



SuMi TRUST
SUMITOMO MITSUI TRUST GROUP

Summary of Financial Results for 1QFY2017

July 27, 2017

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. Please refer to the most recent relevant materials including financial results (“Kessan Tanshin”)(including attached explanatory materials), the securities report and other presentations disclosed by Sumitomo Mitsui Trust Holdings and its group companies, for further information that could significantly influence its financial position and operating results as well as investment decisions by investors. Information regarding companies and other entities outside the group in this document has been obtained from publicly available information and other sources. The accuracy and appropriateness of that information has not been verified by the group and cannot be guaranteed. This presentation does not constitute an offer to sell or a solicitation of an offer to subscribe for or purchase any securities.

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)

Net income (on consolidated basis) : “Net income attributable to owners of the parent”

NPL (Non performing loans): “Problem assets based on the Financial Reconstruction Act”

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

	(Yen bn)	FY16 1Q	FY17 1Q	Change	FY17 Forecast
Net business profit before credit costs (*1)	1	49.8	60.4	10.6	260.0
Substantial gross business profit (*1)	2	153.0	166.7	13.7	685.0
Net interest income and related profit	3	46.2	48.4	2.2	
Net fees and commissions and related profit	4	94.7	94.9	0.1	
Other profit	5	12.0	23.3	11.3	
Substantial G&A expenses (*1)	6	(103.1)	(106.2)	(3.0)	(425.0)
Total credit costs	7	1.6	2.1	0.4	(20.0)
Net gains on stocks	8	7.8	4.5	(3.2)	
Other net non-recurring profit	9	(10.4)	(5.7)	4.7	
Ordinary profit	10	48.8	61.4	12.5	235.0
Extraordinary profit	11	0.4	(0.0)	(0.5)	
Income before income taxes	12	49.2	61.3	12.0	
Total income taxes	13	(13.8)	(17.6)	(3.8)	
Income attributable to non-controlling interests	14	(3.1)	(3.6)	(0.4)	
Net income	15	32.2	40.1	7.8	150.0
Earnings per share (EPS) (Yen)	16	84	104	20	
Number of shares issued (mn shares) (*2)	17	383.6	382.5	(1.1)	

(*1) "Net business profit before credit costs", "Substantial gross business profit" and "Substantial G&A expenses" are based on managerial accounting, taking gross income and expenses from the affiliates into consideration.

(*2) Average number of outstanding common shares issued (excluding treasury stocks) in 1QFY17.

Net business profit before credit costs

- UP ¥10.6bn from 1QFY2016.
Market related profit improved. Firm results overall while level of profit was mixed across loan/investment and fee businesses
- Achievement rate of 23.3% is in line with forecast considering seasonality factors such as real estate business

Total credit costs

- Reversal of credit cost, with low incidence of new problem assets, which remained same level as 1QFY2016

Net gains on stocks

- Strategic shareholdings reduced by ¥9.0bn

Net income

- UP ¥7.8bn YoY to ¥40.1bn
- Achievement rate of 26.7% is in line with forecast

Overview of balance sheet

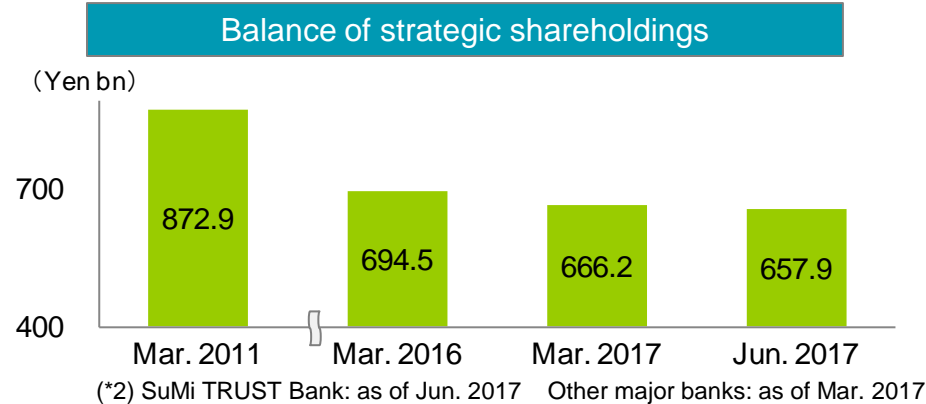
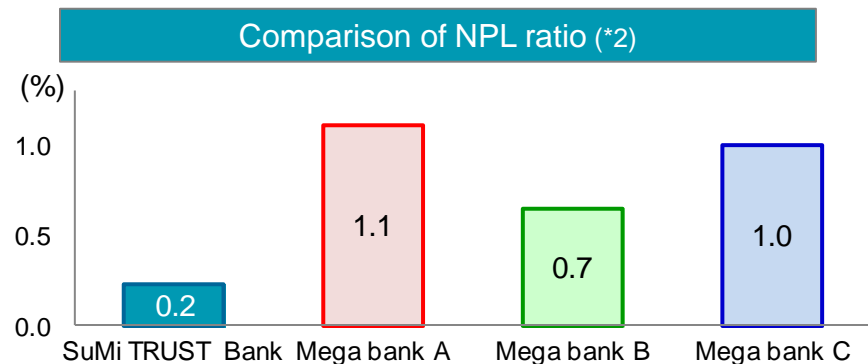
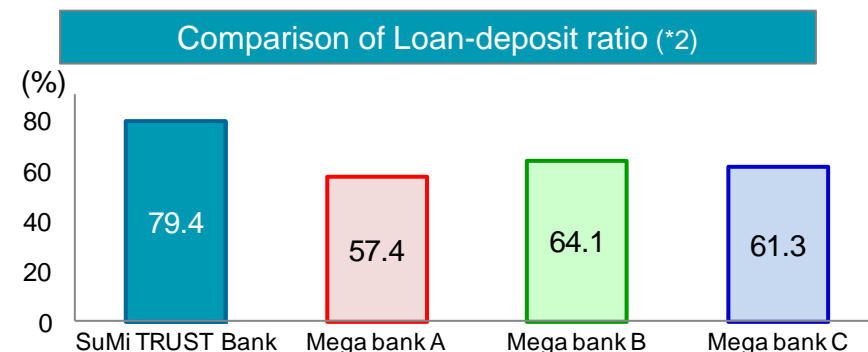
(Yen bn)		Mar. 2017	Jun. 2017	Change
Assets	1	65,453.7	63,379.5	(2,074.1)
Cash and due from banks	2	26,944.4	24,367.0	(2,577.3)
Securities	3	5,127.7	5,082.9	(44.7)
Loans and bills discounted	4	28,040.4	28,393.6	353.1
Other assets	5	5,341.0	5,535.8	194.7
Liabilities	6	62,662.0	60,566.0	(2,095.9)
Deposits and NCD	7	43,327.4	40,918.8	(2,408.5)
Borrowed money from trust account	8	10,274.1	8,351.2	(1,922.8)
Other liabilities	9	9,060.4	11,295.9	2,235.4
Total net assets	10	2,791.6	2,813.4	21.7
Total shareholders' equity	11	2,031.6	2,046.8	15.2
Total accumulated OCI	12	430.9	434.2	3.2
Minority interests, etc.	13	329.0	332.3	3.2

Net assets per share (BPS) (Yen)	14	6,437	6,485	48
Number of shares issued (mn shares) (*1)	15	382.5	382.5	0.0

(Reference)

Loan-deposit ratio (SuMi TRUST Bank)	16	77.1%	79.4%	2.3%
NPL ratio (SuMi TRUST Bank)	17	0.2%	0.2%	(0.0%)

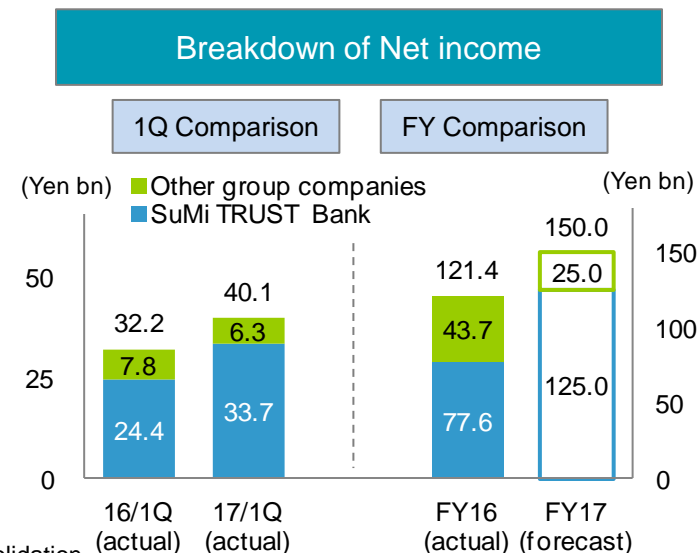
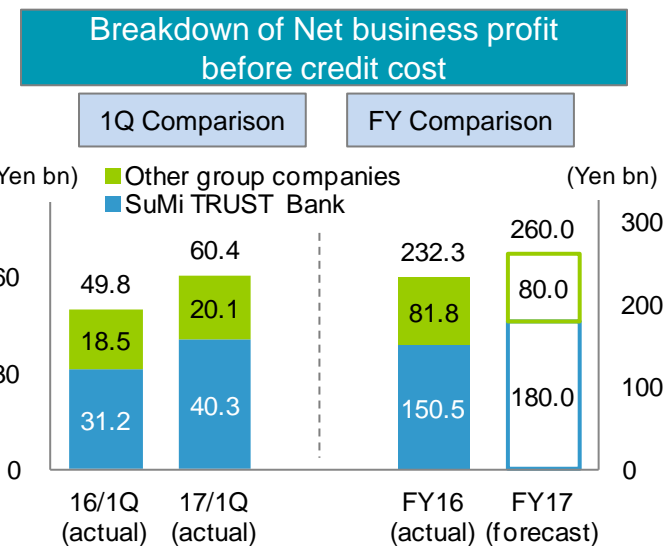
(*1) Number of common shares issued (excluding treasury stocks) as of the date above



Profit by group company

	(Yen bn)	FY16 1Q	FY17 1Q	Change
Net business profit before credit cots (*1)	1	49.8	60.4	10.6
o/w SuMi TRUST Bank	2	31.2	40.3	9.0
SuMi TRUST AM	3	1.5	1.4	(0.1)
Nikko AM (*2)	4	2.4	2.2	(0.2)
SuMi TRUST Realty	5	1.1	1.3	0.1
SuMi TRUST Panasonic Finance (*2)	6	3.1	3.4	0.2
SuMi TRUST Loan & Finance	7	2.3	2.4	0.1
SBI Sumishin Net Bank (*2)	8	1.7	1.5	(0.2)
SuMi TRUST Guarantee (*2)	9	2.9	2.9	0.0
SuMi TRUST Club	10	2.0	1.7	(0.3)
Effect of purchase accounting method	11	(0.5)	(0.6)	(0.1)
Net income (*1)	12	32.2	40.1	7.8
o/w SuMi TRUST Bank	13	24.4	33.7	9.3
SuMi TRUST AM	14	1.0	0.9	(0.1)
Nikko AM (*2)	15	1.5	1.2	(0.3)
SuMi TRUST Realty	16	0.7	0.9	0.1
SuMi TRUST Panasonic Finance (*2)	17	1.7	1.8	0.1
SuMi TRUST Loan & Finance	18	1.6	1.7	0.1
SBI Sumishin Net Bank (*2)	19	1.0	1.0	(0.0)
SuMi TRUST Guarantee (*2)	20	1.9	2.1	0.1
SuMi TRUST Club	21	0.8	0.6	(0.1)
Effect of purchase accounting method	22	1.5	0.0	(1.5)

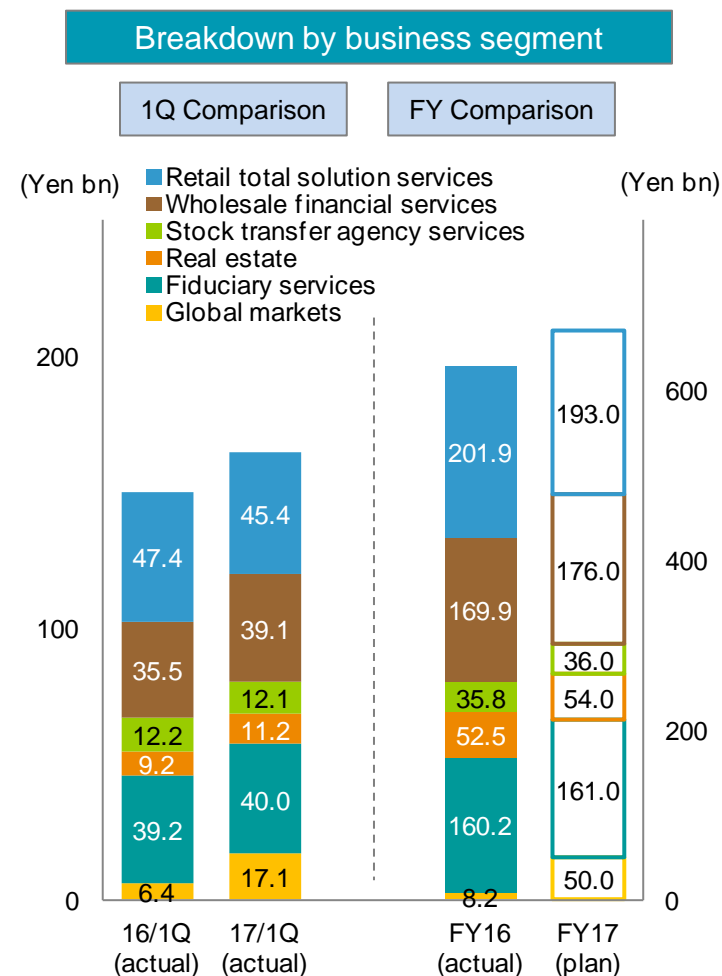
(*1) Figures on the table above are contribution of group companies, which are substantive amount excluding consolidation adjustment that do not relate directly to the group companies' business results. (*2) Consolidated basis



Profit by business segment

(Yen bn)		FY16 1Q	FY17 1Q	Change	FY17 Plan
Net business profit before credit cost	1	49.8	60.4	10.6	260.0
Substantial gross business profit	2	153.0	166.7	13.7	685.0
Retail total solution services	3	47.4	45.4	(2.0)	193.0
SuMi TRUST Bank	4	32.4	29.8	(2.5)	134.0
Other group companies	5	15.0	15.5	0.4	59.0
Wholesale financial services (*)	6	35.5	39.1	3.5	176.0
SuMi TRUST Bank	7	23.5	25.4	1.8	119.0
Other group companies	8	11.9	13.6	1.7	57.0
Stock transfer agency services	9	12.2	12.1	(0.1)	36.0
SuMi TRUST Bank	10	7.3	7.3	(0.0)	20.0
Other group companies	11	4.8	4.8	(0.0)	16.0
Real estate	12	9.2	11.2	1.9	54.0
SuMi TRUST Bank	13	4.4	6.1	1.6	33.0
Other group companies	14	4.7	5.0	0.3	21.0
Fiduciary services	15	39.2	40.0	0.8	161.0
SuMi TRUST Bank	16	14.5	15.0	0.4	61.0
Other group companies	17	24.6	25.0	0.3	100.0
Global markets	18	6.4	17.1	10.6	50.0
Substantial G&A Expenses	19	(103.1)	(106.2)	(3.0)	(425.0)
SuMi TRUST Bank	20	(56.2)	(58.5)	(2.2)	(235.0)
Other group companies	21	(46.9)	(47.7)	(0.8)	(190.0)

(*) Combined total of Wholesale total solution services and Wholesale asset management



Overview of profit (SuMi TRUST Bank)

(Yen bn)		FY16 1Q	FY17 1Q	Change
Net business profit before credit costs	1	31.2	40.3	9.0
Gross business profit	2	87.5	98.8	11.3
Net interest income and related profit	3	40.1	42.0	1.9
Net fees and commissions and related profit	4	42.9	41.4	(1.4)
Net trading profit	5	(0.0)	0.2	0.2
Net other operating profit	6	4.5	15.0	10.5
o/w Net gains on foreign exchange transactions	7	8.6	6.3	(2.3)
Net gains on bonds	8	9.8	6.3	(3.4)
Net gains from derivatives (*1)	9	(14.0)	2.4	16.4
General and administrative expenses	10	(56.2)	(58.5)	(2.2)
Total credit costs	11	2.3	2.1	(0.2)
Other non-recurring profit	12	(0.8)	2.7	3.6
o/w Net gains on stocks	13	9.0	5.4	(3.6)
Amortization of net actuarial losses	14	(7.1)	(4.0)	3.0
Ordinary profit	15	32.8	45.3	12.4
Extraordinary profit	16	(0.4)	(0.0)	0.3
Income before income taxes	17	32.3	45.2	12.8
Total income taxes	18	(7.9)	(11.4)	(3.5)
Net income	19	24.4	33.7	9.3

(*1) Net gains from derivatives other than for trading or hedging

	FY16 1Q	FY17 1Q	Change
Net interest income and related profit	40.1	42.0	1.9
Net interest income	35.2	39.2	4.0
Domestic business	28.3	32.3	4.0
o/w Loan-deposit income	27.4	27.7	0.2
Securities	6.9	8.6	1.6
Swaps (net)	1.0	0.9	(0.1)
International business	6.9	6.9	(0.0)
o/w Loan-deposit income	18.0	21.9	3.8
Securities	4.7	8.8	4.1
Swaps (net)	(7.5)	(9.2)	(1.7)
Trust fees (*2)	4.8	2.8	(2.0)

	FY16 1Q	FY17 1Q	Change
Net fees and commissions and related profit	42.9	41.4	(1.4)
o/w Investment trust and insurance sales	14.0	12.1	(1.9)
Asset management/administration	14.5	15.0	0.4
Real estate brokerage	3.0	4.7	1.6
Stock transfer agency services	7.3	7.3	(0.0)

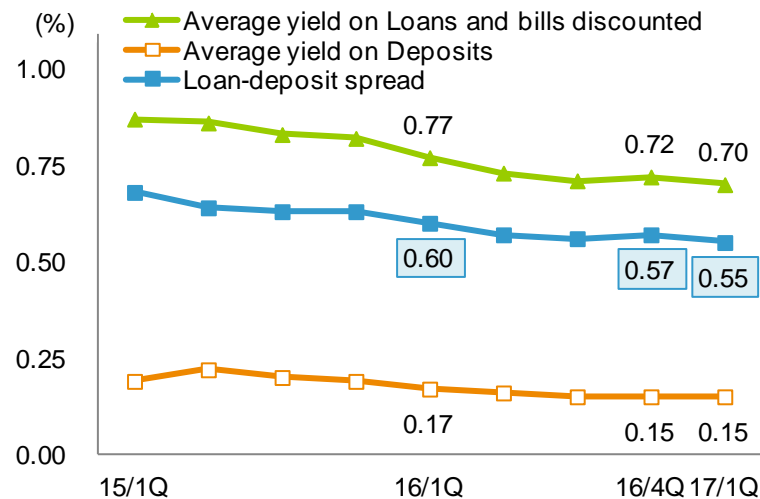
	FY16 1Q	FY17 1Q	Change
Net gains on bonds	9.8	6.3	(3.4)
Domestic bonds	0.1	0.0	(0.1)
Foreign bonds	9.7	6.3	(3.3)

(*2) Trust fees from principal guaranteed trust a/c

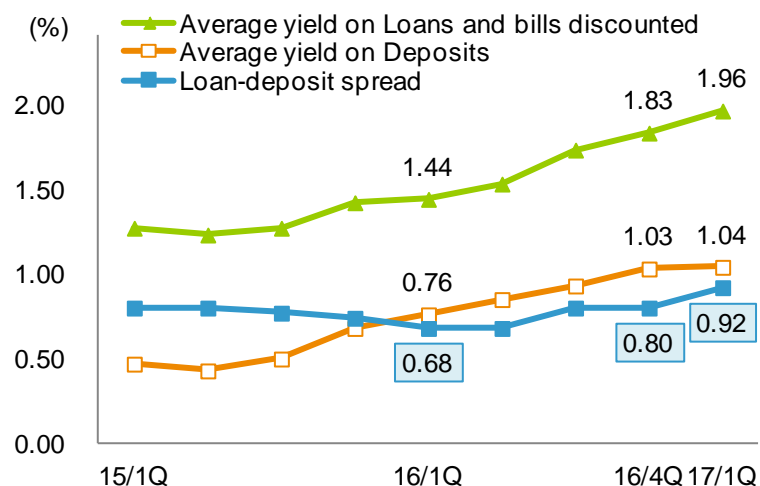
Net interest income (SuMi TRUST Bank)

	FY17/1Q					
	Average Balance	Change from 16/1Q	Average Yield	Change from 16/1Q	Income/ Expenses	Change from 16/1Q
(Average balance: Yen trn) (Income/Expenses: Yen bn)						
Net interest income					39.2	4.0
Domestic business			0.38%	0.05%	32.3	4.0
Interest-earning assets	34.03	(0.03)	0.56%	0.01%	47.8	1.0
o/w Loans and bills discounted	20.92	1.64	0.70%	(0.07%)	36.7	(0.3)
Securities	3.09	(0.04)	1.12%	0.24%	8.6	1.6
Income on swaps	---	---	---	---	0.9	(0.1)
Interest-bearing liabilities	33.31	0.52	0.18%	(0.04%)	(15.5)	2.9
o/w Deposits	23.10	0.51	0.15%	(0.02%)	(9.0)	0.6
International business			0.24%	(0.00%)	6.9	(0.0)
Interest-earning assets	11.50	0.24	1.69%	0.48%	48.6	14.4
o/w Loans and bills discounted	7.00	(0.05)	1.96%	0.52%	34.2	8.8
Securities	1.67	0.25	2.12%	0.79%	8.8	4.1
Interest-bearing liabilities	11.51	0.27	1.45%	0.48%	(41.7)	(14.5)
o/w Deposits	4.75	0.87	1.04%	0.28%	(12.3)	(4.9)
Expenses on swaps	---	---	---	---	(9.2)	(1.7)
Loan-deposit spread / income			0.72%	0.02%	49.6	4.1
Domestic business			0.55%	(0.05%)	27.7	0.2
International business			0.92%	0.24%	21.9	1.6
(Ref.) Net interest income and related income					42.0	1.9
o/w Trust fees from principal guaranteed trust a/c					2.8	(2.0)

Domestic loan-deposit spread

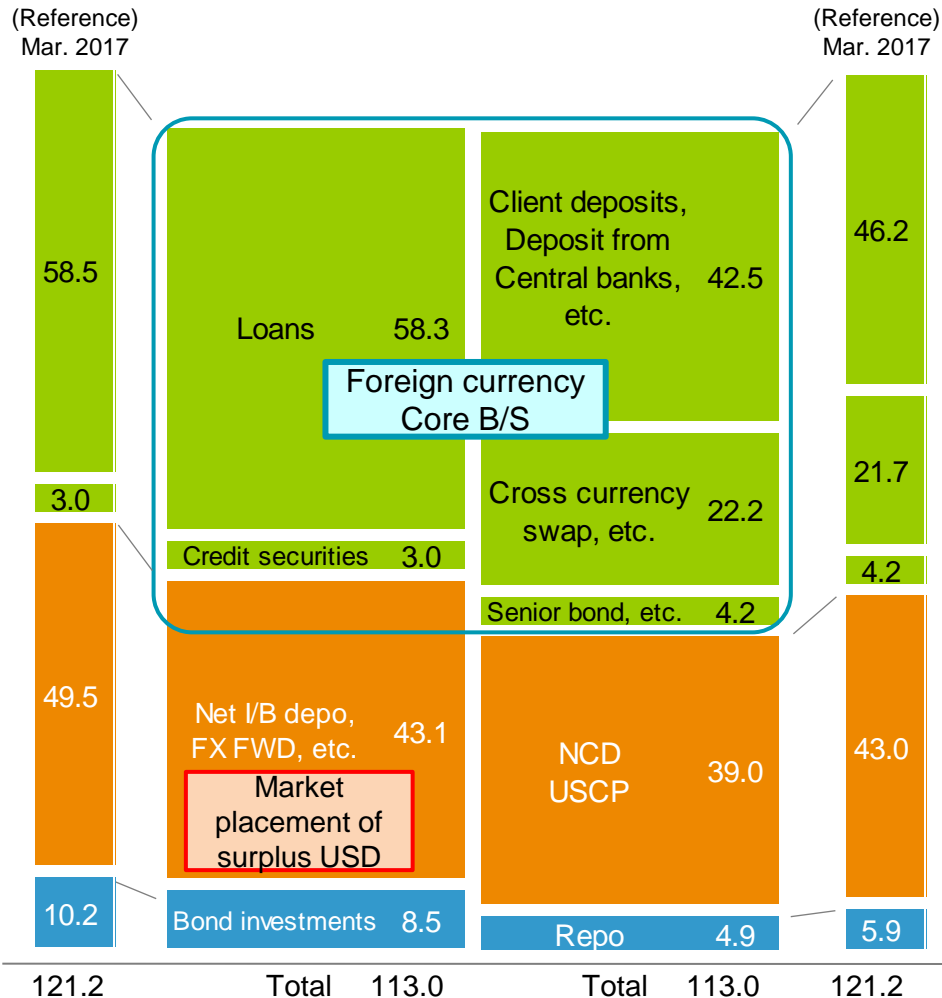


International loan-deposit spread



(Reference) Status of foreign currency balance sheet (SuMi TRUST Bank)

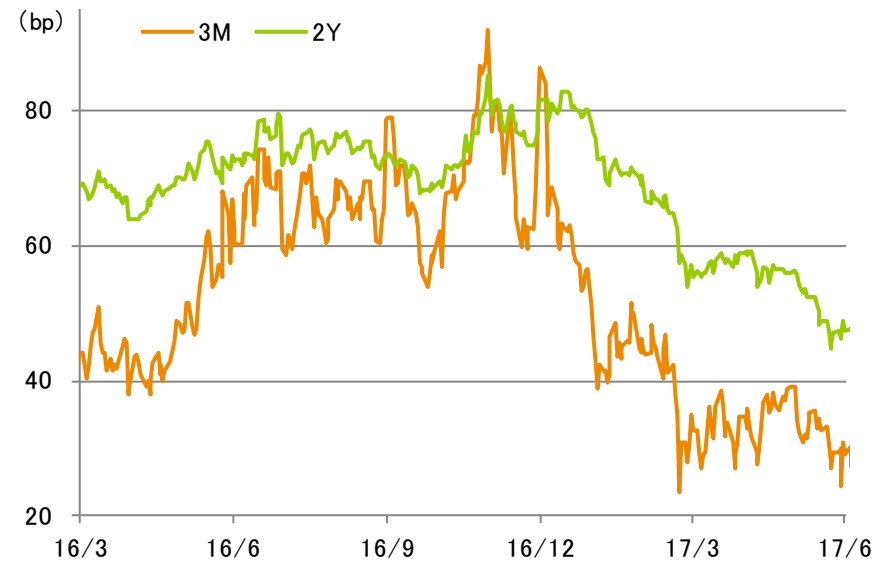
Foreign currency B/S (as of Jun. 2017) (USD bn)



Foreign currency ALM management

- ◆ Loans and credit securities constituting core foreign currency denominated assets, are funded by “sticky” client deposits and central bank deposits as well as “long term” yen swaps and senior bonds issuance.
- ◆ Short term funds sourced through NCD/USCP markets are categorized as contingent funding buffer for foreign currency B/S, and the funds are utilized in the inter-bank or foreign exchange market.

Basis swap spread (CCS) (USD/JPY)



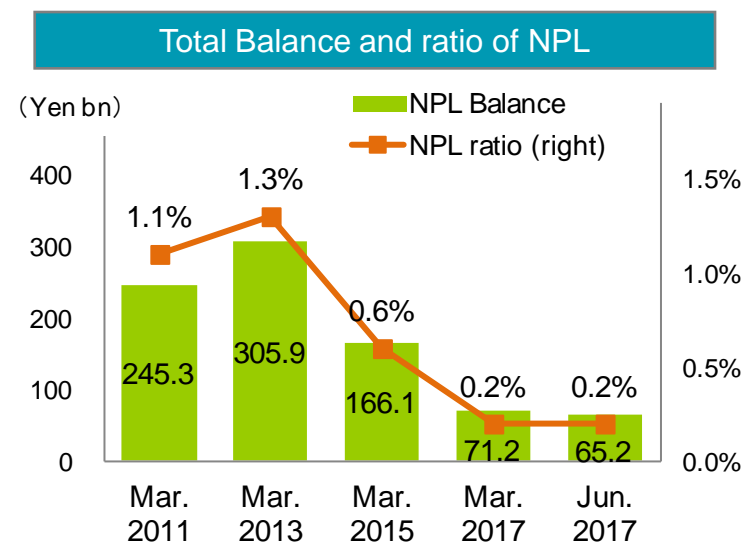
Total credit costs and problem assets

[Total credit costs] (Yen bn)	FY16 1Q	FY17 1Q	Major factors (1QFY17)
SuMi TRUSTBank	2.3	2.1	
General allowance for loan losses	1.1	2.6	Downgraded: Approx. (1.0)bn Upgraded: Approx. +1.0bn Decrease in loan balance, etc. (including recoveries): Approx. +2.5
Specific allowance for loan losses	0.4	0.1	
Recoveries of written-off claims	1.0	0.2	
Losses on sales of claims, written-off	(0.2)	(0.9)	
Other group companies	(0.7)	(0.0)	
Total	1.6	2.1	

[NPL (SuMi TRUST Bank)] (Yen bn)	Jun. 2017	Coverage ratio (*1)	Allowance ratio (*2)	Change from Mar. 2017
NPL	65.2	94.0%	63.2%	(5.9)
NPL ratio (ratio to Total loan balance)	0.2%	---	---	(0.0%)
Bankrupt and practically bankrupt	9.1	100.0%	100.0%	1.1
Doubtful	32.0	95.8%	68.6%	(3.4)
Substandard	24.2	89.4%	19.0%	(3.6)
Other special mention debtors	496.9	---	---	(58.7)
Ordinary assets	28,407.2	---	---	298.8
Total loan balance	28,969.3	---	---	234.2

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

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



Securities portfolio

[Securities with fair value]

	Costs		Unrealized gains/losses	
	Jun. 2017	Change from Mar. 2017	Jun. 2017	Change from Mar. 2017
(Yen bn)				
Available-for-sale securities	3,951.5	(17.7)	690.6	4.9
Japanese stocks	657.9	(8.3)	779.4	48.9
Japanese bonds	859.6	13.8	1.6	(0.1)
Others	2,433.9	(23.2)	(90.4)	(43.8)
Held-to-maturity debt securities	319.4	(25.2)	25.8	(1.0)

[Securities with fair value (SuMi TRUST Bank)]

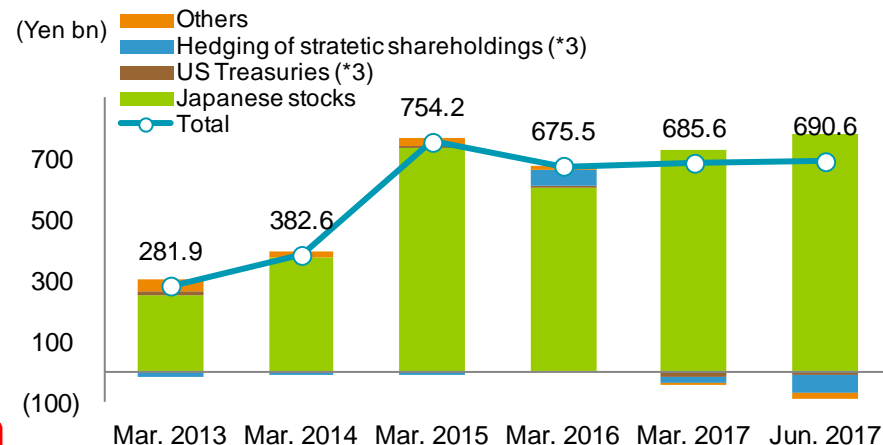
Available-for-sale securities	3,907.0	(14.3)	707.4	3.4
Japanese stocks	632.2	(7.4)	802.1	47.9
Japanese bonds	893.6	13.9	0.1	(0.0)
Government bonds	170.2	(0.2)	(0.1)	(0.0)
Others	2,381.1	(20.8)	(94.8)	(44.4)
Domestic investment (*1)	107.1	13.3	1.8	(0.1)
International investment (*1)	1,281.9	(48.0)	(9.3)	6.5
US Treasury	692.3	(89.7)	(11.1)	6.1
Others (Investment trust, etc.) (*2)	992.0	13.7	(87.3)	(50.8)
for hedging of strategic shareholdings	724.0	(4.0)	(62.1)	(41.9)

(*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	240.0	(23.4)	25.7	(1.0)
Government bonds	127.3	(12.5)	19.7	(0.2)
International investment (*1)	72.5	(9.4)	5.6	(0.9)

Unrealized gains/losses of AFS securities with fair value



Mar. 2013 Mar. 2014 Mar. 2015 Mar. 2016 Mar. 2017 Jun. 2017
(*3) SuMi TRUST Bank

Reduction of strategic shareholdings (*4)

(Yen bn)			FY16	FY17
	1H	2H		1Q
Reduction amount	5.1	27.0	32.2	9.0

(Note) Accumulated amount of reduction from FY2011 to FY2016: 246.3bn

(*4) Cost of listed shares

Securities portfolio of Global markets (*5)

(Yen bn)	10BPV (*6)		Duration (years) (*6)	
	Jun. 2017	Change from Mar. 2017	Jun. 2017	Change from Mar. 2017
JPY	3.0	1.0	9.4	3.3
Others	6.8	(0.8)	7.7	(0.2)

(*5) Managerial reporting basis; "HTM debt securities" and "AFS securities" are combined

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

(Reference) Forecast for FY2017 (disclosed on May 19, 2017)

▶ 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.

Net income attributable to owners of the parent: Forecast of ¥150.0bn, increase of ¥28.5bn from Mar 2016, taking expected gains on stocks into account as sell down of strategic-shareholdings continues

▶ Full year dividend on common shares of 130 yen (dividend payout ratio of 33.2%) to be maintained

(Billions of yen)	FY2016	FY2017		
	Full Actual	1H	Full Forecast	Change
Net business profit before credit costs	232.3	125.0	260.0	27.6
Non-consolidated	150.5	85.0	180.0	29.4
Gross business profit	383.3	202.0	415.0	31.6
Retail total solution services	140.2	66.0	134.0	(6.2) (1)
Wholesale financial services (*)	118.5	58.0	119.0	0.4 (2)
Stock transfer agency services	19.6	11.0	20.0	0.3
Real estate	32.0	14.0	33.0	0.9
Fiduciary services	61.2	30.0	61.0	(0.2)
Global markets	8.2	25.0	50.0	41.7 (3)
General and administrative expenses	(232.7)	(117.0)	(235.0)	(2.2)
Consolidation difference	81.8	40.0	80.0	(1.8)
Total credit costs	(28.5)	(10.0)	(20.0)	8.5 (4)
Non-consolidated	(24.9)	(10.0)	(20.0)	4.9
Consolidation difference	(3.5)	-	-	3.5
Other net non-recurring profit	(7.4)	(5.0)	(5.0)	2.4 (5)
Ordinary profit	196.3	110.0	235.0	38.6
Non-consolidated	117.3	80.0	170.0	52.6
Net income	121.4	70.0	150.0	28.5
Non-consolidated	77.6	60.0	125.0	47.3
Dividend on common share (Yen)	130	65	130	±0
Consolidated dividend payout ratio	40.9%	---	33.2%	(7.7%)

1) Retail total solutions services: ¥(6.2)bn YoY

Though investment related consultations are expected to recover, fee income from inheritance related fees are expected to decrease

2) Wholesale financial services: +¥0.4bn YoY

Plan to maintain loan-deposit spread margin by realigning loan portfolio

3) Global markets: +¥41.7bn YoY

This year's losses from sale of US treasuries are expected to be limited

While lowering profit expectations from treasury operations, client facing business is expected to remain firm

4) Total credit costs: ¥(20.0)bn for FY2017

Forecast to be around 7bp of total credit portfolio of ¥30.0trn

5) Other net non-recurring profit/loss: ¥(5.0)bn for FY2017

Net gains on stocks expected to be around ¥30.0bn

(*) Combined total of Wholesale total solution services and Wholesale asset management

Fee business: Investment management consulting for retail clients

- ▶ Sales of insurance decreased, but total sales volume increased ¥11.5bn to ¥348.4bn due to moderate recovery of client investment appetite.
- ▶ Income decreased ¥1.9bn YoY to ¥12.1bn, due to decrease in sales fees of insurance though sales fees of investment trust increased YoY.

Income for distributor of investment products

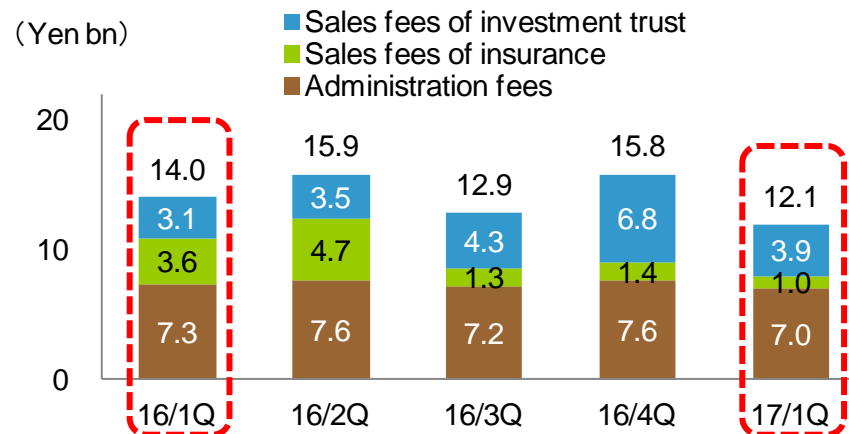
(Yen bn)	FY16	FY17	Change
	1Q	1Q	
Income total	14.0	12.1	(1.9)
Sales fees of investment trust	3.1	3.9	0.8
Sales fees of insurance	3.6	1.0	(2.5)
Administration fees	7.3	7.0	(0.2)

Sales volume / balance

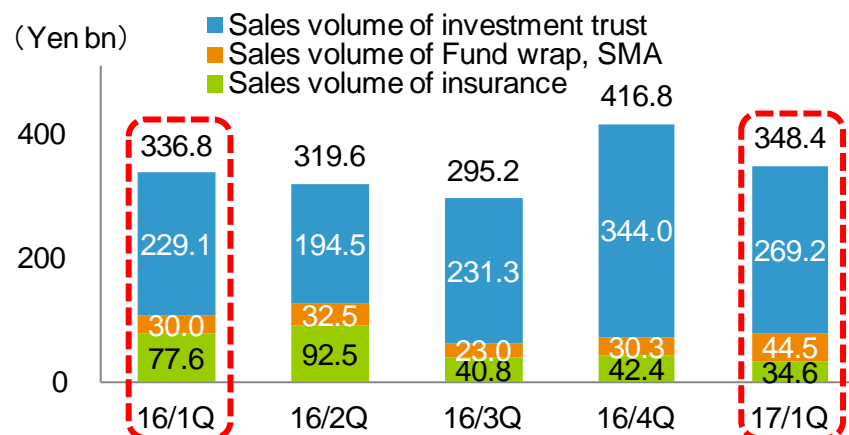
(Yen bn)	FY16	FY17	Change
	1Q	1Q	
Sales volume total	336.8	348.4	11.5
Investment trust	229.1	269.2	40.1
Fund wrap, SMA	30.0	44.5	14.4
Insurance	77.6	34.6	(43.0)

(Yen bn)	Mar. 2017	Jun. 2017	Change
	Balance total	5,988.2	
Investment trust	2,796.6	2,842.8	46.1
Fund wrap, SMA	765.5	773.8	8.3
Insurance	2,426.0	2,444.8	18.7
Wrap Selection	1,599.8	1,627.3	27.5

Income for distributor (quarterly)



Sales volume (quarterly)

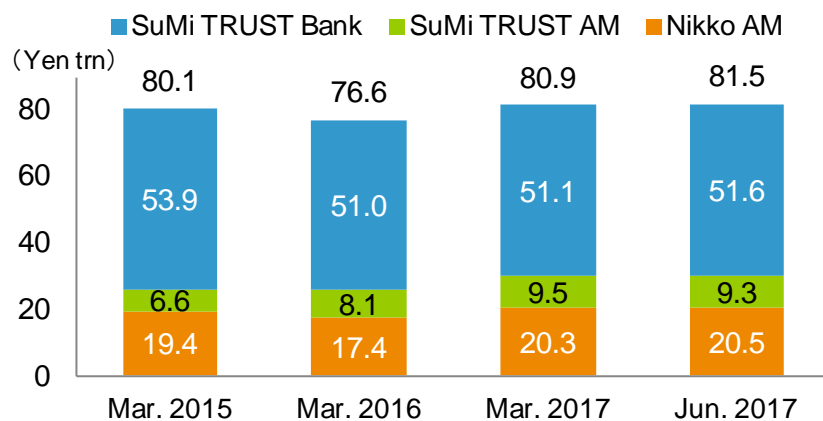


Fee business: Asset management/administration (Fiduciary services)

- ▶ AUM: Corporate pension trust decreased due to dissolution of company employees' pension plan, but mainly due to increase of market value, overall AUM increased by ¥0.5trn from Mar. 2017 to ¥81.5trn.
- ▶ AUC: Both domestic and overseas AUC increased from Mar. 2017

Assets under management (AUM)

(Yen trn)	Mar. 2017		Jun. 2017	
				Change
Assets under management	80.9	81.5	0.5	
SuMi TRUST Bank	51.1	51.6	0.5	
Corporate pension trust	15.0	13.7	(1.2)	
Public pension trust	10.7	11.0	0.3	
Discretionary investment	25.4	26.8	1.4	
Subsidiaries	29.8	29.8	0.0	
SuMi TRUST AM	9.5	9.3	(0.1)	
Nikko AM	20.3	20.5	0.1	



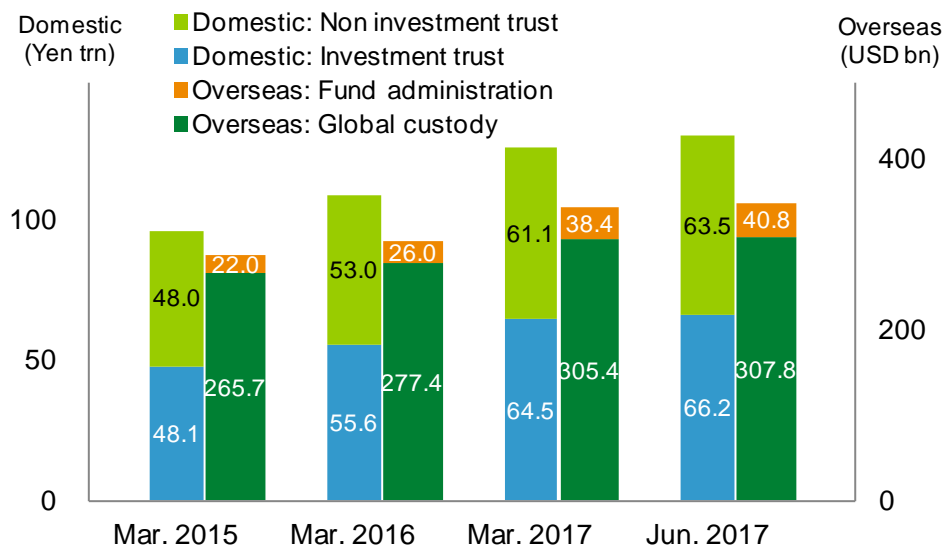
USD/JPY	120.18	112.63	112.15	111.96
TOPIX	1,543.11	1,347.20	1,512.60	1,611.90

Assets under custody/administration

[Domestic] (Yen trn)	Mar. 2017		Jun. 2017		
				Change	
Investment trust (*1)	64.5	66.2	1.7		
Non investment trust (*1)	61.1	63.5	2.3		
[Overseas] (USD bn)		Mar. 2017		Jun. 2017	
Global custody (*2)	305.4	307.8	2.4		
Fund administration	38.4	40.8	2.4		

(*1) Entrusted balance of SuMi TRUST Bank

(*2) Combined figures of SuMi TRUST Bank (U.S.A.), SuMi TRUST (UK) and SuMi TRUST Bank (Lux.)



Fee business: Real estate

- ▶ Real estate brokerage fees from corporate clients (SuMi TRUST Bank): UP ¥1.6bn YoY to ¥4.7bn with contribution of large-size transactions
- ▶ Real estate brokerage fees from retail clients (SuMi TRUST Realty): UP ¥0.3bn YoY to ¥4.7bn with continuing good performance

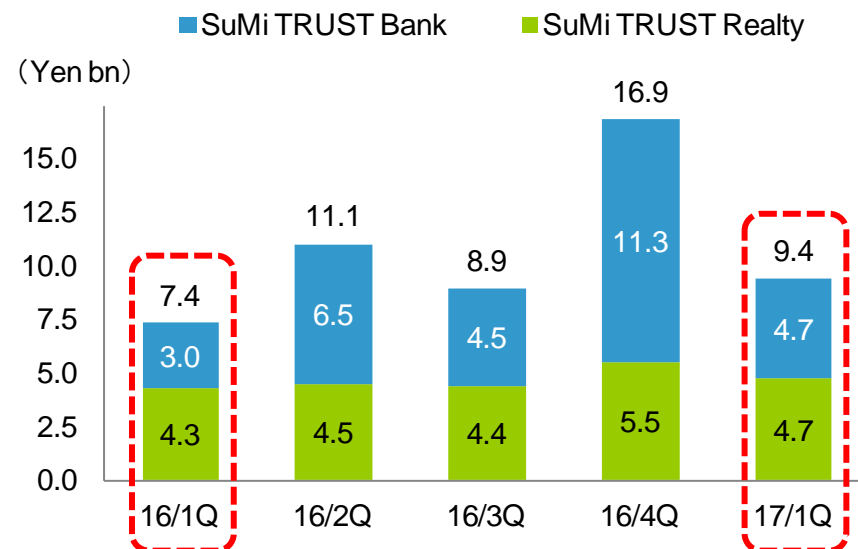
Income

(Yen bn)	FY16	FY17	Change
	1Q	1Q	
Real estate brokerage fees	7.4	9.4	2.0
SuMi TRUST Bank	3.0	4.7	1.6
SuMi TRUST Realty	4.3	4.7	0.3
Real estate trust fees, etc.	1.4	1.4	(0.0)
Net other real estate profit	0.3	0.3	0.0
SuMi TRUST Bank	-	-	-
Group companies	0.3	0.3	0.0
Total	9.2	11.2	1.9
o/w SuMi TRUST Bank	4.4	6.1	1.6

Assets under management / administration

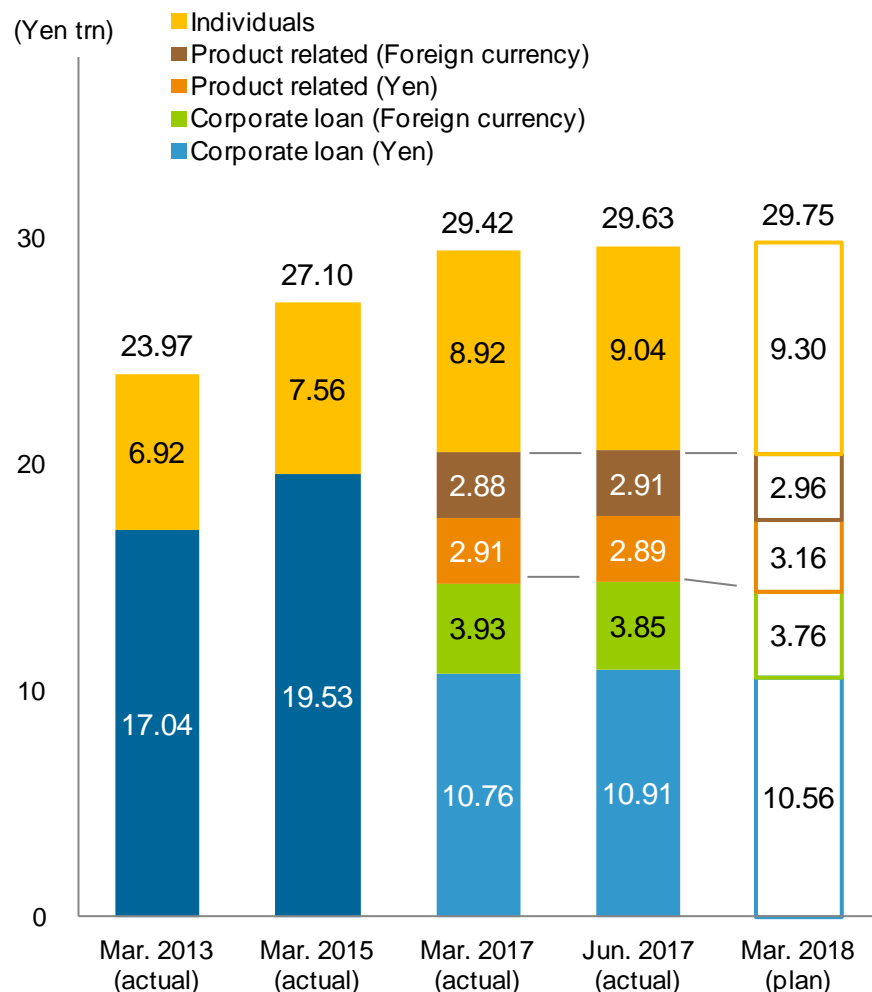
(Yen bn)	Mar. 2017	Jun. 2017	Change
Securitized real estate	14,142.8	14,457.1	314.3
Assets under custody from J-REITs	12,431.0	12,766.3	335.3
Assets under managemet	650.6	653.2	2.6
Private placement funds	412.3	414.9	2.6
J-REITs	238.2	238.2	-

Real estate brokerage fees (quarterly)



Loan/investment business: Credit portfolio

- ▶ Credit portfolio balance increased by ¥0.2trn from Mar. 2017 to ¥29.6trn, mainly due to increase of residential mortgage which is in line with our plan
- ▶ Replacement of corporate credit portfolio with higher profitability assets gradually taking place mainly in foreign currency assets



Advanced amount and balance for individuals

	FY16		FY17		
	(Yen bn)		1Q	1Q	Change
Advanced amount of loans to individuals	401.2	290.8			(110.4)
o/w Residential mortgage loans	381.0	272.5			(108.5)

	Mar. 2017		Jun. 2017		
	(Yen bn)				Change
Balance of loans to individuals	8,926.9	9,045.0			118.1
o/w Residential mortgage loans	8,378.6	8,495.9			117.3

Balance of credit for corporates

	Mar. 2017		Jun. 2017		
	(Yen bn)				Change
Corporate loan (Yen)	10,768.0	10,916.0			147.9
Corporate loan (Foreign Currency)	3,932.6	3,854.6			(78.0)
Product related (Yen)	2,913.1	2,899.5			(13.5)
Product related (Foreign Currency)	2,882.4	2,919.2			36.8
Total balance of credit for corporates	20,496.2	20,589.4			93.2
o/w Product related	5,795.5	5,818.8			23.2
	USD/JPY	112.15	111.96		(0.19)

Capital

- ▶ Common Equity Tier 1 capital ratio: UP 0.30 percentage points from Mar. 2017 to 11.34%, due primarily to accumulation of retained earnings and decrease in credit risk-weighted assets.
Common Equity Tier 1 capital ratio (Fully-loaded basis, pro forma): UP 0.31 percentage points from Mar. 2017 to 11.50%
- ▶ Leverage ratio and liquidity coverage ratio improved from Mar. 2017 and have maintained levels well in excess of regulatory requirements, even though they have been negatively impacted by inflow of short term funds from the trust account to the banking account

<Capital and total risk-weighted assets>

(Yen bn)	Mar. 2017	Jun. 2017	Change
Total capital ratio	16.42%	16.95%	0.53%
Tier 1 capital ratio	13.54%	13.86%	0.32%
Common Equity Tier 1 capital ratio	11.04%	11.34%	0.30%
Total capital	3,185.8	3,269.3	83.5
Tier 1 capital	2,625.7	2,673.0	47.3
Common Equity Tier 1 capital	2,141.8	2,187.6	45.7 (1)
Instruments and reserves	2,360.8	2,403.6	42.7
Regulatory adjustments	(218.9)	(216.0)	2.9
Additional Tier 1 capital	483.8	485.4	1.5
Tier 2 capital	560.1	596.3	36.1 (2)
Total risk-weighted assets	19,391.9	19,280.2	(111.6)
Credit risk	17,855.8	17,545.5	(310.2) (3)
Market risk	551.4	750.0	198.5
Operational risk	984.6	984.6	-

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

Common Equity Tier 1 capital ratio	11.19%	11.50%	0.31%
Common Equity Tier 1 capital	2,166.5	2,213.6	47.0
Accumulated other comprehensive income (*1)	430.9	434.2	3.2
Total risk-weighted assets	19,352.6	19,244.6	(107.9)

* 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(Jun. 2017): ¥480.5bn

< Major factors of change in capital>

(1) Common Equity Tier 1 capital: +¥45.7bn

- Net income: +¥40.1bn

(2) Tier 2 capital: ¥36.1bn

- Subordinated debts: +¥30.9bn
(Issuance ¥40.0bn, redemption etc. ¥(9.0)bn)

< Major factors of change in risk-weighted assets>

(3) Credit risk: ¥(0.3)tr

- Decrease in loans to large corporations etc.

<Other ratios required in prudential regulations>

(Yen bn)	Jun. 2017	Chng. frm. Mar. 2017
Leverage ratio	4.06%	0.19%
SuMi TRUST Bank (Consolidated) (*2)	4.53%	0.08%
Tier 1 capital	2,673.0	47.3
Total exposure	65,700.4	(2,142.9)
Liquidity coverage ratio (*3)	136.7%	-
SuMi TRUST Bank (Consolidated) (*2)	190.8%	1.6%
Total high-quality liquid assets	25,214.3	1,235.3
Net cash outflows	18,432.6	896.8

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

(*3) Average of month end figures in 1QFY2017. "Change from Mar. 2017"

represents the comparison to figure for 4QFY2016 calculated in the same manner

Repurchase of own shares

► Resolved to repurchase own shares in order to improve shareholder return as well as capital efficiency

Overview of repurchase

	Details of the resolution of the board	Results of the repurchase
Class of shares to be repurchased	Common stock of SuMi TRUST Holdings	
Total number of shares to be repurchased	Up to 2,000,000 shares (Percentage to the total number of shares in issue (*1): 0.52%)	2,000,000 shares (0.52%)
Total amount of repurchase	Up to JPY 9,000,000,000	JPY 8.1 billion yen (approx.)
Repurchase period	From July 28, 2017 to August 31, 2017	From July 28, 2017 to August 4, 2017 (*2)

(*1) Excluding treasury stocks (*2) On a contract basis

(Reference1) Status of shares in issue and treasury stock as of June 30, 2017

Total number of shares in issue (excluding treasury stock) : 382,538,886 shares
 Number of treasury stock : 7,809,754 shares

(Reference2) Shareholder Return Policy

SuMi TRUST Holdings shall share its profits with shareholders in accordance with its profit level in each fiscal year, aiming to maintain the consolidated dividend payout ratio on common shares of approximately 30%.
 SuMi TRUST Holdings may also repurchase its own shares by considering the balance with profit growth opportunities, and the effect of the repurchase on the improvement of capital efficiency. Through the measures above, SuMi TRUST Holdings shall aim to enhance medium-term shareholder returns by increasing a total shareholder return to approximately 40% in a gradual manner.