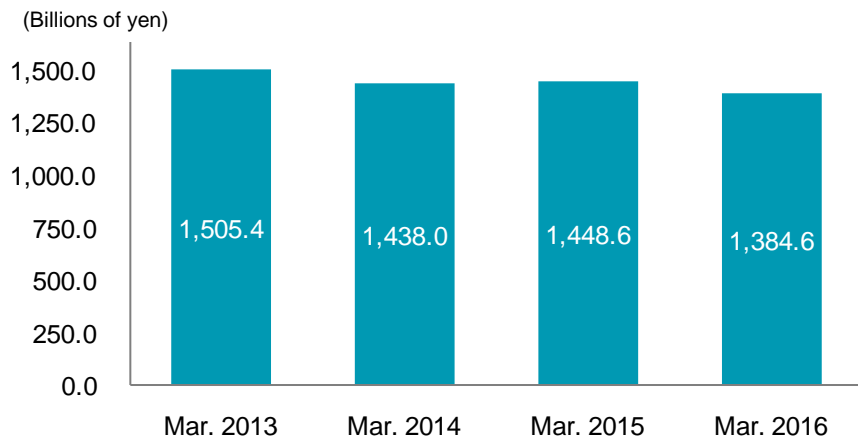
## Assets under management (AUM) (Consolidated)



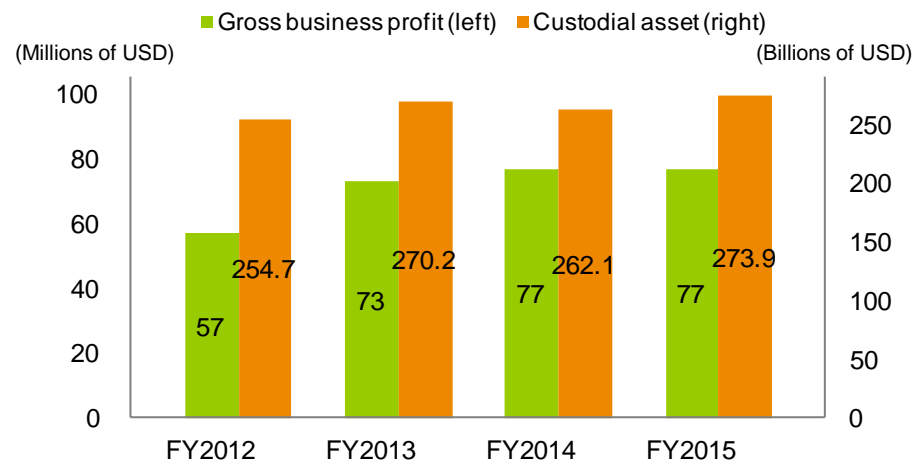
## Entrusted assets (Non-consolidated)



## Balance of alternative investment (Corporate pension) (Non-consolidated)



## Global custody business





# Credit portfolio

## Loans by industry (Non-consolidated)

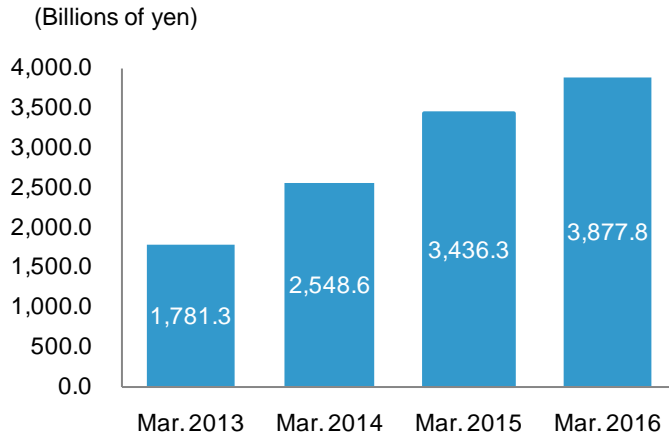
(Billions of yen)	Mar. 2015		Mar. 2016		Change	
	Balance	Proportion	Balance	Proportion	Balance	Proportion
Domestic Branches (excluding offshore accounts)	22,246.9	85.9%	23,011.6	84.9%	764.6	(1.0%)
Manufacturing	2,595.2	9.9%	2,658.2	9.8%	62.9	(0.1%)
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	16.8	0.1%	13.2	0.1%	(3.5)	(0.0%)
Construction	169.7	0.7%	126.6	0.5%	(43.1)	(0.2%)
Electricity, gas, heat supply and water	905.2	3.5%	795.1	2.9%	(110.0)	(0.6%)
Information and communications	348.9	1.3%	338.3	1.2%	(10.5)	(0.1%)
Transport and postal activities	1,114.0	4.3%	1,109.7	4.1%	(4.2)	(0.2%)
Wholesale and retail trade	1,288.1	5.0%	1,203.9	4.4%	(84.1)	(0.6%)
Finance and insurance	2,833.7	10.9%	3,032.6	11.2%	198.9	0.3%
Real estate	2,785.2	10.8%	3,061.2	11.3%	276.0	0.5%
Goods rental and leasing	741.0	2.9%	828.4	3.1%	87.4	0.2%
Others	9,448.8	36.5%	9,843.8	36.3%	395.0	(0.2%)
Overseas branches and offshore accounts	3,647.4	14.1%	4,088.6	15.1%	441.2	1.0%
Total	25,894.3	100.0%	27,100.2	100.0%	1,205.9	---

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

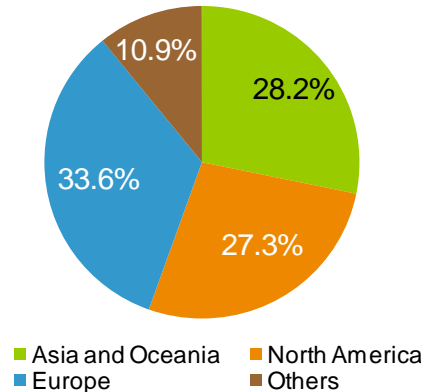
# Non-Japanese / Overseas Japanese borrowers: Non-consolidated

## Non-Japanese borrowers

<Trend of balance>



<Location(\*1)>

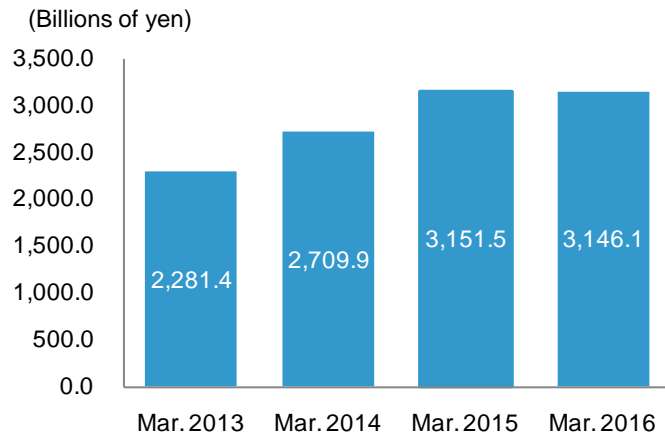


(Billions of yen)

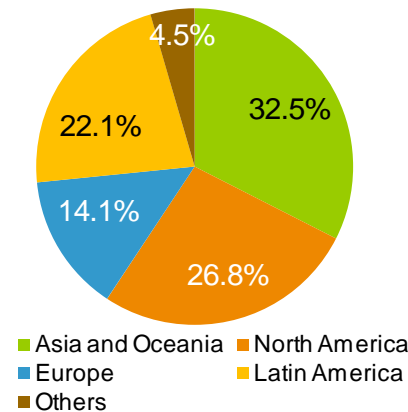
Asia-Oceania	Korea	188.8
	China	163.5
	Hong Kong	160.3
	Australia	155.9
	Singapore	111.3
North America	U.S.A	993.6
Europe	United Kingdom	474.0
	France	280.4
	Switzerland	163.3
	The Netherlands	135.5
	Germany	127.0

## Overseas Japanese borrowers

<Trend of balance>



<Location(\*2)>

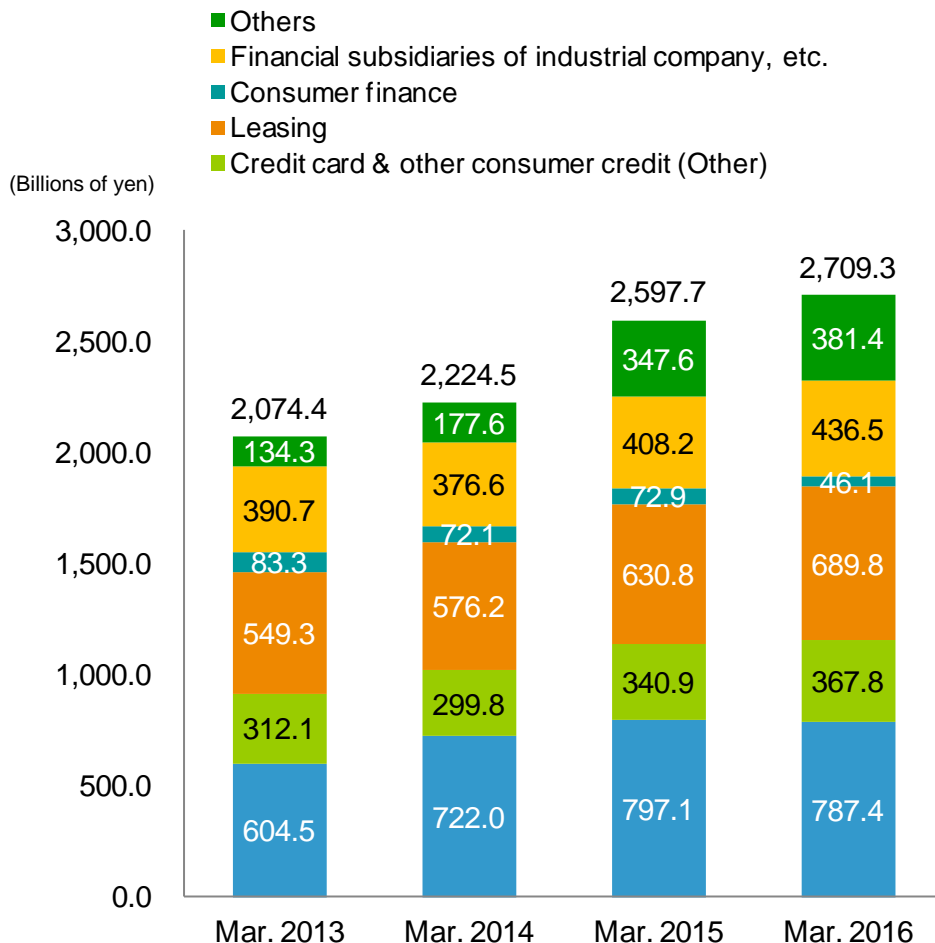


(Billions of yen)

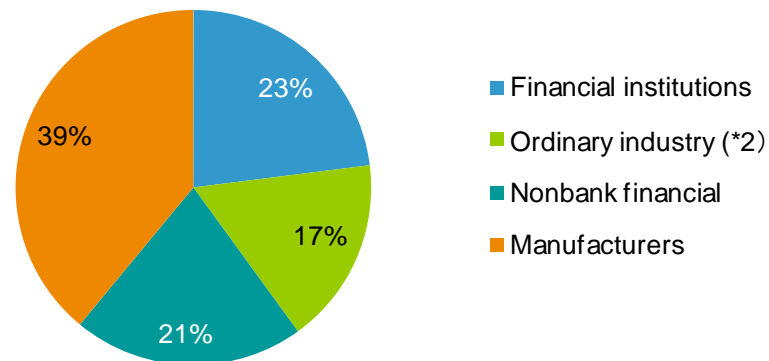
Asia-Oceania	Australia	213.1
	China	201.2
	Thailand	181.6
	Singapore	168.4
	Indonesia	128.0
North America	U.S.A	772.5
	Canada	71.6
Europe	United Kingdom	275.6
	The Netherlands	97.2
Latin America	Republic of Panama	488.7

# Loans to nonbank financial industry: Non-consolidated

## Outstanding loans to nonbank financial industry (\*1)

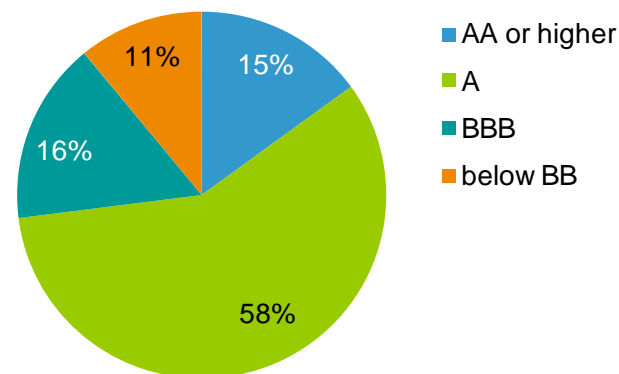


## Characteristics of borrowers' parent company by industry



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

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



(\*3) On internal credit ratings basis (shown by rating marks based on the general correspondence to external credit ratings)

(\*1) Loans to government agency, money market dealer (Tanshi kaisha), etc. are excluded.

# Real estate-related loans: Non-consolidated

## Balance of real estate-related loans

(Billions of yen)	Mar. 2015	Mar. 2016	Change
Real estate-related loans	2,648.7	2,980.9	332.1
Corporation	887.2	969.5	82.2
Real estate NRL (*1)	1,117.0	1,242.9	125.9
REIT(*2)	644.4	768.4	124.0
CMBS	-	-	-

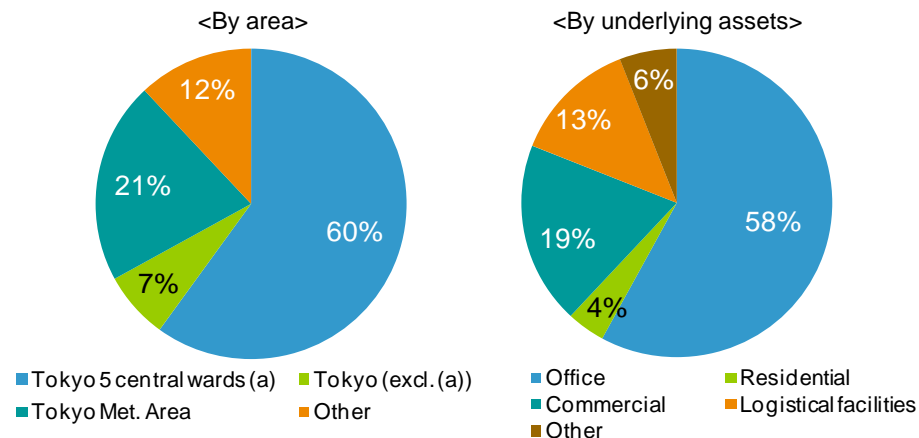
(\*1) Including bond-type.Excluding overseas real estate NRL.

(\*2) Excluding overseas REIT.

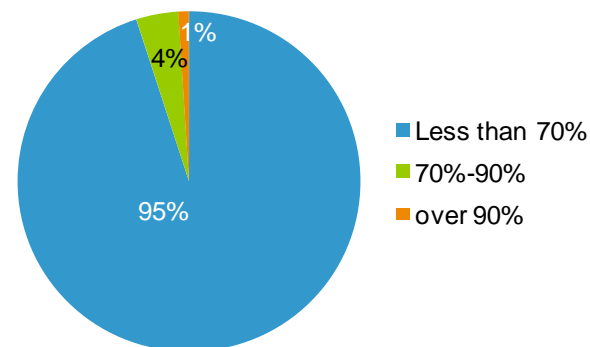
### <Reference>

Real estate equity investment	29.4	25.1	(4.3)
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## Characteristics of real estate NRL



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



# Non-performing loans

# Problem assets based on Financial Reconstruction Act and migration analysis

## < Problem assets based on the Financial Reconstruction Act (Non-consolidated) >

(Billions of yen)	Mar. 2015	Mar. 2016	Change	Collateral/Allowance	Coverage ratio (*1)	Allowance ratio (*2)	
	Balance	Balance					
Problem assets based on the Financial Reconstruction Act	166.1	90.1	(76.0)		90.4%	61.5%	
Ratio to total loan balance	0.6%	0.3%	(0.3%)				
Bankrupt and practically bankrupt	10.4	11.9	1.5	Total	11.9	100.0%	100.0%
				Collateral value	7.4		
				Specific allowance for loan losses	4.4		
Doubtful	81.7	44.9	(36.8)	Total	40.9	91.0%	66.4%
				Collateral value	33.0		
				Specific allowance for loan losses	7.9		
Substandard	73.9	33.2	(40.7)	Total	28.6	86.2%	22.5%
				Collateral value	27.3		
				General allowance for loan losses	1.3		
Assets to other special mention debtors	381.9	368.3	(13.6)	(*1) (Collateral value after considering haircuts + allowance for loan losses) / Loan balance			
Ordinary assets	25,906.2	27,205.0	1,298.7	(*2) Allowance for loan losses / (Loan balance - collateral value after considering haircuts)			
Total	26,454.2	27,663.4	1,209.2				

## < Migration analysis (Non-consolidated) >

(Billions of yen)	Mar. 2015	Mar. 2016	Change	Downgrade	Downgrade	Upgrade	Upgrade	Repayment, etc.
	Balance	Balance		(+)	(-)	(+)	(-)	
Bankrupt and practically bankrupt	10.4	11.9	1.5	6.0			(1.8)	(2.8)
Doubtful	81.7	44.9	(36.8)	13.0	(4.7)	0.8	(12.0)	(33.8)
Assets to substandard debtors	114.1	34.7	(79.4)	4.9	(2.2)	2.0	(48.1)	(35.8)
Assets to other special mention debtors	341.7	366.8	25.1	69.9	(2.9)	59.0	(83.9)	(17.0)
Total	547.9	458.4	(89.6)					

## Problem assets based on Financial Reconstruction Act by industry (Non-consolidated)

(Billions of yen)	Mar. 2015	Banking	Trust	Mar. 2016	Banking	Trust	Change	Banking	Trust
	Balance	a/c	a/c	Balance	a/c	a/c		a/c	a/c
Domestic Branches (excluding offshore accounts)	160.9	154.3	6.6	88.9	83.7	5.1	(72.0)	(70.6)	(1.4)
Manufacturing	17.5	17.5	-	17.7	17.7	-	0.2	0.2	-
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	0.5	0.5	-	1.2	1.2	-	0.7	0.7	-
Construction	0.1	0.1	-	0.0	0.0	-	(0.1)	(0.1)	-
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	-	(0.0)	(0.0)	-
Transport and postal activities	9.6	9.6	-	0.5	0.5	-	(9.1)	(9.1)	-
Wholesale and retail trade	3.2	3.2	-	1.2	1.2	-	(2.0)	(2.0)	-
Finance and insurance	33.8	33.8	-	0.3	0.3	-	(33.5)	(33.5)	-
Real estate	27.4	21.1	6.3	18.8	13.8	5.0	(8.5)	(7.3)	(1.2)
Goods rental and leasing	0.0	0.0	-	0.0	0.0	-	(0.0)	(0.0)	-
Others	68.7	68.4	0.3	49.0	48.9	0.1	(19.7)	(19.5)	(0.2)
Overseas branches and offshore accounts	5.2	5.2	-	1.2	1.2	-	(3.9)	(3.9)	-
Total	166.1	159.5	6.6	90.1	85.0	5.1	(76.0)	(74.5)	(1.4)

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



# Risk monitored loans

< Consolidated > (Billions of yen)	Mar. 2015			Mar. 2016			Change	Banking a/c	Trust a/c
	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c			
Risk monitored loans	194.2	187.6	6.5	116.0	110.9	5.1	(78.1)	(76.7)	(1.4)
Ratio to total loan balance	0.8%	0.7%	9.7%	0.4%	0.4%	9.2%	(0.4%)	(0.3%)	(0.5%)
Loans in bankruptcy proceedings	3.6	3.6	-	4.2	4.2	-	0.5	0.5	-
Other delinquent loans	108.1	102.6	5.5	70.7	65.6	5.0	(37.3)	(36.9)	(0.4)
Loans past due 3 months or more	0.0	0.0	-	-	-	-	(0.0)	(0.0)	-
Restructured loans	82.3	81.3	1.0	41.0	40.9	0.0	(41.3)	(40.3)	(0.9)
Total loan balance	25,617.9	25,550.0	67.9	27,581.7	27,525.8	55.9	1,963.7	1,975.7	(12.0)

Note: Partial direct written-off: Mar. 2015: 13.4 billion yen, Mar. 2016: 22.0 billion yen

< Non-consolidated > (Billions of yen)	Mar. 2015			Mar. 2016			Change	Banking a/c	Trust a/c
	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c			
Risk monitored loans	160.9	154.3	6.5	86.2	81.0	5.1	(74.6)	(73.2)	(1.4)
Ratio to total loan balance	0.6%	0.6%	9.7%	0.3%	0.3%	9.2%	(0.3%)	(0.3%)	(0.5%)
Loans in bankruptcy proceedings	1.4	1.4	-	1.5	1.5	-	0.0	0.0	-
Other delinquent loans	85.5	79.9	5.5	51.4	46.3	5.0	(34.0)	(33.5)	(0.4)
Loans past due 3 months or more	0.0	0.0	-	-	-	-	(0.0)	(0.0)	-
Restructured loans	73.8	72.8	1.0	33.2	33.1	0.0	(40.6)	(39.6)	(0.9)
Total loan balance	25,894.3	25,826.4	67.9	27,100.2	27,044.3	55.9	1,205.9	1,217.9	(12.0)

Note: Partial direct written-off: Mar. 2015: 11.5 billion yen, Mar. 2016: 20.3 billion yen

# Risk monitored loans by industry

< Non-consolidated >

(Billions of yen)	Mar. 2015			Mar. 2016			Change	Change	
	Balance	Banking a/c	Trust a/c	Balance	Banking a/c	Trust a/c		Banking a/c	Trust a/c
Domestic Branches (excluding offshore accounts)	155.7	149.1	6.5	84.9	79.8	5.1	(70.7)	(69.3)	(1.4)
Manufacturing	16.9	16.9	-	17.7	17.7	-	0.7	0.7	-
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	0.4	0.4	-	1.1	1.1	-	0.6	0.6	-
Construction	0.1	0.1	-	0.0	0.0	-	(0.0)	(0.0)	-
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	-	(0.0)	(0.0)	-
Transport and postal activities	9.5	9.5	-	0.4	0.4	-	(9.0)	(9.0)	-
Wholesale and retail trade	3.2	3.2	-	1.2	1.2	-	(1.9)	(1.9)	-
Finance and insurance	33.7	33.7	-	0.3	0.3	-	(33.4)	(33.4)	-
Real estate	26.9	20.6	6.2	18.4	13.4	5.0	(8.4)	(7.2)	(1.2)
Goods rental and leasing	0.0	0.0	-	0.0	0.0	-	(0.0)	(0.0)	-
Others	64.6	64.3	0.3	45.6	45.5	0.1	(19.0)	(18.8)	(0.2)
Overseas branches and offshore accounts	5.1	5.1	-	1.2	1.2	-	(3.9)	(3.9)	-
Total	160.9	154.3	6.5	86.2	81.0	5.1	(74.7)	(73.2)	(1.4)

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

# Status of capital

# Status of capital (Details : as of Mar. 2016)

< Status of capital and total risk weighted assets >  
(Basel III, International standard) (Consolidated)

(Billions of yen)	Regulatory basis	<Pro forma> Fully-loaded basis
Total capital	3,026.7	
Tier 1 capital	2,415.3	
Common Equity Tier 1 capital	2,053.8	2,103.9
Instruments and reserves	2,204.2	2,354.7
Regulatory adjustments	(150.4)	(250.7)
Additional Tier 1 capital	361.5	
Eligible Tier 1 capital instruments subject to phase-out arrangements	276.0	
Tier 2 capital	611.3	
Eligible Tier 2 capital instruments subject to phase-out arrangements	401.4	
Total risk-weighted assets	18,065.8	18,012.7
Credit risk	16,541.1	16,488.0
Market risk	573.0	573.0
Operational risk	951.6	951.6
Floor adjustment	-	-
Total capital ratio	16.75%	
Tier 1 capital ratio	13.36%	
Common Equity Tier 1 capital ratio	11.36%	11.68%

<Fully-loaded basis>

- (1) Without considering transitional arrangements on "Accumulated Other Comprehensive Income", "Common share capital issued by subsidiaries and held by third parties", and "Regulatory adjustments."
- (2) Not including the amount of decrease in eligible capital instruments subject to phase-out arrangements after the expiring of transitional arrangements.

(Billions of yen)	Regulatory basis	<Pro forma> Fully-loaded basis
Common Equity Tier 1 capital (CET1)	2,053.8	2,103.9
Instruments and reserves	2,204.2	2,354.7
Directly issued qualifying capital plus retained earnings	1,941.8	1,941.8
Accumulated Other Comprehensive Income	246.0	410.1
Common share capital issued by subsidiaries and held by third parties	15.9	2.3
Amount allowed in group CET1 subject to transitional arrangements	13.6	-
Regulatory adjustments	(150.4)	(250.7)
Intangibles	(103.3)	(172.2)
Deferred tax assets excluding those arising from temporary differences	-	-
Shortfall of eligible provisions to expected losses	(11.6)	(19.4)
Assets for retirement benefits	(38.0)	(63.4)
Investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible short positions, where the bank does not own more than 10% of the issued share capital	-	-
Regulatory adjustments applied to Common Equity Tier 1 due to insufficient Additional Tier 1 and Tier 2 to cover deductions	-	-
Total risk-weighted assets	18,065.8	18,012.7
Amount of credit risk-weighted assets	16,541.1	16,488.0
Amount included in credit risk-weighted assets subject to transitional arrangements	53.1	-
Amount of market risk equivalents	573.0	573.0
Amount of operational risk equivalents	951.6	951.6
Floor adjustment	-	-

## Credit risk-weighted assets (Details : as of Mar. 2016)

(Billions of yen)	Mar. 2016				Change from Mar. 2015			
	EAD	RW	RWA	EL	EAD	RW	RWA	EL
Internal Ratings-Based	54,074.6	29.4%	15,944.4	137.2	8,290.9	(8.0%)	(1,236.7)	(30.4)
Corporate, etc.	38,308.9	25.5%	9,791.7	98.7	7,016.9	(5.6%)	31.7	(28.8)
Corporation	19,489.1	46.0%	8,976.5	95.3	801.0	(0.9%)	187.0	(30.4)
Sovereign	16,387.7	1.1%	191.2	2.1	6,193.6	(1.1%)	(41.2)	1.6
Financial institution	2,432.0	25.6%	623.9	1.2	22.3	(4.9%)	(114.0)	(0.0)
Retail	8,176.1	15.3%	1,253.7	25.7	400.7	0.7%	116.3	(0.4)
Residential mortgage	7,534.6	13.5%	1,023.7	17.6	386.2	0.6%	95.8	0.6
Qualifying revolving retail exposure	68.4	18.0%	12.3	0.6	(16.2)	(0.7%)	(3.5)	(0.2)
Other retail exposure	573.1	37.9%	217.6	7.4	30.7	2.2%	24.1	(0.8)
Equity	1,122.8	156.2%	1,754.9	-	(551.5)	8.8%	(713.1)	-
Fund	1,648.0	66.7%	1,100.0	3.0	424.0	(89.0%)	(806.8)	(0.6)
Securitization	1,044.1	18.7%	195.8	0.2	372.3	(5.7%)	30.9	(0.2)
Purchased receivables	850.3	56.8%	483.3	1.8	53.4	(7.3%)	(28.2)	(0.3)
Others	3,154.5	49.7%	1,569.1	7.4	805.1	(2.7%)	336.8	0.0
Exemption	7,232.7	5.4%	392.3	-	4,044.3	(9.0%)	(68.0)	-
Total credit risk	61,537.6	26.8%	16,541.1	137.2	12,565.5	(9.1%)	(1,100.3)	(30.4)

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

Risk-weight = Risk asset / Exposure

# List of qualified additional Tier1 instruments, and estimated capital inclusion amount

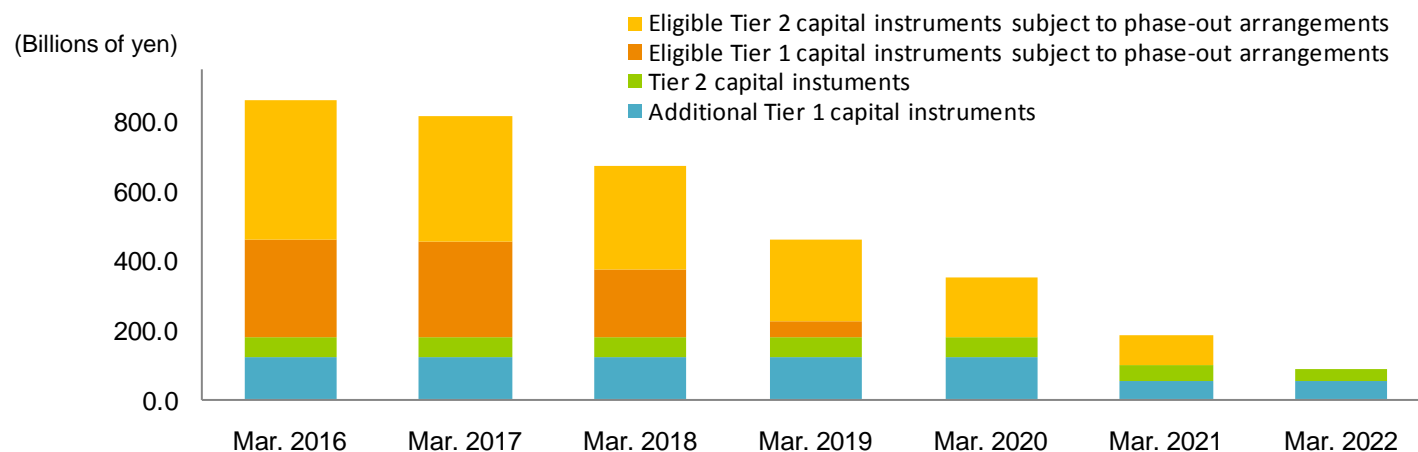
< Perpetual subordinated bonds (Qualifying additional Tier1 instrument)>

Issuer	Series	Issue amount	Dividend	Step up clause	Issue date	First callable date
Sumitomo Mitsui Trust Holdings, Inc.	1	¥70.0 billion	2.49% Fixed	No	Sep. 8, 2015	Dec. 5, 2020
	2	¥50.0 billion	2.87% Fixed	No	Sep. 8, 2015	Dec. 5, 2025

< Preferred Securities (Eligible Tier 1 capital instruments subject to phase-out arrangements) >

Issuer		Issue amount	Dividend	Step up clause	Issue date	First callable date
MTH Preferred Capital 5 (Cayman) Limited		¥33.0 billion	3.02% Fixed	Yes	Mar. 1, 2007	July 25, 2017
CMTH Preferred Capital 6 (Cayman) Limited		¥42.0 billion	3.52% Fixed	Yes	Feb. 15, 2008	July 25, 2018
CMTH Preferred Capital 7 (Cayman) Limited	Series A	¥10.0 billion	5.09% Fixed	Yes	Dec. 16, 2008	July 25, 2019
	Series B	¥31.0 billion	5.59% Fixed	No	Dec. 16, 2008	July 25, 2019
STB Preferred Capital 3 (Cayman) Limited		¥50.0 billion	2.83% Fixed	Yes	Mar. 2, 2007	July 25, 2017
STB Preferred Capital 4 (Cayman) Limited	Series A	¥56.0 billion	3.94% Fixed	Yes	June 24, 2008	July 25, 2018
	Series B	¥54.0 billion	4.44% Fixed	No	June 24, 2008	July 25, 2018

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



(\*) 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 billions)		
					FY2014	FY2015	Change
Sumitomo Mitsui Trust Bank, Limited	JPY 342.0 bn	Trust and banking	100	(-)	130.5	143.1	12.6
Sumitomo Mitsui Trust Asset Management Co., Ltd.	JPY 0.3 bn	Asset management	100	(-)	3.0	4.3	1.3
Sumitomo Mitsui Trust Research Institute Co., Ltd.	JPY 0.3 bn	Research and consulting/ Asset management	100	(-)	0.2	0.1	(0.0)
Japan Trustee Services Bank, Ltd.	JPY 51.0 bn	Trust and banking	66.66	(-)	0.4	0.3	(0.1)
Tokyo Securities Transfer Agent Co., Ltd.	JPY 0.05 bn	Stock transfer agency	100	(100)	0.2	0.2	(0.0)
Sumitomo Mitsui Trust Club Co., Ltd. (*2)	JPY 0.1 bn	Credit cards	100	(100)	---	(15.9)	(15.9)
Sumitomo Mitsui Trust Guarantee Co., Ltd. (*3)	JPY 0.3 bn	Housing loan guaranty	100	(100)	4.2	4.8	0.6
Sumishin Guaranty Co., Ltd.	JPY 0.3 bn	Housing loan guaranty	100	(100)	2.6	2.2	(0.3)
Sumitomo Mitsui Trust Card Co., Ltd.	JPY 0.1 bn	Credit cards	100	(100)	0.3	0.4	0.0
Sumitomo Mitsui Trust Realty Co., Ltd.	JPY 0.3 bn	Residential brokerage	100	(100)	1.5	2.7	1.1
Sumitomo Mitsui Trust General Service Co., Ltd.	JPY 0.1 bn	Property management	100	(100)	0.1	(0.6)	(0.8)
Sumitomo Mitsui Trust Wealth Partners Co., Ltd.	JPY 0.1 bn	Consulting	100	(100)	0.0	0.1	0.0
Sumitomo Mitsui Trust Loan & Finance Co., Ltd.	JPY 6.0 bn	Finance	100	(100)	3.5	3.6	0.1
Sumitomo Mitsui Trust Investment Co., Ltd.	JPY 0.1 bn	Venture capital	100	(100)	0.1	0.1	(0.0)
Sumitomo Mitsui Trust Real Estate Investment Management Co., Ltd.	JPY 0.3 bn	Asset management	100	(100)	0.1	0.4	0.3
Nikko Asset Management Co., Ltd. (*3)	JPY 17.3 bn	Asset management	91.67	(91.67)	2.8	4.9	2.1
Japan Securities Agents, Ltd.	JPY 0.5 bn	Stock transfer agency	85.10	(85.10)	0.1	0.0	(0.1)
Sumitomo Mitsui Trust Panasonic Finance Co., Ltd. (*3)	JPY 25.5 bn	General leasing/ Credit cards	84.89	(84.89)	6.6	5.5	(1.1)
Top REIT Asset Management Co., Ltd.	JPY 0.3 bn	J-REIT asset management	69.00	(69.00)	0.2	0.1	(0.0)
Sumitomo Mitsui Trust (Hong Kong) Limited	USD 45.0 mill	Security	100	(100)	0.3	0.2	(0.0)
Sumitomo Mitsui Trust Bank (Luxembourg) S.A.	USD 30.0 mill	Banking, security and trust	100	(100)	0.1	0.1	(0.0)
Sumitomo Mitsui Trust (UK) Limited (*3)	GBP 1.7 mill	Trust services	100	(100)	0.0	0.0	0.0
Sumitomo Mitsui Trust International Limited	GBP 20.0 mill	Security	100	(100)	0.0	0.0	(0.0)
Sumitomo Mitsui Trust Bank (U.S.A.) Limited	USD 56.0 mill	Banking and trust services	100	(100)	1.2	0.9	(0.2)
Sumitomo Mitsui Trust (Ireland) Limited (*3)	EUR 75.8 mill	Trust services	100	(100)	(0.7)	(0.8)	(0.0)
Sumitomo Mitsui Trust Bank (Thai) Public Company Limited	THB 20.0 bn	Banking	100	(100)	(0.4)	(0.8)	(0.3)
<Affiliates>							
SBI Sumishin Net Bank, Ltd. (*3)	JPY 31.0 bn	Banking	50.00	(50.00)	9.9	8.4	(1.5)
Zijin Trust Co., Ltd.	CNY 1.2 bn	Banking	19.99	(19.99)	5.1	6.8	1.6

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

(\*2) "Net income" in FY2015 represents the contribution of the company after it became a consolidated entity in December 2015.

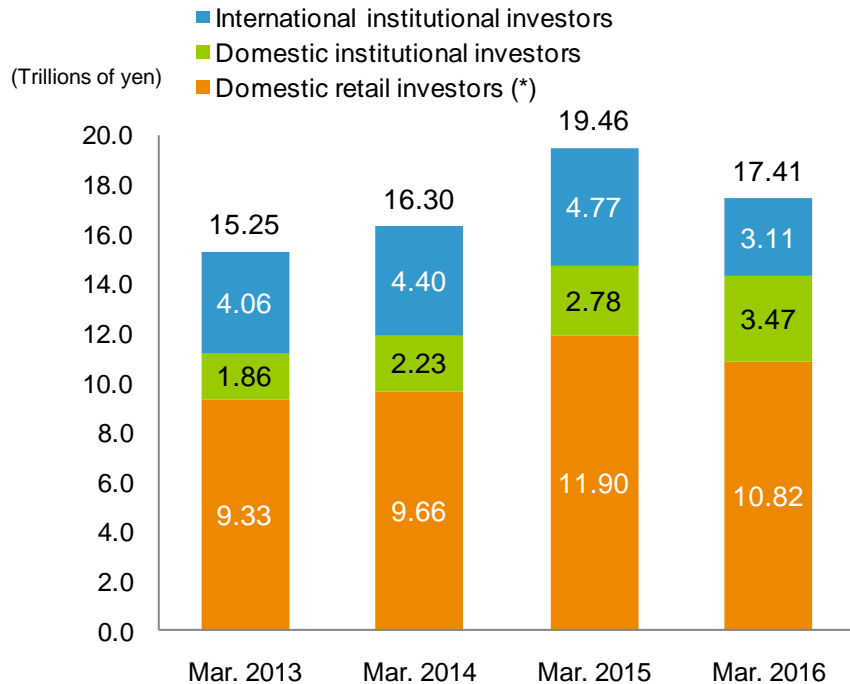
(\*3) Consolidated basis for each company. Net income for those companies is Net income attributable to owners of the parent.



# Financial business in group companies

## 1. Nikko Asset Management (Consolidated)

### Assets under management (AUM) (Consolidated)



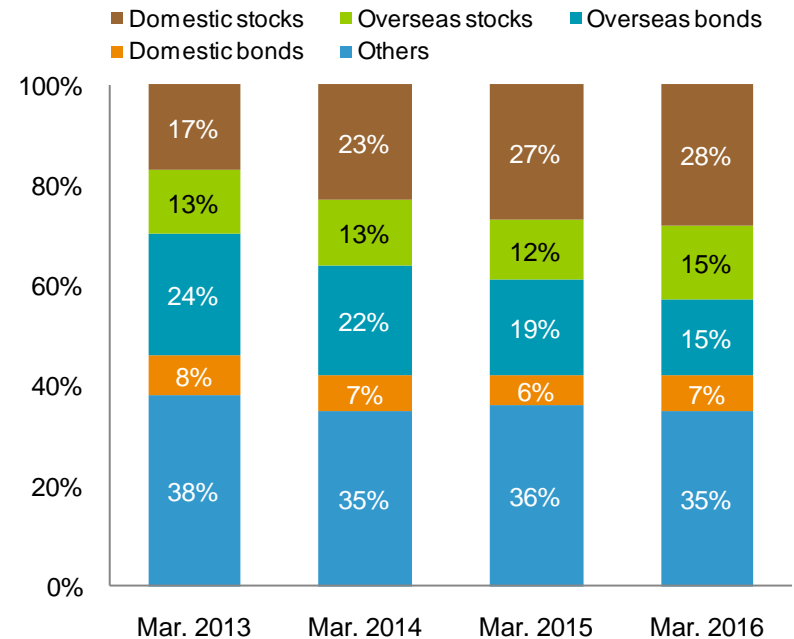
(Billions of yen)	FY2013	FY2014	FY2015
Net cash inflow/outflow	(247.2)	777.3	(234.1)
International institutional investors, etc.	(111.7)	(3.3)	(990.1)
Domestic institutional investors	242.6	223.0	543.9
Domestic retail investors (*)	(378.0)	557.6	212.1

(\*) Including ETF, MMF

### P/L

(Billions of yen)	FY2014	FY2015	Change
Net business profit	5.8	5.6	(0.1)
Ordinary income	7.3	8.9	1.6
Net income	2.8	4.9	2.1

### Breakdown of AUM by asset type



# Financial business in group companies

## 2. SBI Sumishin Net Bank (Consolidated)

### Major business figures

(Billions of yen)	Mar. 2015	Mar. 2016	Change
Number of account (millions)	2.30	2.58	0.27
Deposits	3,576.0	3,446.4	(129.5)
Loans	1,817.8	2,075.5	257.6

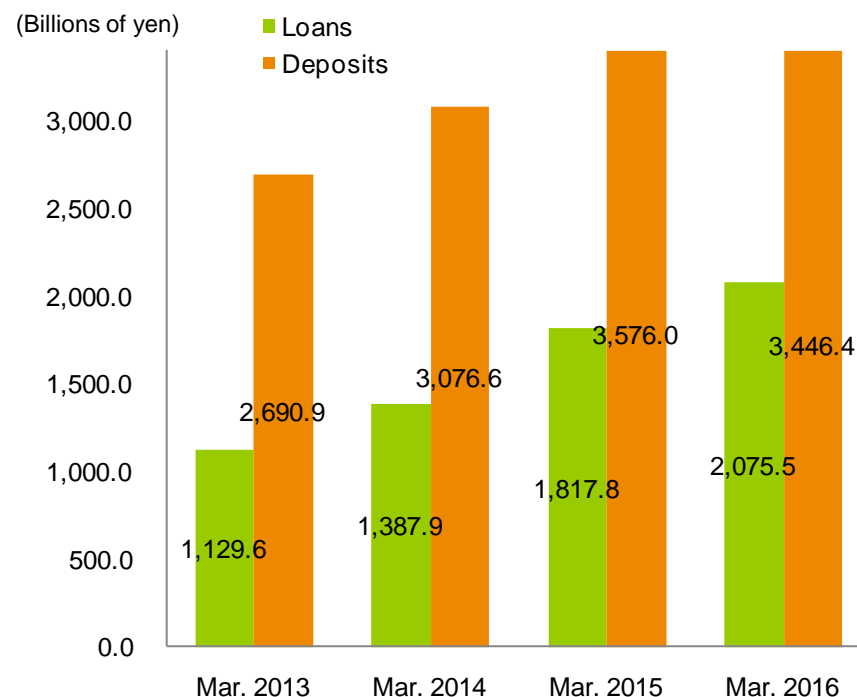
### P/L

(Billions of yen)	FY2014	FY2015	Change
Net business profit	15.3	12.0	(3.2)
Ordinary income	15.2	11.6	(3.5)
Net income	9.9	8.4	(1.5)

### B/S

(Billions of yen)	Mar. 2015	Mar. 2016	Change
Total assets	4,188.9	3,968.5	(220.4)
Net assets	66.5	74.7	8.2
Shareholders' equity	69.0	77.5	8.4

### Balance of Loans and deposits

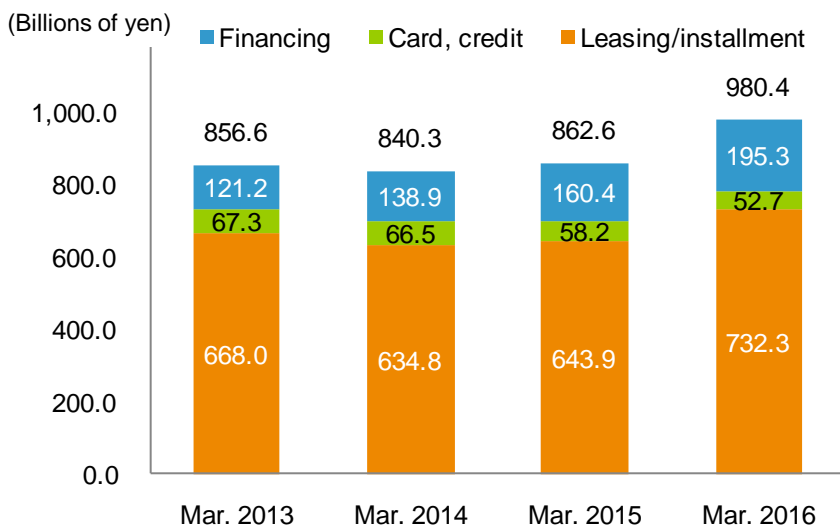


# Financial business in group companies

## 3. Leasing, real estate-related finance, residential mortgage loans

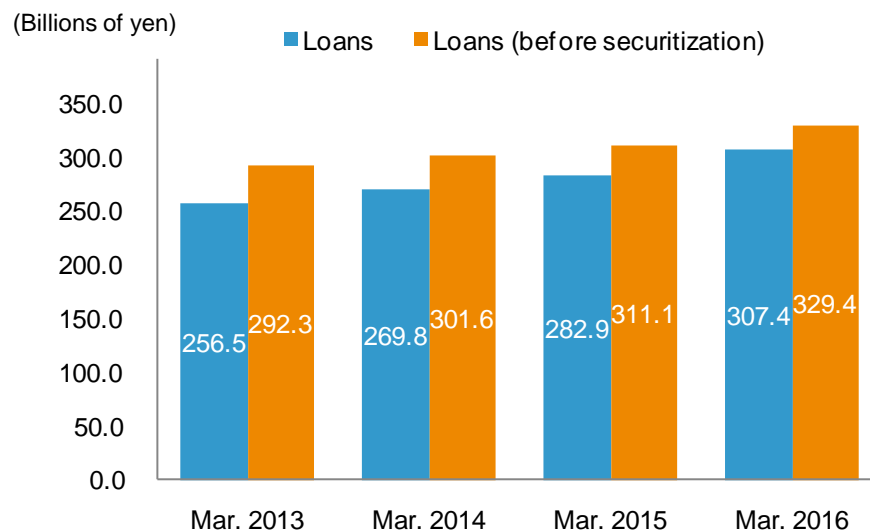
### Sumitomo Mitsui Trust Panasonic Finance (Consolidated)

#### Operating assets



### Sumitomo Mitsui Trust Loan & Finance

#### Loan balance



#### P/L

(Billions of yen)	FY2014	FY2015	Change
Net business profit	10.4	7.3	(3.0)
Ordinary profit	11.0	7.2	(3.8)
Net income	6.6	5.5	(1.1)
Total credit costs	1.1	(3.4)	(4.5)

#### P/L

(Billions of yen)	FY2014	FY2015	Change
Net business profit	6.1	6.4	0.3
Ordinary profit	6.8	6.7	(0.0)
Net income	3.5	3.6	0.1
Total credit costs	0.3	(0.0)	(0.4)

# (Supplement) Long-term time series tables

# Statements of income

<Consolidated>	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
(Billions of yen)									
Net business profit before credit costs	378.8	362.7	316.3	290.6	342.2	284.6	285.8	316.7	318.3
Ordinary profit	262.3	(87.3)	231.5	185.4	272.1	255.0	258.0	292.4	278.0
Net income	154.1	(84.0)	100.0	130.7	164.6	133.7	137.6	159.6	166.9
<Non-consolidated>									
Net business profit before credit costs	328.3	313.8	284.4	233.3	239.0	210.2	211.8	245.7	249.1
Gross business profit	571.0	563.0	531.5	475.5	487.6	449.6	461.5	494.2	485.3
Net interest income and related profit	286.4	294.3	311.1	247.2	228.3	207.2	215.7	233.4	223.9
Net interest income	254.4	268.9	291.2	235.4	218.0	199.5	207.9	224.4	212.1
Trust fees from principal guaranteed trust a/c	31.9	25.4	19.9	11.8	10.3	7.7	7.8	8.9	11.8
Net fees and commissions and related profit	244.3	176.2	166.7	170.6	164.9	167.6	195.7	201.0	199.9
Net fees and commissions	130.4	77.0	80.3	84.8	83.1	85.3	104.2	110.8	111.5
Other trust fees	113.9	99.2	86.3	85.8	81.7	82.2	91.4	90.2	88.4
Net trading income	15.4	(49.5)	18.2	15.2	12.5	24.1	24.3	32.4	15.5
Net other operating income	24.7	142.0	35.3	42.2	81.8	50.6	25.6	27.2	45.9
Net gains on bonds	59.1	130.6	37.9	37.9	79.2	50.5	15.7	63.4	51.7
General and administrative expenses	(242.7)	(249.1)	(247.1)	(242.1)	(248.6)	(239.4)	(249.7)	(248.5)	(236.1)
Net non-recurring profit	(79.2)	(396.6)	(69.5)	(83.9)	(90.6)	(19.6)	(23.4)	(15.6)	(23.9)
Ordinary profit	230.7	(75.8)	212.5	149.4	158.1	190.6	188.4	230.0	218.8
Extraordinary profit	17.5	31.3	(47.1)	0.7	(44.5)	(31.6)	(2.4)	(60.0)	(3.6)
Income before income tax	248.3	(44.4)	165.4	150.1	113.6	159.0	185.9	169.9	215.1
Total income taxes	(96.4)	3.4	(86.1)	(27.1)	(57.2)	(53.8)	(69.9)	(39.4)	(72.0)
Net income	151.8	(41.0)	79.3	123.0	56.4	105.1	116.0	130.5	143.1
Total credit costs	(16.3)	(73.9)	2.2	(7.4)	1.1	5.3	7.6	18.1	(14.1)
Dividend on common share (Yen)					8.50	9.00	10.00	12.00	13.00

# Balance sheets

<Consolidated>	(Billions of yen)	Mar. 2008	Mar. 2009	Mar. 2010	Mar. 2011	Mar. 2012	Mar. 2013	Mar. 2014	Mar. 2015	Mar. 2016
Loans and bills discounted		18,598.2	19,813.8	20,628.5	20,659.2	20,636.4	22,391.6	23,824.0	25,550.0	27,525.8
Securities		9,250.4	9,691.4	8,609.7	8,327.0	6,795.7	6,346.0	5,764.4	4,813.3	4,926.2
<b>Total assets</b>		<b>36,653.5</b>	<b>36,416.5</b>	<b>35,529.0</b>	<b>35,157.1</b>	<b>34,376.3</b>	<b>37,704.0</b>	<b>41,889.4</b>	<b>46,235.9</b>	<b>58,229.9</b>
Deposits		20,042.9	20,813.2	21,011.0	21,590.5	22,077.8	23,023.8	24,123.3	25,079.7	26,701.9
Negotiable certificates of deposit		3,120.0	2,845.7	2,678.0	2,549.1	3,252.8	4,103.5	5,100.1	6,570.5	7,130.6
<b>Total liabilities</b>		<b>34,353.4</b>	<b>34,464.0</b>	<b>33,232.5</b>	<b>32,805.9</b>	<b>32,039.2</b>	<b>35,373.5</b>	<b>39,448.3</b>	<b>43,518.9</b>	<b>55,525.4</b>
Capital stock		549.1	549.1	603.6	603.6	261.6	261.6	261.6	261.6	261.6
Capital surplus		369.9	242.5	297.0	297.0	859.4	752.9	754.2	645.2	645.1
Retained earnings		925.3	801.9	883.0	971.9	696.8	790.1	886.4	970.3	1,087.1
Treasury stock		(0.7)	(0.7)	(0.7)	(0.7)	(0.1)	(93.1)	(0.5)	(17.0)	(27.0)
<b>Shareholders' equity</b>		<b>1,843.6</b>	<b>1,592.8</b>	<b>1,783.0</b>	<b>1,871.8</b>	<b>1,817.8</b>	<b>1,711.5</b>	<b>1,901.7</b>	<b>1,860.1</b>	<b>1,966.8</b>
Valuation difference on available-for-sale securities		123.1	(185.5)	44.1	10.4	32.4	161.5	229.6	505.4	467.5
<b>Total accumulated other comprehensive income</b>		<b>100.5</b>	<b>(217.5)</b>	<b>24.4</b>	<b>(12.7)</b>	<b>9.0</b>	<b>134.4</b>	<b>203.5</b>	<b>529.6</b>	<b>410.1</b>
Minority interests		355.9	577.1	488.9	492.1	510.1	484.4	335.6	326.9	327.1
<b>Total net assets</b>		<b>2,300.1</b>	<b>1,952.5</b>	<b>2,296.5</b>	<b>2,351.2</b>	<b>2,337.0</b>	<b>2,330.4</b>	<b>2,441.0</b>	<b>2,716.9</b>	<b>2,704.5</b>
<b>Total liabilities and net assets</b>		<b>36,653.5</b>	<b>36,416.5</b>	<b>35,529.0</b>	<b>35,157.1</b>	<b>34,376.3</b>	<b>37,704.0</b>	<b>41,889.4</b>	<b>46,235.9</b>	<b>58,229.9</b>
Net assets per common shares (Yen)						413.11	470.71	511.02	618.63	618.11

## <Non-consolidated>

Loans and bills discounted		18,880.5	20,070.4	20,860.2	21,015.2	20,789.2	22,349.0	24,034.2	25,826.4	27,044.3
Securities		9,553.7	10,054.9	9,058.1	8,721.5	6,585.8	6,531.2	5,971.2	5,039.6	5,311.2
<b>Total assets</b>		<b>35,338.3</b>	<b>35,384.3</b>	<b>34,273.1</b>	<b>34,045.8</b>	<b>32,838.7</b>	<b>35,294.9</b>	<b>39,122.6</b>	<b>42,705.4</b>	<b>50,256.5</b>
Deposits		20,141.1	20,860.1	21,038.7	21,639.6	22,059.5	22,885.7	24,072.9	24,855.5	26,467.4
Negotiable certificates of deposit		3,130.0	2,895.7	2,734.0	2,627.6	3,301.3	4,222.9	5,304.1	6,758.0	7,254.1
<b>Total liabilities</b>		<b>33,531.9</b>	<b>33,904.5</b>	<b>32,397.6</b>	<b>32,119.3</b>	<b>30,856.7</b>	<b>33,410.2</b>	<b>37,091.4</b>	<b>40,476.9</b>	<b>47,971.3</b>

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