# Explanatory Material 3rd Quarter of Fiscal Year 2009 ended on December 31, 2009 

The Sumitomo Trust and Banking Co., Ltd.

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## Legal Disclaimer

## Regarding forward-looking statements contained in this material

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## Outline of the financial results

## Financial results

<Non-consolidated>
(1) Net business profit before credit costs (cumulative total) decreased by 23.8 billion yen from the 3rd quarter of FY2008 (cumulative total) to 125.1 billion yen mainly due to the decrease in market-related profit including net gains on bonds which recorded a high-level profit in the previous fiscal year.
(2) On the other hand, net income (cumulative total) increased by 15.5 billion yen from the 3rd quarter of FY2008 (cumulative total) to 50.5 billion yen mainly due to the significant decrease in total substantial credit costs, in addition to the improvement in net gains on sales of stocks and other securities. And total substantial credit costs decreased by 14.9 billion yen from the 2nd quarter of FY2009 (cumulative total) to 17.7 billion yen mainly due to the decreased allowances resulting from the upgrades of some borrowers which were classified in doubtful category as of the end of September 2009.
<Consolidated>
(1) Net business profit before credit costs decreased by 40.2 billion yen from the 3rd quarter of FY2008 (cumulative total) to 141.0 billion yen not only because it declined on a non-consolidated basis, but because the gain of 8.9 billion yen resulting from retirement of perpetual subordinated bonds which was included in net business profit before credit costs on a nonconsolidated basis was posted as extraordinary profit on a consolidated basis.
(2) Net income (cumulative total) increased by 31.8 billion yen from the 3rd quarter of FY2008 (cumulative total) to 52.2 billion yen due to the increase in non-consolidated net income, as well as the decrease in total substantial credit costs ( 20.8 billion yen) of group companies.
<Earnings forecast for FY2009>
(1) We keep the forecasts of ordinary profit and net income for FY2009 unchanged at the present time. But taking into account the performance of the 3rd quarter of FY2009 cumulative total, it is possible that the earning forecasts will be reviewed going forward. When the outlook of the earnings for FY2009 becomes more certain, we will announce revision of the forecasts in a timely manner, if necessary.

## Assets and liabilities

## <Balance of major accounts>

(Non-consolidated)
(1) The balance of loans as of the end of December 2009 decreased by 22.9 billion yen from the end of September 2009 to 11.7 trillion yen. Deposits, including the principal-guaranteed trust account, decreased by 135.7 billion yen to 12.2 trillion yen due to the decline in the corporate deposits, while the retail deposits increased.
<Assets classified under the Financial Reconstruction Law>
(Non-consolidated; banking a/c and principal guaranteed trust a/c combined)
(1) The total balance of assets classified under the Financial Reconstruction Law decreased by 104.7 billion yen form the end of September 2009 to 204.5 billion yen owing to the upgrades and downgrades of some of the doubtful loans. The ratio of assets classified under the Financial Reconstruction Law to the total loan balance stands at 1.7\%.
(2) Coverage ratio (collateral values and allowance for loan losses divided by corresponding asset balances) for doubtful loans as of the end of December 2009 stands at $88 \%$, and that for substandard loans stands at $70 \%$, both of which are high-level.
<Status of the securities with fair value>
(Consolidated)
(1) Net unrealized gains/losses of available-for-sale securities with fair value decreased by 20.5 billion yen from the end of September 2009 to the net gains of 58.6 billion yen mainly due to the decline in the unrealized gains of Japanese stocks.
<Status of the international credit investment securities>
(Non-consolidated)
(1) The balance of available-for-sale securities with fair value decreased by 9.5 billion yen from the end of September 2009 to 320.0 billion yen mainly owing to the sales and redemption, and unrealized gains/losses improved by 4.8 billion yen to the net gains of 4.1 billion yen.
(2) The balance of held-to-maturity debt securities decreased by 5.0 billion yen from the end of September 2009 to 279.8 billion yen mainly due to the redemption, and unrealized gains/losses improved by 8.2 billion yen to the net gains of 40.9 billion yen.
<Status of BIS capital adequacy ratio>
(1) Consolidated BIS capital adequacy ratio and consolidated Tier I capital ratio at the end of December 2009 are estimated to be 13.5-14.0\% and mid- $9 \%$ respectively. Figures as of December 2009 are now under calculation process and will be announced as finalized.
<Outline of the financial results>

|  | (Billions of Yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2QFY2009 <br> (Cumulative total) | 3QFY2009 <br> (Cumulative total) | Change fm 3QFY2008 | $\begin{aligned} & \text { <For reference> } \\ & \text { FY2009 } \\ & \text { Earnings Forecast } \end{aligned}$ |
| (Non-consolidated) |  |  |  |  |
| Net business profit before credit costs | 81.6 | 125.1 | -23.8 | 155.0 |
| Total credit costs | -27.2 | -14.4 | 8.6 | -45.0 |
| Ordinary profit | 31.1 | 76.4 | 23.9 | 75.0 |
| Net income | 19.3 | 50.5 | 15.5 | 45.0 |
| (Consolidated) |  |  |  |  |
| Net business profit before credit costs | 87.7 | 141.0 | -40.2 | 175.0 |
| Ordinary profit | 33.4 | 92.1 | 40.0 | 80.0 |
| Net income | 19.2 | 52.2 | 31.8 | 45.0 |
| (Total substantial credit costs) |  |  |  |  |
| Consolidated | -40.8 | -28.1 | 68.5 | -70.0 |
| Non-consolidated | -32.7 | -17.7 | 47.6 | -55.0 |
| Domestic | -24.1 | -11.3 | 9.1 | -40.0 |
| International | -8.5 | -6.4 | 38.4 | -15.0 |
| Group companies | -8.1 | -10.4 | 20.8 | -15.0 |
| Note: "Total substantial credit costs" is a sum of "Total credit costs", costs in "Net gains on sales of stocks and other securities" and "Other non-recurring profit" which are related to investment in securities of domestic and overseas credit, and affiliates' total credit costs included in "Net income from affiliates by equity method". |  |  |  |  |

<Balance of major accounts>
(Non-consolidated)
(Ending balance of major accounts; banking a/c and principal guaranteed trust a/c combined)
(Billions of Yen)

|  |  |  | (Billions of Yen) |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Dec. 2009 | Sep. 2009 | Mar. 2009 | Change fm Change fm |  |
|  |  |  |  | Sep. 2009 | Mar. 2009 |
| Loans | $\mathbf{1 1 , 7 0 0 . 3}$ | $11,723.2$ | $11,768.4$ | -22.9 | -68.1 |
| Deposits | $\mathbf{1 2 , 2 0 5 . 5}$ | $12,341.3$ | $12,086.6$ | -135.7 | 118.8 |

Deposits
<Assets classified under the Financial Reconstruction Law>
(Non-consolidated; banking a/c and principal guaranteed trust a/c combined)
(Billions of Yen)

|  |  |  | (Billions of Yen) |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |

(*1) Coverage ratio for loan balance which is secured by collateral values and allowance for loan losses.
(*2) Reserve ratio for uncovered portion of loan balance (remaining loan balance after deduction of collateral values).
<Status of the securities with fair value>
(Consolidated)
(Available-for-sale securities with fair value)
(Billions of Yen)

|  | Dec.2009 <br> Cost | Book value <br> (Fair value) | Net | Change of cost <br> fm Sep. 2009 | Change of net <br> fm Sep. 2009 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Japanese stocks | $\mathbf{4 1 9 . 6}$ | $\mathbf{4 6 1 . 7}$ | $\mathbf{4 2 . 1}$ | -2.8 | -26.4 |
| Japanese bonds | $\mathbf{1 , 3 5 9 . 7}$ | $\mathbf{1 , 3 8 6 . 6}$ | $\mathbf{2 6 . 9}$ | 7.5 | 1.0 |
| Others | $\mathbf{1 , 8 2 4 . 6}$ | $\mathbf{1 , 8 1 4 . 2}$ | $\mathbf{- 1 0 . 4}$ | -50.7 | 4.8 |
| Foreign bonds | $\mathbf{1 , 4 1 6 . 2}$ | $\mathbf{1 , 4 0 6 . 3}$ | $\mathbf{- 9 . 9}$ | -2.4 | -3.0 |
| Total | $\mathbf{3 , 6 0 4 . 0}$ | $\mathbf{3 , 6 6 2 . 6}$ | $\mathbf{5 8 . 6}$ | $-\mathbf{- 4 6 . 0}$ | -20.5 |

<Status of the international credit investment securities>
(Non-consolidated)
(Available-for-sale securities with fair value)

<Status of BIS capital adequacy ratio>
(Consolidated)

|  | Dec. 2009 <br> (Forecast) | Sep. 2009 <br> (Actual) | Mar. 2009 <br> (Actual) |
| :--- | ---: | ---: | ---: |
| BIS capital adequacy ratio | $\mathbf{1 3 . 5 - \mathbf { 1 4 . 0 \% }}$ | $14.17 \%$ | $12.09 \%$ |
| Tier I capital ratio | mid- 9\% | $9.88 \%$ | $7.63 \%$ |

## 1. Outline of the financial results

(Consolidated)

|  |  | Millions of Yen |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q |  |  | Full FY2008 |
|  |  | FY2009 FY2008 <br> (Cumulative total)  <br> (Cumulative total)  |  | Change |  |
| (Gross profit before credit costs) (2-4) | 1 | $(287,980)$ | $(326,003)$ | $(-38,023)$ | $(438,706)$ |
| Gross profit | 2 | 287,980 | 326,004 | -38,023 | 438,707 |
| Net trust fees | 3 | 38,488 | 49,931 | -11,442 | 64,448 |
| Principal guaranteed trust a/c credit costs | 4 | - | 0 | -0 | 0 |
| Trust fees from principal guaranteed trust a/c | 5 | 4,284 | 7,083 | -2,799 | 8,172 |
| Other trust fees | 6 | 34,204 | 42,846 | -8,642 | 56,275 |
| Net interest income | 7 | 139,930 | 132,219 | 7,711 | 174,172 |
| Net fees and commissions | 8 | 59,260 | 53,860 | 5,399 | 75,661 |
| Net trading income | 9 | 11,953 | -54,416 | 66,369 | -52,027 |
| Net other operating income | 10 | 38,347 | 144,409 | -106,061 | 176,452 |
| General and administrative expenses | 11 | -149,510 | -149,593 | 83 | -201,068 |
| (Excluding amortization of goodwill) | 12 | $(-142,289)$ | $(-143,193)$ | (904) | $(-192,539)$ |
| Provision of general allowance for loan losses | 13 | - | -5,443 | 5,443 | 2,410 |
| Banking a/c credit costs | 14 | -23,202 | -47,029 | 23,827 | -103,111 |
| Net gains on sales of stocks and other securities | 15 | -8,297 | -37,577 | 29,280 | -48,370 |
| Net income from affiliates by equity method | 16 | -41 | -1,697 | 1,656 | -2,122 |
| Others | 17 | -14,756 | -32,582 | 17,825 | -56,835 |
| Ordinary profit | 18 | 92,172 | 52,080 | 40,091 | 29,609 |
| Extraordinary profit | 19 | 9,725 | 3,718 | 6,006 | 23,955 |
| Reversal of allowance for loan losses | 20 | 278 | - | 278 | - |
| Recoveries of written-off claims | 21 | 819 | 852 | -33 | 905 |
| Gain from partial redemption of employee retirement benefit trust | 22 | - | - | - | 21,538 |
| Gain on retirement of perpetual subordinated bonds | 23 | 8,900 | - | 8,900 | - |
| Income before income taxes | 24 | 101,897 | 55,798 | 46,098 | 53,565 |
| Income taxes-current | 25 | -18,951 | -31,945 | 12,993 | -45,937 |
| Income taxes-deferred | 26 | -20,426 | 3,533 | -23,959 | 10,540 |
| Minority interest | 27 | -10,306 | -6,982 | -3,324 | -10,221 |
| Net income | 28 | 52,212 | 20,404 | 31,808 | 7,946 |


| Total credit costs $(4+13+14+20+21)$ | 29 | $\mathbf{- 2 2 , 1 0 4}$ | $-51,619$ | 29,515 | $-99,794$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| Total substantial credit costs (*2) | 30 | $\mathbf{- 2 8 , 1 7 7}$ | $-96,705$ | 68,527 | $-170,098$ |
| (Difference from non-consolidated total substantial credit costs) | 31 | $\mathbf{( - 1 0 , 4 5 5 )}$ | $(-31,332)$ | $(20,876)$ | $(-48,786)$ |
|  |  |  |  |  |  |
| Net business profit before credit costs (*3) | 32 | $\mathbf{1 4 1 , 0 1 2}$ | 181,274 | $-40,262$ | $\mathbf{2 4 1 , 1 5 3}$ |
| (Difference from non-consolidated Net business profit before credit costs (Adjusted, *4)) | 33 | $\mathbf{( 2 5 , 3 7 5 )}$ | $(32,314)$ | $(-6,938)$ | $(40,131)$ |
| (Difference from non-consolidated Net business profit before credit costs) | 34 | $\mathbf{( 1 5 , 8 6 1 )}$ | $\mathbf{( 3 2 , 3 1 4 )}$ | $(-16,452)$ | $\mathbf{( 4 0 , 1 3 1 )}$ |

(*1) Due to the reversal of reserves, the amount is included in the extraordinary income.
(*2) Total substantial credit costs $(30)=(29)+$ Costs included in (15) (17) which are related to investment in securities of domestic and overseas credit + Affiliates' total credit costs included in (16).
(*3) Consolidated net business profit before credit costs (32) = Non-consolidated net business profit before credit costs + Subsidiary companies' ordinary profits (non-recurring effect adjusted) + Affiliates' ordinary profits (non-recurring effect adjusted) x Ratio of equity holdings - Intra-group transaction (dividends, etc.).
(*4) For 3QFY2009, the dividend income from subsidiary resulting from the gain on retirement of perpetual subordinated bonds $(23)(8,900$ million yen) is eliminated.
<Number of subsidiaries/ affiliates>

|  | Dec. 2009 | Sep. 2009 | Mar. 2009 | Change from <br> Sep. 2009 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Consolidated subsidiaries | $\mathbf{4 8}$ | 37 | 37 | 11 |
| Affiliates (subject to the equity method) | $\mathbf{1 1}$ | 9 | 8 | 2 |

(Non-consolidated)

|  |  | Millions of Yen |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q |  |  | Full FY2008 |
|  |  | $\overline{\text { FY2009 }}$ <br> (Cumulative total) | FY2008 <br> (Cumulative total) | Change |  |
| Gross business profit before credit costs (2-4) | 1 | 220,692 | 247,087 | -26,395 | 334,312 |
| (Gross profit) | 2 | $(220,692)$ | $(247,088)$ | $(-26,395)$ | $(334,312)$ |
| Net trust fees | 3 | 38,566 | 49,931 | -11,364 | 64,478 |
| Principal guaranteed trust a/c credit costs | 4 | - | 0 | -0 | 0 |
| Trust fees from principal guaranteed trust a/c | 5 | 4,284 | 7,083 | -2,799 | 8,172 |
| Other trust fees | 6 | 34,282 | 42,846 | -8,564 | 56,305 |
| Net interest income | 7 | 135,674 | 116,901 | 18,772 | 155,677 |
| Net fees and commissions | 8 | 25,192 | 17,695 | 7,496 | 28,323 |
| Net trading income | 9 | 11,953 | -54,416 | 66,369 | -52,027 |
| Net other operating income | 10 | 9,306 | 116,975 | -107,669 | 137,861 |
| Net gains on foreign exchange transactions | 11 | -3,928 | 12,231 | -16,159 | 11,828 |
| Net gains on bonds | 12 | 17,119 | 104,475 | -87,356 | 119,415 |
| Net gains from derivatives other than for trading or hedging | 13 | -4,609 | -109 | -4,500 | 3,517 |
| General and administrative expenses | 14 | -95,541 | -98,126 | 2,585 | -133,289 |
| Net business profit before credit costs (1+14) | 15 | 125,150 | 148,960 | -23,809 | 201,022 |
| (Excluding net gains on bonds) (15-12) | 16 | $(108,031)$ | $(44,484)$ | $(63,546)$ | $(81,607)$ |
| Provision of general allowance for loan losses | 17 | - | -1,852 | 1,852 | 7,624 |
| Net business profit | 18 | 125,150 | 147,109 | -21,958 | 208,647 |
| Net non-recurring profit | 19 | -48,667 | -94,609 | 45,941 | -170,673 |
| Net gains on sales of stocks and other securities | 20 | -8,126 | -35,720 | 27,593 | -46,661 |
| Banking a/c net credit costs | 21 | -21,144 | -22,030 | 885 | -63,490 |
| Others | 22 | -19,396 | -36,859 | 17,462 | -60,521 |
| Ordinary profit | 23 | 76,483 | 52,499 | 23,983 | 37,973 |
| Extraordinary profit | 24 | 6,571 | 1,958 | 4,612 | 23,565 |
| Reversal of allowance for loan losses (*1) | 25 | 5,912 | - | 5,912 | - |
| Recoveries of written-off claims | 26 | 817 | 850 | -32 | 901 |
| Gain from partial redemption of employee retirement benefit trust | 27 | - | - | - | 21,538 |
| Income before income taxes | 28 | 83,054 | 54,458 | 28,595 | 61,538 |
| Income taxes-current | 29 | -10,928 | -24,434 | 13,505 | -36,132 |
| Income taxes-deferred | 30 | -21,581 | 4,950 | -26,531 | 13,529 |
| Net income | 31 | 50,544 | 34,974 | 15,569 | 38,936 |
|  |  |  |  |  |  |
| Total credit costs (4+17+21+25+26) | 32 | -14,414 | -23,031 | 8,616 | -54,964 |
|  |  |  |  |  |  |
| Total substantial credit costs (*2) | 33 | -17,721 | -65,372 | 47,651 | -121,312 |
| Losses related to domestic credit investments | 34 | -11,319 | -20,496 | 9,176 | -48,174 |
| Losses related to international credit investments | 35 | -6,401 | -44,876 | 38,474 | -73,137 |

(*1) Due to the reversal of reserves, the amount is included in the extraordinary income.
(*2) Total substantial credit costs (33) $=(32)+$ Costs included in (20) (22) which are related to investment in securities of domestic and overseas credit.

## 2. Breakdown of profit by business (Gross business profit before credit costs)

(Non-consolidated)

|  | Billions of Yen |  |  |
| :---: | :---: | :---: | :---: |
|  | 3QFY2009 <br> (Cumulative total) | 3QFY2008 (Cumulative total) | Change |
| Retail financial services | 54.5 | 59.5 | -4.9 |
| Wholesale financial services | 74.5 | 72.0 | 2.5 |
| Stock transfer agency services | 10.9 | 15.1 | -4.1 |
| Global Markets | 63.5 | 107.8 | -44.2 |
| Fiduciary services | 35.3 | 41.2 | -5.9 |
| Pension asset management | 26.6 | 27.5 | -0.9 |
| Securities processing services | 8.8 | 13.7 | -4.9 |
| Real estate | 6.4 | 8.3 | -1.9 |
| Fees paid for outsourcing | -16.0 | -20.0 | 4.0 |
| Stock transfer agency services | -5.1 | -9.7 | 4.6 |
| Fiduciary services | -10.8 | -10.2 | -0.6 |
| Others (*) | 2.4 | -21.8 | 24.2 |
| Gross business profit before credit costs | 220.6 | 247.0 | -26.3 |

$\left(^{*}\right)$ Managerial accounting basis. Net of dividend income, cost of capital sourcing and adjustment as a result of reclassifying some non-recurring profit into gross business profit for certain business are included. Dividend income which is generated by retirement of perpetual subordinated bonds ( 8.9 billion yen) is included in 3QFY2009.

## 3. Forecast for full FY2009

We keep the forecasts of ordinary profit and net income for FY2009 unchanged at the present time. But taking into account the performance of the 3rd quarter of FY2009 cumulative total, it is possible that the earning forecasts will be reviewed going forward. When the outlook of the earnings for FY2009 becomes more certain, we will announce revision of the forecasts in a timely manner, if necessary.

|  | Billions of Yen |  |  |  |  |
| :--- | :--- | :---: | :---: | :---: | :---: | :---: |
|  | Forecast for | 3QFY2009 |  |  |  |
| FY2009 | (Actual) | 1HFY2009 | Full FY2008 |  |  |
| (Cumulative total) | (Actual) | (Actual) | Change |  |  |
|  | (A) |  |  | (A) - (B) |  |

(Consolidated)

| Net business profit before credit costs | $\mathbf{1 7 5 . 0}$ | 141.0 | 87.7 | 241.1 | -66.1 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Ordinary profit | $\mathbf{8 0 . 0}$ | 92.1 | 33.4 | 29.6 | 50.3 |
| Net income | $\mathbf{4 5 . 0}$ | 52.2 | 19.2 | 7.9 | 37.0 |
| Dividend per common share (Yen) | $\mathbf{1 0 . 0 0}$ | 5.00 | 5.00 | 10.00 | - |
| Consolidated dividend payout ratio (\%) (*) | $\mathbf{3 9 . 5 \%}$ | --------- | --------- | $\mathbf{2 1 0 . 7 \%}$ | $-171.2 \%$ |

(Non-consolidated)

| Net business profits before credit costs | $\mathbf{1 5 5 . 0}$ | 125.1 | 81.6 | 201.0 | -46.0 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total credit costs | $\mathbf{- 4 5 . 0}$ | -14.4 | -27.2 | -54.9 | 9.9 |
| Other non-recurring profit | $\mathbf{- 3 5 . 0}$ | -27.5 | -22.7 | -107.1 | 72.1 |
| Ordinary profit | $\mathbf{7 5 . 0}$ | 76.4 | 31.1 | 37.9 | 37.0 |
| Net income | $\mathbf{4 5 . 0}$ | 50.5 | 19.3 | 38.9 | 6.0 |

(Total substantial credit costs)

| Consolidated | $\mathbf{- 7 0 . 0}$ | -28.1 | -40.8 | -170.0 | 100.0 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Non-consolidated | $\mathbf{- 5 5 . 0}$ | -17.7 | -32.7 | -121.3 | 66.3 |
| Domestic | $\mathbf{- 4 0 . 0}$ | -11.3 | -24.1 | -48.1 | 8.1 |
| International | $\mathbf{- 1 5 . 0}$ | -6.4 | -8.5 | -73.1 | 58.1 |
| Group companies | $\mathbf{- 1 5 . 0}$ | -10.4 | -8.1 | -48.7 | 33.7 |

[^0]Note: Forecast is subject to change

## 4. BIS capital adequacy ratio

(Consolidated)

|  | Dec. 2009 <br> (Forecast) | Sep. 2009 <br> (Actual) |
| :--- | ---: | ---: |
| BIS capital adequacy ratio | $\mathbf{1 3 . 5 - \mathbf { 1 4 . 0 \% }}$ | $14.17 \%$ |
| Tier I capital ratio | mid-9\% | $9.88 \%$ |

Figures as of Dec. 2009 are now under the calculation process and will be announced as finalized.

## 5. Ending balance of loans

(Non-consolidated)

|  | Millions of Yen |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Dec. 2009 | Sep. 2009 | Mar. 2009 | Change from <br> Sep. 2009 | Change from <br> Mar. 2009 |  |
| Banking account | $\mathbf{1 1 , 4 7 5 , 9 4 6}$ | $11,472,216$ | $11,488,687$ | 3,730 | $-12,741$ |  |
| Principal guaranteed trust account | $\mathbf{2 2 4 , 3 5 7}$ | 250,998 | 279,719 | $-26,641$ | $-55,361$ |  |
| Total | $\mathbf{1 1 , 7 0 0 , 3 0 3}$ | $11,723,215$ | $11,768,406$ | $-22,911$ | $-68,103$ |  |

6. Ending balance of domestic deposits classified by depositors (Domestic branches)
(Non-consolidated)

|  | Millions of Yen |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Dec. 2009 | Sep. 2009 | Mar. 2009 | Change from <br> Sep. 2009 | Change from <br> Mar. 2009 |  |
| Individuals | $\mathbf{8 , 9 0 7 , 3 1 8}$ | $8,875,825$ | $8,641,695$ | 31,493 | 265,623 |  |
| Deposits (*) | $\mathbf{8 , 3 6 6 , 5 3 6}$ | $8,335,095$ | $8,055,573$ | 31,440 | 310,962 |  |
| Trust principal (Principal guaranteed) | $\mathbf{5 4 0 , 7 8 2}$ | 540,729 | 586,122 | 53 | $-45,339$ |  |
| Corporations and other organizations | $\mathbf{2 , 4 8 3 , 3 4 0}$ | $2,593,345$ | $2,499,264$ | $-110,005$ | $-15,923$ |  |
| Deposits (*) | $\mathbf{2 , 3 0 8 , 5 1 0}$ | $2,409,045$ | $2,318,700$ | $-100,534$ | $-10,189$ |  |
| Trust principal (Principal guaranteed) | $\mathbf{1 7 4 , 8 2 9}$ | 184,300 | 180,563 | $-9,470$ | $-5,733$ |  |
| Others | $\mathbf{8 1 4 , 8 7 0}$ | 872,137 | 945,730 | $-57,266$ | $-130,859$ |  |
| Total | $\mathbf{1 2 , 2 0 5 , 5 2 9}$ | $12,341,308$ | $12,086,689$ | $-135,778$ | 118,839 |  |

(*) Excluding NCDs and offshore accounts

## 7. Spread

Domestic banking a/c
(Non-consolidated)

|  | Percentage points |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3QFY2009 (Cumulative total) |  |  | $\begin{aligned} & \hline \text { 3QFY2008 } \\ & \text { (Cumulative total) } \\ & \text { (B) } \end{aligned}$ | Change <br> (A) - (B) |
|  | (A) | 3QFY2009 | 1HFY2009 |  |  |
| Average yield on interest-earning assets (A) | 1.37 | 1.26 | 1.43 | 1.58 | -0.21 |
| Loans and bills discounted (B) | 1.47 | 1.44 | 1.48 | 1.61 | -0.14 |
| Securities | 1.28 | 0.77 | 1.53 | 2.09 | -0.81 |
| Average yield on interest-bearing liabilities (C) | 0.54 | 0.52 | 0.54 | 0.64 | -0.10 |
| Deposits (D) | 0.54 | 0.52 | 0.55 | 0.60 | -0.06 |
| Gross margin (A) - (C) | 0.83 | 0.74 | 0.89 | 0.94 | -0.11 |
| Loan-deposit margin (B) - (D) | 0.93 | 0.92 | 0.93 | 1.01 | -0.08 |

## 8. Assets classified under the Financial Reconstruction Law (After partial direct written-off)

Banking a/c and principal guaranteed trust a/c combined (Non-consolidated)

|  | Millions of Yen |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 2009 |  |  | Sep. 2009 | Mar. 2009 | Change from Sep. 2009 |
|  |  | Coverage ratio(*1) | Reserve ratio(*2) |  |  |  |
| Assets classified under the Financial Reconstruction Law | 204,459 | 81\% | 53\% | 309,159 | 116,441 | -104,700 |
| Loans in bankrupt and practically bankrupt | 38,362 | 100\% | 100\% | 26,094 | 27,969 | 12,268 |
| Doubtful loans | 64,445 | 88\% | 74\% | 242,212 | 73,748 | -177,766 |
| Substandard loans (A) | 101,650 | 70\% | 25\% | 40,852 | 14,723 | 60,797 |
| Ordinary assets | 12,040,390 | ---------- | ---------- | 11,959,395 | 12,363,321 | 80,995 |
| Loans to substandard debtors (excluding substandard loans) (B) | 37,570 | ---- | ----------- | 10,981 | 13,215 | 26,588 |
| Loans to special mention debtors (excluding (A) and (B)) | 683,544 | ----------- | -------- | 608,122 | 832,133 | 75,422 |
| Loans to ordinary debtors | 11,319,275 | ----------- | --------- | 11,340,291 | 11,517,972 | -21,016 |
| Total loan balance | 12,244,849 | - | ----------- | 12,268,555 | 12,479,763 | -23,705 |
| (Ratio to total loan balance) | (1.7\%) | ---------- | - | (2.5\%) | (0.9\%) | (-0.8\%) |
|  |  |  |  |  |  |  |
| Loans to substandard debtors (A)+(B) | 139,220 | ---- | ----------- | 51,833 | 27,939 | 87,386 |

(*1) Coverage ratio for loan balance which is secured by collateral values and allowance for loan losses.
(*2) Reserve ratio for uncovered portion of loan balance (remaining loan balance after deduction of collateral values).

## 9. Unrealized gains/ losses of investment securities

(1) Held-to-maturity debt securities with fair value
(Consolidated)

|  | Millions of Yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 2009 |  |  | Sep. 2009 |  |  | Change of book value | Change of net |
|  | Book value | Fair value | Net | Book value | Fair value | Net |  |  |
| Japanese government bonds | 251,231 | 260,272 | 9,041 | 251,370 | 259,876 | 8,505 | -139 | 535 |
| Japanese local government bonds | - | - | - | - | - | - | - | - |
| Japanese corporate bonds | 23,287 | 23,428 | 141 | 23,287 | 23,456 | 168 | -0 | -27 |
| Others | 296,883 | 337,950 | 41,067 | 285,178 | 317,925 | 32,747 | 11,704 | 8,320 |
| Foreign bonds | 296,883 | 337,950 | 41,067 | 285,178 | 317,925 | 32,747 | 11,704 | 8,320 |
| Total | 571,401 | 621,652 | 50,250 | 559,836 | 601,258 | 41,421 | 11,565 | 8,828 |

Note 1: Prices of some of the overseas asset-backed securities have been changed from the prices collected from outside companies (broker or information vender)
(herein after "market prices") to the rationally calculated prices. As a result, "Fair value" of the "Foreign bonds" has increased by 3,769 million yen as of the end of Dec. 2009.

Note 2: During 3QFY2009, some of the bonds held as "Held-to-maturity debt securities" (1,831 million yen) failed to meet the company's criteria of "Held-to-maturity debt securities" due to the downgrade of credit rating. As a result, these bonds have been reclassified into "Available-for-sale securities".
(Non-consolidated)

|  | Millions of Yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 2009 |  |  | Sep. 2009 |  |  | Change of book value | Change of net |
|  | Book value | Fair value | Net | Book value | Fair value | Net |  |  |
| Japanese government bonds | 250,867 | 259,900 | 9,033 | 251,023 | 259,522 | 8,498 | -156 | 534 |
| Japanese local government bonds | - | - | - | - | - | - | - | - |
| Japanese corporate bonds | 23,287 | 23,428 | 141 | 23,287 | 23,456 | 168 | -0 | -27 |
| Others | 296,663 | 337,699 | 41,035 | 284,944 | 317,659 | 32,715 | 11,719 | 8,320 |
| Foreign bonds | 296,663 | 337,699 | 41,035 | 284,944 | 317,659 | 32,715 | 11,719 | 8,320 |
| Total | 570,817 | 621,028 | 50,211 | 559,254 | 600,637 | 41,382 | 11,563 | 8,828 |

Note 1: Prices of some of the overseas asset-backed securities have been changed from the market prices to the rationally calculated prices. As a result, "Fair value" of the "Foreign bonds" has increased by 3,769 million yen as of the end of Dec. 2009.

Note 2: During 3QFY2009, some of the bonds held as "Held-to-maturity debt securities" (1,831 million yen) failed to meet the company's criteria of "Held-to-maturity debt securities" due to the downgrade of credit rating. As a result, these bonds have been reclassified into "Available-for-sale securities".
(2) Available-for-sale securities with fair value
(Consolidated)

|  | Millions of Yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 2009 |  |  | Sep. 2009 |  |  | Change of cost | Change of net |
|  | Cost | Book value | Net | Cost | Book value | Net |  |  |
| Japanese stocks | 419,608 | 461,784 | 42,175 | 422,508 | 491,183 | 68,675 | -2,899 | -26,499 |
| Japanese bonds | 1,359,755 | 1,386,658 | 26,903 | 1,352,184 | 1,378,026 | 25,841 | 7,570 | 1,061 |
| Government bonds | 1,247,162 | 1,273,833 | 26,671 | 1,243,276 | 1,269,102 | 25,826 | 3,885 | 845 |
| Local government bonds | 16,059 | 16,112 | 53 | 9,401 | 9,434 | 33 | 6,658 | 19 |
| Corporate bonds | 96,533 | 96,712 | 178 | 99,506 | 99,489 | -17 | -2,973 | 196 |
| Others | 1,824,694 | 1,814,253 | -10,441 | 1,875,435 | 1,860,107 | -15,327 | -50,740 | 4,885 |
| Foreign stocks | 138 | 524 | 385 | 136 | 458 | 322 | 2 | 63 |
| Foreign bonds | 1,416,243 | 1,406,314 | -9,928 | 1,418,654 | 1,411,736 | -6,918 | -2,411 | -3,010 |
| Others | 408,313 | 407,414 | -898 | 456,644 | 447,913 | -8,731 | -48,331 | 7,832 |
| Total | 3,604,058 | 3,662,695 | 58,637 | 3,650,128 | 3,729,318 | 79,189 | -46,069 | -20,552 |

Note 1: Including NCDs in "Cash and Due from Banks", trust beneficiary certificates backed by loans in "Monetary Claims Bought" and so on, as well as securities.
Note 2: Prices of floating rate government bond and some of the overseas asset-backed securities have been changed from the market prices to the rationally calculated prices. As a result, "Book value" of "Government bonds" has increased by 14,718 million yen, and "Book value" of "Foreign bonds" has increased by 683 million yen.
(Non-consolidated)

|  | Millions of Yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 2009 |  |  | Sep. 2009 |  |  | Change of cost | Change of net |
|  | Cost | Book value | Net | Cost | Book value | Net |  |  |
| Japanese stocks | 419,548 | 461,616 | 42,068 | 422,448 | 490,982 | 68,534 | -2,899 | -26,466 |
| Japanese bonds | 1,359,755 | 1,386,658 | 26,903 | 1,352,184 | 1,378,026 | 25,841 | 7,570 | 1,061 |
| Government bonds | 1,247,162 | 1,273,833 | 26,671 | 1,243,276 | 1,269,102 | 25,826 | 3,885 | 845 |
| Local government bonds | 16,059 | 16,112 | 53 | 9,401 | 9,434 | 33 | 6,658 | 19 |
| Corporate bonds | 96,533 | 96,712 | 178 | 99,506 | 99,489 | -17 | -2,973 | 196 |
| Others | 1,800,231 | 1,788,899 | -11,332 | 1,858,520 | 1,843,165 | -15,354 | -58,288 | 4,022 |
| Foreign stocks | 135 | 317 | 181 | 133 | 285 | 151 | 2 | 29 |
| Foreign bonds | 1,393,584 | 1,383,627 | -9,956 | 1,402,021 | 1,395,447 | -6,574 | -8,436 | -3,382 |
| Others | 406,511 | 404,954 | -1,557 | 456,365 | 447,433 | -8,932 | -49,854 | 7,375 |
| Total | 3,579,535 | 3,637,174 | 57,639 | 3,633,152 | 3,712,174 | 79,021 | -53,617 | -21,382 |

Note 1: Including NCDs in "Cash and Due from Banks", trust beneficiary certificates backed by loans in "Monetary Claims Bought" and so on, as well as securities.
Note 2: Prices of floating rate government bond and some of the overseas asset-backed securities have been changed from the market prices to the rationally calculated prices. As a result, "Book value" of "Government bonds" has increased by 14,718 million yen, and "Book value" of "Foreign bonds" has increased by 683 million yen.
10. Unrealized gains/ losses of derivative transaction
(Non-consolidated)

|  | Millions of Yen |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Hedge accounting applied (deferred gains/ losses) |  |  | Hedge accounting not applied (unrealized gains/ losses) |  |  |
|  | Dec. 2009 | Sep. 2009 | Change | Dec. 2009 | Sep. 2009 | Change |
| Interest rate related | 27,738 | 25,473 | 2,265 | 94,650 | 95,648 | -998 |
| Interest rate swaps | 27,738 | 25,473 | 2,265 | 164,966 | 161,308 | 3,658 |
| Currency related | 2,335 | 2,706 | -371 | 26,103 | 24,525 | 1,577 |
| Stock related | -6,266 | -6,719 | 452 | -266 | 99 | -366 |
| Bond related | - | - | - | -58 | -140 | 82 |
| Credit related | - | - | - | -1,344 | -1,253 | -91 |
| Total | 23,807 | 21,460 | 2,346 | 119,083 | 118,880 | 202 |

## 11. Status of the international credit investment

(1) Securities with fair value

1) Available-for-sale securities
(Non-consolidated)

|  |  | Billions of Yen, millions of U.S. Dollars |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Dec. 2009 |  |  |  |  |  |  |
|  |  | Cost (after impairment) |  |  |  | Unrealized gains/ losses (*1), (*2) |  |  |
|  |  | North America |  | Europe | ge from 2009 | $\begin{gathered} \hline \text { Change from } \\ \text { Sep. } 2009 \\ \hline \end{gathered}$ |  | \% |
| Asset-backed securities | 1 | 63.7 | 11.1 | 50.8 | -1.1 | 1.3 | 1.7 | 2.1\% |
| (in U.S. Dollars) | 2 | (691) | (120) | (552) | (-26) | (14) | (18) | (2.1\%) |
| Securities backed by non-securitized assets | 3 | 62.8 | 10.2 | 50.8 | -0.4 | -2.6 | -0.5 | -4.3\% |
| RMBS exc. Subprime related RMBS | 4 | 20.0 | - | 18.7 | -1.8 | -1.5 | 0.5 | -7.9\% |
| CMBS (Commercial mortgage) | 5 | 20.3 | - | 20.3 | 1.6 | -3.5 | -1.2 | -17.7\% |
| CARDS (Credit card receivables) | 6 | 5.2 | 5.2 | - | 0.1 | 1.3 | 0.3 | 26.5\% |
| Other ABSs | 7 | 12.1 | 4.0 | 7.6 | -0.2 | -0.1 | -0.4 | -1.2\% |
| CDO mezzanine | 8 | 1.2 | 0.8 | 0.4 | 0.0 | 1.5 | 0.3 | 124.7\% |
| Synthetic CDO | 9 | 3.7 | 0.0 | 3.6 | -0.1 | -0.3 | -0.1 | -8.8\% |
| ABS-CDO (resecuritization) | 10 | 0.1 | 0.1 | - | -0.6 | 0.0 | 0.0 | 23.1\% |
| CLO equities | 11 | 0.6 | 0.6 | 0.0 | 0.0 | 3.9 | 2.2 | 604.9\% |
| SIV Capital notes | 12 | 0.0 | 0.0 | - | -0.0 | - | - | -\% |
| Corporate bonds | 13 | 256.3 | 21.2 | 102.9 | -8.4 | 2.8 | 3.0 | 1.1\% |
| (in U.S. Dollars) | 14 | $(2,783)$ | (230) | $(1,118)$ | (-150) | (31) | (33) | (1.1\%) |
| Bonds issued by financial institutions | 15 | 66.4 | 11.4 | 31.7 | -2.5 | -2.7 | 1.3 | -4.2\% |
| Total | 16 | 320.0 | 32.3 | 153.8 | -9.5 | 4.1 | 4.8 | 1.3\% |
| (in U.S. Dollars) | 17 | $(3,475)$ | (350) | $(1,671)$ | (-177) | (45) | (52) | (1.3\%) |

(*1) As a result of using rationally calculated prices instead of market prices, "Book value" of asset-backed securities increased by 0.6 billion yen.
(*2) "Cost" and "Unrealized gains/ losses" of asset-backed securities and corporate bonds guaranteed by "Monoline" insurance companies are 2.6 billion yen and 0.3 billion yen, respectively, as of the end of Dec. 2009.
(*3) There are no securities issued by government sponsored enterprises (Fannie Mae, Freddie Mac, FHLB).
2) Held-to-maturity debt securities
(Non-consolidated)

|  |  | Billions of Yen, millions of U.S. Dollars |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Dec. 2009 |  |  |  |  |  |  |
|  |  | Cost |  |  |  | Unrealized gains/ losses (*1), (*2) |  |  |
|  |  | $\begin{gathered} \text { North } \\ \text { America } \\ \hline \end{gathered}$ |  | Europe Change from <br> Sep. 2009 |  | Change from Sep. 2009 |  | \% |
| Asset-backed securities | 18 | 279.8 | 136.5 | 143.3 | -5.0 | 40.9 | 8.2 | 14.6\% |
| (in U.S. Dollars) | 19 | $(3,039)$ | $(1,483)$ | $(1,556)$ | (-118) | (445) | (82) | (14.6\%) |
| RMBS exc. Subprime related RMBS | 20 | 100.0 | - | 100.0 | -4.4 | 8.2 | 0.5 | 8.3\% |
| CARDS (Credit card receivables) | 21 | 47.7 | 42.3 | 5.3 | -0.2 | 10.4 | 0.6 | 21.9\% |
| CLO (Corporate loans) | 22 | 131.1 | 93.3 | 37.8 | 1.8 | 22.2 | 7.0 | 17.0\% |
| Other ABSs | 23 | 0.8 | 0.8 | - | -2.1 | -0.0 | -0.0 | -2.1\% |

(*1) As a result of using rationally calculated prices instead of market prices, "Fair value" of asset-backed securities increased by 3.7 billion yen.
(*2) Unamortized amount of unrealized gains/ losses resulting from reclassification is -83.6 billion yen as of the end of Dec. 2009.
(*3) Vintage of RMBS: 2007: 12.95\%, 2006: 29.80\%, 2005 and before: $57.25 \%$
(*4) Some of the asset-backed securities (1.8 billion yen) failed to meet the company's criteria of "Held-to-maturity debt securities" due to the downgrade of credit rating. As a result, these asset-backed securites have been reclassified into "Available-for-sale securities".
3) Credit ratings
(Non-consolidated)

|  | Billions of Yen |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Dec. 2009 |  |  |  |  |  |
|  |  | Cost (after impairment) |  |  |  |  |  |
|  |  | AAA |  | AA | A | BBB | BB and below |
| Available-for-sale securities | 24 | 320.0 | 22.0 | 51.6 | 129.2 | 88.9 | 28.1 |
| Asset-backed securities | 25 | 63.7 | 22.0 | 20.3 | 7.9 | 9.2 | 4.0 |
| Corporate bonds | 26 | 256.3 | - | 31.2 | 121.2 | 79.6 | 24.1 |
| Held-to-maturity debt securities | 27 | 279.8 | 65.6 | 137.5 | 37.0 | 39.7 | - |

(2) Securities with no available fair value
(Non-consolidated)

|  | Billions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 2009 |  |  |  |  |
|  | Cost (after impairment) |  |  |  |  |
|  |  | North America |  | Europe | Change from |
| Securities with no available fair value | 28 | 23.1 | 8.9 | 6.8 | 1.9 |

(3) Exposure to corporate loans
(Non-consolidated)

|  | Billions of Yen, millions of U.S. Dollars |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 2009 |  |  |  |  |  |  |  |
|  | Balance |  |  |  |  | Internal Credit Ratings (*2) |  |  |
|  | NorthAmerica |  |  | Europe | Change from Sep. 2009 | 1-4 | 5-6 | 7-8 |
| $\begin{aligned} & \hline \text { Corporate loans (*1) } \\ & \text { (in U.S. Dollars) } \\ & \hline \end{aligned}$ | $\begin{aligned} & 29 \\ & 30 \\ & \hline \end{aligned}$ | $\begin{gathered} 253.6 \\ (2,755) \end{gathered}$ | $\begin{array}{r} 126.9 \\ (1,379) \end{array}$ | $\begin{gathered} \hline 52.0 \\ (564) \\ \hline \end{gathered}$ | $\begin{gathered} -9.7 \\ (-164) \end{gathered}$ | $\begin{aligned} & \hline 76.1 \\ & (827) \end{aligned}$ | $\begin{array}{r} \hline 148.2 \\ (1,610) \end{array}$ | $\begin{aligned} & 28.4 \\ & (309) \\ & \hline \end{aligned}$ |

(*1) There are no subprime related loans.
(*2) Internal Credit Ratings: 1-6: Ordinary debtors, 7-8: Special mention debtors (except for Substandard debtors)
(4) Total substantial credit costs (Losses related to international credit investments)
(Non-consolidated)

|  | Billions of Yen |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 3QFY2009 (Cumulative total) |  |  |
|  |  | Losses on sale |  | Losses on devaluation |
| Asset-backed securities | 31 | -2.9 | -1.0 | -1.8 |
| Corporate bonds | 32 | -0.4 | -0.4 | - |
| Corporate loans and others | 33 | -3.0 | -3.4 | -0.1 |
| Total | 34 | -6.4 | -4.9 | -2.0 |

## 12. Loans by industry

(Non-consolidated)

|  | Millions of Yen |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 2009 |  |  |  | Sep. 2009 |  |  |
|  | Banking a/c | Trust a/c | Banking + Trust a/c |  | Banking a/c | Trust a/c | Banking <br> Trust a/c |
|  |  |  |  | Change from Sep. 2009 |  |  |  |
| Domestic Branches (excluding offshore) | 10,696,020 | 224,357 | 10,920,377 | 1,502 | 10,667,876 | 250,998 | 10,918,875 |
| Manufacturing | 1,858,151 | 13,981 | 1,872,133 | -991 | 1,858,837 | 14,287 | 1,873,124 |
| Agriculture, forestry, fisheries, mining, quarrying of stone and gravel | 23,650 | - | 23,650 | 593 | 23,057 | - | 23,057 |
| Construction | 131,834 | - | 131,834 | 29,536 | 102,298 | - | 102,298 |
| Electricity, gas, heat supply and water | 153,510 | 516 | 154,026 | -2,733 | 156,217 | 542 | 156,760 |
| Information and communications | 160,842 | - | 160,842 | -4,114 | 164,957 | - | 164,957 |
| Transport and postal activities | 703,103 | 9,531 | 712,635 | -16,730 | 719,833 | 9,531 | 729,365 |
| Wholesale and retail trade | 934,046 | 3,882 | 937,928 | -5,648 | 940,334 | 3,242 | 943,567 |
| Finance and insurance | 1,645,442 | 33,000 | 1,678,442 | 71,884 | 1,573,558 | 33,000 | 1,606,558 |
| Real estate | 1,833,004 | 33,846 | 1,866,850 | -47,739 | 1,880,456 | 34,133 | 1,914,589 |
| Goods rental and leasing | 791,141 | 37,000 | 828,141 | -107,207 | 874,349 | 61,000 | 935,349 |
| Others | 2,461,291 | 92,598 | 2,553,890 | 84,653 | 2,373,974 | 95,261 | 2,469,236 |
| Overseas branches and offshore | 779,925 | - | 779,925 | -24,414 | 804,339 | - | 804,339 |
| Total | 11,475,946 | 224,357 | 11,700,303 | -22,911 | 11,472,216 | 250,998 | 11,723,215 |

Note1: Above table is made based on the categorization of "Survey on loans by industry" of Bank of Japan.
Note2: Trust a/c is principal guaranteed trust a/c.
13. Real estate non recourse loans (Banking a/c)

|  | Billions of Yen |  |  |  |  |  |
| :--- | :---: | ---: | :---: | :---: | :---: | :---: |
| (Non-consolidated) | Dec. 2009 | Sep. 2009 | Mar. 2009 | Change from <br> Sep. 2009 | Change from <br> Mar. 2009 |  |
| Real estate non recourse loans | $\mathbf{8 5 8 . 6}$ | 882.2 | 905.9 | -23.5 | -47.2 |  |

Note: Addition to the listed above, there are loans to REIT (285.7 billion yen) and investment in CMBS (32.7 billion yen) as of Dec. 2009.
14. Balance and sales volume of mutual fund/ individual annuity (for retail customers) (Non-consolidated)

|  | Billions of Yen |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance |  |  | Sales volume |  |  |
|  | Dec. 2009 | Sep. 2009 | Change | FY2009 |  | $\begin{gathered} \text { FY2008 } \\ \text { (from Oct. to Mar.) } \end{gathered}$ |
|  |  |  |  | (from Oct. to Dec.) | (from Apr. to Sep.) |  |
| Mutual fund | 1,074.8 | 1,042.6 | 32.1 | 67.4 | 87.2 | 40.5 |
| Individual annuity | 640.3 | 617.4 | 22.9 | 27.1 | 50.0 | 36.3 |
| Total | 1,715.2 | 1,660.1 | 55.0 | 94.6 | 137.2 | 76.9 |

## 15. Statements of trust account

(Non-consolidated)

|  | Millions of Yen |  |  | $\begin{array}{r} \hline \text { Change from } \\ \text { Sep. } 2009 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Change from } \\ \text { Mar. } 2009 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 2009 | Sep. 2009 | Mar. 2009 |  |  |
| Loans and bills discounted | 361,378 | 378,542 | 369,126 | -17,164 | -7,748 |
| Securities | 438,720 | 319,078 | 351,435 | 119,642 | 87,284 |
| Money held in trust | 60,704,586 | 63,708,157 | 65,304,242 | -3,003,570 | -4,599,655 |
| Securities held in custody accounts | 384,155 | 395,066 | 420,212 | -10,911 | -36,056 |
| Money claims | 10,195,737 | 9,808,542 | 9,524,281 | 387,195 | 671,455 |
| Tangible fixed assets | 4,471,716 | 4,465,727 | 4,485,986 | 5,989 | -14,269 |
| Intangible fixed assets | 37,719 | 37,714 | 37,706 | 4 | 13 |
| Other claims | 1,413,880 | 1,418,253 | 1,505,504 | -4,372 | -91,623 |
| Call loans | 5,300 | 3,900 | 32,700 | 1,400 | -27,400 |
| Loans to banking account | 531,585 | 1,056,013 | 547,115 | -524,427 | -15,529 |
| Cash and due from banks | 245,614 | 281,646 | 192,657 | -36,031 | 52,956 |
| Other assets |  | 1 |  | -1 |  |
| Total assets | 78,790,396 | 81,872,644 | 82,770,968 | -3,082,248 | -3,980,572 |
| Money trusts | 12,175,900 | 12,926,169 | 13,679,006 | -750,269 | -1,503,105 |
| Pension trusts | 5,155,309 | 5,087,975 | 5,999,483 | 67,334 | -844,173 |
| Property formation benefit trusts | 9,250 | 9,360 | 9,268 | -109 | -17 |
| Loan trusts | 109,287 | 123,950 | 161,907 | -14,663 | -52,619 |
| Securities investment trusts | 23,852,103 | 24,240,029 | 24,659,872 | -387,926 | -807,769 |
| Money entrusted, other than money trusts | 2,366,618 | 2,384,805 | 2,439,777 | -18,187 | -73,158 |
| Securities trusts | 16,214,411 | 18,447,758 | 17,200,893 | -2,233,346 | -986,481 |
| Money claim trusts | 10,036,562 | 9,614,558 | 9,271,464 | 422,003 | 765,097 |
| Land and fixtures trusts | 44,091 | 44,656 | 51,863 | -564 | -7,771 |
| Composite trusts | 8,826,860 | 8,993,378 | 9,297,432 | -166,518 | -470,572 |
| Other trusts | 0 | 0 | 0 | - |  |
| Total liabilities | 78,790,396 | 81,872,644 | 82,770,968 | -3,082,248 | -3,980,572 |

The amount of retrusted assets (Dec. 2009: 60,660,387 million yen) to Japan Trustee Services Bank, Ltd. as a securities processing is included in Money held in trust.

## 16. Breakdown of principal guaranteed trust $\mathrm{a} / \mathrm{c}$

(Non-consolidated)

|  |  | Millions of Yen |  |  | $\begin{array}{r} \hline \text { Change from } \\ \text { Sep. } 2009 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Change from } \\ \text { Mar. } 2009 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Dec. 2009 | Sep. 2009 | Mar. 2009 |  |  |
| $\begin{aligned} & \text { zo } \\ & \stackrel{3}{0} \\ & \underset{\sim}{7} \\ & \stackrel{\rightharpoonup}{7} \\ & \end{aligned}$ | Loans and bills discounted | 224,357 | 250,998 | 279,719 | -26,641 | -55,361 |
|  | Securities | 48 | 48 | 48 |  |  |
|  | Others | 385,628 | 352,835 | 328,380 | 32,792 | 57,247 |
|  | Total assets | 610,034 | 603,883 | 608,148 | 6,150 | 1,885 |
|  | Principal | 607,931 | 602,992 | 607,193 | 4,939 | 738 |
|  | Reserves for JOMT (Jointly-operated money trust) | 545 | 545 | 631 | - | -85 |
|  | Others | 1,557 | 345 | 323 | 1,211 | 1,233 |
|  | Total liabilities | 610,034 | 603,883 | 608,148 | 6,150 | 1,885 |
|  | Loans and bills discounted | - |  |  |  |  |
|  | Securities | - | - | - | - | - |
|  | Others | 109,293 | 123,955 | 161,923 | -14,662 | -52,630 |
|  | Total assets | 109,293 | 123,955 | 161,923 | -14,662 | -52,630 |
|  | Principal | 107,681 | 122,038 | 159,492 | -14,356 | -51,811 |
|  | Reserves for loan trust | 703 | 793 | 1,011 | -89 | -307 |
|  | Others | 908 | 1,124 | 1,419 | -215 | -510 |
|  | Total liabilities | 109,293 | 123,955 | 161,923 | -14,662 | -52,630 |


[^0]:    (*) Consolidated dividend payout ratio
    $=\{$ Total amount of dividends for common shares $/$ (Consolidated net income - Total amount of dividends for preferred shares) $\} \times 100$

