# The Sumitomo Trust \& Banking Co., Ltd. Financial Results for the First Quarter of the Fiscal Year 2010 [Japanese GAAP] (Consolidated) 

Stock exchange listings
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Representative
For inquiry

Filing date of quarterly securities report (Scheduled)
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: Tokyo and Osaka (code: 8403)
: http://www.sumitomotrust.co.jp/IR/company/index_en.html
Hitoshi Tsunekage, President and CEO
: Tadashi Nishimura, Executive Officer,
General Manager of Financial Management Department
TEL + 81-3-3286-8354
: August 13, 2010
: Established
: -
: Prepared
: None
(All amounts less than one million yen are rounded down.)

1. Consolidated Financial Results for the First Quarter of the Fiscal Year 2010
(April 1, 2010 through June 30, 2010)
(1) Consolidated Results of Operations (Accumulated)
(\%: Change from the corresponding period of the previous year)

|  | Ordinary Income | Ordinary Profit |  | Net Income |  |
| :---: | :---: | :---: | :---: | ---: | :---: |
| Three Months Ended | Millions of Yen | $\%$ | Millions of Yen | $\%$ |  |
| June 30, 2010 | 211,256 | $(0.1)$ | 39,975 | 138.1 |  |
| June 30, 2009 | 211,420 | $(6.0)$ | 16,791 | $(25.2)$ |  |


|  | Net Income <br> per Share | Net Income per Share <br> (Fully Diluted) |  |
| :---: | :---: | :---: | :---: |
| Three Months Ended | Yen |  | Yen |
| June 30, 2010 | 14.54 |  |  |
| June 30, 2009 | 7.28 | - |  |

(Note)Net income per share (fully diluted) for the first quarter of the fiscal year 2010 is not stated, as there are potential securities but not dilutive.
Net income per share (fully diluted) for the first quarter of the fiscal year 2009 is not stated, as there are no potentially dilutive securities.
(2) Consolidated Financial Conditions

|  | Total Assets | Net Assets | Net Assets <br> to Total Assets <br> Ratio | Net Assets <br> per Share |
| :---: | :---: | :---: | :---: | :---: |
| As of | Millions of Yen | Millions of Yen <br> June 30, 2010 | $20,140,667$ |  |
| March 31, 2010 | $20,551,049$ | $1,449,459$ | 5.7 | $\%$ |

$\begin{array}{lllll}\text { (Reference) Net Assets less Minority Interests: June 30, } 2010 & 1,142,245 \\ \text { millions of yen } & \text { March 31, } 2010 & 1,148,118 \text { millions of yen }\end{array}$ (Note) Net Assets to Total Assets Ratio = Net Assets less Minority Interests $/$ Total Assets
2. Cash Dividends on Common Share

|  | Annual Cash Dividends per Share |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
|  | First <br> Quarter-end | Second <br> Quarter-end | Third <br> Quarter-end | Year-end | Annual |
| Fiscal Year Ended <br> March 31, 2010 <br> Fiscal Year Ending <br> March 31, 2011 | Yen <br> - | Yen | Yen | Yen | Yen |
| Fiscal Year Ending <br> March 31, 2011 <br> (Forecast) | - |  | - | 5.00 | 10.00 |

(Note) Revision of dividend forecast during the first quarter of the fiscal year 2010: None
(Note) The figure above shows cash dividends on common share. In regard to other types of shares, please refer to "(Reference 1) Cash Dividends on Preferred Shares" as below
3. Consolidated Earnings Forecasts for the Fiscal Year 2010 (April 1, 2010 through March 31, 2011)

|  | Ordinary Income |  | Ordinary Profit |  | Net Income |  | Net Income per Share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Six Months Ending | Millions of Yen | \% | Millions of Yen | \% | Millions of Yen | \% | Yen |
| September 30, 2010 | 460,000 | 8.5 | 45,000 | 34.5 | 40,000 | 107.5 | 22.51 |
| Fiscal Year Ending <br> March 31, 2011 | 920,000 | 7.0 | 110,000 | (25.7) | 75,000 | 41.0 | 42.03 |

(Note) Revision of consolidated earnings forecasts during the first quarter of the fiscal year 2010: Yes
4. Other Information (For details, please refer to page 3, "2. Other Information" of "Accompanying Materials.")
(1) Changes in important subsidiaries during the first quarter of the fiscal year 2010: None
(Note) This item shows whether there have been changes in specified subsidiaries resulted in changes in the scope of consolidation during the first quarter of the fiscal year 2010 or not.
(2) Adoption of simplified accounting methods and peculiar accounting treatments: Yes
(Note) This item shows whether there is adoption of simplified accounting methods and accounting treatments peculiar to the preparation of quarterly consolidated financial statements or not.
(3) Changes in accounting principles, procedures and presentation methods

1) Changes due to revisions in accounting standards: Yes
2) Other changes: Yes
(Note) This item shows whether there are changes in accounting principles, procedures and presentation methods in the preparation of quarterly consolidated financial statements or not.
(4) Number of issued shares (Common share)
3) Number of issued shares (including treasury stock)

| June 30, 2010: | $1,675,128,546$ | shares, March 31, 2010: | $1,675,128,546$ shares |
| :--- | ---: | ---: | ---: |
| 2) Number of treasury stock |  |  |  |
| June 30, 2010: | 568,920 | shares, March 31, 2010: | 556,984 shares |
| 3) Average number of issued shares (for the first quarter of the fiscal years) |  |  |  |
| June 30, 2010: | $1,674,563,885$ shares, June 30, 2009: | $1,674,600,340$ shares |  |

## Presentation on the implementation status of the quarterly review procedures

These quarterly financial results stand out of range of quarterly review procedures based on "Financial Instruments and Exchange Act." At the time of these disclosure, the procedures of the quarterly financial statements based on "Financial Instruments and Exchange Act" has not completed yet.

## Explanation for proper use of forecasts and other note

Forecasts in this material are based on information, which is available at this moment, and assumptions of uncertain factors, which may affect future operating results. Actual results may differ materially from those forecasts depending on various future events and conditions.

## (Reference 1) Cash Dividends on Preferred Shares

Cash dividends per share on preferred shares are as below:

| The First Series of Class 2 Preferred Shares | Annual Cash Dividends per Share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter-end | Second Quarter-end | Third Quarter-end | Year-end | Annual |
| Fiscal Year Ended | Yen | $\begin{array}{r} \text { Yen } \\ 3.13 \end{array}$ | Yen - | 21.15 |  |
|  |  |  |  |  |  |
| Fiscal Year Ending <br> March 31, 2011 | - |  |  |  |  |
| Fiscal Year Ending |  | 21.15 | - | 21.15 | 42.30 |
| March 31, 2011 <br> (Forecast) |  |  |  |  |  |

(Note) Revision of dividend forecast during the first quarter of the fiscal year 2010: None
(Note) The First Series of Class 2 Preferred Shares was issued in September 2009.
(Reference 2) Non-consolidated Earnings Forecasts for the Fiscal Year 2010
(April 1, 2010 through March 31, 2011)
(\%: Change from the corresponding period of the previous year)

|  | Ordinary Income |  | Ordinary Profit |  | Net Income |  | Net Income per Share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Six Months Ending | Millions of Yen | \% | Millions of Yen | \% | Millions of Yen | \% |  |
| September 30, 2010 | 250,000 | 1.8 | 35,000 | 12.2 | 35,000 | 81.1 | 19.52 |
| Fiscal Year Ending |  |  |  |  |  |  |  |
| March 31, 2011 | 500,000 | 3.1 | 85,000 | (33.3) | 65,000 | 199.7 | 36.06 |

(Note) Revision of non-consolidated earnings forecasts during the first quarter of the fiscal year 2010: Yes

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## [Accompanying Materials]

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## 1. Qualitative Information related to Financial Results for this Period

(1) Qualitative Information related to the Consolidated Results of Operations
"Consolidated net business profit before credit costs" (see note below) for the first quarter of the fiscal year 2010, increased by 1.6 billion yen from the corresponding period of the previous year, to 44.1 billion yen, mainly due to the increase in profit on Real Estate Business and Fiduciary Services Business including profit contribution of Nikko Asset Management Co., Ltd. which had been acquired in October 2009.

Consolidated ordinary profit increased by 23.1 billion yen from the corresponding period of the previous year, to 39.9 billion yen as a result of the decrease of the "Total substantial credit costs" (see note below) with both the Sumitomo Trust \& Banking Co., Ltd. (hereinafter "the Bank") and our subsidiaries. Accordingly, consolidated net income increased by 12.1 billion yen from the corresponding period of the previous year, to 24.3 billion yen and net income per share was 14.53 yen.

Consolidated total substantial credit costs decreased by 17.3 billion yen from the corresponding period of the previous year, to reversal of 3.0 billion yen owing to dramatically improvement in subsidiaries in addition to the Bank's reversal of allowance for loan losses for special mention debtor of which the loan balance decreased.

The percent complete of consolidated earnings forecasts for the fiscal year 2010 (Net business profit before credit costs: 175.0 billion yen, Ordinary profit: 110.0 billion yen, Net income: 75.0 billion yen) which are stated at section (3) below is $25.2 \%, 36.3 \%$ and $32.5 \%$ respectively.
(Note) As to the explanation of "Consolidated net business profit before credit costs" and "Total substantial credit costs", please refer to the "Explanatory Material for the First Quarter of Fiscal Year 2010 ended on June 30, 2010."
(2) Qualitative Information related to the Consolidated Financial Conditions

Consolidated total assets decreased by 410.3 billion yen from the end of the previous fiscal year, to $20,140.6$ billion yen and consolidated net assets decreased by 0.4 billion yen to $1,449.4$ billion yen.

As to major accounts, the balance of loans and bills discounted decreased by 455.1 billion yen from the end of the previous fiscal year, to $11,231.4$ billion yen, while that of securities decreased by 197.4 billion yen to $3,886.6$ billion yen. The balance of deposits decreased by 403.1 billion yen from the end of the previous fiscal year, to $11,847.9$ billion yen. The total balance of trust account on non-consolidated basis increased by $1,883.3$ billion yen from the end of the previous fiscal year, to $81,191.0$ billion yen.

Net unrealized gains of available-for-sale securities with fair value in total decreased by 35.9 billion yen to net gains of 58.3 billion yen as that of stock prices declined from the end of the previous fiscal year.

The balance of assets classified under the Financial Reconstruction Law (non-consolidated, banking account and principal guaranteed trust account combined) increased by 2.4 billion yen from the end of the previous fiscal year, to 178.9 billion yen mainly due to the increase of substandard loans, and the ratio of assets classified under the Financial Reconstruction Law to the total loan balance increased by $0.1 \%$ from the end of the previous fiscal year to $1.5 \%$. Loans to special mention debtors decreased by 60.3 billion yen from the end of the previous fiscal year, to 563.9 billion yen mainly owing to the repayment.

The balance of net deferred tax assets increased by 10.3 billion yen from the end of the previous fiscal year, to net assets of 89.4 billion yen.
(3) Qualitative Information related to the Consolidated Earnings Forecasts for the Fiscal Year 2010

As to forecasts of consolidated net income for the fiscal year 2010, the Bank changed the forecasts due mainly to the revision of assessments in accounting for income taxes regarding the restructuring of business operations, "Execution of business transfer agreement between Life Housing Loan, Ltd. and First Credit Corporation," the Bank announced today. As the result, the forecast of consolidated net income for the first half of the fiscal year 2010 was revised upward by 15.0 billion yen from the previous forecasts announced on May 14, 2010, to 40.0 billion yen, and that for the fiscal year 2010 was revised upward by 15.0 billion yen from the previous forecasts to 75.0 billion yen.

In addition, as for the consolidated net business profit before credit costs and the total credit costs, the Bank kept the previous forecasts for both the first half of the fiscal year 2010 and the whole fiscal year 2010 at this moment.

## 2. Other Information

(1) Changes in Important Subsidiaries during this Period
(Changes in specified subsidiaries resulted in changes in the scope of consolidation)

There is no applicable information.
(2) Adoption of Simplified Accounting Methods and Peculiar Accounting Treatments
(i) Simplified Accounting Methods
(a) Depreciation for Tangible Fixed Assets

As for tangible fixed assets which are depreciated by the declining-balance method, the depreciation expenses for the quarter are calculated by periodical allocating the estimated amount of the whole fiscal year.
(b) Allowance for Loan Losses

For claims to "debtors legally bankrupted," "debtors virtually bankrupted" or "debtors who are likely to bankrupt" other than the claims for which the allowance is provided in specific estimated losses, allowance for loan losses is provided based on the loan-lossratio applied to the year-end of the fiscal year 2009.

## (c) Income Taxes

Income taxes are calculated based on the method similar to that at the year-end except for a part of subsidiaries. However, immaterial adjustment items and immaterial tax credits are not considered in calculating the taxable income.
(d) Judgment of Collectability of Deferred Tax Assets

The collectibility of deferred tax assets is judged based on the result of the tax planning and future forecasts used in the year-end of the fiscal year 2009 as an occurrence of the temporary differences is not considered to change significantly from the year-end.
(ii) Accounting Treatments Peculiar to Preparation of Quarterly Consolidated Financial Statements Income Tax Expenses

As for a part of subsidiaries, income tax expenses are calculated by multiplying the income before income taxes by the estimated effective income tax rate, which are reasonably estimated for the whole consolidated fiscal year.
(3) Changes in Accounting Principles, Procedures and Presentation Methods

## (i) Equity Method

The Bank has started to adopt Accounting Standard Board of Japan (hereinafter "ASBJ") Statement No. 16 "the Accounting Standard for Equity Method of Accounting for Investments" (issued by ASBJ on March 10, 2008) and Practical Issue Task Force No. 24 "the Practical Solution on Unification of Accounting Policies Applied to Associates Accounted for Using the Equity Method" (issued by ASBJ on March 10, 2008) from this fiscal year. This adoption did not affect the consolidated financial statements for the first quarter of fiscal year 2010.
(ii) Asset Retirement Obligations

The Bank has started to adopt ASBJ Statement No. 18 "the Accounting Standard for Asset Retirement Obligations" (issued by ASBJ on March 31, 2008) and Guidance No. 21 "the Guidance on Accounting Standard for Asset Retirement Obligations" (issued by ASBJ on March 31, 2008) from this fiscal year. As the result, compared with the previous treatments, Ordinary profit and Income before income taxes and minority interests were decreased by 14 million yen and 631 million yen, respectively. The balance of asset retirement obligations was 825 million yen when the Bank started to adopt the standard and the guidance at April 1, 2010.
(iii) Embedded Derivatives

Embedded derivatives, which do not need to be separated from host contracts, had been accounted for as whole financial instruments coupled with host contracts until the previous fiscal year. For this first quarter of the fiscal year, however, the embedded derivatives have been separated from the host contracts and accounted for as derivatives since the financial conditions and the results of operations were represented more appropriately and the administrative structure about the separation put in place. As the result, compared with the previous treatments, ordinary profits and income before income taxes and minority interests increased by 1,578 million yen, respectively.

## (iv) Presentation of Consolidated Statements of Income

The Bank has started to adopt the Cabinet Office Ordinance No. 5 issued on March 24, 2009, the cabinet office ordinance partially revising regulation of financial statements, based on the ASBJ Statement No. 21 "the Accounting Standard for Business Combinations" (issued by ASBJ on December 26, 2008) and presented the accounting item of "Income before minority interests" from this fiscal year.

## 3. Consolidated Financial Statements

(1) Consolidated Balance Sheets

|  |  | (Millions of Yen) |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { As of } \\ \text { June } 30,2010 \end{gathered}$ | As of March 31, 2010 |
| Assets: |  |  |
| Cash and Due from Banks | 715,892 | 970,869 |
| Call Loans and Bills Bought | 277,428 | 86,485 |
| Receivables under Resale Agreements | 22,135 | - |
| Receivables under Securities Borrowing Transactions | 214,096 | - |
| Monetary Claims Bought | 460,997 | 489,816 |
| Trading Assets | 737,432 | 761,850 |
| Money Held in Trust | 22,232 | 22,345 |
| Securities | 3,886,679 | 4,084,091 |
| Loans and Bills Discounted | 11,231,479 | 11,686,629 |
| Foreign Exchanges | 6,510 | 5,553 |
| Lease Receivables and Investment Assets | 648,577 | 650,540 |
| Other Assets | 1,373,633 | 1,203,651 |
| Tangible Fixed Assets | 125,246 | 125,802 |
| Intangible Fixed Assets | 168,158 | 170,043 |
| Deferred Tax Assets | 89,472 | 79,131 |
| Customers' Liabilities for Acceptances and Guarantees | 280,912 | 339,837 |
| Allowance for Loan Losses | $(120,219)$ | $(125,598)$ |
| Total Assets | 20,140,667 | 20,551,049 |
| Liabilities: |  |  |
| Deposits | 11,847,950 | 12,251,117 |
| Negotiable Certificates of Deposit | 2,318,310 | 2,350,884 |
| Call Money and Bills Sold | 171,387 | 79,519 |
| Payables under Repurchase Agreements | 449,584 | 601,787 |
| Trading Liabilities | 134,231 | 97,945 |
| Borrowed Money | 1,114,870 | 1,172,338 |
| Foreign Exchanges | 23 | 31 |
| Short-term Bonds Payable | 471,130 | 438,667 |
| Bonds Payable | 533,029 | 531,815 |
| Borrowed Money from Trust Account | 448,971 | 430,969 |
| Other Liabilities | 892,001 | 771,305 |
| Provision for Bonuses | 4,501 | 10,051 |
| Provision for Directors' Bonuses | 156 | 411 |
| Provision for Retirement Benefits | 8,883 | 8,927 |
| Provision for Reimbursement of Deposits | 1,043 | 1,043 |
| Provision for Contingent Loss | 8,021 | 8,258 |
| Provision for Relocation Expenses | 379 | 379 |
| Deferred Tax Liabilities | 40 | 34 |
| Deferred Tax Liabilities for Land Revaluation | 5,776 | 5,778 |
| Acceptances and Guarantees | 280,912 | 339,837 |
| Total Liabilities | 18,691,208 | 19,101,104 |

(Continued)

|  |  | (Millions of Yen) |
| :---: | :---: | :---: |
|  | As of June 30, 2010 | As of <br> March 31, 2010 |
| Net Assets: |  |  |
| Shareholders' Equity: | 1,157,723 | 1,144,068 |
| Capital Stock | 342,037 | 342,037 |
| Capital Surplus | 297,052 | 297,052 |
| Retained Earnings | 519,106 | 505,444 |
| Treasury Stock | (472) | (465) |
| Valuation and Translation Adjustments: | $(15,477)$ | 4,050 |
| Valuation Difference on Available-for-Sale Securities | $(6,842)$ | 9,188 |
| Deferred Gains or Losses on Hedges | 5,957 | 9,440 |
| Revaluation Reserve for Land | $(4,654)$ | $(4,655)$ |
| Foreign Currency Translation Adjustment | $(9,938)$ | $(9,922)$ |
| Minority Interests | 307,213 | 301,826 |
| Total Net Assets | 1,449,459 | 1,449,945 |
| Total Liabilities and Net Assets | 20,140,667 | 20,551,049 |

(2) Consolidated Statements of Income

| (Millions of |  |  |
| :---: | :---: | :---: |
|  | Three Months Ended June 30, 2009 | Three Months Ended June 30, 2010 |
| Ordinary Income: |  |  |
| Trust Fees | 12,713 | 12,000 |
| Interest Income: | 74,708 | 58,692 |
| Interest on Loans and Discounts | 48,151 | 41,072 |
| Interest and Dividends on Securities | 23,037 | 13,887 |
| Fees and Commissions | 21,844 | 37,426 |
| Trading Income | 3,641 | 229 |
| Other Ordinary Income | 93,913 | 97,043 |
| Other Income | 4,599 | 5,864 |
| Ordinary Income | 211,420 | 211,256 |
| Ordinary Expenses: |  |  |
| Interest Expenses: | 30,019 | 21,738 |
| Interest on Deposits | 18,154 | 14,037 |
| Fees and Commissions Payments | 5,782 | 13,134 |
| Trading Expenses | 114 | 151 |
| Other Ordinary Expenses | 80,247 | 72,899 |
| General and Administrative Expenses | 51,769 | 57,313 |
| Other Expenses | 26,696 | 6,044 |
| Ordinary Expenses | 194,629 | 171,281 |
| Ordinary Profit | 16,791 | 39,975 |
| Extraordinary Income: | 9,517 | 3,157 |
| Gain on Disposal of Fixed Assets | 1 | 0 |
| Reversal of Allowance for Loan Losses | - | 3,106 |
| Recoveries of Written-off Claims | 46 | 50 |
| Other | 9,469 | - |
| Extraordinary Loss: | 99 | 757 |
| Loss on Disposal of Fixed Assets | 72 | 59 |
| Impairment Loss | 26 | 81 |
| Other | - | 617 |
| Income before Income Taxes and Minority Interests | 26,210 | 42,375 |
| Income Taxes: | 10,398 | 14,813 |
| Current | 10,285 | 11,878 |
| Deferred | 112 | 2,935 |
| Income before Minority Interests | - | 27,561 |
| Minority Interests in Income | 3,614 | 3,221 |
| Net Income | 12,196 | 24,339 |

(3) Note on Assumption of Going Concern

There is no applicable information.
(4) Note on Significant Change of Shareholders' Equity

There is no applicable information.

## 4. (Reference) Non-Consolidated Financial Statements

(1) (Reference) Non-Consolidated Balance Sheets

|  |  | (Millions of Yen) |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { As of } \\ \text { June } 30,2010 \\ \hline \end{gathered}$ | As of <br> March 31, 2010 |
| Assets: |  |  |
| Cash and Due from Banks | 599,625 | 828,856 |
| Call Loans | 277,428 | 86,485 |
| Receivables under Resale Agreements | 22,135 | - |
| Receivables under Securities Borrowing Transactions | 214,096 | - |
| Monetary Claims Bought | 245,462 | 266,748 |
| Trading Assets | 770,050 | 808,394 |
| Money Held in Trust | 22,232 | 22,345 |
| Securities | 4,278,424 | 4,474,366 |
| Loans and Bills Discounted | 11,457,523 | 11,921,476 |
| Foreign Exchanges | 6,510 | 5,553 |
| Other Assets | 965,337 | 821,649 |
| Tangible Fixed Assets | 112,854 | 113,235 |
| Intangible Fixed Assets | 25,945 | 26,350 |
| Deferred Tax Assets | 70,541 | 59,507 |
| Customers' Liabilities for Acceptances and Guarantees | 422,164 | 387,202 |
| Allowance for Loan Losses | $(100,773)$ | $(104,843)$ |
| Allowance for Investment Loss | $(65,993)$ | $(65,993)$ |
| Total Assets | 19,323,566 | 19,651,334 |
| Liabilities: |  |  |
| Deposits | 11,811,626 | 12,216,451 |
| Negotiable Certificates of Deposit | 2,342,310 | 2,371,884 |
| Call Money | 180,241 | 86,494 |
| Payables under Repurchase Agreements | 449,584 | 601,787 |
| Trading Liabilities | 134,814 | 98,134 |
| Borrowed Money | 968,053 | 1,033,815 |
| Foreign Exchanges | 132 | 253 |
| Short-term Bonds Payable | 305,942 | 318,456 |
| Bonds Payable | 344,904 | 344,900 |
| Borrowed Money from Trust Account | 448,971 | 430,969 |
| Other Liabilities: | 804,062 | 640,552 |
| Income Taxes Payable | 1,442 | 964 |
| Lease Obligations | 149 | 160 |
| Asset Retirement Obligations | 936 | - |
| Other | 801,534 |  |
| Provision for Bonuses | 1,031 | 3,989 |
| Provision for Directors' Bonuses | - | 70 |
| Provision for Retirement Benefits | 231 | 223 |
| Provision for Reimbursement of Deposits | 1,043 | 1,043 |
| Provision for Contingent Loss | 8,021 | 8,258 |
| Provision for Relocation Expenses | 379 | 379 |
| Deferred Tax Liabilities for Land Revaluation | 5,776 | 5,778 |
| Acceptances and Guarantees | 422,164 | 387,202 |
| Total Liabilities | 18,229,293 | 18,550,644 |

(Continued)

|  |  | (Millions of Yen) |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { As of } \\ \text { June } 30,2010 \\ \hline \end{gathered}$ | $\begin{gathered} \text { As of } \\ \text { March } 31,2010 \\ \hline \end{gathered}$ |
| Net Assets: |  |  |
| Shareholders' Equity: | 1,099,122 | 1,086,770 |
| Capital Stock | 342,037 | 342,037 |
| Capital Surplus: | 297,052 | 297,052 |
| Legal Capital Surplus | 242,555 | 242,555 |
| Other Capital Surplus | 54,496 | 54,496 |
| Retained Earnings: | 460,505 | 448,147 |
| Legal Retained Earnings | 50,459 | 48,323 |
| Other Retained Earnings: | 410,046 | 399,823 |
| Reserve for Overseas Investment Loss | 0 | 0 |
| Other Voluntary Reserve | 371,870 | 371,870 |
| Retained Earnings Brought Forward | 38,176 | 27,953 |
| Treasury Stock | (472) | (465) |
| Valuation and Translation Adjustments: | $(4,849)$ | 13,919 |
| Valuation Difference on Available-for-Sale Securities | $(8,006)$ | 8,281 |
| Deferred Gains or Losses on Hedges | 7,811 | 10,293 |
| Revaluation Reserve for Land | $(4,654)$ | $(4,655)$ |
| Total Net Assets | 1,094,272 | 1,100,690 |
| Total Liabilities and Net Assets | 19,323,566 | 19,651,334 |

(2) (Reference) Non-Consolidated Statements of Income

|  | (Millions of Yen) |  |
| :---: | :---: | :---: |
|  | Three Months Ended June 30, 2009 | Three Months Ended June 30, 2010 |
| Ordinary Income: |  |  |
| Trust Fees | 12,791 | 12,000 |
| Interest Income: | 82,453 | 56,807 |
| Interest on Loans and Discounts | 44,853 | 38,887 |
| Interest and Dividends on Securities | 34,440 | 14,619 |
| Fees and Commissions | 15,091 | 15,746 |
| Trading Income | 3,641 | 229 |
| Other Ordinary Income | 8,497 | 18,991 |
| Other Income | 3,506 | 3,925 |
| Ordinary Income | 125,981 | 107,701 |
| Ordinary Expenses: |  |  |
| Interest Expenses: | 31,869 | 22,864 |
| Interest on Deposits | 18,141 | 14,021 |
| Fees and Commissions Payments | 7,602 | 8,636 |
| Trading Expenses | 114 | 151 |
| Other Ordinary Expenses | 5,644 | 6,378 |
| General and Administrative Expenses | 35,736 | 34,833 |
| Other Expenses | 22,348 | 5,512 |
| Ordinary Expenses | 103,315 | 78,375 |
| Ordinary Profit | 22,666 | 29,325 |
| Extraordinary Income | 658 | 4,686 |
| Extraordinary Loss | 56 | 685 |
| Income before Income Taxes | 23,268 | 33,327 |
| Income Taxes: | 8,413 | 10,290 |
| Current | 7,381 | 8,495 |
| Deferred | 1,032 | 1,795 |
| Net Income | 14,854 | 23,036 |

## Explanatory Material

## 1st Quarter of Fiscal Year 2010 ended on June 30, 2010

The Sumitomo Trust and Banking Co., Ltd.

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## Regarding forward-looking statements contained in this material

This presentation material contains information that constitutes forward-looking statements. Such forwardlooking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors including but not limited to changes in managerial circumstances. By virtue of the aforementioned reasons, The Sumitomo Trust and Banking Co., Ltd. (referred to hereinafter as "Sumitomo Trust")hereby cautions against sole reliance on such forward-looking statements in making investment decisions.

## Outline of the financial results

## Financial results

<Consolidated>
(1) Net business profit before credit costs increased by 1.6 billion yen from 1QFY2009 to 44.1 billion yen mainly due to the increase in profit of Fiduciary services business and Real estate business etc., including the contribution of Nikko Asset Management which became a subsidiary last October.
(2) Net income increased by 12.1 billion yen from 1QFY2009 to 24.3 billion yen, mainly because total substantial credit costs decreased significantly from 1QFY2009 on the parent bank level as well as group companies level, to the reversal of 3.0 billion yen.
<Non-consolidated>
(1) Net business profit before credit costs decreased by 11.5 billion yen from 1QFY2009 to 34.2 billion yen, mainly due to the decrease in market-related profit which recorded a high-level in 1QFY2009, in addition to the disappearance of one-off dividend income ( 9.5 billion yen) in 1QFY2009 resulting from the gain on retirement of perpetual subordinated bonds, while sales fees of mutual funds and individual annuities and real estate brokerage fees recovered.
(2) Net income increased by 8.1 billion yen from 1QFY2009 to 23.0 billion yen, because total substantial credit costs improved to the reversal of 2.4 billion yen mainly due to the reversal of allowance for loan losses resulting from the decreased balance of loans to special mention debtors.
<Earnings forecast for 1HFY2010 and FY2010>
(1) Both consolidated and non-consolidated net income for 1HFY2010 and FY2010 are revised upward by 15.0 billion yen, respectively, based on the revision of tax effect from the accounting perspective and some other factors, resulting from the business restructuring announced today in "Execution of Business Transfer Agreement between Life Housing Loan, Ltd. and First Credit Corporation" and etc.. Consolidated and non-consolidated net business profit before credit costs and total credit costs for 1HFY2010 and FY2010 remain unchanged at this moment.
(2) The interim and annual dividend forecasts for FY2O10 will be reviewed and any revision, if necessary, will be announced in a timely manner, after taking into account the financial results of 1HFY2010 and outlook for FY2010 at the time.

## Assets and liabilities

<Balance of major accounts>
(Non-consolidated)
(1) With a backdrop of stagnant corporate loan demand, non-consolidated loan balance decreased by 515.9 billion yen from the end of March 2010 to 11.6 trillion yen, mainly due to the decrease in loans to "Financial and insurance" and "Goods rental and leasing" industries. Meanwhile, deposits, including the principal guaranteed trust $\mathrm{a} / \mathrm{c}$, decreased by 336.3 billion yen to 11.7 trillion yen over the same period, mainly owing to the decline in deposits of corporations.
<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 as of the end of June 2010 slightly increased by 2.4 billion yen from the end of March 2010 to 178.9 billion yen, due to the increase in substandard loans. The ratio of assets classified under the Financial Reconstruction Law to the total loan balance increased by $0.1 \%$ to $1.5 \%$ over the same period.
(2) In contrast, loans to special mention debtors decreased by 60.3 billion yen from the end of March 2010 to 563.9 billion yen, mainly owing to the repayments, etc..
<Status of the available-for-sale securities with fair value>
(Consolidated)
(1) Net unrealized gains/ losses of available-for-sale securities with fair value decreased by 35.9 billion yen from the end of March 2010 to the net gains of 58.3 billion yen, mainly due to the decreased net unrealized gains of Japanese stocks resulting from the decline in stock prices.
<Status of the international credit securities investment> (Non-consolidated)
(1) The balance of available-for-sale securities with fair value decreased by 28.8 billion yen from the end of March 2010 to 247.1 billion yen, mainly due to redemptions. Net unrealized gains/ losses of those securities improved by 0.7 billion yen to the net gains of 8.1 billion yen over the same period.
(2) The balance of held-to-maturity debt securities with fair value decreased by 26.3 billion yen from the end of March 2010 to 236.3 billion yen, mainly due to redemptions, etc.. Net unrealized gains/ losses of those securities decreased by 4.9 billion yen to the net gains of 40.5 billion yen over the same period.
<Status of BIS capital adequacy ratio (Consolidated)>
(1) Consolidated BIS capital adequacy ratio and consolidated Tier I capital ratio at the end of June 2010 are expected to be 14.0-14.5\% and 10.0-10.5\%, respectively. They are now in a calculation process and will be announced as finalized.
<Financial results>

|  |  | (in billions of Yen) |  |
| :--- | ---: | ---: | ---: |
|  | 1QFY2010 | 1QFY2009 | Change |
| (Consolidated) |  |  |  |
| Net business profit before credit costs | $\mathbf{4 4 . 1}$ | 42.5 | 1.6 |
| Ordinary profit | $\mathbf{3 9 . 9}$ | 16.7 | 23.1 |
| Net income | $\mathbf{2 4 . 3}$ | 12.1 | 12.1 |
| (Non-consolidated) |  |  |  |
| Net business profit before credit costs | $\mathbf{3 4 . 2}$ | 45.7 | -11.5 |
| Ordinary profit | $\mathbf{2 9 . 3}$ | 22.6 | 6.6 |
| Net income | $\mathbf{2 3 . 0}$ | 14.8 | 8.1 |
| Total credit costs | $\mathbf{2 . 7}$ | -3.0 | 5.7 |
| (Total substantial credit costs) |  |  |  |
| Consolidated | $\mathbf{3 . 0}$ | -14.2 | 17.3 |
| $\quad$ Non-consolidated | $\mathbf{2 . 4}$ | -9.5 | 12.0 |
| $\quad$ Domestic | $\mathbf{2 . 5}$ | -1.2 | 3.7 |
| $\quad$ International | $\mathbf{0 . 0}$ | -8.3 | 8.2 |
| Group companies | $\mathbf{0 . 6}$ | -4.6 | 5.3 |
| (*) "Total substantial credit costs" is a sum of "Total credit costs", costs in "Net gains on |  |  |  |

$\left.{ }^{( }\right)^{*}$ "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".
<Earnings forecast for 1HFY2010 and FY2010>

|  |  |  |  | (in billions of Yen) |  |
| :--- | :---: | :---: | :---: | :---: | ---: |
|  | 1HFY2010 |  |  | Full FY2010 |  |
|  | Amendment <br> forecast | Change fm <br> previous forecast | Amendment <br> forecast | Change fm <br> previous forecast |  |
| (Consolidated) |  |  |  |  |  |
| Ordinary profit | $\mathbf{4 5 . 0}$ | - | $\mathbf{1 1 0 . 0}$ |  |  |
| Net income | $\mathbf{4 0 . 0}$ | 15.0 | $\mathbf{7 5 . 0}$ | 15.0 |  |
| (Non-consolidated) |  |  |  |  |  |
| Ordinary profit | $\mathbf{3 5 . 0}$ | - | $\mathbf{8 5 . 0}$ | - |  |
| Net income | $\mathbf{3 5 . 0}$ | 15.0 | $\mathbf{6 5 . 0}$ | 15.0 |  |

<Balance of major accounts>
(Ending balance of major accounts)

|  |  | (in billions of Yen) |  |
| :--- | :---: | :---: | :---: |
| June 2010 | Mar. 2010 | Change |  |
| Loans | $\mathbf{1 1 , 6 6 8 . 2}$ | $12,184.2$ | -515.9 |
| Deposits | $\mathbf{1 1 , 7 6 4 . 1}$ | $12,100.5$ | -336.3 |

Note: Loans: all branches, Deposits: domestic branches
<Assets classified under the Financial Reconstruction Law>
(Non-consolidated; banking a/c and principal guaranteed trust a/c combined)

|  |  |  |  | (in billions of Yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 |  |  | Mar. 2010 | Change fm <br> Mar. 2010 |
|  | Coverage ratio |  | Reserve ratio |  |  |
| Loans in bankrupt and practically bankrupt | 16.7 | 100\% | 100\% | 17.6 | -0.9 |
| Doubtful loans | 61.7 | 86\% | 77\% | 61.2 | 0.5 |
| Substandard loans | 100.5 | 71\% | 22\% | 97.7 | 2.8 |
| Assets classified under the Financial Reconstruction Law | 178.9 | 79\% | 56\% | 176.5 | 2.4 |
| Ratio to total loan balance | 1.5\% | ----------- | ----------- | 1.4\% | 0.1\% |
| Special mention (exc. substandard) | 563.9 | ------ | ----------- | 624.2 | -60.3 |

<Status of the available-for-sale securities with fair value>
(Consolidated)

|  |  |  |  |  | of Yen ) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 |  |  |  |  |
|  | Cost |  | Book value (Fair value) | Net |  |
|  | $\begin{aligned} & \hline \text { Change fm } \\ & \text { Mar. } 2010 \\ & \hline \end{aligned}$ |  |  | Change fm Mar. 2010 |  |
| Japanese stocks | 430.0 | 3.3 | 468.7 | 38.6 | -26.4 |
| Japanese bonds | 1,716.0 | 123.0 | 1,737.9 | 21.9 | -3.4 |
| Others | 1,220.0 | -280.7 | 1,217.8 | -2.2 | -5.9 |
| Foreign bonds | 796.0 | -274.5 | 803.7 | 7.6 | 11.9 |
| Total | 3,366.1 | -154.2 | 3,424.5 | 58.3 | -35.9 |

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

|  | (in billions of Yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 |  |  |  |  |
|  | Cost (after impairment) |  | Unrealized gains/ losses |  |  |
|  | Change fm Mar. 2010 |  | Change fm Mar. 2010 |  | \% |
| Asset-backed securities | 29.9 | -4.1 | 2.5 | 1.0 | 8.4\% |
| Corporate bonds | 217.2 | -24.7 | 5.6 | -0.2 | 2.6\% |
| Total | 247.1 | -28.8 | 8.1 | 0.7 | 3.3\% |

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

| Asset-backed securities | 236.3 | -26.3 | 40.5 | -4.9 | $17.1 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |

(*) Unamortized amount of unrealized gains/ losses resulting from reclassification is -70.1 billion yen as of the end of $_{\text {( }}$ June 2010.
<Status of BIS capital adequacy ratio>

| (Consolidated) |  |  |
| :--- | ---: | ---: |
|  | June 2010 | Mar. 2010 |
| (Forecast) | (Actual) |  |
| BIS capital adequacy ratio | $\mathbf{1 4 . 0} \mathbf{- 1 4 . 5 \%}$ | $13.85 \%$ |
| Tier I capital ratio | $\mathbf{1 0 . 0} \mathbf{- 1 0 . 5 \%}$ | $9.86 \%$ |

## 1. Outline of the financial results

(Consolidated)

|  |  | Millions of Yen |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q |  |  | Full FY2009 |
|  |  | FY2010 | FY2009 | Change |  |
| (Gross profit before credit costs) (2-4) | 1 | $(95,927)$ | $(90,702)$ | $(5,225)$ | $(397,105)$ |
| Gross profit | 2 | 95,927 | 90,702 | 5,225 | 397,105 |
| Net trust fees | 3 | 12,000 | 12,713 | -713 | 53,062 |
| Principal guaranteed trust a/c credit costs | 4 | - | - | - | - |
| Trust fees from principal guaranteed trust a/c | 5 | 1,105 | 1,714 | -609 | 5,577 |
| Other trust fees | 6 | 10,894 | 10,998 | -104 | 47,484 |
| Net interest income | 7 | 36,953 | 44,688 | -7,734 | 182,892 |
| Net fees and commissions | 8 | 24,292 | 16,062 | 8,229 | 91,455 |
| Net trading income | 9 | 78 | 3,527 | -3,449 | 15,672 |
| Net other operating income | 10 | 22,602 | 13,709 | 8,893 | 54,023 |
| General and administrative expenses | 11 | -53,895 | -47,520 | -6,374 | -205,333 |
| (Excluding amortization of goodwill) | 12 | $(-51,718)$ | $(-45,388)$ | $(-6,329)$ | $(-194,900)$ |
| Provision of general allowance for loan losses | 13 | - | 4,722 | -4,722 |  |
| Banking a/c net credit costs | 14 | -886 | -11,625 | 10,739 | -9,969 |
| Net gains on sales of stocks and other securities | 15 | -1,367 | -6,950 | 5,582 | -7,379 |
| Net income from affiliates by equity method | 16 | 933 | -788 | 1,721 | 1,316 |
| Others | 17 | -735 | -11,747 | 11,012 | -27,592 |
| Ordinary profit | 18 | 39,975 | 16,791 | 23,183 | 148,147 |
| Extraordinary profit | 19 | 2,400 | 9,418 | -7,018 | -14,989 |
| Reversal of allowance for loan losses (*1) | 20 | 3,106 |  | 3,106 | 7,330 |
| Recoveries of written-off claims | 21 | 50 | 46 | 4 | 1,355 |
| Gain on retirement of perpetual subordinated bonds | 22 | - | 9,469 | -9,469 | 9,083 |
| Goodwill impairment loss | 23 | - | - | - | -34,438 |
| Income before income taxes | 24 | 42,375 | 26,210 | 16,165 | 133,157 |
| Income taxes-current | 25 | -11,878 | -10,285 | -1,592 | -16,116 |
| Income taxes-deferred | 26 | -2,935 | -112 | -2,822 | -50,283 |
| Minority interest | 27 | -3,221 | -3,614 | 393 | -13,576 |
| Net income | 28 | 24,339 | 12,196 | 12,143 | 53,180 |
|  |  |  |  |  |  |
| Total credit costs ( $4+13+14+20+21)$ | 29 | 2,270 | -6,856 | 9,127 | -1,284 |
|  |  |  |  |  |  |
| Total substantial credit costs (*2) | 30 | 3,074 | -14,278 | 17,352 | -4,238 |
| (Difference from non-consolidated total substantial credit costs) | 31 | (633) | $(-4,684)$ | $(5,317)$ | $(-11,718)$ |
|  |  |  |  |  |  |
| Net business profit before credit costs (*3) | 32 | 44,151 | 42,536 | 1,615 | 197,888 |
| (Difference from non-consolidated net business profit before credit costs (Adjusted, *4)) | 33 | $(9,880)$ | $(6,270)$ | $(3,610)$ | $(31,952)$ |
| (Difference from non-consolidated net business profit before credit costs) | 34 | $(9,880)$ | $(-3,244)$ | $(13,124)$ | $(22,438)$ |

(*1) Due to the reversal of reserves, the amount is included in the extraordinary income for 1QFY2010 and Full FY2009.
(*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 1QFY2009 and Full FY2009, the dividend income from subsidiary resulting from the gain on retirement of perpetual subordinated bonds (22) ( 9,469 million yen and 9,083 million yen, respectively) is eliminated.
<Number of subsidiaries/ affiliates>

|  | June 2010 | Mar. 2010 | Change |
| :--- | ---: | ---: | ---: |
| Consolidated subsidiaries | $\mathbf{4 6}$ | 48 | -2 |
| Affiliates (subject to the equity method) | $\mathbf{1 2}$ | 11 | 1 |

(Non-consolidated)

|  |  | Millions of Yen |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q |  |  | Full FY2009 |
|  |  | FY2010 | FY2009 | Change |  |
| Gross business profit before credit costs (2-4) | 1 | 65,771 | 77,274 | -11,503 | 304,668 |
| (Gross profit) | 2 | $(65,771)$ | $(77,274)$ | $(-11,503)$ | $(304,668)$ |
| Net trust fees | 3 | 12,000 | 12,791 | -791 | 53,140 |
| Principal guaranteed trust a/c credit costs | 4 | - | - | - | - |
| Trust fees from principal guaranteed trust a/c | 5 | 1,105 | 1,714 | -609 | 5,577 |
| Other trust fees | 6 | 10,894 | 11,076 | -182 | 47,562 |
| Net interest income | 7 | 33,969 | 50,613 | -16,644 | 179,660 |
| Net fees and commissions | 8 | 7,110 | 7,488 | -377 | 39,999 |
| Net trading income | 9 | 78 | 3,527 | -3,449 | 15,672 |
| Net other operating income | 10 | 12,613 | 2,853 | 9,760 | 16,195 |
| Net gains on foreign exchange transactions | 11 | 1,965 | -1,841 | 3,806 | -3,891 |
| Net gains on bonds | 12 | 12,712 | 4,284 | 8,428 | 24,470 |
| Net gains from derivatives other than for trading or hedging | 13 | -4,721 | -114 | -4,607 | -6,769 |
| General and administrative expenses | 14 | -31,500 | -31,494 | -6 | -129,219 |
| Net business profit before credit costs (1+14) | 15 | 34,271 | 45,780 | -11,509 | 175,449 |
| (Excluding net gains on bonds) (15-12) | 16 | $(21,558)$ | $(41,496)$ | $(-19,937)$ | $(150,978)$ |
| Provision of general allowance for loan losses | 17 | - | - | - | - |
| Net business profit | 18 | 34,271 | 45,780 | -11,509 | 175,449 |
| Net non-recurring profit | 19 | -4,945 | -23,114 | 18,168 | -47,943 |
| Net gains on sales of stocks and other securities | 20 | -1,367 | -6,773 | 5,406 | -7,839 |
| Banking a/c net credit costs | 21 | -513 | -3,694 | 3,181 | -6,905 |
| Others | 22 | -3,063 | -12,645 | 9,581 | -33,198 |
| Ordinary profit | 23 | 29,325 | 22,666 | 6,659 | 127,506 |
| Extraordinary profit | 24 | 4,001 | 601 | 3,399 | -49,784 |
| Reversal of allowance for loan losses (*1) | 25 | 3,184 | 612 | 2,571 | 14,003 |
| Recoveries of written-off claims | 26 | 49 | 45 | 3 | 1,352 |
| Income before income taxes | 27 | 33,327 | 23,268 | 10,058 | 77,721 |
| Income taxes-current | 28 | -8,495 | -7,381 | -1,113 | -5,074 |
| Income taxes-deferred | 29 | -1,795 | -1,032 | -762 | -50,956 |
| Net income | 30 | 23,036 | 14,854 | 8,181 | 21,691 |
|  |  |  |  |  |  |
| Total credit costs ( $4+17+21+25+26$ ) | 31 | 2,719 | -3,036 | 5,756 | 8,451 |
|  |  |  |  |  |  |
| Total substantial credit costs (*2) | 32 | 2,440 | -9,594 | 12,035 | 7,480 |
| Losses related to domestic credit investments | 33 | 2,536 | -1,224 | 3,761 | 10,670 |
| Losses related to international credit investments | 34 | -96 | -8,369 | 8,273 | -3,190 |

(*1) Due to the reversal of reserves, the amount is included in the extraordinary income for 1QFY2010, 1QFY2009 and Full FY2009.
(*2) Total substantial credit costs $(32)=(31)+$ Costs included in $(20)(22)$ which are related to investment in securities of domestic and overseas credit.

## 2. Breakdown of profit by business (Preliminary)

(1) Gross business profit before credit costs
(Non-consolidated)

|  | Billions of Yen |  |  |
| :--- | ---: | ---: | ---: |
|  | 1QFY2010 | 1QFY2009 | Change |
| Retail financial services | $\mathbf{1 9 . 5}$ | 18.6 | 0.8 |
| Wholesale financial services | $\mathbf{2 1 . 8}$ | 23.3 | -1.4 |
| $\quad$ Stock transfer agency services | $\mathbf{3 . 9}$ | 3.9 | 0.0 |
| Global Markets | $\mathbf{1 7 . 6}$ | 23.2 | -5.6 |
| Fiduciary services | $\mathbf{1 1 . 2}$ | 11.8 | -0.5 |
| Pension asset management | $\mathbf{8 . 3}$ | 8.9 | -0.6 |
| Securities processing services | $\mathbf{2 . 9}$ | 2.8 | 0.0 |
| Real estate | $\mathbf{2 . 5}$ | 1.9 | 0.5 |
| Fees paid for outsourcing | $\mathbf{- 5 . 8}$ | -4.8 | -1.0 |
| Stock transfer agency services | $\mathbf{- 2 . 1}$ | -1.9 | -0.2 |
| Fiduciary services | $\mathbf{- 3 . 8}$ | -2.9 | -0.8 |
| Others (*) | $\mathbf{- 1 . 0}$ | 3.3 | $\mathbf{- 4 . 3}$ |
| Gross business profit before credit costs | $\mathbf{6 5 . 7}$ | 77.2 | $\mathbf{- 1 1 . 5}$ |

(2) Net business profit before credit costs
(Non-consolidated)

|  | Billions of Yen |  |  |
| :---: | :---: | :---: | :---: |
|  | 1QFY2010 | 1QFY2009 | Change |
| Retail financial services | 3.8 | 2.8 | 1.0 |
| Wholesale financial services | 14.3 | 15.6 | -1.3 |
| Global Markets | 15.3 | 20.9 | -5.5 |
| Fiduciary services | 3.5 | 4.3 | -0.8 |
| Real estate | 1.1 | 0.2 | 0.9 |
| Others (*) | -3.7 | 2.1 | -5.8 |
| Net business profit before credit costs | 34.2 | 45.7 | -11.5 |

(Consolidated)

|  | Billions of Yen |  |  |
| :--- | ---: | ---: | ---: |
|  | 1QFY2010 | 1QFY2009 | Change |
| Retail financial services | $\mathbf{4 . 7}$ | 3.5 | 1.1 |
| Wholesale financial services | $\mathbf{2 1 . 0}$ | 20.3 | 0.6 |
| Global Markets | $\mathbf{1 5 . 3}$ | 20.9 | -5.5 |
| Fiduciary services | $\mathbf{5 . 4}$ | 4.7 | 0.7 |
| Real estate | $\mathbf{1 . 4}$ | -0.2 | 1.5 |
| Others $\left(^{*}\right)$ | $\mathbf{- 3 . 6}$ | -6.7 | 3.1 |
| Net business profit before credit costs | $\mathbf{4 4 . 1}$ | 42.5 | 1.6 |

Note: Above table is made based on "Accounting Standard for Disclosures about Segments of an Enterprise and Related

(*) Net of dividend income, cost of capital sourcing and head office expense etc. is included. Dividend income which is generated by retirement of perpetual subordinated bonds ( 9.4 billion yen) is included in 1QFY2009.

## 3. Forecast for FY2010

Both consolidated and non-consolidated earnings forecasts for the first half FY2010 are revised upward, taking into account a certain profit based on the expected revision of tax effect from the accounting perspective and some other factors, resulting from the business restructuring announced today in "Execution of Business Transfer Agreement between Life Housing Loan, Ltd. and First Credit Corporation". Those for the full FY2010 are also revised upward in line with the revised earnings forecasts for the first half FY2010.
Consolidated and non-consolidated net business profit before credit costs and total credit costs for the first half FY2010 and the full FY2010 remain unchanged at this moment.
The interim and annual dividend forecasts for FY2010 will be reviewed and any revision, if necessary, will be announced in a timely manner, after taking into account the financial results of the first half of FY2010 and outlook for FY2010 at the time.

|  | Billions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Forecast for FY2010 |  | 1QFY2010 (Actual) | $\begin{gathered} \text { FY2009 } \\ \text { (Actual) (B) } \end{gathered}$ | Change <br> (A)-(B) |
|  | $\begin{aligned} & \text { Full FY2010 } \\ & \text { (A) } \end{aligned}$ | 1HFY2010 |  |  |  |
| (Consolidated) |  |  |  |  |  |
| Net business profit before credit costs | 175.0 | 75.0 | 44.1 | 197.8 | -22.8 |
| Ordinary profit | 110.0 | 45.0 | 39.9 | 148.1 | -38.1 |
| Net income | 75.0 | 40.0 | 24.3 | 53.1 | 21.8 |
| Dividend on common stock per share (Yen) | 10.00 | 5.00 | - | 10.00 | - |
| Consolidated dividend payout ratio (\%) (*) | 23.8\% | ------ | ---- | 33.1\% | -9.3\% |
| (Non-consolidated) |  |  |  |  |  |
| Net business profit before credit costs | 140.0 | 60.0 | 34.2 | 175.4 | -35.4 |
| Total credit costs | -30.0 | -10.0 | 2.7 | 8.4 | -38.4 |
| Other non-recurring profit | -25.0 | -15.0 | -4.4 | -41.0 | 16.0 |
| Ordinary profit | 85.0 | 35.0 | 29.3 | 127.5 | -42.5 |
| Net income | 65.0 | 35.0 | 23.0 | 21.6 | 43.3 |
| (Total substantial credit costs) |  |  |  |  |  |
| Consolidated | -45.0 | -20.0 | 3.0 | -4.2 | -40.7 |
| Non-consolidated | -35.0 | -15.0 | 2.4 | 7.4 | -42.4 |
| Domestic | -30.0 | -10.0 | 2.5 | 10.6 | -40.6 |
| International | -5.0 | -5.0 | -0.0 | -3.1 | -1.8 |
| Group companies | -10.0 | -5.0 | 0.6 | -11.7 | 1.7 |

(*) Consolidated dividend payout ratio
$=\{$ Total amount of dividends for common shares / (Consolidated net income - Total amount of dividends for preferred shares) $\} \times 100$
Note: Forecast is subject to change

## 4. BIS capital adequacy ratio

(Consolidated)

|  | June 2010 <br> (Forecast) | Mar. 2010 <br> (Actual) |
| :--- | :---: | ---: |
| BIS capital adequacy ratio | $\mathbf{1 4 . 0 - \mathbf { 1 4 . 5 \% }}$ | $13.85 \%$ |
| Tier I capital ratio | $\mathbf{1 0 . 0 - \mathbf { 1 0 . 5 \% }}$ | $9.86 \%$ |

Figures as of June 2010 are now under the calculation process and will be announced as finalized.

## 5. Ending balance of loans

(Non-consolidated)

|  | Millions of Yen |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | June 2010 | Mar. 2010 | Sep. 2009 | Change from <br> Mar. 2010 | Change from <br> Sep. 2009 |  |
| Banking account |  |  | $11,472,216$ | $-463,953$ | $-14,692$ |  |
| Principal guaranteed trust account | $\mathbf{2 1 0 , 7 4 8}$ | 262,731 | $\mathbf{2 5 0 , 9 9 8}$ | $-51,983$ | $-40,250$ |  |
| Total | $\mathbf{1 1 , 6 6 8 , 2 7 1}$ | $12,184,208$ | $11,723,215$ | $-515,936$ | $-54,943$ |  |

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

|  | Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 | Mar. 2010 | Sep. 2009 | Change from <br> Mar. 2010 | $\begin{array}{r}\text { Change from } \\ \text { Sep. } 2009 \\ \hline\end{array}$ |
| Individuals | 8,866,631 | 8,882,693 | 8,875,825 | -16,062 | -9,193 |
| Deposits (*) | 8,390,477 | 8,394,937 | 8,335,095 | -4,459 | 55,382 |
| Trust principal (Principal guaranteed) | 476,153 | 487,756 | 540,729 | -11,602 | -64,576 |
| Corporations and other organizations | 2,301,135 | 2,474,290 | 2,593,345 | -173,154 | -292,210 |
| Deposits (*) | 2,157,596 | 2,304,454 | 2,409,045 | -146,858 | -251,449 |
| Trust principal (Principal guaranteed) | 143,539 | 169,835 | 184,300 | -26,295 | -40,761 |
| Others | 596,425 | 743,560 | 872,137 | -147,134 | -275,711 |
| Total | 11,764,192 | 12,100,543 | 12,341,308 | -336,351 | -577,115 |

(*) Excluding NCDs and offshore accounts

## 7. Spread

Domestic banking a/c
(Non-consolidated)

|  | Percentage points |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 1QFY2010 | 2HFY2009 | 1HFY2009 | Change from <br> 2HFY2009 |
| Average yield on interest-earning assets (A) | $\mathbf{1 . 2 4}$ | 1.35 | 1.43 | -0.11 |
| Loans and bills discounted (B) | $\mathbf{1 . 3 4}$ | 1.42 | 1.48 | -0.08 |
| Securities | $\mathbf{0 . 9 5}$ | 1.25 | 1.53 | -0.30 |
| Average yield on interest-bearing liabilities (C) | $\mathbf{0 . 4 6}$ | 0.50 | 0.54 | -0.04 |
| Deposits (D) | $\mathbf{0 . 4 7}$ | 0.51 | 0.55 | -0.04 |
| Gross margin (A) - (C) | $\mathbf{0 . 7 8}$ | 0.85 | 0.89 | -0.07 |
| Loan-deposit margin (B) - (D) | $\mathbf{0 . 8 7}$ | 0.91 | 0.93 | -0.04 |

## 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 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 |  |  | Mar. 2010 | Sep. 2009 | Change from <br> Mar. 2010 |
|  |  | Coverage ratio (*1) | Reserve ratio (*2) |  |  |  |
| Assets classified under the Financial Reconstruction Law | 178,861 | 79\% | 56\% | 176,475 | 309,159 | 2,386 |
| Loans in bankrupt and practically bankrupt | 16,678 | 100\% | 100\% | 17,582 | 26,094 | -903 |
| Doubtful loans | 61,724 | 86\% | 77\% | 61,223 | 242,212 | 500 |
| Substandard loans (A) | 100,457 | 71\% | 22\% | 97,668 | 40,852 | 2,788 |
| Ordinary assets | 12,026,580 | ---------- | ------- | 12,508,847 | 11,959,395 | -482,266 |
| Loans to substandard debtors (excluding substandard loans) (B) | 36,793 | ---------- | ----------- | 37,420 | 10,981 | -627 |
| Loans to special mention debtors (excluding (A) and (B)) | 527,085 | ----------- | ---------- | 586,761 | 608,122 | -59,675 |
| Loans to ordinary debtors | 11,462,702 | ---------- | ------- | 11,884,665 | 11,340,291 | -421,963 |
| Total loan balance | 12,205,442 | ----------- | ----------- | 12,685,323 | 12,268,555 | -479,880 |
| (Ratio to total loan balance) | (1.5\%) | ---------- | ---------- | (1.4\%) | (2.5\%) | (0.1\%) |
| Loans to substandard debtors (A)+(B) | 137,250 | ---------- | --------- | 135,089 | 51,833 | 2,161 |

(*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).
Note: Private placement bonds with bank's guarantee are posted in fair value from Mar. 2010.

## 9. Unrealized gains/ losses on investment securities

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

|  | Millions of Yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 |  |  | Mar. 2010 |  |  | Change of book value | Change of net |
|  | Book value | Fair value | Net | Book value | Fair value | Net |  |  |
| Japanese government bonds | 222,967 | 233,070 | 10,102 | 236,046 | 244,094 | 8,047 | -13,079 | 2,055 |
| Japanese local government bonds | - | - | - | - | - | - | - | - |
| Japanese corporate bonds | 23,286 | 23,351 | 65 | 23,286 | 23,392 | 105 | -0 | -40 |
| Others | 260,980 | 302,248 | 41,268 | 287,284 | 332,868 | 45,583 | -26,304 | -4,315 |
| Foreign bonds | 260,980 | 302,248 | 41,268 | 287,284 | 332,868 | 45,583 | -26,304 | -4,315 |
| Total | 507,234 | 558,670 | 51,436 | 546,618 | 600,355 | 53,737 | -39,383 | -2,300 |

Note: 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 918 million yen as of the end of June 2010.
(Non-consolidated)

|  | Millions of Yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 |  |  | Mar. 2010 |  |  | Change of book value | Change of net |
|  | Book value | Fair value | Net | Book value | Fair value | Net |  |  |
| Japanese government bonds | 222,591 | 232,685 | 10,093 | 235,710 | 243,751 | 8,041 | -13,119 | 2,052 |
| Japanese local government bonds | - | - | - | - | - | - | - | - |
| Japanese corporate bonds | 23,286 | 23,351 | 65 | 23,286 | 23,392 | 105 | -0 | -40 |
| Others | 260,753 | 301,996 | 41,242 | 287,060 | 332,617 | 45,557 | -26,306 | -4,314 |
| Foreign bonds | 260,753 | 301,996 | 41,242 | 287,060 | 332,617 | 45,557 | -26,306 | -4,314 |
| Total | 506,631 | 558,033 | 51,401 | 546,057 | 599,762 | 53,704 | -39,426 | -2,302 |

[^1](2) Available-for-sale securities with fair value
(Consolidated)

|  | Millions of Yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 |  |  | Mar. 2010 |  |  | Change of cost | Change of net |
|  | Cost | Book value | Net | Cost | Book value | Net |  |  |
| Japanese stocks | 430,083 | 468,758 | 38,675 | 426,721 | 491,862 | 65,140 | 3,361 | -26,465 |
| Japanese bonds | 1,716,050 | 1,737,958 | 21,907 | 1,592,954 | 1,618,338 | 25,383 | 123,095 | -3,476 |
| Government bonds | 1,330,736 | 1,350,965 | 20,228 | 1,191,327 | 1,215,914 | 24,586 | 139,409 | -4,357 |
| Local government bonds | 13,701 | 13,900 | 198 | 11,847 | 11,829 | -18 | 1,853 | 216 |
| Corporate bonds | 371,612 | 373,092 | 1,480 | 389,779 | 390,594 | 815 | -18,167 | 664 |
| Others | 1,220,034 | 1,217,830 | -2,204 | 1,500,787 | 1,504,575 | 3,788 | -280,752 | -5,992 |
| Foreign stocks | 133 | 450 | 316 | 140 | 550 | 410 | -6 | -93 |
| Foreign bonds | 796,090 | 803,785 | 7,694 | 1,070,641 | 1,066,354 | -4,287 | -274,550 | 11,982 |
| Others | 423,810 | 413,595 | -10,215 | 430,005 | 437,671 | 7,665 | -6,195 | -17,881 |
| Total | 3,366,168 | 3,424,547 | 58,378 | 3,520,463 | 3,614,777 | 94,313 | -154,295 | -35,934 |

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 As a result, "Book value" of "Government bonds" has increased by 10,508 million yen, and "Book value" of "Foreign bonds" has increased by 415 million yen.
(Non-consolidated)

|  | Millions of Yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 |  |  | Mar. 2010 |  |  | Change of cost | Change of net |
|  | Cost | Book value | Net | Cost | Book value | Net |  |  |
| Japanese stocks | 430,023 | 468,601 | 38,578 | 426,661 | 491,690 | 65,029 | 3,361 | -26,450 |
| Japanese bonds | 1,736,050 | 1,757,958 | 21,907 | 1,612,954 | 1,638,338 | 25,383 | 123,095 | -3,476 |
| Government bonds | 1,330,736 | 1,350,965 | 20,228 | 1,191,327 | 1,215,914 | 24,586 | 139,409 | -4,357 |
| Local government bonds | 13,701 | 13,900 | 198 | 11,847 | 11,829 | -18 | 1,853 | 216 |
| Corporate bonds | 391,612 | 393,092 | 1,480 | 409,779 | 410,594 | 815 | -18,167 | 664 |
| Others | 1,195,930 | 1,192,428 | -3,501 | 1,476,462 | 1,479,055 | 2,592 | -280,532 | -6,094 |
| Foreign stocks | 130 | 255 | 124 | 137 | 301 | 164 | -6 | -39 |
| Foreign bonds | 782,307 | 790,142 | 7,835 | 1,056,698 | 1,052,585 | -4,112 | -274,391 | 11,948 |
| Others | 413,492 | 402,030 | -11,462 | 419,626 | 426,167 | 6,541 | -6,134 | -18,003 |
| Total | 3,362,004 | 3,418,988 | 56,984 | 3,516,079 | 3,609,084 | 93,005 | -154,074 | -36,021 |

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 As a result, "Book value" of "Government bonds" has increased by 10,508 million yen, and "Book value" of "Foreign bonds" has increased by 415 million yen.
10. Unrealized gains/ losses on derivative transaction
(Non-consolidated)

|  | Millions of Yen |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Hedge accounting applied (deferred gains/ losses) |  |  | Hedge accounting not applied (unrealized gains/ losses) |  |  |
|  | June 2010 | Mar. 2010 | Change | June 2010 | Mar. 2010 | Change |
| Interest rate related | -4,412 | 4,059 | -8,471 | 94,582 | 109,522 | -14,940 |
| Interest rate swaps | -4,412 | 4,059 | -8,471 | 150,988 | 177,754 | -26,765 |
| Currency related | 1,799 | 1,886 | -87 | 22,991 | 23,226 | -235 |
| Stock related | - | -5,835 | 5,835 | -23 | -181 | 157 |
| Bond related | - | - | - | -150 | -105 | -44 |
| Credit related | - | - | - | -238 | -530 | 292 |
| Total | -2,613 | 110 | -2,724 | 117,161 | 131,930 | -14,769 |

## 11. Status of the international credit investment

(1) Securities with fair value

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

|  | Billions of Yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 |  |  |  |  |  |  |  |
|  | Cost (after impairment) |  |  |  |  | Unrealized gains/ losses (*1), (*2) |  |  |
|  |  | North America |  | Europe $\left.\begin{array}{c}\text { Change from } \\ \text { Mar. 2010 }\end{array}\right)$ |  | Change from Mar. 2010 |  | \% |
| Asset-backed securities | 1 | 29.9 | 3.4 | 25.4 | -4.1 | 2.5 | 1.0 | 8.4\% |
| RMBS exc. Subprime related RMBS | 2 | 13.2 | - | 12.2 | -2.8 | -0.9 | 0.5 | -7.3\% |
| CMBS (Commercial mortgage) | 3 | 13.1 | - | 13.1 | -1.0 | -1.9 | 0.5 | -14.8\% |
| CARDS (Credit card receivables) | 4 | 2.6 | 2.6 | - | -0.1 | -0.0 | 0.0 | -0.4\% |
| Corporate bonds | 5 | 217.2 | 19.5 | 79.4 | -24.7 | 5.6 | -0.2 | 2.6\% |
| Bonds issued by financial institutions | 6 | 53.2 | 10.6 | 24.6 | -6.2 | -2.1 | -0.6 | -4.0\% |
| Total | 7 | 247.1 | 23.0 | 104.8 | -28.8 | 8.1 | 0.7 | 3.3\% |

(*1) As a result of using rationally calculated prices instead of market prices, "Book value" of asset-backed securities increased by 0.4 billion yen.
(*2) "Cost" and "Unrealized gains/ losses" of asset-backed securities and corporate bonds guaranteed by "Monoline" insurance companies are 0.1 billion yen and 0.0 billion yen, respectively, as of the end of June 2010.
Note: 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 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 |  |  |  |  |  |  |  |
|  |  | Cost |  |  |  | Unrealized gains/ losses (*1), (*2) |  |  |
|  |  | North America |  | Europe | Change from Mar. 2010 | Change fromMar. 2010 |  | \% |
| Asset-backed securities | 8 | 236.3 | 121.3 | 115.0 | -26.3 | 40.5 | -4.9 | 17.1\% |
| RMBS exc. Subprime related RMBS | 9 | 78.5 | - | 78.5 | -13.2 | 9.9 | -0.8 | 12.7\% |
| CARDS (Credit card receivables) | 10 | 35.2 | 30.4 | 4.7 | -4.2 | 8.4 | -1.0 | 24.1\% |
| CLO (Corporate loans) | 11 | 121.9 | 90.2 | 31.7 | -8.6 | 22.0 | -3.0 | 18.1\% |

## (*1) As a result of using rationally calculated prices instead of market prices, "Fair value" of asset-backed securities increased by 0.9 billion yen.

(*2) Unamortized amount of unrealized gains/ losses resulting from reclassification is $\mathbf{- 7 0 . 1}$ billion yen as of the end of June 2010. (before tax effect)
Note: Vintage of RMBS: 2007: 11.86\%, 2006: 32.58\%, 2005 and before: 55.56\%
3) Credit ratings
(Non-consolidated)

|  | Billions of Yen |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 |  |  |  |  |  |  |
|  | Cost (after impairment) |  |  |  |  |  |  |
|  |  | AAA |  | AA | A | BBB | BB and below |
| Available-for-sale securities | 12 | 247.1 | 13.0 | 31.3 | 112.7 | 68.8 | 21.2 |
| Asset-backed securities | 13 | 29.9 | 13.0 | 10.7 | 2.1 | 3.1 | 0.7 |
| Corporate bonds | 14 | 217.2 | - | 20.6 | 110.5 | 65.6 | 20.5 |
| Held-to-maturity debt securities | 15 | 236.3 | 55.2 | 116.0 | 39.1 | 25.8 | - |

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

|  | Billions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 |  |  |  |  |
|  | Cost (after impairment) |  |  |  |  |
|  |  | North America |  | Europe | $\begin{aligned} & \hline \text { from } \\ & 2010 \\ & \hline \end{aligned}$ |
| Securities with no available fair value | 16 | 20.4 | 9.2 | 6.6 | -2.7 |

(3) Exposure to corporate loans

(*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 |  |  |
| :--- | ---: | ---: | ---: | ---: |
| (Non-consolidated) | 1QFY2010 |  |  |  |
|  |  | Losses on sale |  | Losses on <br> devaluation |
| Asset-backed securities | 18 | -0.3 | - | -0.3 |
| Corporate bonds | 19 | - | - | - |
| Corporate loans and others | 20 | 0.2 | -0.3 | -0.0 |
| Total | 21 | -0.0 | -0.3 | -0.3 |

12. Loans by industry
(Non-consolidated)

|  | Millions of Yen |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 |  |  |  | Mar. 2010 |  |  |
|  |  |  | Banking + Trust a/c |  |  |  | Banking |
|  | Banking a/c | Trust a/c |  | Change from Mar. 2010 | Banking a/c | Trust a/c | Trust a/c |
| Domestic Branches (excluding offshore accounts) | 10,605,333 | 210,748 | 10,816,081 | -487,886 | 11,041,236 | 262,731 | 11,303,968 |
| Manufacturing | 1,901,859 | 13,670 | 1,915,530 | 18,610 | 1,883,143 | 13,776 | 1,896,919 |
| Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering | 23,186 | - | 23,186 | 3,016 | 20,170 | - | 20,170 |
| Construction | 96,243 | - | 96,243 | -9,309 | 105,553 | - | 105,553 |
| Electricity, gas, heat supply and water | 171,591 | 406 | 171,997 | 8,688 | 162,902 | 406 | 163,308 |
| Information and communications | 171,697 | - | 171,697 | -44,817 | 216,514 | - | 216,514 |
| Transport and postal activities | 712,255 | 9,531 | 721,787 | 1,153 | 711,102 | 9,531 | 720,634 |
| Wholesale and retail trade | 916,429 | 2,072 | 918,501 | -17,449 | 932,209 | 3,742 | 935,951 |
| Finance and insurance | 1,469,188 | 33,000 | 1,502,188 | -370,620 | 1,789,808 | 83,000 | 1,872,808 |
| Real estate | 1,780,426 | 32,321 | 1,812,748 | -38,996 | 1,818,729 | 33,015 | 1,851,745 |
| Goods rental and leasing | 726,137 | 31,000 | 757,137 | -72,776 | 801,913 | 28,000 | 829,913 |
| Others | 2,636,316 | 88,744 | 2,725,061 | 34,612 | 2,599,189 | 91,259 | 2,690,448 |
| Overseas branches and offshore accounts | 852,190 | - | 852,190 | -28,049 | 880,240 | - | 880,240 |
| Total | 11,457,523 | 210,748 | 11,668,271 | -515,936 | 11,921,476 | 262,731 | 12,184,208 |

Note 1: Above table is made based on the categorization of "Survey on loans by industry" of Bank of Japan.
Note 2: Trust $a / c$ is principal guaranteed trust $a / c$.

## 13. Real estate non recourse loans (Banking a/c)

(Non-consolidated)

|  | Billions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2010 | Mar. 2010 | Sep. 2009 | Change from Mar. 2010 | Change from Sep. 2009 |
| Real estate non recourse loans | 804.3 | 831.3 | 882.2 | -26.9 | -77.8 |

Note: Addition to the listed above, there are loans to REIT (290.9 billion yen) and investments in CMBS (27.9 billion yen) as of the end of June 2010.
14. Balance and sales volume of mutual fund/ individual annuity (For retail customers)
(Non-consolidated)

|  | Billions of Yen |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance |  |  | Sales volume |  |  |
|  | June 2010 | Mar. 2010 | Change | $\begin{gathered} \text { FY2010 } \\ \text { (from Apr. to June) } \end{gathered}$ | FY2009 |  |
|  |  |  |  |  | (from Oct. to Mar.) | (from Apr. to Sep.) |
| Mutual fund | 978.4 | 1,075.5 | -97.1 | 61.4 | 133.9 | 87.2 |
| Fund wrap | 32.8 | 29.8 | 3.0 | 5.7 | 12.0 | 7.3 |
| Individual annuity | 722.9 | 691.6 | 31.2 | 42.6 | 82.7 | 50.0 |
| Total | 1,734.2 | 1,797.1 | -62.8 | 109.8 | 228.7 | 144.6 |

## 15. Statements of trust account

(Non-consolidated)

|  | Millions of Yen |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | June 2010 | Mar. 2010 | Sep. 2009 | Change from <br> Mar. 2010 | Change from <br> Sep. 2009 |
| Loans and bills discounted | $\mathbf{3 4 8 , 3 7 8}$ | 398,476 | 378,542 | $-50,098$ | $-30,164$ |
| Securities | $\mathbf{3 7 4 , 7 9 7}$ | 554,630 | 319,078 | $-179,833$ | 55,719 |
| Money held in trust | $\mathbf{6 3 , 5 6 5 , 4 5 3}$ | $61,043,709$ | $63,708,157$ | $2,521,744$ | $-142,703$ |
| Securities held in custody accounts | $\mathbf{3 5 8 , 9 6 3}$ | 372,763 | 395,066 | $-13,800$ | $-36,103$ |
| Money claims | $\mathbf{9 , 8 2 7 , 6 6 6}$ | $10,226,782$ | $9,808,542$ | $-399,115$ | 19,124 |
| Tangible fixed assets | $\mathbf{4 , 4 0 7 , 3 3 6}$ | $4,418,089$ | $4,465,727$ | $-10,753$ | $-58,390$ |
| Intangible fixed assets | $\mathbf{3 7 , 7 2 1}$ | 37,721 | 37,714 | - | 6 |
| Other claims | $\mathbf{1 , 6 2 5 , 0 5 9}$ | $1,598,623$ | $1,418,253$ | 26,435 | 206,806 |
| Call loans | $\mathbf{4 , 4 0 0}$ | 30,900 | 3,900 | $-26,500$ | 500 |
| Loans to banking account | $\mathbf{4 4 8 , 9 7 1}$ | 430,969 | $1,056,013$ | 18,001 | $-607,041$ |
| Cash and due from banks | $\mathbf{1 9 2 , 2 5 4}$ | 195,020 | 281,646 | $-2,765$ | $-89,391$ |
| Other assets | - | - | 1 | - | -1 |
| Total assets | $\mathbf{8 1 , 1 9 1 , 0 0 2}$ | $79,307,687$ | $81,872,644$ | $1,883,314$ | $-681,642$ |
| Money trusts | $\mathbf{1 2 , 8 8 2 , 0 6 9}$ | $12,284,982$ | $12,926,169$ | 597,086 | $-44,100$ |
| Pension trusts | $\mathbf{5 , 9 5 1 , 5 6 2}$ | $5,435,133$ | $5,087,975$ | 516,429 | 863,586 |
| Property formation benefit trusts | $\mathbf{8 , 9 0 3}$ | 8,521 | 9,360 | 382 | -456 |
| Loan trusts | $\mathbf{5 9 , 4 4 8}$ | 74,774 | 123,950 | $-15,326$ | $-64,502$ |
| Securities investment trusts | $\mathbf{2 4 , 2 0 3 , 3 7 5}$ | $23,576,929$ | $24,240,029$ | 626,445 | $-36,654$ |
| Money entrusted, other than money trusts | $\mathbf{2 , 1 8 1 , 9 3 3}$ | $2,406,475$ | $2,384,805$ | $-224,541$ | $-202,871$ |
| Securities trusts | $\mathbf{1 7 , 1 2 2 , 7 3 3}$ | $16,414,987$ | $18,447,758$ | 707,746 | $-1,325,024$ |
| Money claim trusts | $\mathbf{9 , 7 3 3 , 1 2 5}$ | $10,116,344$ | $9,614,558$ | $-383,219$ | 118,566 |
| Land and fixtures trusts | $\mathbf{4 3 , 3 9 8}$ | 43,940 | 44,656 | -542 | $-1,258$ |
| Composite trusts | $\mathbf{9 , 0 0 4 , 4 5 2}$ | $8,945,597$ | $8,993,378$ | 58,854 | 11,073 |
| Other trusts | $\mathbf{0}$ | 0 | 0 | - | - |
| Total liabilities | $\mathbf{8 1 , 1 9 1 , 0 0 2}$ | $79,307,687$ | $81,872,644$ | $1,883,314$ | $-681,642$ |

The amount of retrusted assets (June 2010: 63,534,761 million yen, Mar. 2010: 61,007,191 million yen, Sep. 2009: 63,677,815 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 a/c

(Non-consolidated)

|  |  | Millions of Yen |  |  | $\begin{array}{r} \hline \text { Change from } \\ \text { Mar. } 2010 \\ \hline \end{array}$ | Change fromSep. 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | June 2010 | Mar. 2010 | Sep. 2009 |  |  |
|  | Loans and bills discounted | 210,748 | 262,731 | 250,998 | -51,983 | -40,250 |
|  | Securities | 48 | 48 | 48 |  | - |
|  | Others | 353,492 | 322,386 | 352,835 | 31,106 | 657 |
|  | Total assets | 564,289 | 585,166 | 603,883 | -20,876 | -39,593 |
|  | Principal | 561,163 | 584,105 | 602,992 | -22,941 | -41,828 |
|  | Reserves for JOMT (Jointly-operated money trust) | 437 | 437 | 545 | - | -107 |
|  | Others | 2,688 | 623 | 345 | 2,064 | 2,343 |
|  | Total liabilities | 564,289 | 585,166 | 603,883 | -20,876 | -39,593 |
|  | Loans and bills discounted | - | - | - | - | - |
|  | Securities | - | - | - | - | - |
|  | Others | 59,448 | 74,780 | 123,955 | -15,331 | -64,507 |
|  | Total assets | 59,448 | 74,780 | 123,955 | -15,331 | -64,507 |
|  | Principal | 58,529 | 73,486 | 122,038 | -14,956 | -63,508 |
|  | Reserves for loan trust | 465 | 604 | 793 | -138 | -327 |
|  | Others | 452 | 689 | 1,124 | -236 | -671 |
|  | Total liabilities | 59,448 | 74,780 | 123,955 | -15,331 | -64,507 |


[^0]:    This financial information is translations of the brief financial statements (Kessan Tanshin) and explanatory material. For further information, please contact the Investor Relations Office, Financial Management Department at $+81-3-3286-8354$ by phone, $+81-3-3286-4654$ by facsimile, or email : rstbirnews@sumitomotrust.co.jp.

[^1]:    Note: 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 918 million yen as of the end of June 2010.

