

Summary of Financial Results for FY2016

May 26, 2017

“Real estate” (Page11) was revised.

May 15, 2017

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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”

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 indices per share

Indices regarding financial information per share such as “Net asset per 1 share,” “Dividends per 1 share,” are presented assuming that the consolidation of shares (one (1) share for every ten (10) shares) enacted on October 1, 2016, took place at the beginning of fiscal year ended March 31, 2016, for consistency purposes.

Overview of profits: Consolidated

- ▶ Net business profit before credit costs: DOWN ¥85.9bn YoY to ¥232.3bn. Profit contribution from group companies increased, but decreased overall primarily due to fall in market related profit reflecting negative impact from sales of US Treasuries at non-consolidated level
- ▶ Net income attributable to owners of the parent: DOWN ¥45.4bn YoY to ¥121.4bn, due mainly to the reasons noted above. Full year dividend on common shares of 130 yen to be maintained as initially forecasted at the beginning of the financial year

Status of profit and loss (Consolidated)

	(Billions of yen)	FY2016	
		FY2016	Change from FY2015
Net business profit before credit costs	1	232.3	(85.9)
Gross business profit	2	625.5	(72.2)
Net interest income and related profit	3	232.5	(10.2)
Net fees and commissions and related profit	4	398.6	29.1
Net other operating profit	5	(22.6)	(92.5)
General and administrative expenses	6	(419.6)	(14.6)
Net non-recurring profit, etc.	7	(9.5)	5.2
Ordinary profit	8	196.3	(81.6)
Extraordinary profit	9	(5.2)	(0.3)
Income before income taxes	10	191.1	(82.0)
Total income taxes	11	(56.9)	37.0
Net income attributable to owners of the parent	12	121.4	(45.4)
Total credit costs	13	(28.5)	(2.5)
Net gains on stocks	14	36.4	6.8
Return on shareholders' equity	15	6.07%	(2.65%)
Dividend per common share (Yen)	16	130	-
Net assets per common shares (BPS) (Yen)	17	6,437	256
Earnings per share (EPS) (Yen)	18	317	(116)

(Ref) Breakdown by group company

	Net business profit before credit costs		Net income	
	FY2016	Change from FY2015	FY2016	Change from FY2015
Consolidated	232.3	(85.9)	121.4	(45.4)
Non-consolidated	150.5	(98.6)	77.6	(65.4)
Consolidation difference	81.8	12.6	43.7	20.0
Effect of purchase accounting method	(2.7)	(2.4)	7.9	(17.1)
Contribution (before consolidation adjustments) (*)	76.4	11.4	47.3	28.5
Sumitomo Mitsui Trust Asset Management	6.2	(0.2)	4.3	(0.0)
Nikko Asset Management (Consolidated)	9.1	(2.0)	4.7	0.1
Sumitomo Mitsui Trust Realty	4.8	0.8	3.5	0.8
Sumitomo Mitsui Trust Panasonic Finance (Consolidated)	11.6	0.3	5.8	1.1
Sumitomo Mitsui Trust Loan & Finance	9.9	0.9	6.8	1.0
SBI Sumishin Net Bank (Consolidated)	7.5	1.4	4.9	0.7
Sumitomo Mitsui Trust Guarantee (Consolidated)	12.0	0.6	7.9	0.8
Sumitomo Mitsui Trust Club	5.6	8.2	2.5	18.5

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

Overview of profits: Non-consolidated

- ▶ Net business profit before credit costs: DOWN ¥98.6bn YoY to ¥150.5bn. General and administrative expenses were restrained, but decreased overall primarily due to fall in market related profit reflecting negative impact from sales of US Treasuries
- ▶ Ordinary Profit: DOWN ¥101.5bn YoY to ¥117.3bn. Improvement in net gains on stocks due to continued reduction in strategic shareholdings, but decreased overall due to increased credit cost and other items. Net income: DOWN ¥65.4bn YoY to ¥77.6bn.

Status of profit and loss (Non-consolidated)

(Billions of Yen)		FY2016	Change from FY2015
Net business profit before credit costs	1	150.5	(98.6)
Gross business profit	2	383.3	(101.9)
Net interest income and related profit	3	216.7	(7.2)
Net fees and commissions and related profit	4	196.9	(2.9)
Net trading profit	5	17.0	1.5
Net other operating profit	6	(47.3)	(93.2)
Net gains on foreign exchange transactions	7	28.6	12.1
Net gains on bonds	8	(96.9)	(148.6)
Net gains from derivatives other than for trading or hedging	9	21.1	44.0
General and administrative expenses	10	(232.7)	3.3
Total credit costs	11	(24.9)	(10.7)
Other non-recurring profit	12	(8.2)	7.8
Net gains on stocks	13	31.3	12.5
Amortization of net actuarial losses	14	(28.5)	(13.6)
Ordinary profit	15	117.3	(101.5)
Extraordinary profit	16	(5.9)	(2.3)
Income before income taxes	17	111.3	(103.8)
Total income taxes	18	(33.6)	38.3
Net income	19	77.6	(65.4)

(Ref) Breakdown of interest and fee income

(Billions of Yen)		FY2016	Change from FY2015
Net interest income and related profit		216.7	(7.2)
Net interest income		203.2	(8.8)
Domestic business		141.0	(10.0)
Loan-deposit income		110.7	(4.2)
Securities		47.1	(2.7)
International business		62.1	1.2
Loan-deposit income		77.3	6.2
Securities		35.4	(3.3)
Trust fees from principal guaranteed trust a/c		13.4	1.6
Net fees and commissions and related profit		196.9	(2.9)
Investment trust and insurance sales		58.8	(8.8)
Asset management/administration		61.2	(3.8)
Real estate brokerage		25.4	4.3
Stock transfer agency services		19.6	1.0
Net gains on bonds		(96.9)	(148.6)
Domestic bonds		1.6	(2.0)
Foreign bonds		(98.5)	(146.6)

Profit by business segment: Non-consolidated

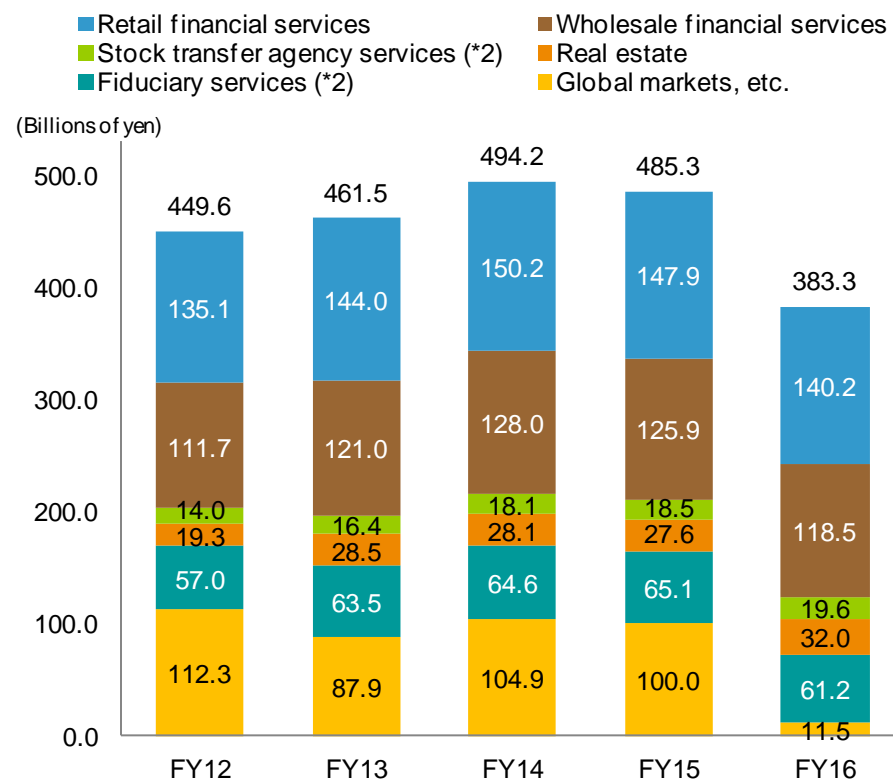
- ▶ Retail financial services: Decreased due primarily to fall in profits related to deposits and decrease in sales fees of investment trusts and insurance
- ▶ Wholesale financial services: Decreased, though there was progress in realignment of the credit portfolio, profit fell due primarily to increase in foreign currency funding cost
- ▶ Stock transfer services: Increased primarily due to improvement in consultation fees
- ▶ Real estate business: Increased due to higher brokerage fees resulting from steady increase transactions
- ▶ Fiduciary services: Decreased due primarily to dissolution of company pension plans as initially assumed
- ▶ Global Markets: Decreased, though client transactions' profits were firm, overall profit fell primarily from re-accommodation of US Treasuries investments from viewpoint of financial risk management

Breakdown of Gross business profit by business segment

(Billions of yen)	FY2016	Change from FY2015
Retail financial services	140.2	(7.6)
Wholesale financial services	118.5	(7.3)
Stock transfer agency services	19.6	1.0
Gross business profit	29.7	0.8
Fees paid out for outsourcing	(10.1)	0.1
Real estate	32.0	4.3
Fiduciary services	61.2	(3.8)
Gross business profit	90.7	(2.8)
Fees paid out for outsourcing	(29.4)	(1.0)
Global markets	8.2	(89.2)
Others (*1)	3.3	0.7
Total	383.3	(101.9)

(*1) Figures for "Others" include costs of capital funding, dividends of shares for strategic shareholdings, general and administrative expenses of headquarters, etc.

Trend of Gross business profit by business segment



(*2) After deducting fees paid for outsourcing in Stock transfer agency services and Fiduciary services

Net interest income: Non-consolidated

- ▶ Net interest income: DOWN ¥ 8.8bn YoY to ¥ 203.2bn, due primarily to increased foreign currency funding cost and decreased income from securities
- ▶ Domestic loan-deposit spread for 2HFY2016 fell by 2bp from 1HFY2016. Decline in yield on loans and bills discounted was offset to a certain extent by fall in deposit interest

Breakdown of Net interest income (Average balance, Yield, Income/Expense)

	FY2016					
	Average balance	Change from FY2015	Yield	Change from FY2015	Income/Expense	Change from FY2015
(Average balance: Trillions of yen) (Income/Expense: Billions of yen)						
Net interest income					203.2	(8.8)
Domestic business			0.42%	(0.06%)	141.0	(10.0)
Interest-earning assets	33.10	2.10	0.62%	(0.10%)	206.8	(18.8)
Loans and bills discounted	20.05	1.35	0.73%	(0.11%)	147.7	(10.9)
Securities	3.08	(0.04)	1.52%	(0.07%)	47.1	(2.7)
Interest-bearing liabilities	32.42	1.85	0.20%	(0.04%)	(65.7)	8.7
Deposits	22.86	1.70	0.16%	(0.04%)	(37.0)	6.6
International business			0.52%	0.03%	62.1	1.2
Interest-earning assets	11.99	0.03	1.42%	0.24%	170.8	28.7
Loans and bills discounted	7.23	0.24	1.64%	0.35%	118.7	27.9
Securities	2.05	0.04	1.72%	(0.21%)	35.4	(3.3)
Interest-bearing liabilities	12.01	0.28	0.90%	0.21%	(108.7)	(27.5)
Deposits	4.55	0.78	0.90%	0.38%	(41.3)	(21.6)
Loan-deposit spread / income			0.69%	(0.03%)	188.1	1.9
Domestic business			0.57%	(0.07%)	110.7	(4.2)

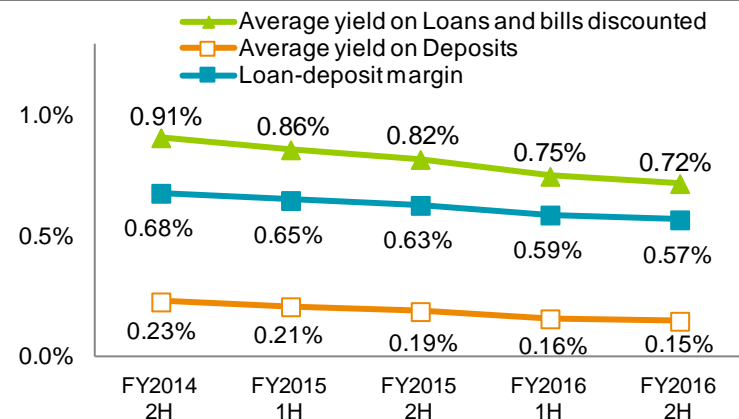
(Reference) Effective interest related earnings

	(Billions of yen)	FY2016	Change from FY2015
Net interest income	1	203.2	(8.8)
Interest paid on borrowings from trust a/c [Domestic]	2	(13.2)	(1.3)
Interest paid on foreign currency NCDs [International]	3	(27.3)	(13.7)
Profit from unwinding of asset swap (hedge accounting) corresponding to bond sales [International]	4	28.6	28.6
Additional profit items that should be taken into consideration			
Trust fees from principal guaranteed trust a/c [Domestic]	5	13.4	1.6
Profit attributable to deployment of surplus foreign currency funds [International]	6	16.2	13.7
Effective interest related earnings (1-4+5+6)	7	204.2	(22.1)

[Change from FY2015 ¥(22.1)bn :

Domestic ¥(8.4)bn ⇒ Deterioration of domestic loan-deposit income [Approx. ¥(4.0)],
International ¥(13.6)bn ⇒ Deterioration of swap spread [approx. ¥(12.0)]

Domestic loan-deposit spread



Total credit costs and problem assets

- ▶ Total credit costs (Consolidated): Downgrade of specific obligors resulted in total credit cost of ¥ 28.5bn
- ▶ NPL ratio (Non-consolidated): Decreased by 0.1% YoY to 0.2%, due to decrease of doubtful and substandard loans. Coverage ratio to problem assets was 90.7%, maintaining a prudent level

< Total credit costs > (Billions of yen)	FY2015	FY2016		Major factors (FY2016)
		1H	2H	
Total credit costs (Non-consolidated)	(14.1)	2.6	(27.6)	(24.9)
General allowance for loan losses	(6.3)	0.3	(28.2)	(27.9)
Specific allowance for loan losses	(2.9)	1.4	0.4	1.9
Recoveries of written-off claims	1.8	1.2	0.5	1.7
Losses on sales of claims, written-off	(6.6)	(0.3)	(0.2)	(0.6)
Total credit costs (Group companies)	(11.7)	(1.8)	(1.7)	(3.5)
Total	(25.9)	0.7	(29.3)	(28.5)

Downgraded: Approx. (35.0)bn
 Upgraded: Approx. +7.5bn
 Decrease in loan balance, etc. (Including recoveries): Approx. +2.5bn

Sumitomo Mitsui Trust Club: (1.7)
 Sumitomo Mitsui Trust Guarantee: (0.9)

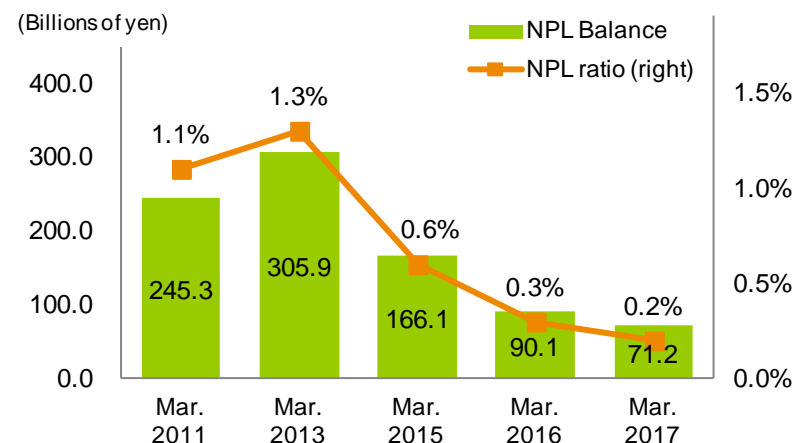
< Problem assets based on the Financial Reconstruction Act (Non-consolidated) >

(Billions of yen)	Mar. 2017	Coverage ratio (*1)	Allowance ratio (*2)	Change from Mar. 2016
	Problem assets based on the Financial Reconstruction Act	71.2	90.7%	62.0%
Ratio to total loan balance	0.2%	---	---	(0.1%)
Bankrupt and practically bankrupt	7.9	100.0%	100.0%	(4.0)
Doubtful	35.4	88.9%	62.8%	(9.5)
Substandard	27.8	90.3%	19.5%	(5.4)
Other special mention debtors	555.6	---	---	187.3
Ordinary assets	28,108.4	---	---	903.4
Total balance	28,735.2	---	---	1,071.8

(*1) (Collateral value + allowance for loan losses) / Loan balance

(*2) Allowance for loan losses / (Loan balance - Collateral value after considering haircuts)

Total balance and ratio of NPL



Securities portfolio and interest rate risk

- ▶ Cost of available-for-sale securities (Consolidated): Increased ¥207.2bn from Mar. 2016 to ¥3,969.3bn due primarily to increase in "other" securities such as US Treasuries and hedging investments for strategic-shareholdings
- ▶ Unrealized gains of available-for-sale securities (Consolidated): ¥685.6bn, which is in line with previous year's figure as improvement in unrealized gains on Japanese stocks balanced out the deterioration caused by hedging of strategic shareholdings
- ▶ Strategic shareholdings reduced by ¥32.2bn, further reduction in equity volatility risk planned, including utilization of hedge transactions

<Securities with fair value (Consolidated)> (Billions of yen)	Costs		Unrealized gains/losses	
	Mar. 2017	Change from Mar. 2016	Mar. 2017	Change from Mar. 2016
Available-for-sale securities	3,969.3	207.2	685.6	10.0
Japanese stocks	666.2	(28.2)	730.4	124.5
Japanese bonds	845.7	(459.1)	1.7	0.0
Others	2,457.2	694.6	(46.5)	(114.4)
Held-to-maturity debt securities	344.7	(75.8)	26.9	(10.0)

<Available-for-sale securities with fair value (Non-consolidated)>

Available-for-sale securities	3,921.3	235.7	704.0	7.3
Japanese stocks	639.7	(27.4)	754.2	123.2
Japanese bonds	879.6	(435.9)	0.2	(0.9)
Government bonds	170.4	(399.4)	(0.1)	(1.3)
Others	2,402.0	699.2	(50.4)	(115.0)
Domestic investment (*1)	93.7	(26.4)	1.9	(0.3)
International investment (*1)	1,329.9	373.2	(15.8)	(23.7)
US Treasury	782.0	278.9	(17.3)	(23.4)
Others (Investment trust, etc.) (*2)	978.3	352.4	(36.5)	(90.9)
for hedging of strategic shareholdings	728.1	197.9	(20.2)	(72.9)

(*1) "Domestic investment" and "International investment" are basically categorized by the countries where final exposure exists

(*2) "Investment trust" and investment securities uncategorizable into "Domestic investment" or "International investment"

<Held-to-maturity debt securities with fair value (Non-consolidated)>

Held-to-maturity debt securities	263.4	(68.7)	26.8	(10.0)
Government bonds	139.9	(50.3)	20.0	(4.1)
International investment (*1, *3)	82.0	(17.7)	6.6	(5.5)

(*3) Unamortized balance of unrealized loss on overseas asset-backed securities which were reclassified from AFS to HTM during FY2008 (Mar. 2017: (5.1)bn yen, Mar. 2016: (11.5)bn yen)

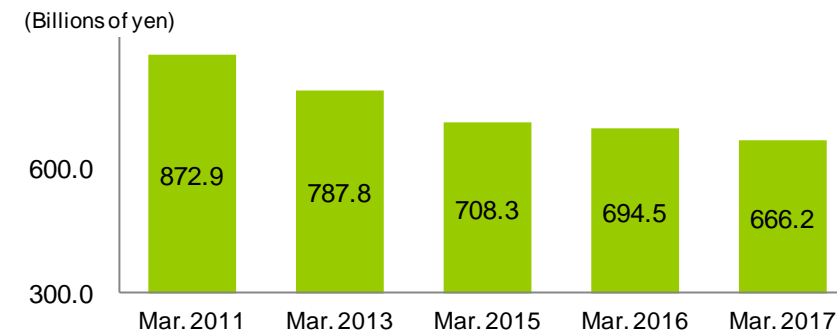
Securities portfolio of Global markets (Non-consolidated) (*4)

(Billions of yen)	10BPV (*5)		Duration (years) (*5)	
	Mar. 2017	Change from Mar. 2016	Mar. 2017	Change from Mar. 2016
JPY	1.9	(0.4)	6.0	2.8
Others	7.7	4.5	8.0	2.5

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

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

Balance of strategic shareholdings (Consolidated) (*6)



(Billions of yen)	FY2015		FY2016	
	1H	2H	1H	2H
Reduction amount of strategic shareholdings	5.3	12.3	5.1	27.0
	17.6		32.2	

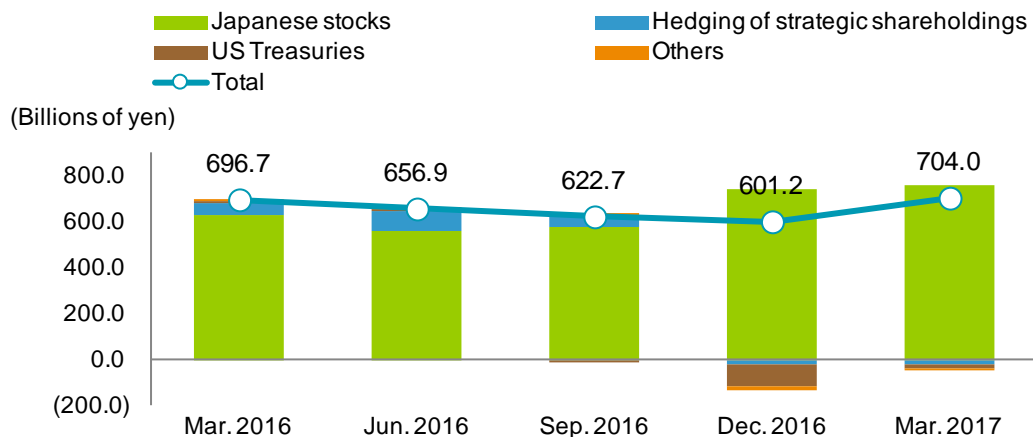
(Note) Accumulated amount of reduction from FY2011 to FY2015: ¥214.1bn

(*6) Cost of listed shares

<Reference> Status of U.S. Treasuries related holdings

- ▶ Unrealized gains of available-for-sale securities (Non-consolidated): Exceeded ¥700bn, as a result of increase in unrealized gains on Japanese stocks and realization of unrealized losses US Treasuries
- ▶ Stabilization operation of economic value of strategic shareholdings using US Treasuries demonstrated its effectiveness to a certain extent over the past several years

Unrealized gains/losses of AFS securities (Non-consolidated)

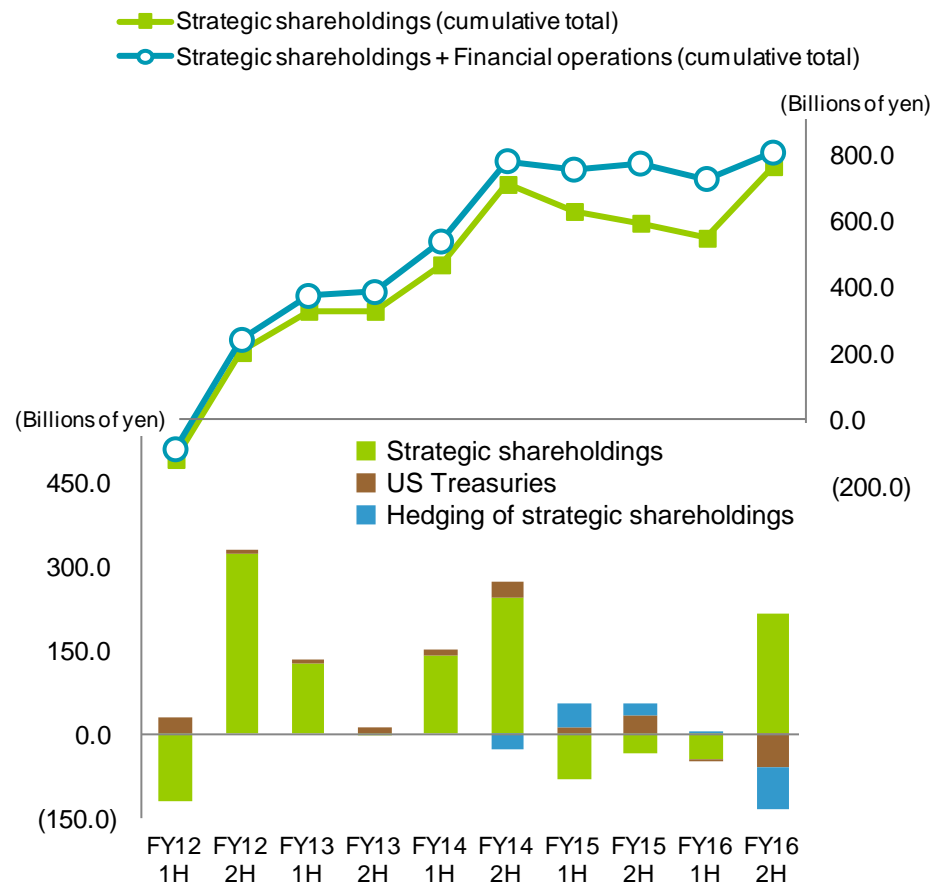


P/L related to US interest rate operations (Non-consolidated)

(Billions of yen)	FY2015	FY2016		
		1H	2H	
Reported profit	56.0	17.5	(53.3)	(35.8)
Bonds (US Treasuries)	64.8	18.2	(100.4)	(82.2) (*)
Derivatives (mark to market)	(8.7)	(0.4)	18.0	17.6
Derivatives (hedge accounting)	(0.0)	(0.2)	29.0	28.8 (*)

(*) including carried interest income

(Ref.) Stabilization of economic value by financial management (Non-consolidated)



Forecast for FY2017

- ▶ Net business profit before credit costs (Consolidated): Forecast of ¥260.0bn, increase of ¥27.6bn from FY2016, as this year's losses from sale of US Treasuries are expected to be limited
- ▶ Ordinary profit: Forecast of ¥235.0bn, increase of ¥38.6bn from FY2016, assuming total credit costs of ¥20.0bn and gains on stocks of ¥30.0bn from planned sell down of strategic shareholdings
- ▶ Net income attributable to owners of the parent: Forecast of ¥150.0bn, increase of ¥28.5bn from FY2016, taking above factors into consideration. Forecast to maintain full year dividend on common shares of 130 yen

	FY2016 (Actual)	FY2017		
		1H	Full	Change
(Billions of yen)				
Net business profit before credit costs	232.3	125.0	260.0	27.6
Non-consolidated	150.5	85.0	180.0	29.4
Difference from non-consolidated financial results	81.8	40.0	80.0	(1.8)
Total credit costs	(28.5)	(10.0)	(20.0)	8.5
Non-consolidated	(24.9)	(10.0)	(20.0)	4.9
Difference from non-consolidated financial results	(3.5)	-	-	3.5
Other non-recurring profit	(7.4)	(5.0)	(5.0)	2.4
Ordinary profit	196.3	110.0	235.0	38.6
Non-consolidated	117.3	80.0	170.0	52.6
Net income attributable to owners of the parent	121.4	70.0	150.0	28.5
Non-consolidated	77.6	60.0	125.0	47.3
Dividend per common share (Yen)	130	65	130	±0
Consolidated dividend payout ratio	40.9%	---	33.2%	(7.7%)

Investment trust and insurance sales

- ▶ Sales of investment trusts recovered from the 3rd quarter due to improving client investment appetite, but ended the year at ¥1,368.6bn, decrease of ¥414.8bn YoY.
- ▶ Income decreased ¥8.8bn YoY, due to lower investment trust/insurance sales though administration fees were in line with the previous year

Income (Non-consolidated)

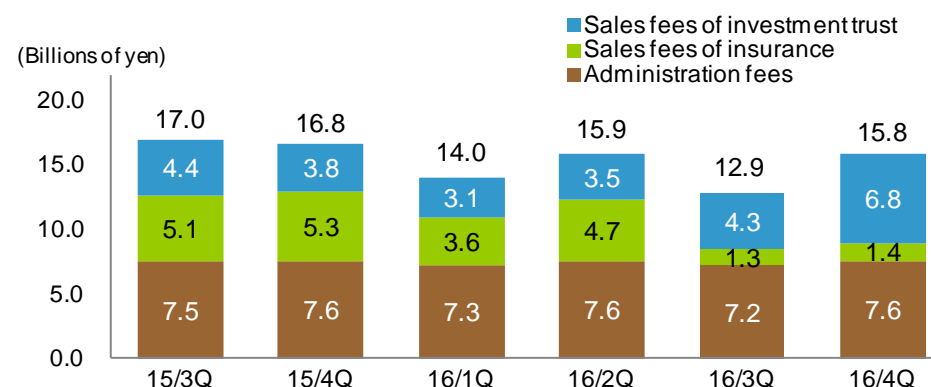
(Billions of yen)	FY2015	FY2016	Change
Income total	67.6	58.8	(8.8)
Sales fees of investment trust	19.4	17.8	(1.6)
Sales fees of insurance	17.5	11.1	(6.4)
Administration fees	30.6	29.9	(0.7)

Sales volume/balance (Non-consolidated)

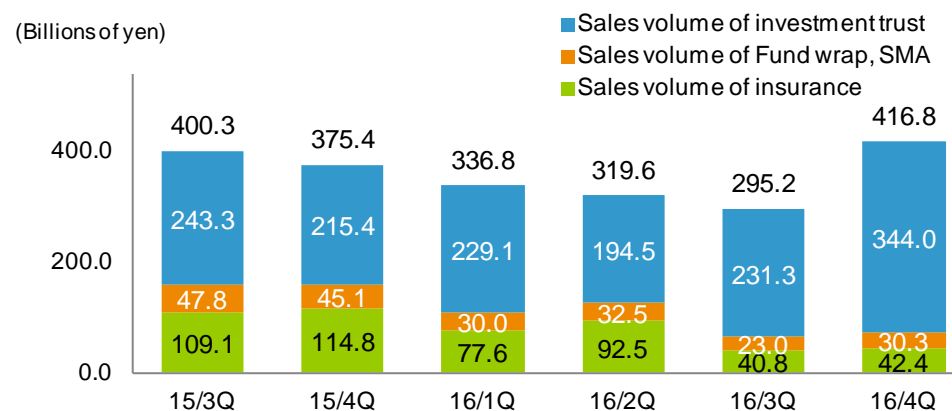
(Billions of yen)	FY2015	FY2016	Change
Sales volume total	1,783.4	1,368.6	(414.8)
Investment trust	1,078.7	999.1	(79.5)
Fund wrap, SMA	300.8	116.0	(184.8)
Insurance	403.8	253.5	(150.3)

(Billions of yen)	Mar. 2016	Mar. 2017	Change
Balance total	5,803.8	5,988.2	184.4
Investment trust	2,649.7	2,796.6	146.9
Fund wrap, SMA	848.3	765.5	(82.8)
Insurance	2,305.7	2,426.0	120.2
Wrap Selection	1,587.0	1,599.8	12.8

Income (Non-consolidated) (quarterly)



Sales volume (Non-consolidated) (quarterly)



Fiduciary services

- ▶ AUM decreased at non-consolidated trust bank level due to dissolution of company employees' pension plans, but due to inflow of funds to our subsidiaries and increase of market value from higher stock prices, overall AUM increased by ¥4.3trn YoY to ¥80.9trn
- ▶ Profit at non-consolidated trust bank level fell by ¥3.8bn YoY due to decrease of AUM resulting from dissolution of company employees' pension plans

Assets under management (AUM)

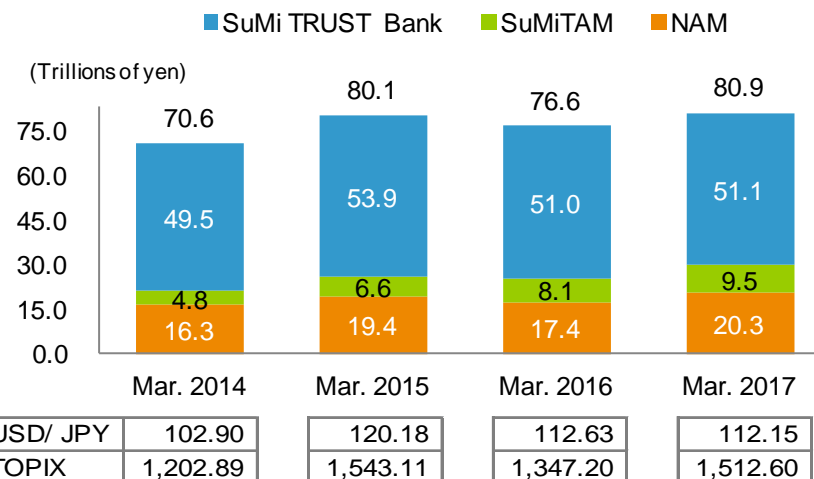
(Trillions of yen)	Mar. 2016	Mar. 2017	Change
Assets under management (AUM)	76.6	80.9	4.3
SuMi TRUST Bank	51.0	51.1	0.1
Corporate pension trust	15.9	15.0	(0.9)
Public pension trust	10.4	10.7	0.2
Discretionary investment	24.6	25.4	0.8
Subsidiaries	25.6	29.8	4.2
Sumitomo Mitsui Trust Asset Management	8.1	9.5	1.3
Nikko Asset Management	17.4	20.3	2.9

Income

(Billions of yen)	FY2015	FY2016	Change
SuMi TRUST Bank	65.1	61.2	(3.8)
Gross business profit	93.5	90.7	(2.8)
Fees paid out for outsourcing	(28.3)	(29.4)	(1.0)
Group companies (Net business profit) (*1)	19.4	17.5	(1.9)
Sumitomo Mitsui Trust Asset Management	6.5	6.2	(0.2)
Nikko Asset Management	11.2	9.1	(2.0)

(*1) Contribution to consolidated

Assets under management (AUM) by company



Assets under custody (AUC)

(Trillions of yen)	Mar. 2016	Mar. 2017	Change
Domestic entrusted assets (*2)	236	261	24
(Billions of USD)			
Global custody assets (*3)	273.9	304.1	30.1
Fund administration	26.0	38.4	12.4

(*2) Total trust assets of the group companies

(*3) Combined figures of Sumitomo Mitsui Trust Bank (U.S.A.) and Sumitomo Mitsui Trust (UK)

Real estate

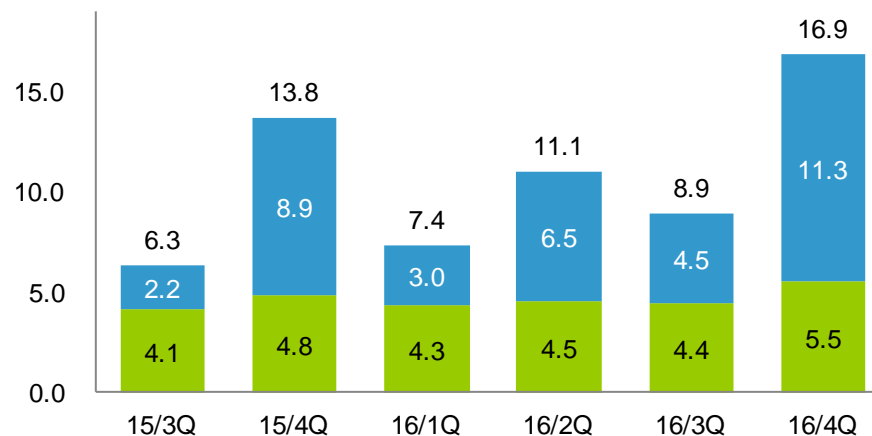
- ▶ Corporate real estate brokerage fees (non-consolidated) increased by ¥4.3bn YoY to by ¥25.4bn due to increased transaction volume in 2H2016.
- ▶ Real estate brokerage fees from retail clients (Sumitomo Mitsui Trust Realty) were firm, increased by ¥2.0bn YoY to by ¥18.9bn

Income (Group basis)

(Billions of yen)	FY2015	FY2016	Change
Real estate brokerage fees	38.0	44.4	6.3
SuMi TRUST Bank	21.1	25.4	4.3
Sumitomo Mitsui Trust Realty	16.9	18.9	2.0
Real estate trust fees, etc.	6.3	6.1	(0.1)
Net other real estate profit	2.1	1.9	(0.2)
SuMi TRUST Bank	0.2	0.3	0.1
Group companies	1.8	1.5	(0.3)
Total	46.5	52.5	5.9
SuMi TRUST Bank	27.6	32.0	4.3

Real estate brokerage fees (quarterly)

(Billions of yen) ■ SuMi TRUST Bank ■ Sumitomo Mitsui Trust Realty



Assets under management / administration

(Billions of yen)	Mar. 2016	Mar. 2017	Change
Securitized real estate	13,148.6	14,142.8	994.2
Assets under custody from J-REITs	10,645.2	12,431.0	1,785.8
Assets under management	839.6	650.6	(189.0)
Private placement funds	436.5	412.3	(24.2)
J-REITs	403.0	238.2	(164.8)

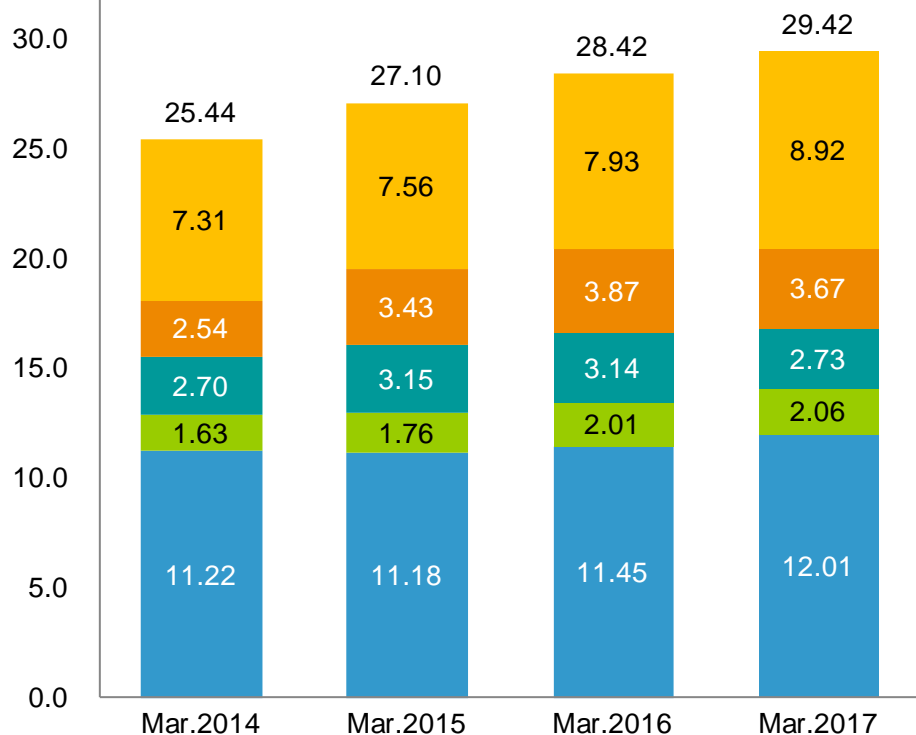
Credit portfolio

▶ Credit portfolio balance increased by ¥0.99trn YoY to ¥29.42trn, increase in foreign currency loans was restrained, but domestic mortgage loans recorded a substantial increase

Credit portfolio

■ Loans to individuals ■ Non-Japanese borrowers
■ Overseas Japanese borrowers ■ Real estate NRL, etc. (*1)
■ Large corporations, etc.

(Trillions of yen)



(*1) Excluding overseas real estate NRL, etc

Advanced amount and balance (Non-consolidated)

	(Billions of yen)		Change
	FY2015	FY2016	
Advanced amount of loans to individuals	1,085.8	1,869.3	783.4
Residential mortgage loans	987.4	1,749.1	761.7

	(Billions of yen)		Change
	Mar. 2016	Mar. 2017	
Balance of loans to individuals	7,932.1	8,926.9	994.7
Residential mortgage loans	7,422.1	8,378.6	956.4

Balance of credit to overseas borrowers (*2)

	(Billions of yen)		Change
	Mar. 2016	Mar. 2017	
Non-Japanese borrowers	3,877.8	3,678.4	(199.4)
Loans	3,461.4	3,305.1	(156.2)
Overseas Japanese borrowers	3,146.1	2,736.4	(409.6)
Loans	3,035.7	2,651.1	(384.6)
Total	7,024.0	6,414.9	(609.1)
Loans	6,497.1	5,956.2	(540.8)
USD/JPY	112.63	112.15	(0.48)

(*2) In addition to the above, there are acceptance and guarantee, etc.
 Mar. 2017: ¥31.8bn [+¥11.5bn from Mar. 2016]

Capital

- ▶ Common Equity Tier 1 capital ratio: DOWN 0.32 percentage points from Mar. 2016 to 11.04%, though retained earnings increased, increase in credit risk assets reduced the ratio. Tier 1 capital ratio (Consolidated, Fully-loaded basis, pro forma): down 0.49 percentage points from Mar. 2016 to 11.19%
- ▶ Leverage ratio and liquidity coverage ratio have been negatively impacted by inflow of short term funds from the trust account to the banking account, but have constantly maintained levels well in excess of regulatory requirements

< Capital and total risk-weighted assets > (Billions of yen)	Mar. 2016	Mar. 2017 Preliminary	Change
Total capital ratio	16.75%	16.42%	(0.33%)
Tier 1 capital ratio	13.36%	13.54%	0.18%
Common Equity Tier 1 capital ratio	11.36%	11.04%	(0.32%)
Total capital	3,026.7	3,185.8	159.1
Tier 1 capital	2,415.3	2,625.7	210.3
Common Equity Tier 1 capital	2,053.8	2,141.8	88.0 (1)
Instruments and reserves	2,204.2	2,360.8	156.5
Regulatory adjustments	(150.4)	(218.9)	(68.5)
Additional Tier 1 capital	361.5	483.8	122.2 (2)
Tier 2 capital	611.3	560.1	(51.2)
Total risk-weighted assets	18,065.8	19,391.9	1,326.0 (3)
Credit risk	16,541.1	17,855.8	1,314.6
Market risk	573.0	551.4	(21.6)
Operational risk	951.6	984.6	33.0

< Reference > Fully-loaded basis (pro-forma)

Common Equity Tier 1 capital ratio	11.68%	11.19%	(0.49%)
Common Equity Tier 1 capital	2,103.9	2,166.5	62.6
Accumulated other comprehensive income (*1)	410.1	430.9	20.8
Total risk-weighted assets	18,012.7	19,352.6	1,339.8

* Fully-loaded basis: Pro-forma figures based on regulatory definition to be applied as of Mar. 2019.

(*1) Valuation differences on Available-for-Sale Securities(Mar. 2017): ¥476.8bn

< Major factors of change in capital >

- (1) Common Equity Tier 1 capital: +¥88.0bn
 - Net income: +¥121.4bn
 - Dividends and repurchase of own shares: ¥(56.6)bn
 - (2) Additional Tier 1 capital: +¥122.2bn
 - Issuance of perpetual subordinated debt : +¥100.0bn
 - (3) Tier 2 capital: ¥(51.2)bn
 - Subordinated debts: +¥10.0bn (Issuance ¥50.0bn, redemption etc. ¥(39.9)bn)
 - Impact of transitional measures : ¥(57.1)bn
- < Major factors of change in risk-weighted assets >
- (4) Credit risk: +¥1.3tr
 - Increase in loans to domestic large corporations and residential mortgages, etc.

< Other ratios required in prudential regulations >

(Billions of yen)	Mar. 2017 Preliminary	Chg. fm. Mar. 2016
Leverage ratio	3.87%	(0.13%)
SuMi TRUST Bank (Consolidated) (*2)	4.45%	0.23%
Tier 1 capital	2,625.7	210.3
Total exposure	67,843.4	7,460.6
Liquidity coverage ratio (*3)	136.7%	(3.2%)
SuMi TRUST Bank (Consolidated) (*2)	189.2%	45.8%
Total high-quality liquid assets	23,979.0	6,293.6
Net cash outflows	17,535.7	4,435.9

(*2) Excluding the impact of funds inflow into the banking account from trust account at JTSB

(*3) Average of month end figures in 4QFY2016. "Change from Mar. 2016" represents the comparison to figure for 1QFY2015 calculated in the same manner