## Explanatory Material <br> 1st Half Fiscal Year 2002 ended on Sep.30,2002

The Sumitomo Trust \& Banking Co., Ltd

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## I. Outlook of the Financial Results for the 1st Half Fiscal Year 2002

1. Summary of Financial Results of 1st Half Fiscal Year 2002
(Consolidated)

|  |  | Millions of Yen |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 1HFY2002 | 1HFY2001 | Change |
| Gross Profits | 1 | 137,125 | 130,427 | 6,697 |
| Net Trust Fees | 2 | 26,618 | 35,901 | -9,282 |
| Principal Guaranteed Trust A/C Credit Costs | 3 | 16,514 | 10,874 | 5,640 |
| Net Interest Income | 4 | 76,499 | 43,891 | 32,607 |
| Net Fees and Commissions | 5 | 18,397 | 16,312 | 2,084 |
| Net Gains on Trading | 6 | 5,092 | 2,844 | 2,247 |
| Others (Net Gains on Bonds and Forex) | 7 | 10,518 | 31,476 | -20,958 |
| General \& Administrative Expenses | 8 | 68,094 | 66,522 | 1,571 |
| Net Transfer to General Reserve | 9 | -- | -6,880 | 6,880 |
| Banking A/C Credit Costs | 10 | 6,894 | 33,771 | -26,876 |
| Net Losses on Direct Write-offs | 11 | 5,575 | 16,060 | -10,484 |
| Net Transfer to Specific Loan Losses Reserve | 12 | -- | 21,916 | -21,916 |
| Losses on Sale of Loans to CCPC | 13 | -- | 14 | -14 |
| Losses on Sale of Loans in Bulk | 14 | 1,181 | -3,036 | 4,217 |
| Net Transfer to Reserves for Loans to Borrowers in Specific Foreign Countries | 15 | -- | -1,523 | 1,523 |
| Other Credit Costs | 16 | 137 | 339 | -202 |
| Net Gains on Stocks | 17 | -16,943 | -22,871 | 5,928 |
| Net Income from Non-consolidated entities by Equity Method | 18 | -258 | -956 | 698 |
| Others | 19 | -4,545 | 3,671 | -8,216 |
| Net Operating Income | 20 | 40,389 | 16,857 | 23,532 |
| Extraordinary Income | 21 | -29,527 | 780 | -30,307 |
| Reversal of Reserves | 22 | 1,492 | -- | 1,492 |
| Gains on Securities Contributed to Employee Retirement Benefit Trust | 23 | -29,023 | -- | -29,023 |
| Net Income before Income Tax | 24 | 10,862 | 17,637 | -6,775 |
| Income Tax | 25 | 581 | 2,459 | -1,878 |
| Deferred Income Tax | 26 | 3,759 | 5,939 | -2,180 |
| Minority Interest | 27 | 1,305 | 2,891 | -1,585 |
| Net Income | 28 | 5,216 | 6,347 | -1,130 |
|  |  |  |  |  |
| Total Credit Costs (3+9+10-22) | 29 | 21,917 | 37,765 | -15,848 |
|  |  |  |  |  |
| Net Business Profit (1-8-9) | 30 | 69,030 | 70,784 | -1,754 |
| Net Business Profit Before Credit Costs (30+3+9) | 31 | 85,545 | 74,779 | 10,766 |

## <Number of Subsidiaries /Affiliates>

|  | Sep. 2002 | Mar. 2002 | Change |
| :--- | ---: | ---: | ---: |
| Consolidated Subsidiaries | 21 | 20 | 1 |
| The Number of Affiliates (subject to the equity method) | 5 | 4 | 1 |

(Non-consolidated)

|  |  | Millions of Yen |  |  | \% change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1HFY2002 | 1HFY2001 | Change |  |
| Gross Profits | 1 | 128,775 | 118,379 | 10,395 | 8.8 |
| (Gross Profits before Trust A/C Credit Costs) | 2 | (145,290) | (129,253) | (16,036) | (12.4) |
| Trust Fees | 3 | 26,618 | 35,901 | -9,282 | -25.9 |
| Principal Guaranteed Trust A/C Credit Costs | 4 | 16,514 | 10,874 | 5,640 | 51.9 |
| Trust Fees from Loan Trust and Jointly-Operated Money Trusts | 5 | 25,612 | 28,450 | -2,838 | -10.0 |
| Gains on Sale of Securities | 6 | -2,415 | -4,103 | 1,687 | 41.1 |
| Other Trust Fees | 7 | 17,521 | 18,325 | -803 | -4.4 |
| Net Interest Income | 8 | 74,903 | 44,003 | 30,899 | 70.2 |
| Domestic Business | 9 | 46,252 | 38,045 | 8,207 | 21.6 |
| International Business | 10 | 28,650 | 5,958 | 22,692 | 380.9 |
| Net Fees and Commissions | 11 | 11,226 | 10,008 | 1,218 | 12.2 |
| Net Fees and Commissions from Domestic Business | 12 | 12,025 | 11,573 | 452 | 3.9 |
| Net Gains on Trading | 13 | 5,092 | 2,270 | 2,821 | 124.3 |
| Others | 14 | 10,934 | 26,195 | -15,261 | -58.3 |
| Net Gains on Bonds | 15 | 7,010 | 21,583 | -14,572 | -67.5 |
| General and Administrative Expenses | 16 | 58,189 | 59,873 | -1,684 | -2.8 |
| Personnel Expenses | 17 | 23,480 | 24,758 | -1,278 | -5.2 |
| Non-Personnel Expenses | 18 | 32,296 | 32,664 | -368 | -1.1 |
| Net Transfer to General Reserve | 19 | -- | -5,804 | 5,804 | 100.0 |
| Net Business Profit | 20 | 70,586 | 64,310 | 6,276 | 9.8 |
| Net Business Profit before Credit Costs (20+4+19) | 21 | 87,100 | 69,380 | 17,720 | 25.5 |
| Net Non-Recurring Profit | 22 | -32,298 | -52,527 | 20,228 | 38.5 |
| Net Gains on Stocks | 23 | -16,939 | -24,764 | 7,825 | 31.6 |
| Losses on Devaluation of Stocks | 24 | 12,084 | 34,258 | -22,173 | -64.7 |
| Banking A/C Net Credit Costs | 25 | 6,867 | 28,604 | -21,737 | -76.0 |
| Net Losses on Direct Write-offs | 26 | 5,549 | 16,001 | -10,452 | -65.3 |
| Net Transfer to Specific Loan Losses Reserve | 27 | -- | 17,308 | -17,308 | -100.0 |
| Net Transfer to Reserves for Loans to Borrowers in Specific Foreign Countries | 28 | -- | -1,523 | 1,523 | 100.0 |
| Net Operating Income | 29 | 38,287 | 11,782 | 26,504 | 224.9 |
| Extraordinary Income | 30 | -4,671 | 872 | -5,543 | -635.6 |
| Net Gains on disposal of fixed assets | 31 | -460 | -375 | -84 | -22.6 |
| Reversal of Reserves | 32 | 2,419 | -- | 2,419 | -- |
| Partial Transfer of Stock Transfer Agency Business | 33 | 23,900 | -- | 23,900 | -- |
| Gains on Securities Contributed to Employee Benefit Retirement Trust | 34 | -29,023 | -- | -29,023 | -- |
| Net Income before Income Tax | 35 | 33,616 | 12,655 | 20,961 | 165.6 |
| Net Income | 36 | 20,160 | 6,109 | 14,051 | 230.0 |
|  |  |  |  |  |  |
| Gross Credit Costs (4+19+25-32) |  | 20,963 | 33,674 | -12,711 | -37.7 |

(Non-consolidated, Detail)


## 2. Net Business Profit (Non-consolidated)

|  | Millions of Yen |  |  |
| :--- | ---: | ---: | ---: |
|  | 1HFY2002 | 1HFY2001 | Change |
| Net Business Profit | $\mathbf{7 0 , 5 8 6}$ | 64,310 | 6,276 |
| Net Business Profit before Credit Costs | $\mathbf{8 7 , 1 0 0}$ | 69,380 | 17,720 |
| Net Business Profit per Employee | $\mathbf{1 4 . 1}$ | 12.4 | 1.7 |
| Net Business Profit before Credit Costs per Employee | $\mathbf{1 7 . 5}$ | 13.4 | 4.1 |

## 3. Gross Margins (Non-consolidated)

<Domestic Banking A/C>

|  | Percentage Points |  |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{1 H F Y 2 0 0 2}$ | 1HFY2001 | Change |
| Average Yield on Interest-earning Assets (A) | $\mathbf{1 . 2 1}$ | 1.19 | 0.02 |
| Loans and Bills Discounted (a) | $\mathbf{1 . 3 8}$ | 1.43 | -0.05 |
| Bonds (b) | $\mathbf{0 . 9 4}$ | 0.91 | 0.03 |
| Average Yield on Interest-bearing Liabilities (B) | $\mathbf{0 . 3 8}$ | 0.53 | -0.15 |
| Deposits (c) | $\mathbf{0 . 2 4}$ | 0.39 | -0.15 |
| Gross Margin (A) - (B) | $\mathbf{0 . 8 3}$ | 0.66 | 0.17 |
| Loan-Deposit Margin (a) - (c) | $\mathbf{1 . 1 4}$ | 1.04 | 0.10 |

<Domestic Three Major A/C (*1)>

|  | Percentage Points |  |  |
| :--- | :---: | ---: | ---: |
|  | 1HFY2002 |  |  |
| Average Yield on Interest-earning Assets (A) | $\mathbf{1 . 3 1}$ | 1.33 | -0.02 |
| Loans and Bills Discounted (a) | $\mathbf{1 . 4 6}$ | 1.51 | -0.05 |
| Bonds (b) | $\mathbf{1 . 0 9}$ | 1.03 | 0.06 |
| Average Yield on Interest-bearing Liabilities (B) | $\mathbf{0 . 2 6}$ | 0.38 | -0.12 |
| Deposits (c) | $\mathbf{0 . 1 7}$ | 0.32 | -0.15 |
| Gross Margin (A) - (B) | $\mathbf{1 . 0 5}$ | 0.95 | 0.10 |
| Loan-Deposit Margin (a) - (c) | $\mathbf{1 . 2 9}$ | 1.19 | 0.10 |

(*1) Banking A/C and Principal Guaranteed Trust A/C (Loan Trust and Money Trust)

## 4. Breakdown of Gains/ Losses on Securities (Non-consolidated)

<Bond-Related>

|  | Millions of Yen |  |  |
| :--- | ---: | ---: | ---: |
| Net Gains on Bonds | 1HFY2002 | 1HFY2001 | Change |
| Gains on Sale of Bonds | $\mathbf{7 , 0 1 0}$ | 21,583 | $-14,572$ |
| Gains on Redemption of Bonds | $\mathbf{7 5 , 8 5 7}$ | 42,784 | 33,072 |
| Losses on Sale of Bonds | -- | -- | -- |
| Losses on Redemption of Bonds | $\mathbf{6 4 , 5 0 3}$ | 18,511 | 45,991 |
| Losses on Devaluation of Bonds | $\mathbf{1 , 4 8 2}$ | -- | 1,482 |

<Stock-Related>

|  | Millions of Yen |  |  |
| :--- | ---: | ---: | ---: |
|  | 1HFY2002 | 1HFY2001 | Change |
| Net Gains on Stocks | $\mathbf{- 1 6 , 9 3 9}$ | $-24,764$ | 7,825 |
| Gains on Sale of Stocks | $\mathbf{1 0 , 4 7 3}$ | 16,817 | $-6,343$ |
| Losses on Sale of Stocks | $\mathbf{1 5 , 3 2 8}$ | 7,323 | 8,005 |
| Losses on Devaluation of Stocks (*1) | $\mathbf{1 2 , 0 8 4}$ | 34,258 | $-22,173$ |

(*1) The Bank applies the rule for stock valuation as follows under the Japanese GAAP.

- Values of the stocks whose market values are obtainable in the markets are determined on the basis of the 1-month-average of their daily closing prices during September 2002.
- The Bank adopts Standard for Devaluation of Stocks shown below.


## Standard for Devaluation of Stocks

| Less than $30 \%$ | 30-50\% | More than $50 \%$ |  |
| :--- | :---: | :---: | :---: |
| Stocks of Ordinary Debtors | N.A. | N.A. |  |
| Stocks of Special Mention or Worse Debtors | N.A. | To be Devaluated |  |

Devaluation of Listed Stocks

|  | Millions of Yen |  |  |
| :--- | ---: | ---: | ---: |
|  | Less than $30 \%$ | $30-50 \%$ | More than $50 \%$ |
| Stocks of Ordinary Debtors | --- | --- | 9,102 |
| Stocks of Special Mention or worse Debtors | --- | 555 | 224 |

## 5. Unrealized Gains/Losses on Investment Securities

<Evaluation Methods of Securities> (Banking A/C)

Securities

| Securities Held for Trading Purposes | Mark-to-Market (*1) | (*1) recognized as P/L |
| :---: | :---: | :---: |
| Held-to-Maturity Debt Securities | Amortized or Accumulated Cost | (*2) recognized as increase/decrease in |
| Available-for-Sale Securities (Market Price Available) | Mark-to-Market (*2) | Stockholders' Equity |
| Available-for-Sale Securities (Market Price Unavailable) | Cost or Amortized or Accumulated Cost |  |
| Investment in Subsidiaries or Affiliates | Cost |  |

Securities Held in Money Held in Trust

| Money Held in Trust for Trading Purpose | Mark-to-Market (*1) |
| :--- | :--- |

<Unrealized Gains/Losses on Investment Securities> (Banking A/C)
(Consolidated)

|  | Millions of Yen |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 2002 |  |  | Mar. 2002 |  |  | Changes of Net |
|  | Net | Unrealized Gains | Unrealized Losses | Net | $\begin{array}{r} \hline \text { Unrealized } \\ \text { Gains } \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Unrealized } \\ \text { Losses } \\ \hline \end{array}$ |  |
| Held-to-Maturity Debt Securities | 794 | 861 | 67 | 592 | 898 | 306 | 201 |
| Investment in Affiliates | -- | -- | -- | -- | -- | -- | -- |
| Available-for-Sale Securities | -39,132 | 140,245 | 179,377 | -93,702 | 95,025 | 188,728 | 54,570 |
| Total | -38,338 | 141,107 | 179,445 | -93,110 | 95,924 | 189,035 | 54,771 |
| Japanese Stocks | -118,162 | 46,379 | 164,542 | -51,188 | 74,659 | 125,848 | -66,973 |
| Japanese Bonds | 8,028 | 8,707 | 679 | 6,667 | 11,998 | 5,330 | 1,360 |
| Others (*3) | 71,796 | 86,020 | 14,223 | -48,589 | 9,266 | 57,856 | 120,385 |
| (Net Unrealized Gains on Available-for-Sale Securities, Net of Tax) | -23,735 | ------ | ---------- | -57,022 | --- | ---------- | 33,286 |

(*3) Most part of Securities Categorized in "Others" are US Treasuries and German Bunds. The figures in the tables are Japanese Yen equivalent Value of those bonds. Although the value is shown in Japanese Yen, those Bonds are funded by Repurchase
Agreement Transaction. Thus there is not Foreign Exchange Rate Risk.
(Non-consolidated)

|  | Millions of Yen |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 2002 |  |  | Mar. 2002 |  |  | Changes of Net |
|  | Net | Unrealized Gains | Unrealized Losses | Net | $\begin{array}{r} \hline \text { Unrealized } \\ \text { Gains } \end{array}$ | $\begin{array}{r} \hline \text { Unrealized } \\ \text { Losses } \\ \hline \end{array}$ |  |
| Held-to-Maturity Debt Securities | -- | -- | -- | -- | -- | -- | -- |
| Investment in Subsidiaries and Affiliates | -- | -- | -- | -- | -- | -- | -- |
| Available-for-Sale Securities | -38,897 | 140,222 | 179,120 | -93,426 | 94,982 | 188,409 | 54,529 |
| Total | -38,897 | 140,222 | 179,120 | -93,426 | 94,982 | 188,409 | 54,529 |
| Japanese Stocks | -118,179 | 46,362 | 164,542 | -51,227 | 74,620 | 125,848 | -66,951 |
| Japanese Bonds | 8,025 | 8,704 | 679 | 6,663 | 11,993 | 5,330 | 1,362 |
| Others (*3) | 71,256 | 85,155 | 13,898 | -48,862 | 8,367 | 57,230 | 120,119 |
| (Net Unrealized Gains on Available-for-Sale Securities, Net of Tax) | -23,820 | -------- | ---------- | -57,149 | ------- | -------- | 33,328 |

<Unrealized Gains/Losses on Investment Securities> (Principal Guaranteed Trust A/C)

|  | Millions of Yen |  |  |  |
| :--- | :---: | ---: | ---: | ---: |
|  | Sep. 2002 | Mar. 2002 | Changes |  |
| Total | $\mathbf{5 , 7 6 4}$ | -906 | 6,671 |  |
|  | Japanese Stocks | -- | -78 | 78 |
|  | Japanese Bonds | $\mathbf{5 , 2 8 8}$ | 6,127 | -839 |
| Others (*1) | $\mathbf{4 7 6}$ | $-6,955$ | 7,431 |  |

(*1) Most part of Securities Categorized in "Others" are US Treasuries.
<Cross Share Holdings>
(Consolidated)

|  | Billions of Yen |  |  |
| :--- | ---: | ---: | ---: |
|  | Cost Base | Mark-to-Market <br> Base | Tier I |
| Sep. 2001 | $1,158.4$ | $1,036.3$ | 790.1 |
| Mar. 2002 | 995.1 | 943.9 | 734.1 |
| Sep. 2002 | $\mathbf{8 4 0 . 3}$ | $\mathbf{7 2 2 . 1}$ | $\mathbf{7 7 4 . 5}$ |

<Unwinding of Cross Share Holdings>
(Non-consolidated)

|  | Billions of Yen |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | FY2002 |  |  |  | FY2001 |  |
|  | Full FY2002 | $\mathbf{1 H F Y 2 0 0 2}$ |  | Full FY2001 | 1HFY2001 |  |
| Projection (*2) | $\mathbf{2 0 0 . 0}$ | $\mathbf{1 0 0 . 0}$ |  | 200.0 | 100.0 |  |
| Actual (*2) | N.A. | $\mathbf{1 4 8 . 8}$ |  | 173.8 | 74.2 |  |

[^0]
## 6. Unrealized gains/ Losses on Financial Derivatives

<Unrealized Gains/ Losses on Financial Derivatives reflected upon the Statement of Income>
(Consolidated)

|  | Millions of Yen |  |  |
| :--- | ---: | ---: | ---: |
|  | Sep. 2002 | Mar. 2002 | Change |
| Interest Related | $\mathbf{2 , 9 5 7}$ | $-4,644$ | 7,602 |
| Interest Swaps | $\mathbf{5 9 5}$ | $-4,910$ | 5,506 |
| Stock Related | $\mathbf{1 4 6}$ | 19 | 126 |
| Bond Related | $\mathbf{2 5 3}$ | -317 | 571 |
| Currency Related | $\mathbf{3 , 1 1 7}$ | 3,612 | -494 |
| Credit Derivative | $\mathbf{- 3}$ | -- | -3 |
| Total | $\mathbf{6 , 4 7 1}$ | $-1,330$ | 7,801 |

(Non-consolidated)

|  | Millions of Yen |  |  |
| :--- | ---: | ---: | ---: |
|  | Sep. 2002 | Mar. 2002 | Change |
| Interest Related | $\mathbf{3 , 8 3 8}$ | $-3,763$ | 7,602 |
| Interest Swaps | $\mathbf{1 , 4 7 6}$ | $-4,030$ | 5,506 |
| Stock Related | $\mathbf{1 4 6}$ | 19 | 126 |
| Bond Related | $\mathbf{2 5 3}$ | -317 | 571 |
| Currency Related | $\mathbf{3 , 0 8 2}$ | 3,480 | -397 |
| Credit Derivative | $\mathbf{- 3}$ | -- | -3 |
| Total | $\mathbf{7 , 3 1 7}$ | -581 | 7,899 |

<Derivatives as Hedge Tool and Derivatives Calculated on the Accrual Basis>
(Non-consolidated)

|  | Millions of Yen |  |  |
| :--- | ---: | ---: | ---: |
|  | Sep. 2002 | Mar. 2002 | Change |
| Interest Related | $\mathbf{- 4 9 , 1 0 4}$ | $-61,145$ | 12,041 |
| $\quad$ Interest Swaps | $\mathbf{- 8 , 9 7 6}$ | $-61,336$ | 52,360 |
| Stock Related | -- | -- | -- |
| Bond Related | $\mathbf{- 2 8 , 2 6 3}$ | 5,726 | $-\mathbf{3 3 , 9 9 0}$ |
| Total | $\mathbf{- 7 7 , 3 6 7}$ | $-55,419$ | $-\mathbf{2 1 , 9 4 8}$ |

## 7. BIS Capital Adequacy Ratio (Consolidated)

|  | Millions of Yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Sep. 2002 | Mar. 2002 | Sep. 2001 | Change |
| Total Capital | $\mathbf{1 , 3 6 9 , 0 3 3}$ | $1,293,603$ | $1,339,281$ | 75,430 |
| Tier I | $\mathbf{7 7 4 , 5 5 8}$ | 734,136 | 790,128 | 40,422 |
| Net Unrealized Losses on Available-for-Sale securities, Net of Tax | $\mathbf{- 2 3 , 7 2 5}$ | $-57,016$ | $-45,183$ | 33,291 |
| Minority Interest in Consolidated Subsidiaries | $\mathbf{8 9 , 0 6 4}$ | 88,284 | 94,213 | 780 |
| (Non-cumulative Preferred Capital Notes) | $\mathbf{( 8 3 , 0 0 0 )}$ | $(83,000)$ | $(83,000)$ | $(--)$ |
| Tier II | $\mathbf{5 9 7 , 4 1 4}$ | 562,403 | 550,791 | 35,011 |
| Upper Tier II | $\mathbf{2 9 0 , 1 3 8}$ | 293,804 | 260,484 | $-3,666$ |
| Revaluation Surplus on Land, after 55\% Discount | $\mathbf{4 , 2 7 7}$ | 4,273 | 17,406 | 3 |
| General Reserve | $\mathbf{8 3 , 9 6 1}$ | 84,031 | 72,578 | -69 |
| Subordinated Debts | $\mathbf{2 0 1 , 9 0 0}$ | 205,500 | 170,500 | $-3,600$ |
| Lower Tier II | $\mathbf{3 0 7 , 2 7 5}$ | 268,598 | 290,307 | 38,677 |
| Termed Subordinated Debts, etc. | $\mathbf{3 0 7 , 2 7 5}$ | 268,598 | 290,307 | 38,677 |
| Deduction (Double Gearing) | $\mathbf{2 , 9 3 9}$ | 2,936 | 1,639 | 3 |
| Risk Assets | $\mathbf{1 1 , 8 4 0 , 3 8 3}$ | $11,908,016$ | $11,829,297$ | $-67,633$ |
| On-Balance-Sheet Items | $\mathbf{1 0 , 4 7 1 , 6 8 1}$ | $10,364,420$ | $10,293,982$ | 107,261 |
| Off-Balance- Sheet Items | $\mathbf{1 , 3 2 4 , 3 0 9}$ | $1,475,014$ | $1,474,938$ | $-150,704$ |
| Market risk Equivalent | $\mathbf{4 4 , 3 9 2}$ | 68,582 | 60,375 | $-24,189$ |
| BIS Capital Adequacy Ratio | $\mathbf{1 1 . 5 6 \%}$ | $10.86 \%$ | $11.32 \%$ | $0.70 \%$ |
| (Tier I Ratio) | $\mathbf{6 . 5 4 \%}$ | $6.16 \%$ | $6.67 \%$ | $0.38 \%$ |

Note: Non-consolidated capital adequacy ratio and Tier I ratio are11.66\% and $6.62 \%$, respectively.

## 8. Return on Equity (Non-consolidated)



[^1]
## II. Loans

## 1. Risk-Managed Loans

<Banking A/C Loans> (Non-consolidated)

|  |  | Millions of Yen |  |  |  |  |
| :---: | :--- | ---: | ---: | ---: | ---: | ---: |
|  |  | Sep. 2002 | Mar. 2002 | Sep. 2001 | Change from Mar. Change from Sep. |  |
| 2002 |  |  |  |  |  |  |


| Total Loan Balance |  | 9,005,920 | 8,918,757 | 8,661,091 | 87,162 | 344,829 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Percentage Points |  |  |  |  |
| \% to Total <br> Loan <br> Balance | Loans in Bankruptcy Proceedings | 0.11 | 0.15 | 0.26 | -0.04 | -0.15 |
|  | Other Delinquent Loans | 3.21 | 4.40 | 4.32 | -1.19 | -1.11 |
|  | Loans More Than 3 months Past Due | 0.05 | 0.03 | 0.06 | 0.02 | -0.01 |
|  | Restructured Loans | 1.80 | 1.64 | 1.23 | 0.16 | 0.57 |
|  | Total Loans under Risk Management | 5.16 | 6.22 | 5.87 | -1.06 | -0.71 |

<Principal Guaranteed Trust A/C Loans> (Non-consolidated)

|  |  | Millions of Yen |  |  |  |  |
| :---: | :--- | ---: | ---: | ---: | ---: | ---: |
|  |  | Sep. 2002 | Mar. 2002 | Sep. 2001 | Change from Mar. Change from Sep. |  |
| 2002 | 2001 |  |  |  |  |  |


| Total Loan Balance |  | 1,758,559 | 1,879,071 | 1,973,476 | -120,512 | -214,917 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Percentage Points |  |  |  |  |
| \% to Total <br> Loan <br> Balance | Loans in Bankruptcy Proceedings | 0.33 | 0.34 | 0.30 | -0.01 | 0.03 |
|  | Other Delinquent Loans | 2.01 | 2.90 | 2.47 | -0.89 | -0.46 |
|  | Loans More Than 3 months Past Due | 0.15 | 0.03 | 0.04 | 0.12 | 0.11 |
|  | Restructured Loans | 3.82 | 3.64 | 1.80 | 0.18 | 2.02 |
|  | Total Loans under Risk Management | 6.32 | 6.92 | 4.61 | -0.60 | 1.71 |

<Banking and Principal Guaranteed Trust A/C> (Non-consolidated)

|  |  | Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Sep. 2002 | Mar. 2002 | Sep. 2001 | Change from Mar. 2002 | $\begin{gathered} \hline \text { Change from Sep. } \\ 2001 \\ \hline \end{gathered}$ |
| Risk- <br> Managed Loans | Loans in Bankruptcy Proceedings | 15,319 | 19,587 | 28,415 | -4,268 | -13,096 |
|  | Other Delinquent Loans | 324,354 | 447,306 | 422,616 | -122,952 | -98,262 |
|  | Loans More Than 3 months Past Due | 7,048 | 3,072 | 6,451 | 3,975 | 596 |
|  | Restructured Loans | 229,394 | 214,393 | 141,865 | 15,000 | 87,528 |
|  | Total Loans under Risk Management | 576,116 | 684,360 | 599,350 | -108,244 | -23,233 |
| Total Loan Balance |  | 10,764,479 | 10,797,829 | 10,634,568 | -33,349 | 129,911 |
| Percentage Points |  |  |  |  |  |  |
| \% to Total Loan <br> Balance | Loans in Bankruptcy Proceedings | 0.14 | 0.18 | 0.27 | -0.04 | -0.13 |
|  | Other Delinquent Loans | 3.01 | 4.14 | 3.97 | -1.13 | -0.96 |
|  | Loans More Than 3 months Past Due | 0.07 | 0.03 | 0.06 | 0.04 | 0.01 |
|  | Restructured Loans | 2.13 | 1.99 | 1.33 | 0.14 | 0.80 |
|  | Total Loans under Risk Management | 5.35 | 6.34 | 5.64 | -0.99 | -0.29 |

<Banking and Principal Guaranteed Trust A/C > (Consolidated)

|  |  | Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Sep. 2002 | Mar. 2002 | Sep. 2001 | $\begin{gathered} \hline \text { Change from Mar. } \\ 2002 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Change from Sep. } \\ 2001 \\ \hline \end{gathered}$ |
| Risk- <br> Managed Loans | Loans in Bankruptcy Proceedings | 15,652 | 19,843 | 31,593 | -4,191 | -15,941 |
|  | Other Delinquent Loans | 325,920 | 449,143 | 394,350 | -123,223 | -68,430 |
|  | Loans More Than 3 months Past Due | 8,780 | 5,529 | 6,476 | 3,251 | 2,304 |
|  | Restructured Loans | 229,394 | 214,418 | 141,865 | 14,975 | 87,528 |
|  | Total Loans under Risk Management | 579,747 | 688,934 | 574,286 | -109,187 | 5,461 |

Note: Partial Direct Write-offs:Sep.2002: 262.5 billion Yen, Mar.2002:281.8 billion Yen, Sep.2001: 342.7 billion Yen

| Total Loan Balance | $\mathbf{1 0 , 7 4 2 , 3 1 0}$ | $\mathbf{1 0 , 8 0 1 , 5 3 6}$ | $10,560,467$ | $-59,225$ | 181,843 |  |  |  |  |
| :--- | :--- | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: |
| Percentage Points |  |  |  |  |  |  |  |  |  |
| \% to Total | Loans in Bankruptcy Proceedings | $\mathbf{0 . 1 5}$ | 0.18 | 0.30 | -0.03 | -0.15 |  |  |  |
| Loan | Other Delinquent Loans | $\mathbf{3 . 0 3}$ | 4.16 | 3.73 | -1.13 | -0.70 |  |  |  |
| Balance | Loans More Than 3 months Past Due | $\mathbf{0 . 0 8}$ | 0.05 | 0.06 | 0.03 | 0.02 |  |  |  |
|  | Restructured Loans | $\mathbf{2 . 1 4}$ | 1.99 | 1.34 | 0.15 | 0.80 |  |  |  |
|  | Total Loans under Risk Management | $\mathbf{5 . 4 0}$ | 6.38 | 5.44 | -0.98 | -0.04 |  |  |  |

## 2. Reserve for Possible Loan Losses

<Banking A/C> (Non-consolidated)

|  | Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 2002 | Mar. 2002 | Sep. 2001 | $\begin{gathered} \hline \text { Change from Mar. } \\ 2002 \end{gathered}$ | $\begin{gathered} \hline \text { Change from Sep. } \\ 2001 \end{gathered}$ |
| Reserve for Possible Loan Losses | 161,438 | 217,066 | 183,946 | -55,627 | -22,507 |
| General Reserve | 83,000 | 82,398 | 70,370 | 601 | 12,629 |
| Specific Reserve for Possible Loan Losses | 77,356 | 133,435 | 112,309 | -56,078 | -34,952 |
| Reserve for Loans to Borrowers in Specific Foreign Countries | 1,081 | 1,231 | 1,266 | -150 | -184 |
| Reserve for Possible Losses on Loans Sold | -- | 250 | 1,800 | -250 | -1,800 |
| Loans to CCPC | 255 | 1,646 | 3,481 | -1,391 | -3,226 |

<Banking A/C> (Consolidated)

|  | Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 2002 | Mar. 2002 | Sep. 2001 | $\begin{gathered} \hline \text { Change from Mar. } \\ 2002 \end{gathered}$ | $\begin{gathered} \hline \text { Change from Sep. } \\ 2001 \end{gathered}$ |
| Reserve for Possible Loan Losses | 165,141 | 221,562 | 193,150 | -56,420 | -28,009 |
| General Reserve | 83,961 | 84,031 | 72,578 | -69 | 11,383 |
| Specific Reserve for Possible Loan Losses | 80,098 | 136,298 | 119,306 | -56,200 | -39,207 |
| Reserve for Loans to Borrowers in Specific Foreign Countries | 1,081 | 1,231 | 1,266 | -150 | -184 |
| Reserve for Possible Losses on Loans Sold | -- | 250 | 1,800 | -250 | -1,800 |

<Principal Guaranteed Trust A/C> (Non-consolidated)

|  | Millions of Yen |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Sep. 2002 | Mar. 2002 | Sep. 2001 | Change from Mar. | Change from Sep. |
| 2000 |  |  |  |  |  |

## 3. Reserve Ratio for Risk-Managed Loans

(Non-consolidated)

|  |  | Percentage Points |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Sep. 2002 | Mar. 2002 | Sep. 2001 | $\begin{gathered} \hline \text { Change from } \\ \text { Mar. } 2002 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Change from } \\ \text { Sep. } 2001 \\ \hline \end{gathered}$ |
| Before Partial Direct | Banking A/C | 57.9 | 59.4 | 61.3 | -1.5 | -3.4 |
| Write-offs | Banking and Principal Guaranteed Trust A/C | 52.1 | 53.4 | 57.7 | -1.3 | -5.6 |
| After Partial Direct | Banking A/C | 34.7 | 39.1 | 36.1 | -4.4 | -1.4 |
| Write-offs | Banking and Principal Guaranteed Trust A/C | 30.8 | 34.5 | 34.4 | -3.7 | -3.6 |

(Consolidated)

|  |  | Percentage Points |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Sep. 2002 | Mar. 2002 | Sep. 2001 | Change from Mar. 2002 | Change from $\text { Sep. } 2001$ |
| Before Partial Direct | Banking A/C | 58.4 | 59.8 | 64.8 | -1.4 | -6.4 |
| Write-offs | Banking and Principal Guaranteed Trust A/C | 52.6 | 53.8 | 60.8 | -1.2 | -8.2 |
| After Partial Direct | Banking A/C | 35.2 | 39.6 | 39.9 | -4.4 | -4.7 |
| Write-offs | Banking and Principal Guaranteed Trust A/C | 31.2 | 34.9 | 37.5 | -3.7 | -6.3 |

Note: For Banking account, reserves include General Reserve, Specific Reserve, and Reserve for Loans to Borrowers in Specific Foreign Countries.

Note: For the Banking and Principal Guaranteed Trust accounts, reserves include Reserves for Possible Impairment of Principal in Loan Trust and JOMT as well as General Reserve, Specific Reserve and Reserve for Loans to Borrowers in Specific Foreign Countries.

## 4. Assets Classified under Financial Reconstruction Law (After Partial Direct Write-offs)

<Banking Account> (Non-consolidated)

|  |  | Millions of Yen |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  |  | Sep. 2002 | Mar. 2002 | Sep. 2001 Change from Mar. Change from Sep. |
| 2002 |  |  |  |  |

Note: Partial Direct Write-offs:Sep. 2002:256.3 billion Yen, Mar. 2002:277.0 billion Yen, Sep. 2001: 330.7 billion Yen
<Principal Guaranteed Trust A/C> (Non-consolidated)

|  | Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 2002 | Mar. 2002 | Sep. 2001 | $\begin{gathered} \hline \text { Change from Mar. } \\ 2002 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Change from Sep. } \\ 2001 \\ \hline \end{gathered}$ |
| Assets Classified under Financial Reconstruction Law (e) | 111,067 | 129,964 | 90,956 | -18,896 | 20,111 |
| Loans in Bankrupt and Practically Bankrupt | 10,048 | 13,165 | 12,506 | -3,117 | -2,457 |
| Doubtful Loans | 31,122 | 47,856 | 42,086 | -16,734 | -10,963 |
| Substandard Loans (f) | 69,896 | 68,942 | 36,363 | 954 | 33,533 |
| Ordinary Assets | 1,647,491 | 1,749,107 | 1,882,520 | -101,615 | -235,029 |
| Loans to Substandard Debtors (excl. Substandard Loans) (g) | 9,562 | 10,231 | 377 | -668 | 9,185 |
| Loans to Special Mention Debtors (excl. (f) and (g)) | 78,086 | 161,145 | 252,232 | -83,059 | -174,146 |
| Loans to Ordinary Debtors | 1,559,842 | 1,577,730 | 1,629,910 | -17,887 | -70,067 |
| Total Loan Balance (h) | 1,758,559 | 1,879,071 | 1,973,476 | -120,512 | -214,917 |
| Ratio to Total Loan Balance (e) / (h) | 6.3\% | 6.9\% | 4.6\% | -0.6\% | 1.7\% |
| Loans to Substandard Debtors (f)+(g) | 79,459 | 79,173 | 36,741 | 285 | 42,718 |

<Banking A/C and Principal Guaranteed Trust A/C> (Non-consolidated)

|  | Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 2002 | Mar. 2002 | Sep. 2001 | $\begin{gathered} \hline \text { Change from Mar. } \\ 2002 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Change from Sep. } \\ 2001 \\ \hline \end{gathered}$ |
| Assets Classified under Financial Reconstruction Law (A) | 580,240 | 689,047 | 604,025 | -108,806 | -23,785 |
| Loans in Bankrupt and Practically Bankrupt | 70,139 | 47,205 | 93,946 | 22,934 | -23,806 |
| Doubtful Loans | 273,658 | 424,374 | 361,761 | -150,716 | -88,103 |
| Substandard Loans (B) | 236,442 | 217,466 | 148,317 | 18,975 | 88,125 |
| Ordinary Assets | 10,695,861 | 10,627,828 | 10,557,716 | 68,033 | 138,145 |
| Loans to Substandard Debtors (excl. Substandard Loans) (C) | 40,774 | 38,445 | 4,286 | 2,328 | 36,487 |
| Loans to Special Mention Debtors (excl. (B) and (C)) | 874,349 | 1,187,239 | 1,130,369 | -312,890 | -256,020 |
| Loans to Ordinary Debtors | 9,780,738 | 9,402,142 | 9,423,060 | 378,596 | 357,677 |
| Total Loan Balance (D) | 11,276,102 | 11,316,875 | 11,161,742 | -40,772 | 114,359 |
| Ratio to Total Loan Balance (A) / (D) | 5.1\% | 6.0\% | 5.4\% | -0.9\% | -0.3\% |
| Loans to Substandard Debtors (B)+(C) | 277,216 | 255,912 | 152,604 | 21,304 | 124,612 |

## 5. Coverage for Assets Classified under Financial Reconstruction

After Partial Direct Write-offs
<Banking A/C> (Non-consolidated)

|  | Millions of Yen |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Sep. 2002 | Mar. 2002 | Sep. 2001 | Change from Mar. <br> 2002 | Change from <br> Sep. 2001 |
| Total Coverage against Possible Loan Losses (i) | $\mathbf{3 8 3 , 5 8 7}$ | 450,221 | 441,738 | $-66,634$ | $-58,151$ |
| Reserve for Possible Loan Losses (*1) (j) | $\mathbf{1 1 8 , 1 8 6}$ | 170,175 | 135,137 | $-51,988$ | $-16,950$ |
| Reserve for Financial Assistance to Specific Borrowers (k) | -- | -- | -- | - | -- |
| Guarantee and Collateral Value (I) | $\mathbf{2 6 5 , 4 0 0}$ | 280,046 | 306,601 | $-14,645$ | $-41,201$ |

(*1) Reserve for Possible Loan Losses against the assets classified under Financial Reconstruction Law includes
Specific Reserve and General Reserve for Substandard Loans.

Coverage Ratio (i) / (a)

|  | Percentage Points |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | ---: |
| Before Partial Direct Write-offs | $\mathbf{8 8 . 2}$ | 86.9 | 91.5 | 1.3 | -3.3 |
| After Partial Direct Write-offs | $\mathbf{8 1 . 7}$ | 80.5 | 86.1 | 1.2 | -4.4 |

Reserve Ratio against Uncovered Portion (j+k) / (a-l)

|  | Percentage Points |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Before Partial Direct Write-offs | $\mathbf{8 1 . 3}$ | 80.4 | 86.7 | 0.9 | -5.4 |
| After Partial Direct Write-offs | $\mathbf{5 7 . 9}$ | 60.9 | 65.4 | -3.0 | -7.5 |

Reserve Ratio for Loans to Special Mention / Ordinary Debtors (General Reserve)

|  | Percentage Points |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Special Mention | $\mathbf{7 . 5}$ | 6.1 | 6.2 | 1.4 | 1.3 |
| $\quad$ Substandard | $\mathbf{2 5 . 7}$ | 24.7 | 20.0 | 1.0 | 5.7 |
| Other than Substandard | $\mathbf{3 . 0}$ | 3.0 | 4.4 | -- | -1.4 |
| Ordinary | $\mathbf{0 . 1}$ | 0.1 | 0.1 | -- | -- |

<Principal Guaranteed Trust Account> (Non-consolidated)

|  | Millions of Yen |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Sep. 2002 | Mar. 2002 | Sep. 2001 Change from Mar. Change from Sep. |  |  |
| Total Coverage against Possible Loan Losses (m) | 71,786 | 87,152 | 62,178 | $-15,365$ | 9,608 |
| Reserve for Possible Loan Losses (*1) | -- | -- | -- | -- | -- |
| Reserve for Financial Assistance to Specific Borrowers | -- | -- | -- | -- |  |
| Guarantee and Collateral Value | 71,786 | 87,152 | 62,178 | $-15,365$ | 9,608 |

(*1) Reserve for Possible Loan Losses against the assets classified under Financial Reconstruction Law includes
Specific Reserve and General Reserve for Substandard Loans.

Coverage Ratio (m) / (e)

|  |  | Percentage Points |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Before Partial Direct Write-offs | 64.6 | 67.0 | 68.3 | -2.4 | -3.7 |
| After Partial Direct Write-offs | 64.6 | 67.0 | 68.3 | -2.4 | -3.7 |

<Banking and Principal Guaranteed Trust Accounts> (Non-consolidated)

|  | Millions of Yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Sep. 2002 | Mar. 2002 | Sep. 2001 Change from Mar. Change from Sep. |  |
| 2002 | $-4001,969$ | $-48,543$ |  |  |
| Total Coverage against Possible Loan Losses (E) | 455,373 | 537,373 | 503,916 | $-81,999$ |
| Reserve for Possible Loan Losses (*2) | 118,186 | 170,175 | 135,137 | $-51,988$ |
| Reserve for Financial Assistance to Specific Borrowers | -- | -- | -- | -- |
| Guarantee and Collateral Value | 337,186 | 367,198 | 368,779 | $-30,011$ |

(*2) Reserve for Possible Loan Losses against the assets classified under Financial Reconstruction Law includes
Specific Reserve and General Reserve for Substandard Loans.

Coverage Ratio (E) / (A)

|  |  | Percentage Points |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Before Partial Direct Write-offs | 85.0 | 84.3 | 89.2 | 0.7 | -4.2 |
| After Partial Direct Write-offs | 78.4 | 77.9 | 83.4 | 0.5 | -5.0 |

<Asset Classification under Financial Reconstruction Law> (Non-consolidated)
Banking A/C
(in billions of Yen)


Note: Numbers in parenthesis are as of Mar.2002.

Principal Guaranteed Trust Account
(in billions of Yen)


Note: Numbers in parenthesis are as of Mar.2002.

## 6. Final Disposal of Non-Performing Loans (Banking A/C + Principal Guaranteed Trust A/C combined)

(Non-sonsolidated)
<Loans Outstanding in Doubtful or Worse Categories as of Sep. 2000 and Disposal Thereafter>
Outstanding Amount

|  | Billions of Yen |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Sep.2000 | Mar.2001 | Sep.2001 | Mar.2002 | Sep.2002 Change trom Mar.2002 |  |
| Loans in Bankrupt/Practically Bankrupt | 112.1 | 82.7 | 89.9 | 38.4 | 55.9 | 17.5 |
| Doubtful Loan | 614.7 | 377.5 | 277.7 | 240.2 | 159.4 | -80.8 |
| Total | 726.8 | 460.2 | 367.6 | 278.6 | 215.3 | -63.3 |

Beakdown by Disposal Methods

|  | Billions of Yen <br>  1HFY2002 |
| :--- | ---: |
| Liquidation | 51.8 |
| Reconstruction | 0.0 |
| Financial Condition improvement along with Reconstruction | 11.4 |
| Outright Sale | 11.8 |
| Direct Write-off | -25.3 |
| Others | 13.5 |
| $\quad$ Collection/Repayment | 13.4 |
| $\quad$ Financial Condidion Impreved | 0.1 |
| Total | 63.3 |

<New Entry to Doubtful or Worse Categories during 2HFY2000 and Disposal Thereafter> Outstanding Amount

|  | Billions of Yen |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Mar.2001 | Sep.2001 | Mar.2002 | Sep.2002 change from Mar.2002 |  |
| Loans in Bankrupt/Practically Bankrupt | 2.7 | 0.7 | 1.3 | 7.4 | 6.1 |
| Doubtful Loan | 34.5 | 29.4 | 26.4 | 5.5 | -20.9 |
| Total | 37.2 | 30.1 | 27.6 | 12.8 | -14.8 |

Beakdown by Disposal Methods

|  | Billions of Yen <br> 1 HFY 2002 <br> Liquidation <br> Reconstruction <br> Financial Condition improvement along with Reconstruction <br> Outright Sale <br> Direct Write-off <br> Others <br> $\quad$ Collection/Repayment <br> $\quad$ Financial Condidion Impreved <br> Total$\quad-$-- |
| :--- | ---: |

<New Entry to Doubtful or Worse Categories during 1HFY2001 and Disposal Thereafter> Outstanding Amount

|  | Billions of Yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Sep. 2001 | Mar.2002 | Sep.2002 Change from Mar.2002 |  |
| Loans in Bankrupt/Practically Bankrupt | 3.4 | 2.8 | 1.5 | -1.3 |
| Doubtful Loan | 54.6 | 46.1 | 33.9 | -12.2 |
| Total | 58.0 | 48.9 | 35.4 | -13.5 |

Breakdown by Disposal Methods

|  | Billions of Yen <br>  $\mathrm{1HFY} 2002$ |
| :--- | ---: |
| Liquidation | -- |
| Reconstruction | -- |
| Financial Condition improvement along with Reconstruction | -- |
| Outright Sale | 9.8 |
| Direct Write-off | -4.4 |
| Others | 8.1 |
| $\quad$ Collection/Repayment | 6.7 |
| $\quad$ Financial Condition Improved | 1.4 |
| Total | 13.5 |

<New Entry to Doubtful or Worse Categories during 2HFY2001 and Disposal Thereafter> Outstanding Amount

|  | Billions of Yen |  |  |
| :--- | ---: | ---: | ---: |
|  | Mar.2002 | Sep.2002 Change from Mar.2002 |  |
| Loans in Bankrupt/Practically Bankrupt | 4.8 | 2.5 | -2.3 |
| Doubtful Loan | 111.7 | 53.7 | -58.0 |
| Total | 116.5 | 56.1 | -60.3 |

Breakdown by Disposal Methods

|  | Billions of Yen <br>  1HFY2002 |
| :--- | ---: |
| Liquidation | -- |
| Reconstruction | 10.0 |
| Financial Condition improvement along with Reconstruction | 17.6 |
| Outright Sale | 1.9 |
| Direct Write-off | 0.3 |
| Others | 30.5 |
| $\quad$ Collection/Repayment | 24.2 |
| $\quad$ Financial Condition Improved | 6.3 |
| Total | 60.3 |

<New Entry to Doubtful or Worse Categories during 1HFY2002 and Disposal Thereafter> Outstanding Amount

|  | Billions of Yen |
| :--- | ---: |
|  | Sep.2002 |
| Loans in Bankrupt/Practically Bankrupt | 2.9 |
| Doubtful Loan | 21.3 |
| Total | 24.2 |

Breakdown by Disposal Methods

|  | Billions of Yen <br>  <br>  <br> Liquidation <br> Reconstruction <br> Financial Condition improvement along with Reconstruction <br> Outright Sale <br> Direct Write-off |
| :--- | ---: |
| Others | -- |
| $\quad--$ |  |
| $\quad$ Collection/Repayment | 0.3 |
| $\quad$ Financial Condition Improved | 2.5 |
| Total | 6.0 |

<Historical Balance of Doubtful or Worse Loans>

|  | Billions of Yen |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Sep.2000 | Mar. 2001 | Sep.2001 | Mar. 2002 | Sep.2002 Change from Mar.2002 |  |
| Loans in Bankrupt/Practically Bankrupt | 112.1 | 85.4 | 93.9 | 47.2 | 70.1 | 22.9 |
| Doubtful Loan | 614.7 | 412.0 | 361.8 | 424.4 | 273.7 | -150.7 |
| Total | 726.8 | 497.5 | 455.7 | 471.6 | 343.8 | -127.8 |

## 7. Loans by Industry

After Partial Direct Write-offs
<Loans by Industry>

|  | Millions of Yen |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 2002 |  |  |  | Mar. 2002 |  |  |
|  | Banking A/C | Trust A/C (*) | $\begin{gathered} \hline \text { Banking + Trust } \\ \text { A/C } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Change from } \\ \hline \end{gathered}$ | Banking A/C | Trust A/C (*) | $\begin{gathered} \text { Banking + Trust } \\ \text { A/C } \end{gathered}$ |
| Domestic Branches | 8,591,067 | 1,874,215 | 10,465,283 | 25,488 | 8,467,213 | 1,972,582 | 10,439,795 |
| (excl. Offshore) |  |  |  |  |  |  |  |
| Manufacturing | 1,358,586 | 139,671 | 1,498,257 | 65,410 | 1,286,448 | 146,398 | 1,432,847 |
| Agriculture | 1,423 | -- | 1,423 | 705 | 718 | -- | 718 |
| Forestry | 1,044 | -- | 1,044 | 123 | 921 | -- | 921 |
| Fishing | 1,000 | 500 | 1,500 | 560 | 440 | 500 | 940 |
| Mining | 4,692 | 472 | 5,164 | -500 | 5,124 | 540 | 5,664 |
| Construction | 203,272 | 45,003 | 248,275 | -28,529 | 223,678 | 53,126 | 276,804 |
| Energy and Utilities | 86,514 | 158,424 | 244,937 | -9,317 | 66,609 | 187,645 | 254,254 |
| Transportation and Communication | 746,444 | 258,796 | 1,005,240 | 203,842 | 539,150 | 262,248 | 801,398 |
| Wholesale, Retail, and Restaurant | 820,826 | 74,447 | 895,273 | 6,613 | 796,095 | 92,565 | 888,660 |
| Finance and Insurance | 2,004,229 | 384,037 | 2,388,267 | 49,945 | 1,989,447 | 348,876 | 2,338,322 |
| Real Estate | 994,130 | 265,656 | 1,259,786 | -171,494 | 1,127,213 | 304,066 | 1,431,280 |
| Services | 1,238,873 | 207,353 | 1,446,226 | -35,174 | 1,243,620 | 237,780 | 1,481,400 |
| Individuals and Others | 1,130,036 | 339,857 | 1,469,892 | -56,696 | 1,187,750 | 338,838 | 1,526,588 |
| Overseas Branches and Offshore | 414,853 | -- | 414,853 | -36,691 | 451,544 | -- | 451,544 |
| Total | 9,005,920 | 1,874,215 | 10,880,136 | -11,204 | 8,918,757 | 1,972,582 | 10,891,340 |

<Risk-Managed Loans by Industry>

|  | Millions of Yen |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 2002 |  |  |  | Mar. 2002 |  |  |
|  | Banking A/C | Trust A/C (*) | $\begin{gathered} \hline \text { Banking + Trust } \\ \text { A/C } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Change from } \\ \text { Mar.2002 } \\ \hline \end{gathered}$ | Banking A/C | Trust A/C (*) | Banking + Trust A/C |
| Domestic Branches (excl. Offshore) | 447,889 | 111,067 | 558,957 | -105,028 | 534,021 | 129,964 | 663,986 |
| Manufacturing | 13,204 | 2,038 | 15,243 | -2,307 | 15,351 | 2,198 | 17,550 |
| Agriculture | -- | -- | -- | -- | -- | -- | -- |
| Forestry | -- | -- | -- | -- | -- | -- | -- |
| Fishing | -- | -- | -- | -- | -- | -- | -- |
| Mining | -- | -- | -- | -- | -- | -- | -- |
| Construction | 87,260 | 17,678 | 104,938 | -15,264 | 98,683 | 21,519 | 120,202 |
| Energy and Utilities | -- | -- | -- | -- | -- | -- | -- |
| Transportation and Communication | 8,868 | 3,094 | 11,962 | -1,647 | 10,339 | 3,270 | 13,609 |
| Wholesale, Retail, and Restaurant | 36,043 | 4,923 | 40,966 | -5,390 | 40,002 | 6,354 | 46,357 |
| Finance and Insurance | 3,507 | 813 | 4,321 | -1,556 | 4,329 | 1,549 | 5,878 |
| Real Estate | 237,598 | 34,640 | 272,238 | -63,081 | 293,200 | 42,119 | 335,320 |
| Services | 48,835 | 16,258 | 65,093 | -5,364 | 51,369 | 19,088 | 70,457 |
| Individuals and Others | 12,571 | 31,620 | 44,192 | -10,416 | 20,744 | 33,864 | 54,608 |
| Overseas Branches and Offshore | 17,158 | -- | 17,158 | -3,215 | 20,374 | -- | 20,374 |
| Total | 465,048 | 111,067 | 576,116 | -108,244 | 554,395 | 129,964 | 684,360 |

[^2]<Assets Classified under Financial Reconstruction Law by Industry> (Non-consolidated)

<Reserve Ratio to Assets Classified under Financial Reconstruction Law> (Non-consolidated)

(*) Trust A/C is Principal Guaranteed Trust A/C.

## 8. Overseas Loan Portfolio (Non-consolidated)

<Loan to Specific Foreign Countries>

|  | Millions of Yen |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Sep. 2002 | Mar. 2002 | Sep. 2001 | Change from Mar. 2002 | Change from Sep. 2001 |
| Balance | $\mathbf{1 0 , 8 1 6}$ | 12,318 | 12,287 | $-1,501$ | $-1,471$ |
| Number of Countries | $\mathbf{1}$ | 1 | 2 | -- | -1 |

<Overseas Loan Exposures by Borrowers' Location>

|  | Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 2002 |  |  | Mar. 2002 | Change from Mar. 2002 |
|  | Total | e Affiliates | Non-Japanese |  |  |
| North America | 221,268 | 85,568 | 135,700 | 232,749 | -11,480 |
| Europe | 104,162 | 26,885 | 77,276 | 110,695 | -6,533 |
| Australia | 3,842 | 3,842 | -- | 10,277 | -6,435 |
| Latin America | 168,967 | 141,802 | 27,165 | 176,134 | -7,166 |
| Asia | 104,829 | 72,266 | 32,563 | 109,588 | -4,758 |
| Africa | 16,402 | 14,242 | 2,159 | 20,765 | -4,362 |
| Total | 619,473 | 344,608 | 274,865 | 660,210 | -40,737 |

<Risk Managed Loan by Borrowers' Location>

|  | Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 2002 |  |  | Mar. 2002 | Change from Mar. 2002 |
|  | Total Japanese Affiliates Non-Japanese |  |  |  |  |
| North America | 6,602 | 1,320 | 5,282 | 6,580 | 21 |
| Europe | 1,439 | -- | 1,439 | 6,766 | -5,327 |
| Australia | -- | -- | -- | 8,749 | -8,749 |
| Latin America | 371 | -- | 371 | 398 | -26 |
| Asia | 11,586 | 717 | 10,869 | 9,612 | 1,973 |
| Africa | -- | -- | -- | -- | -- |
| Total | 19,999 | 2,037 | 17,962 | 32,108 | -12,108 |

## 9. Balances of Major Accounts (Banking A/C) (Non-consolidated)

|  |  | Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Sep. 2002 | Mar. 2002 | Sep. 2001 | $\begin{gathered} \hline \text { Change from Mar. } \\ 2002 \end{gathered}$ | $\begin{gathered} \hline \text { Change from Sep. } \\ 2001 \end{gathered}$ |
| Deposits | (Ending Balance) | 8,434,581 | 8,141,452 | 7,422,897 | 293,129 | 1,011,684 |
|  | (Average Balance) | 8,077,708 | 7,636,766 | 7,514,924 | 440,941 | 562,783 |
| Loans | (Ending Balance) | 9,005,920 | 8,918,757 | 8,661,091 | 87,162 | 344,829 |
|  | (Average Balance) | 8,719,112 | 8,490,497 | 8,225,943 | 228,614 | 493,168 |

<Ending Balance of Domestic Deposits Classified by Depositors>

|  | Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 2002 | Mar. 2002 | Sep. 2001 | Change from Mar. 2002 | Change from Sep. 2001 |
| Individuals | 5,029,757 | 4,587,531 | 4,138,462 | 442,225 | 891,295 |
| Corporate | 2,141,956 | 2,190,106 | 1,766,724 | -48,149 | 375,232 |
| Total | 7,171,714 | 6,777,638 | 5,905,186 | 394,075 | 1,266,528 |

Note: Excluding NCD and Offshore Accounts
10. Balance of Major Account (Principal Guaranteed Trust A/C)

|  |  |  | Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Sep. 2002 | Mar. 2002 | Sep. 2001 | Change from Mar. 2002 | $\begin{gathered} \hline \text { Change from Sep. } \\ 2001 \\ \hline \end{gathered}$ |
| Principal | Money Trust | Ending Balance | 985,256 | 913,544 | 946,685 | 71,711 | 38,571 |
|  |  | Average Balance | 1,037,173 | 943,592 | 961,221 | 93,580 | 75,952 |
|  | Loan Trust | Ending Balance | 2,498,355 | 3,154,240 | 3,853,634 | -655,884 | -1,355,279 |
|  |  | Average Balance | 2,816,169 | 3,839,456 | 4,147,129 | -1,023,287 | -1,330,959 |
|  | Total | Ending Balance | 3,483,612 | 4,067,785 | 4,800,320 | -584,172 | -1,316,708 |
|  |  | Average Balance | 3,853,343 | 4,783,049 | 5,108,350 | -929,706 | -1,255,007 |
| Loans | Money Trust | Ending Balance | 311,468 | 243,028 | 238,576 | 68,439 | 72,892 |
|  |  | Average Balance | 301,255 | 240,214 | 243,991 | 61,040 | 57,263 |
|  | Loan Trust | Ending Balance | 1,447,090 | 1,636,042 | 1,734,900 | -188,952 | -287,809 |
|  |  | Average Balance | 1,539,883 | 1,773,435 | 1,878,503 | -233,551 | -338,619 |
|  | Total | Ending Balance | 1,758,559 | 1,879,071 | 1,973,476 | -120,512 | -214,917 |
|  |  | Average Balance | 1,841,139 | 2,013,650 | 2,122,494 | -172,510 | -281,355 |

<Ending Principal Balance Classified by Customers>

|  | Millions of Yen |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: | :---: |
|  | Sep. 2002 | Mar. 2002 | Sep. 2001 |  |  |  | Change from Mar. Change from Sep. |
| 2002 | 2001 |  |  |  |  |  |  |
| Individuals | $\mathbf{2 , 7 8 0 , 5 5 3}$ | $3,065,240$ | $3,556,570$ | $-284,687$ | $-776,016$ |  |  |
| Corporate | $\mathbf{7 0 3 , 0 3 2}$ | $1,002,460$ | $1,243,583$ | $-299,428$ | $-540,551$ |  |  |
| Others | $\mathbf{2 6}$ | 83 | 166 | -57 | -139 |  |  |
| Total | $\mathbf{3 , 4 8 3 , 6 1 2}$ | $4,067,785$ | $4,800,320$ | $-584,172$ | $-1,316,708$ |  |  |

## 11. Loans and Consumer-Loans to Small and Mid-sized Corporations

<Banking A/C and Principal Guaranteed Trust A/C>
(Non-consolidated)

|  | Percentage Points, Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 2002 | Mar. 2002 | Sep. 2001 | Change from Mar. 2002 | ${ }^{2001}$ |
| Percentage to Total Loan Balance | 43.2 | 44.9 | 45.3 | -1.7 | -2.1 |
| Loan Balance | 4,522,423 | 4,696,962 | 4,724,723 | -174,539 | -202,300 |

## 12. Consumer Loans

<Banking A/C and Principal Guaranteed Trust A/C>
(Non-consolidated)

|  | Millions of Yen |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Sep. 2002 | Mar. 2002 | Sep. 2001 | Change from Mar. Change from Sep. |  |
| 2002 | 2001 |  |  |  |  |
| Residential Mortgage Loans | $\mathbf{7 4 7 , 1 8 6}$ | 749,030 | 744,604 | $-1,843$ | 2,582 |
| Other Consumer Loans | $\mathbf{4 6 2 , 6 6 1}$ | 446,132 | 456,988 | 16,528 | 5,672 |
| Total | $\mathbf{1 , 2 0 9 , 8 4 7}$ | $1,195,162$ | $1,201,592$ | 14,685 | 8,255 |

## III. Others

1. General \& Administrative Expenses (Non-consolidated)

|  | Millions of Yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 1HFY2002 | 1HFY2001 | Change | FY2002 Projection (*1) |
| General \& Administrative Expenses | $\mathbf{5 8 , 1 8 9}$ | 59,873 | $-1,684$ | 123,800 |
| Personnel Expenses | $\mathbf{2 3 , 4 8 0}$ | 24,758 | $-1,278$ | 48,000 |
| Non-Personnel Expenses excluding | $\mathbf{3 2 , 2 9 6}$ | 32,664 | -368 | 69,800 |
| Taxes | $\mathbf{2 , 4 1 2}$ | 2,450 | -37 | 6,000 |
| Taxes other than Income Tax |  |  |  |  |

(*1) The Projection is for Full Fiscal Year.
2. Number of Directors and Employees (Non-consolidated)

|  | Sep. 2002 | Mar. 2002 | Change Projection as of Mar.2003 |  |
| :--- | ---: | ---: | ---: | ---: |
| Number of Directors and Auditors | 18 | 18 | -- | 18 |
| Auditors | 5 | 5 | -- | 5 |
| Number of Employees (*2) | 4,971 | 5,154 | -183 | 5,100 |

(*2) Including clerical staff, and staff dispatched from other companies. Not including part-timers.

## 3. Numbers of Branches and Subsidiaries (Non-consolidated)

|  | Sep. 2002 | Mar. 2002 | Change Projection as of Mar. 2003 |  |
| :--- | ---: | ---: | ---: | ---: |
| Number of Domestic Branches (*3) | 52 | 53 | -1 | 51 |
| Number of Overseas Branches (*4) | $\mathbf{3}$ | 4 | -1 | 4 |
| Number of Overseas subsidiary (*5) | $\mathbf{3}$ | 3 | -- | 3 |

(*3) Excluding representative offices (*4) Excluding representative offices (*5) Excluding special purpose companies

## 4. Employee Retirement Benefit

<Retirement Benefit Obligation>
(Non-consolidated)

|  |  | Millions of Yen |  |  |
| :--- | :--- | ---: | ---: | ---: |
|  |  | Sep. 2002 | Mar. 2002 | Change |
| Pension Benefit Obligation | (A) | $\mathbf{1 6 4 , 8 1 2}$ | 160,621 | 4,190 |
| (Discount Rate) |  | $(\mathbf{3 \%})$ | $(3 \%)$ | $(0 \%)$ |
| Total Value of Plan Assets | (B) | $\mathbf{1 5 1 , 3 4 9}$ | 122,917 | $\mathbf{2 8 , 4 3 1}$ |
| Reserve for Employee Retirement Benefits | (C) | $\mathbf{1 , 4 5 8}$ | 817 | 641 |
| Advance Benefit Paid | (D) | $\mathbf{4 2 , 2 1 6}$ | 21,675 | 20,541 |
| Unrecognized Net Transition Obligation | (E) | $\mathbf{9 , 1 4 9}$ | 10,979 | $-1,829$ |
| Unrecognized Prior Service Obligation | (F) | $\mathbf{3 , 9 5 7}$ | 4,181 | -224 |
| Unrecognized Net Actual Loss | (A-B-C+D-E-F) | $\mathbf{4 1 , 1 1 4}$ | 43,401 | $-2,286$ |

(Consolidated)

|  |  | Millions of Yen |  |  |
| :--- | :--- | ---: | ---: | ---: |
|  |  | Sep. 2002 | Mar. 2002 | Change |
| Pension Benefit Obligation | (A) | $\mathbf{1 6 7 , 1 4 9}$ | 162,831 | 4,318 |
| (Discount Rate) |  | $\mathbf{( 3 \% )}$ | $(3 \%)$ | $(0 \%)$ |
| Total Value of Plan Assets | (B) | $\mathbf{1 5 1 , 8 5 0}$ | 123,429 | 28,420 |
| Reserve for Employee Retirement Benefits | (C) | $\mathbf{3 , 2 9 4}$ | 2,515 | 779 |
| Advance Benefit Paid | (D) | $\mathbf{4 2 , 2 1 6}$ | 21,675 | 20,541 |
| Unrecognized Net Transition Obligation | (E) | $\mathbf{9 , 1 4 9}$ | 10,979 | $-1,829$ |
| Unrecognized Prior Service Obligation | (F) | $\mathbf{3 , 9 5 7}$ | 4,181 | -224 |
| Unrecognized Net Actual Loss | (A-B-C+D-E-F) | $\mathbf{4 1 , 1 1 4}$ | 43,401 | $-2,286$ |

<Retirement Benefit Expenses>
(Non-consolidated)

|  | Millions of Yen |  |  |
| :--- | ---: | ---: | ---: |
|  | Sep. 2002 | Mar. 2002 | Change |
| Retirement Benefit Expenses | $\mathbf{8 , 0 2 7}$ | 5,360 | 2,666 |
| Service Cost-Benefits earned | $\mathbf{2 , 0 3 1}$ | 2,162 | -131 |
| Interest Cost on Projected Benefit Obligation | $\mathbf{2 , 4 0 4}$ | 2,719 | -315 |
| Expected Return on Plan Assets | $\mathbf{- 2 , 9 5 1}$ | $-3,331$ | 379 |
| Amortization of Unrecognized Net Actuarial Losses | $\mathbf{1 , 8 2 9}$ | 1,829 | -- |
| Amortization of Unrecognized Prior Service Cost | $\mathbf{2 2 4}$ | 74 | 149 |
| Amortization of Net Transition Obligation | $\mathbf{2 , 2 8 6}$ | 1,168 | 1,118 |
| Others (additional benefit at retirement etc.) | $\mathbf{2 , 2 0 2}$ | $\mathbf{7 3 5}$ | $\mathbf{1 , 4 6 7}$ |

(Consolidated)

|  | Millions of Yen |  |  |
| :--- | ---: | ---: | ---: |
|  | Sep. 2002 | Mar. 2002 | Change |
| Retirement Benefit Expenses | $\mathbf{8 , 3 4 9}$ | 5,673 | 2,675 |

## 5. Sumitomo Trust Group Members

| Company Names | Capital | Primary Business | STB Group's share in voting rights <br> (STB's share in voting rights) |  |
| :---: | :---: | :---: | :---: | :---: |
| (Subsidiaries) Yen 50 mil Property Maintenance $100 \%$ |  |  |  |  |
| The Sumishin Shinko Co., Ltd. | Yen 50 mi | Property Maintenan | 00\% | 100\%) |
| Sumishin Loan Guaranty Co., Ltd. | Yen 5,190 mil. | Housing Loan Guaranty | 100\% | (100\%) |
| Sumishin Business Service Co., Ltd. | Yen 50 mil. | Agency Service | 100\% | (100\%) |
| STB Personnel Service Co., Ltd. | Yen 80 mil. | Temporary Staffing | 100\% | (100\%) |
| STB Investment Co., Ltd. | Yen 35 mil. | Venture Capital | 100\% | (100\%) |
| Sumishin Guaranty Co., Ltd. | Yen $7,100 \mathrm{mil}$. | Housing Loan Guaranty | 99.1\% | (98.8\%) |
| Japan TA Solution Ltd. | Yen 2,005 mil. | Development and Management of Systems/ Operations of Entrusted Data Processing | 80\% | (80\%) |
| Sumishin Information Services Co., Ltd. | Yen 100 mil. | Information Technology | 70\% | (5\%) |
| Sumishin Card Co., Ltd. | Yen 50 mil. | Credit Cards | 55\% | (5\%) |
| Sumishin Reality Co., Ltd. | Yen 300 mil. | Residential Brokerage | 75\% | (5\%) |
| Sumishin Asset Management Co., Ltd. | Yen 300 mil. | Asset Management | 100\% | (5\%) |
| STB Research Institute Co., Ltd. | Yen 300 mil. | Research and Consulting | 100\% | (5\%) |
| The Sumitomo Trust Finance (H.K.) Ltd. | USD 45 mil . | Banking and Security Services | 100\% | (100\%) |
| Sumitomo Trust and Banking (Luxembourg) S.A. | USD 30 mil . | Banking, Security, and Trust Services | 100\% | (100\%) |
| Sumitomo Trust and Banking Co. (U.S.A.) | USD 82.9 mil. | Banking and Trust Services | 100\% | (100\%) |
| STB Finance Cayman Ltd. | USD 10,000 | Finance Services (MTN Program) | 100\% | (100\%) |
| FCSC Corporation | USD 100,000 | Property Management (SPC) | 100\% | (100\%) |
| STB Cayman Capital Ltd. | USD 10,000 | Finance Services (Exchange Notes) | 100\% | (100\%) |
| STB Delaware Funding LLC | USD 274,000 | Finance Services (Exchange Notes) | 100\% | (100\%) |
| STB Preferred Capital (Cayman) Ltd. | Yen 85,000 mil. | Finance Services (Preferred Stock) | 100\% | (100\%) |
| STB Delaware Funding Trust I | USD 4,994,000 | Finance Services (Preferred Stock) | 100\% | (99\%) |
| (Affiliates) |  |  |  |  |
| BISINEXT CORPORATION | Yen 3,000 mil. | Finance Services | 40\% | (40\%) |
| Human Resource Management \& Consulting Co., Ltd. | Yen 346 mil. | Employees data administration | 35.7\% | (35.7\%) |
| Japan Trustee Services Bank, Ltd. | Yen 51,000 mil. | Trust and Banking | 33.3\% | (33.3\%) |
| STB Leasing Co., Ltd. | Yen 1,731 mil. | General Leasing | 39.4\% | (5\%) |
| Japan Trustee Information Systems Ltd. | Yen 300 mil. | Information Technology | 33.3\% | (5\%) |

## IV. Forecast for FY2002

|  | Billions of Yen |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Forecast for FY2002 |  | FY2001(B) | Change$(\mathrm{A})-(\mathrm{B})$ |
|  | Full FY2002 (A) | 1 HFY2002 |  |  |
| (Non-consolidated) |  |  |  |  |
| Net Business Profits Before Credit Costs | 160.0 | 87.1 | 150.2 | 9.8 |
| Net Business Profits | 135.0 | 70.5 | 120.0 | 15.0 |
| Gross Credit Costs | 80.0 | 20.9 | 105.4 | -25.4 |
| Banking A/C Net Credit Costs | 55.0 | 4.4 | 81.4 | -26.4 |
| Trust A/C Net Credit Costs | 25.0 | 16.5 | 23.9 | 1.1 |
| Other Non-Recurring Items | -35.0 | -25.4 | -112.4 | 77.4 |
| Net Operating Income | 45.0 | 38.2 | -67.6 | 112.6 |
| Net Income | 24.0 | 20.1 | -42.2 | 66.2 |
| Dividend per Dividend per Common Stock | 6.00 | - | 5.00 | 1.00 |
| Stock Dividend per Preferred Stock | 6.08 | - | 6.08 | - |
| (Consolidated) |  |  |  |  |
| Net Operating Income | 47.0 | 40.3 | -56.7 | 103.7 |
| Net Income | 10.0 | 5.2 | -42.4 | 52.4 |

<For Reference: Other Miscellaneous Data>

1. Risk Assets, Capital and Deferred Tax Assets (Consolidated)

|  | Billions of Yen |  |  |  |  | BIS Capital Adequacy Ratio |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Risk Assets | Capital |  |  | Deferred Tax Assets |  |
|  |  | Total | Tier 1 | Tier 2 |  |  |
| Mar. 2002 | 11,908 | 1,294 | 734 | 562 | 250 | 10.86\% |
| Sep. 2002 | 11,840 | 1,369 | 775 | 597 | 225 | 11.56\% |
| Mar. 2003 | Same level with Sep. 2002 (*1) |  |  |  |  |  |

(*1) Projection

## 2. Financial Support to Debtors

|  | 1HFY2002 |  |  |
| :--- | ---: | ---: | ---: |
|  | Amount <br> (Billions of <br> Yen) | Numbers of <br> Companies | Company Name |
| Debt Forgiveness | 100 | 1 | Sumitomo Construction |
| $\quad$ Based on Private Sector Resolution Guideline | -- | -- | ----- |
| Debt to Equity Swap | 100 | 1 | Sumitomo Construction |
| Preferred Stock | -- | -- | ----- |
| Total | 200 | ----- | ---- |

3. Cash Reserve and Cash Reserve Ratio for each Category of Debtor

|  |  | Percentage Points, Billions of Yen |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Sep. 2002 |  | Mar. 2002 |  |
|  |  | Cash Reserve Ratio | Cash Reserve | Cash Reserve Ratio | Cash Reserve |
| Loans to Bankrupt and Practically Bankrupt Debtors | against Uncollateralized and Unguaranteed Portion | 100.0\% | 3.4 | 100.0\% | 4.9 |
| Loans to Doubtful Debtors | against Uncollateralized and Unguaranteed Portion | 67.1\% | 71.6 | 67.9\% | 128.4 |
| Loans to Substandard Debtors | against Uncollateralized and Unguaranteed Portion | 49.0\% | 50.9 | 44.9\% | 43.8 |
|  | against Loan Amount | 25.7\% |  | 24.7\% |  |
| Loans to Special Mention Debtors (excl. <br> Loans to Substandard Debtors) | against Loan Amount | 3.0\% | 23.9 | 3.0\% | 30.8 |
| Loans to Ordinary Debtors | against Loan Amount | 0.1\% | 8.2 | 0.1\% | 7.8 |

Note: Cash Reserve = General Reserve + Specific Loan Losses Reserve


[^0]:    (*2) Cost Base.

[^1]:    (*1) Dividends will be paid annual base.

[^2]:    (*) Trust A/C is Principal Guaranteed Trust A/C.

