

Investor Meeting on Financial Results for FY2023

May 17, 2024

- ◆ On behalf of the Group, I would like to express my gratitude as we celebrate our 100th Anniversary in April of this year. I sincerely thank our shareholders, investors and other stakeholders for their support, and for the 100 years of progress we have made along with the growth of the “Trust”.
- ◆ I assume the year of 2024, a significant milestone for us, will be a historic year for the Japanese economy as well. Wage increase in this spring has exceeded 5% for the first time in 33 years. Looking at movements in stock prices and interest rates, we think Japanese economy has eventually emerged from a long period of stagnation and are now in an excellent position to create a virtuous circulation of investment in the capital and real asset markets, starting with ¥3,000 trillion in household assets.
- ◆ A business environment where investment is expanding, and asset prices are increasing will be extremely positive for the growth of ours. In today's presentation, I will explain our approach to achieving an ROE of 10% or more, using as many specific figures and examples of our efforts as possible.
- ◆ I will not touch on the financial results for FY23 here, since Executive Officer Mr. Yamashiro has already explained it at the telephone conference on May 14. I will cover the topic of how we reduced strategic shareholdings in FY2023.
- ◆ Please turn to page 7.

Key Messages

Financial results for FY2023, Forecast for FY2024

- ✓ Financial results for FY2023 : Net business profit before credit costs was ¥338.6bn exceeding revised forecast (+¥10bn at the beginning of the period)
- ✓ Forecast for FY2024 : Forecast net income of ¥240.0bn. Aiming to achieve FY25 target one year earlier
Forecast dividend increase of ¥35 including commemorative dividend

Initiatives to enhance corporate value ① ~Earnings growth~

- ✓ Asset management and Asset administration : Expand AUF in "profitable" areas for investors, also utilizing growth investments
- ✓ Efficient B/S utilization : Creating a virtuous circulation of funds by utilizing B/S, linking both business operators and investors

Initiatives to enhance corporate value ② ~Cost control and Capital policy~

- ✓ Cost control : Utilization of human capital and IT expenditures, and efforts to improve operational efficiency and profitability
- ✓ Capital policy : Capital utilization and RWA control for future growth

Agenda

- 1 Financial results for FY2023 and forecast for FY2024** P. 4~

- 2 Initiatives to enhance corporate value** P. 11~
 - Earnings growth
 - Cost control
 - Capital policy

- Appendix** P. 36~

① Financial results for FY2023 and forecast for FY2024

Financial results for FY2023 / Forecast for FY2024

- Net business profit before credit costs: Achieved ¥338.6bn, exceeding revised fiscal year forecast. Strong performance in net fees and commissions and favorable stock market condition and weaker yen also made a positive contribution
- Net income: Decreased mainly due to reduction of bear funds with low B/E. Maintain dividend forecast as no impact on capital
- FY24 forecast of Net income: ¥240.0bn. Aiming to achieve FY25 target one year earlier.
- Dividend per share: ¥145 (increased by ¥35 YoY including commemorative dividend)

<Major KPIs>

	(Yen bn)	FY22	Forecast	FY23	Change	change from Forecast	FY24	change from FY23
		Actual		Actual			Plan	
1	Net business profit before credit costs	324.6	330.0	338.6	+ 14.0	+ 8.6	340.0	+ 1.3
2	Substantial gross business profit	814.1	860.0	874.1	+ 59.9	+ 14.1	910.0	+ 35.8
3	Substantial G&A Expenses	(489.5)	(530.0)	(535.4)	(45.9)	(5.4)	(570.0)	(34.5)
4	Total credit costs	(10.4)	(20.0)	(11.8)	(1.4)	+ 8.2	(20.0)	(8.1)
5	Net gains on stocks	3.0	(160.0)	(188.5)	(191.5)	(28.5)	50.0	+ 238.5
6	Other net non-recurring profit, Extraordinary profit	(45.8)	(35.0)	(40.3)	+ 5.5	(5.3)	(40.0)	+ 0.3
7	Net income	191.0	85.0	79.1	(111.8)	(5.9)	240.0	+ 160.8
8	Fee income ratio	55.1%		54.7%	(0.4%)			
9	Overhead ratio	60.1%	61.6%	61.3%	+ 1.2%	(0.2%)	62.6%	+ 1.3%
10	Return on equity	6.93%		2.68%	(4.25%)	(*1)		
11	Common Equity Tier 1 capital ratio	10.79%		11.35%	+ 0.56%	(*2)		

<Per share information>

	(Yen)	FY22	FY23	Change	FY24	change from FY23
		Actual	Actual		Plan	
12	Earnings per share (EPS)	258	109	(149)	330	+221
13	Dividend per share (DPS)	105	110	+5	145	+35
	(Yen)	Mar. 23	Mar. 24	Change		
14	Net assets per share (BPS)	3,843	4,316	+473		



100th
Anniversary

Commemorative dividend
¥10 per share

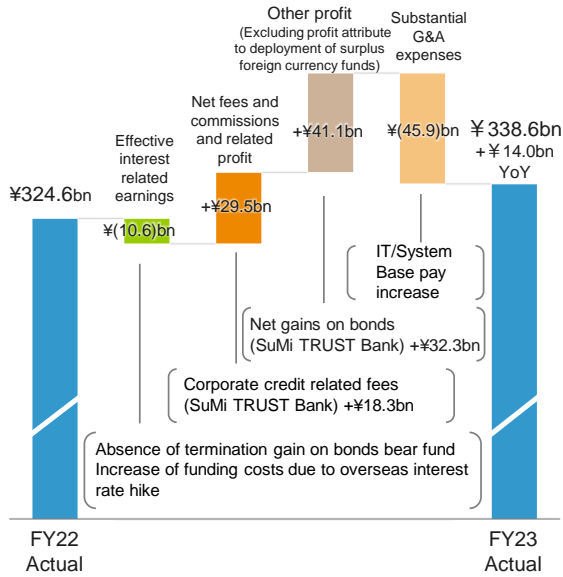
(*1) Excluding impact of gains/losses from sales of strategic shareholdings and bear funds(#5 net gains on stocks), estimated that net income will be roughly in line with our original forecast(¥200.0bn)

(*2) CET1 capital ratio on finalized Basel III (fully phased basis) as of Mar. 2024 is 10.2%

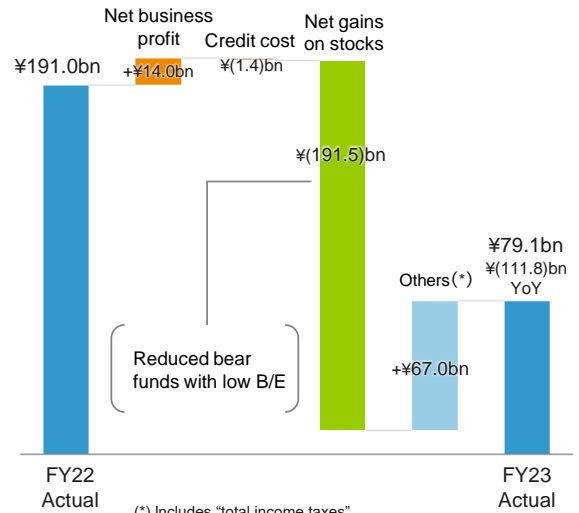
YoY Changes (Net business profit before credit costs and Net income)

- Net business profit before credit costs: Increased ¥14.0bn YoY. Strong performance in corporate credit related fees and steady asset management and asset administration fees by favorable stock market condition and weaker yen exceeded increase of substantial G&A expenses
- Net income: Decreased by ¥(111.8)bn YoY, mainly due to decrease in net gains on stocks

Net business profit before credit costs



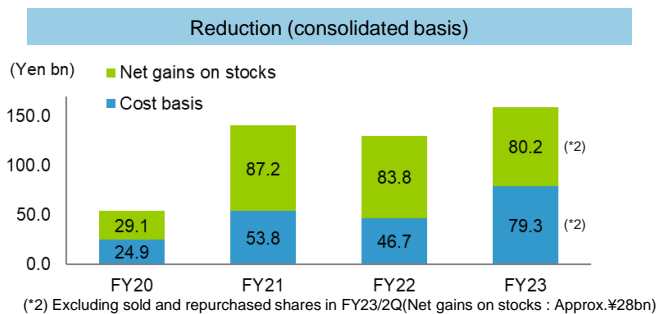
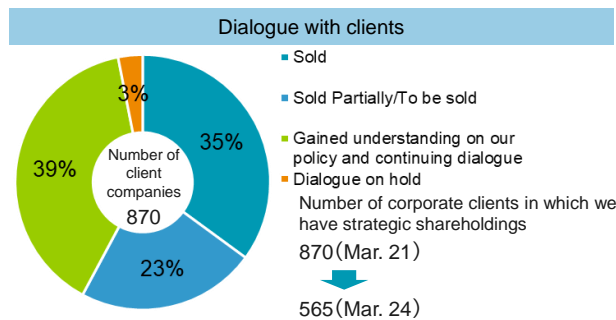
Net income



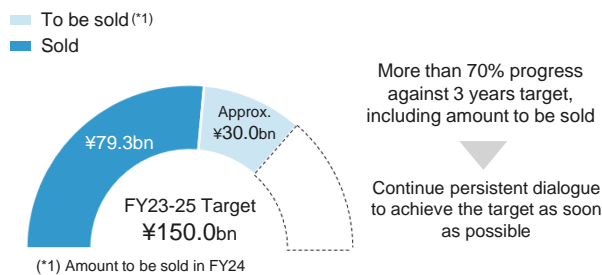
(*) Includes "total income taxes".

Reduction of strategic shareholdings

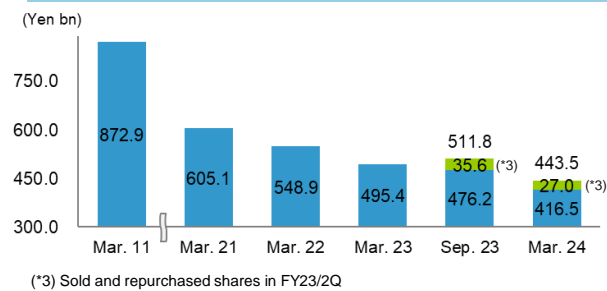
- 3 years reduction target: Cumulative total of ¥150.0bn(cost basis). Reduced ¥79.3bn(52% progress) in FY23
- Continue careful dialogue with clients based on long-term relationship of trust. The number of client companies with strategic shareholdings decreased by 35% since March 2021



Amount sold/ to be sold (cost basis) (consolidated basis)



Cost basis balance of strategic shareholdings(consolidated basis)



- ◆ It was three years ago, in May 2021, shortly after I took office as president, that the Group declared its “zero-holding” policy of conventional strategic shareholdings.
- ◆ Thanks to the understanding of our corporate clients, the spread of corporate governance, and the TSE's request to improve PBR, the balance of strategic shareholdings has been reduced to zero at more than 35% of our client companies in which we hold their shares over the past three years.
- ◆ We have been aiming for the further reduction of 150 billion yen based on acquisition cost over the three years up to FY2025 in the current Mid-term Management Plan, and we achieved 79 billion yen in FY2023, a progress exceeding 50% in the first year. We will continue to accelerate our efforts through careful and sincere dialogue based on long-term relationships of trust with our corporate clients.
- ◆ Please turn to page 9.

(Reference) Hedge policy of strategic shareholdings

- Accounted for losses on bear funds on FY2023. Reduced risk to future periodic profit and loss
- Posted ¥(67.0)bn of losses on bear funds on March 2024. Limited risk of impairment of bear funds at levels below TOPIX of 3,500pt

Risk management based on business model characteristics and risk characteristics

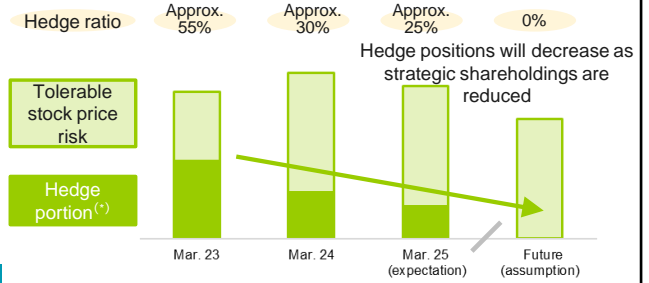
Risk Scenario	Initiatives
Price declines of strategic shareholdings ↓ Decrease in capital (Increase in capital when stock price rise)	① Reduction of strategic shareholdings - Announce that the Group shall not hold any strategic shareholdings as a conventional stable shareholder on May 21 - Reduce ¥180.0bn(cost basis) in 3 years - Accelerate reduction driven by favorable environment ② Hedge partial of price fluctuation risk - Hedged by bear funds - Adjust hedge ratio regarding changes in the environment - Sophisticate hedging instruments (Introduction of TRS etc.)

Impact of Bear funds Operations in FY2023

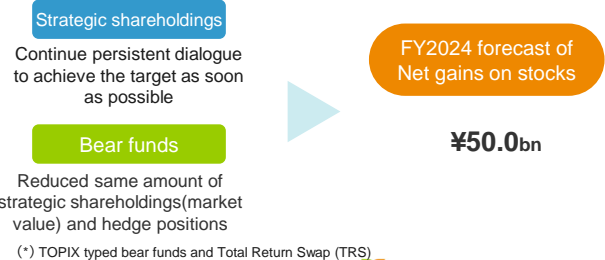
Realized gains/losses	Unrealized gains	Hedge ratio
Realized losses of bear funds ¥(298.1)bn	Mar. 23 ¥(191.6)bn	Mar. 23 Approx. 55%
Realized gains of strategic shareholdings +¥108.5bn	Mar. 24 ¥(67.0)bn	Mar. 24 Approx. 30%

- Drastically reduced bear funds with low B/E
→ Limited risk of impairment of bear funds at levels below TOPIX of 3,500pt
- Significant increase in unrealized gains. Increased certainty of achieving future profit targets
- Lower hedge ratio in light of structural changes in the macro environment

Hedge policy of strategic shareholdings



Impact on forecasts for FY2024



KPIs for FY2024

Profitability and Growth

Net business profit

¥340bn
(FY25 target ¥355bn)

Net income

¥240bn
(FY25 target ¥240bn)

Business model Profitability and Efficiency

AUF^(*1)

¥600trn
(FY25 target ¥600trn)

ROE

Approx. 8%
(FY25 target approx. 8%)

Shareholder Returns Capital adequacy

Dividend payout ratio^(*2)

Approx. 43.5%
(Dividend policy : 40% or above)

CET1 ratio^(*3)

around 10%
(FY25 target 9.5%- around 10%)

Earnings growth based on AUF expansion
Aim to achieve FY25 profit and ROE targets^(*4) one year earlier

(*1) Assets Under Fiduciary

(*2) Including commemorative dividend impact +3%. More than 40% of ordinary dividend alone

(*3) Finalized Basel III (fully phased basis)

(*4) Market environment assumption in FY24: Nikkei225 ¥39,000 or above, USD/JPY ¥140

- ◆ Key KPIs for FY2024 are shown here.
We will achieve Net income attributable to owners of the parent, AUF and a level of ROE targets for FY25 one year ahead of schedule, showing “solid progress” toward 10% ROE.
- ◆ The forecast of dividend payout ratio is around 43.5%.
Dividend per share in FY24 is projected to be 145 yen, the total of 135 yen of ordinary dividend and 10 yen of commemorative dividend.
It would be 35 yen of increase per share from FY23.
- ◆ Please turn to page 12.

Forecasts for FY2024 and Potential upside images in the future

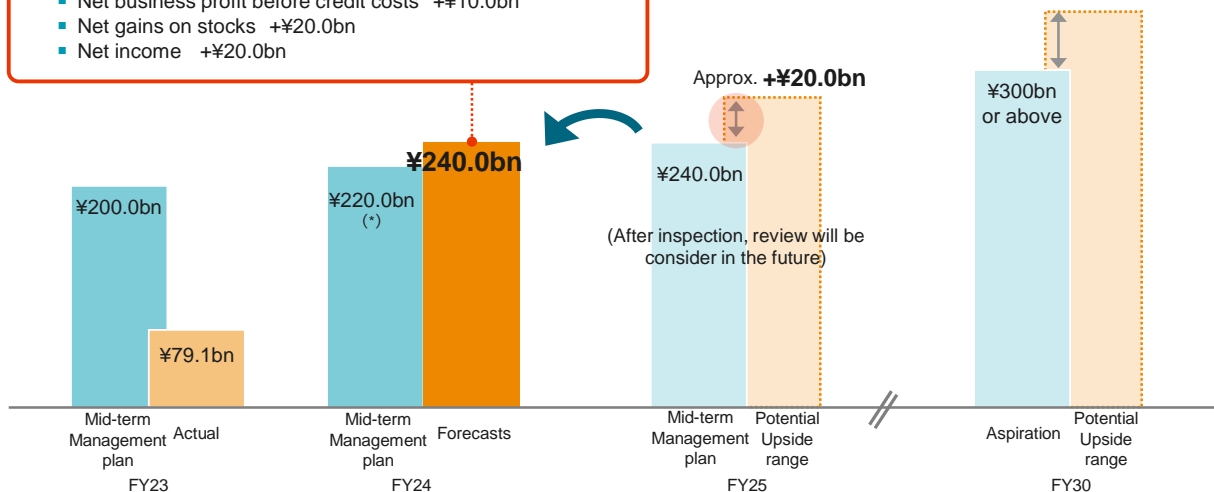
Actual results and Forecasts of Net Income

Steady progress in business strategy. Challenge to achieve ROE of 10% as early as possible, given a new tailwind for increase in investment

Aiming to achieve FY25 target one year earlier

Major review compared to the FY24 initial plan(*)

- Net business profit before credit costs +¥10.0bn
- Net gains on stocks +¥20.0bn
- Net income +¥20.0bn

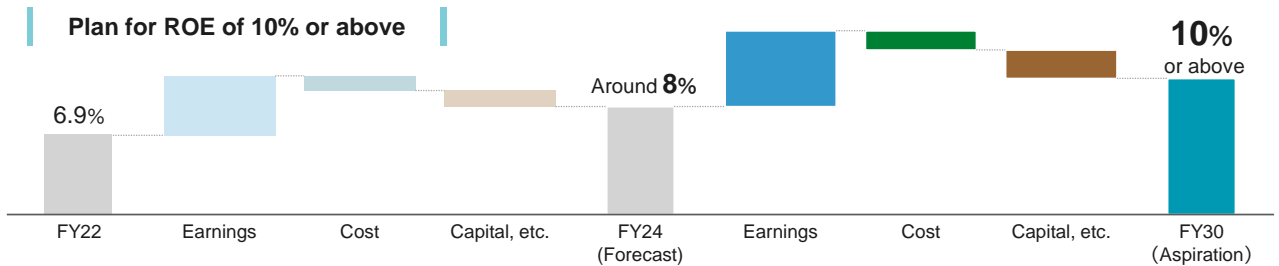
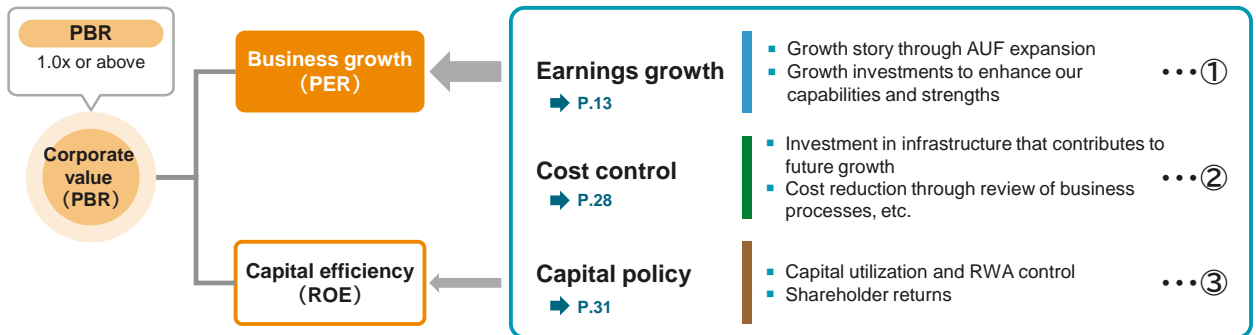


(*) Previously undisclosed at the time of release of the Mid-Term Management Plan in May, 2023

② Initiatives to enhance corporate value

Initiatives to enhance corporate value

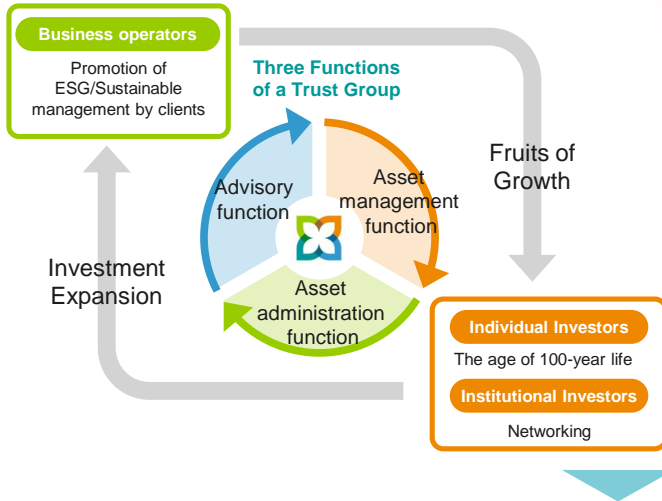
- Achieve sustainable earnings growth centered on AUF expansion. Challenge to achieve ROE of 10% or above as early as possible
- Aggressively make investments that will bear fruit in the future, including the utilization of expenses to develop business infrastructures to support earnings growth and the utilization of capital in strategic business areas



- ◆ From here, I would like to explain our initiatives to enhance corporate value.
- ◆ As I mentioned earlier, today I would like to share with you all how we will achieve an ROE of 10% or more, using figures as well as examples of our efforts. Specifically, I will discuss each of the three items in the box on this slide, “earnings, cost, and capital,” in turn.
- ◆ Please turn to page 13.

Accelerating a virtuous circulation of funds, assets and capital

Creating and accelerating a virtuous circulation of funds, assets and capital by performing the functions of a trust from the perspectives of both "business operators" and "investors"



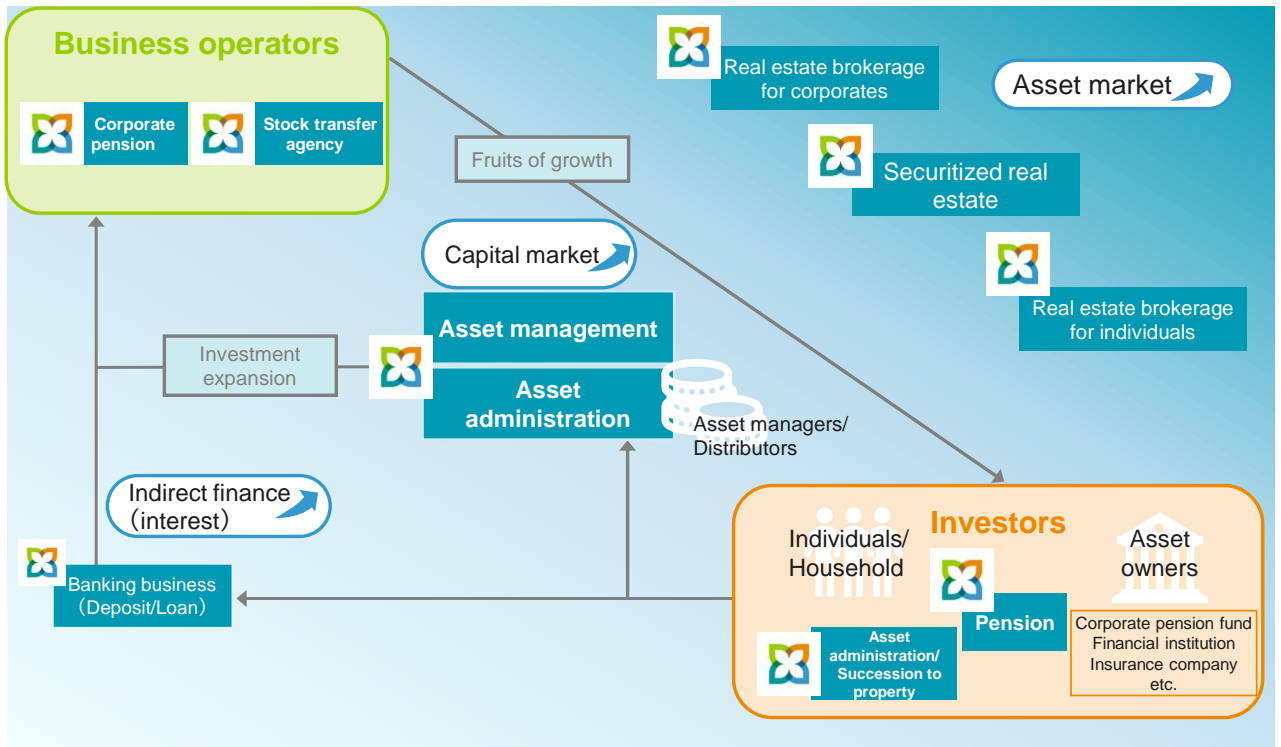
Initiatives to strengthen each function

No sustainable growth without growth investments that bears fruit in the future

- Advisory function**
 - Further refinement of the strengths and features of Trust
 - Open platform × Diversified products
- Asset management function**
 - Improvement of asset management, product, and sales capabilities within and outside our Group
 - Establishment of Strategic Investment Facility for Asset Management (Up to ¥500bn to be invested by FY30)
- Asset administration function**
 - Challenging new areas such as private assets and digital assets, in addition to traditional assets
 - Expansion of BPO services for outside our Group, including to emerging asset managers

Expand AUF through acceleration of the virtuous circulation of funds, assets, and capital

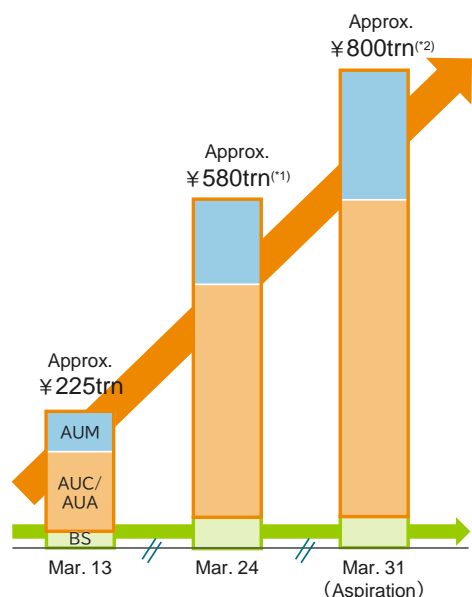
- ◆ Before we get into specifics, please allow me to take a moment to review our functions, strengths, and growth story as a trust group.
- ◆ On the left side of the page, you will find three functions: advisory, asset management, and asset administration.
- ◆ Trust Group's strength and advantage is that we have the perspective of both business operators and investors, and are able to engage in dialogue and make proposals that encompass the entire investment chain, from individuals to global corporations.
- ◆ We will accelerate a virtuous circulation in which the funds needed for decarbonization are provided from investors to business operators, and the fruits of their growth are returned to investors, especially individual investors.
- ◆ Please turn to page 14.



- ◆ Another strength as a trust group is we have many points of business contact with various markets and customers.
- ◆ Inflation is positive for our earnings growth, as we benefit from increased investment as well as rising asset prices in every business opportunity in financial markets, capital markets, and real asset markets.
- ◆ Please turn to page 15.

AUF

Indicator of the scale of our initiatives to contribute to solving social issues and creating and expanding markets



(*1) Include approx. ¥20trn of increase due to redefine
 (*2) "Aspiration" was already announced

Improve profitability without significantly expanding B/S. Expand AUM and AUC in areas that bring profits to investors

Current Status	<ul style="list-style-type: none"> AUM and AUC have doubled over the past decade Downward pressure on fee ratios while AUM and AUC increased
Future Direction	<ul style="list-style-type: none"> AUM will continue to grow. Contribute to the achievement of Asset Management Nation Focus on areas that are useful and profitable for investors
Growth strategy	Asset Management Business Strategy
Current Status	<ul style="list-style-type: none"> Announced zero strategic shareholdings policy in May 2021 Transition to a business model that does not depend on B/S
Future Direction	<ul style="list-style-type: none"> Manage B/S volume in a restrained manner Focus on profitable areas that contribute to AUF expansion
Growth strategy	Efficient B/S utilization

- ◆ The key to the earnings growth is Assets Under Fiduciary, or AUF.
- ◆ AUF includes our own balance sheet as well. While we aim to increase the size of AUM and AUC in asset management and asset administration businesses, we will not significantly expand the balance sheet, and will aim for earnings growth by improving profitability.
- ◆ Please turn to page 16.

- Earnings growth through asset management business strategies that also make use of growth investments and efficient B/S utilization in consideration of distribution to investors
- Pursue strategies with different time horizons in parallel, utilizing the characteristics of our diverse business base. Aim for sustainable and unique growth

Growth of earnings (gross business profit)

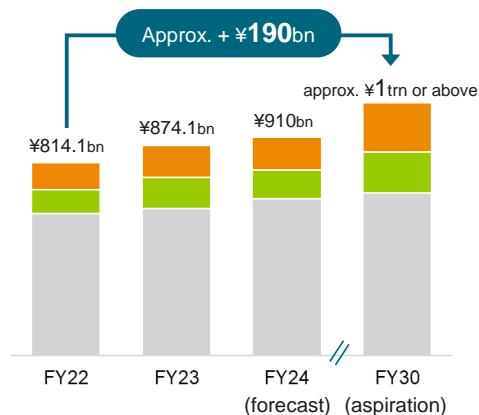


Image of time horizons



Major strategies and increase in balances compared to FY22

AUM · AUC

Asset Management Business Strategy

- Asset management business
 - Private assets
 - For domestic investors
 - For overseas investors
- Asset administration business

Challenge profitable areas

approx. + ¥100bn

B/S Efficient B/S utilization

- Product related lending
- Equity investments
- Financing for start-ups

B/S utilization in consideration of distribution to investors

approx. + ¥90bn

- In May last year, I explained that we would need 190 billion yen of earnings growth increase from FY2022 to FY2030 to achieve an ROE of 10% or more.
- The breakdown is 100 billion yen from domestic and international asset management and asset administration businesses, including private assets, and 90 billion yen from efficient balance sheet utilization with a view to investor related business development.
- The timing of earnings growth differs for each initiative. Many initiatives in the asset management and asset administration businesses, such as increase in fee rates, utilizing capital in newly developing business areas, or equity investments, tend to take time before they generate earnings effects.
- On the other hand, initiatives in improving balance sheet profitability and increasing fees through higher AUM and AUC balances, which are also driven by rising asset prices, are expected to contribute to earnings in a relatively short period of time.
- Please turn to page 17.

- Growth strategy centered on private assets and domestic retail^(*). Driving our Group's growth by increasing gross business profit by a total of ¥100bn
- Expand business with domestic and overseas asset management companies with unique strengths by effectively utilizing growth investments

Main Initiatives		Increase in gross business profit ^(*)	AUF	FY22	FY23	FY30
1	Private Assets <ul style="list-style-type: none"> ■ Establishment of in-house function ■ Expansion of product offerings for individual investors 	approx. + ¥30bn (approx. + ¥3bn in FY23)	Private Asset AUM	approx. ¥5.4trn	approx. ¥6.8trn	approx. ¥24trn
2	Business for domestic Investors <ul style="list-style-type: none"> ■ Strengthen domestic retail business 	approx. + ¥35bn (approx. + ¥8bn in FY23)	AUM entrusted by domestic investors	approx. ¥90trn	approx. ¥99trn	approx. ¥105trn
3	Business for overseas Investors <ul style="list-style-type: none"> ■ Develop and collaborate internally and externally with AM companies with new strategies 	approx. + ¥15bn (approx. + ¥0.6bn in FY23)	AUM entrusted by overseas investors	approx. ¥5trn	approx. ¥8trn	approx. ¥18trn
4	Asset Administration Business <ul style="list-style-type: none"> ■ Asset service ■ BPO service 	approx. + ¥20bn (approx. + ¥13bn in FY23)	AUC^(**)	approx. ¥253trn	approx. ¥300trn	approx. ¥460trn

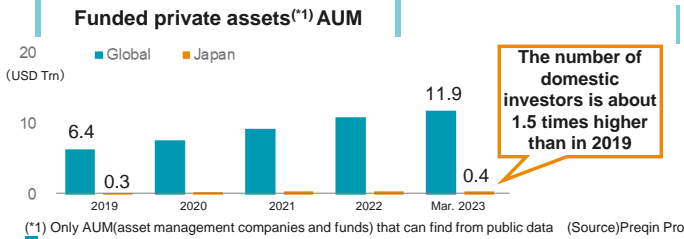
(*) Business for domestic individual investors (**) Increase in gross business profit from FY22 to FY30

(***) Includes AUC in custody and administration services as well as balances covered by BPO and reporting services (including internal use)

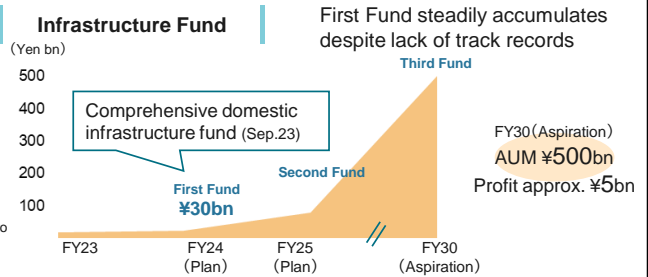
- ◆ I would like to explain the earnings growth in asset management business.
- ◆ We will take on the challenge of increasing revenues by a total of 100 billion yen in the four areas shown on the slide, centered on private assets and domestic retail.
- ◆ Please turn to page 18.

- Increased interest in private assets among domestic investors; challenge to expand AUM and establish in-house functions to improve profitability
- Plan to launch new trust products for individual investors to fund projects that contribute to solving social issues

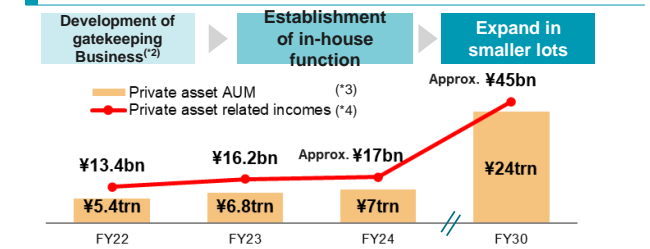
Expanding private assets market



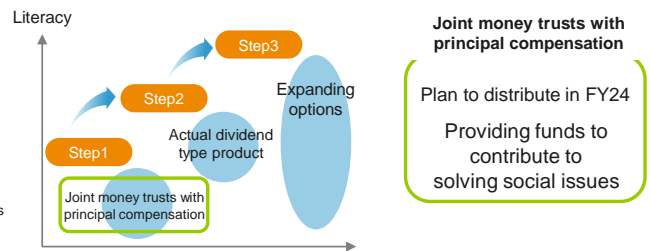
Specific Initiatives



Private asset AUM and related income



Democratization of private assets



(*2) Considering reorganization and integration within our group for further sophistication of GKP business
 (*3) Assets include private equities, corporate debt, real estate, infrastructure and natural resource investments, etc. (Excluding investment from our account)
 (*4) Gross business profit related to private asset AUM

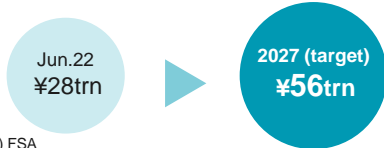
- In the private asset area, we will aim for the earnings growth by 30 billion yen.
- Private asset investment in Japan has been steadily increasing in the number of investors over the past few years, but compared to the global market, it still has significant growth potential. SuMi TRUST Group has been playing a role of gatekeeper, providing selection of other asset managers' investment products, investment analysis, and reporting services, while also making same-boat investments with investors.
- We have a long history in a wide range of private asset arena, including private equity or real estate, with over 20 years of investment experience. Another strength as a trust group is our investor base, which includes corporate pension funds and financial institutions with long-term liability structures and a high tolerance for liquidity risk.
- Our future challenges in this area are to improve profitability and expand investor base. To improve profitability, we are focusing on establishing in-house functions, in other words, product and sales capabilities for in-house management.
- The first fund of the Comprehensive Domestic Infrastructure Fund in Japan, shown on the upper right of the slide, has raised 26 billion yen in investor funds as of the end of March 2024, in collaboration with highly specialized business partners. With securing some assets for investment, we have accumulated a fund pipeline up to 30 billion yen, initial estimation to be offered. As we have been able to make a good progress with the first fund, we expect a positive momentum for the coming second fund in the future.
- In order to expand our investor base, we will provide individual investors with investment opportunities in smaller amounts, which will be a multi-step process. In FY2024, we are planning to launch a new product for individual investors that contributes to solving social issues. As the first step, we will release a product with principal compensation and is positioned for individual investors to become familiar with private asset investing.
- Please turn to page 19.

- New NISA expands domestic public investment trust market. Profit growth driven by AUM expansion for domestic individual investors
- Provide investment opportunities suited to investor attributes and risk tolerance through two-way communication with distributors

Domestic public investment trust market

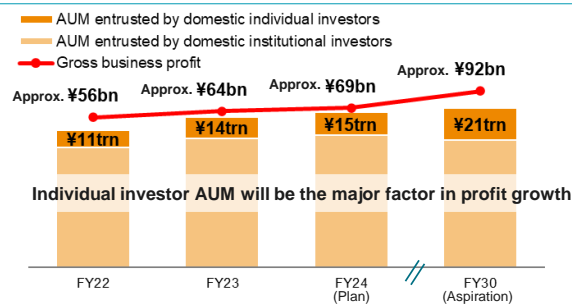
[Investment amount through NISA^(*)]

Expand the utilization of investment support system among individuals



(*) (Source) FSA

AUM for domestic investors and income^(*)



(*) Sum of balance at SMTAM and Nikko AM (excluding ETFs)

Copyright © 2024 SUMITOMO MITSUI TRUST HOLDINGS, INC. All rights reserved.

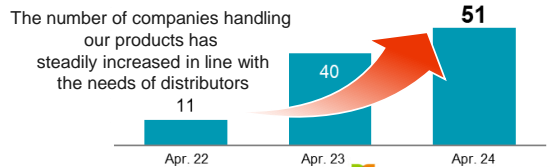
Specific Initiatives See P.48, 49 for SuMi TRUST Bank initiatives



[Seminars for distributors] More than (SMTAM·Actual results for FY23) **5,000** times per year

Understanding the potential needs of investors and providing them with the most suitable investment products

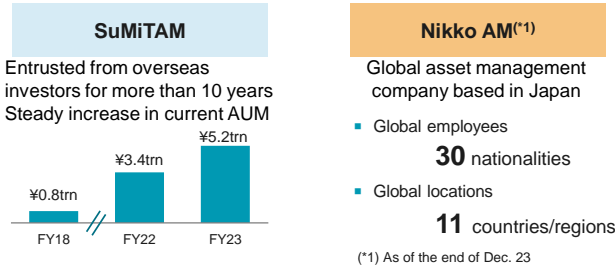
(Reference) Number of distributors handling SMTAM Balanced Fund-type products



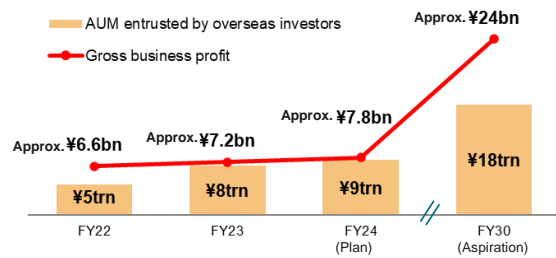
- ◆ I would like to explain our business for domestic investors. In Japan, the new NISA has started in January of this year, and with the rise in stock prices, we have seen an increase in investments from individual investors. We aim to expand earnings by 35 billion yen in this area. I believe our strength lies in its strategy of providing products from the investor's point of view through two-way dialogue with distributors.
- ◆ SuMiTAM shares our core strategy of providing products that meet the potential needs of investors through study sessions held at least 5,000 times a year with distributors. Based on the information on attributes and risk tolerance of individual investors obtained through the dialogue with distributors, we strive to develop investment products that are suitable and appropriate for investors.
- ◆ Please turn to page 20.

- Our Group is one of the largest asset managers in Japan in terms of AUM entrusted by overseas investors. Strengths of our Group's global investment and distribution network
- Utilize growth investments to foster and collaborate internally and externally with asset managers with new strategies. Aim to dramatically increase AUM and profits

Our asset management company's status



AUM for overseas investors and income (*2)



(*2) Sum of balance at TAM and Nikko AM

Specific Initiatives

1 Collaboration with external partners



Unique edge areas

- Unique research-based quantitative investment focused on realizing investment returns and environmental results

In FY2023, acquired approx. ¥0.3trn AUM from institutional investors, including overseas investors



Unique edge areas

- Private Market Investment Strategies Discussions are continuing as of May 24 Consultation ongoing

2 Product development with a view to overseas investor development (Internal EMP)

Incubation seed

- Strengthen product development capabilities
- Track record accumulation

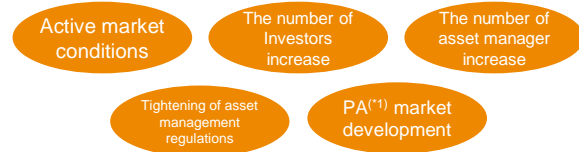
Seeded 22 funds in the past 5 years Distributed the products to investors

- This slide shows our business for overseas investors. In this business area, we will take on the challenge of increasing earnings by 15 billion yen.
- Among domestic asset managers, SuMi TRUST Group has the largest balance of assets under management from overseas investors and the number has kept growing steadily. As known as a “global asset manager headquartered in Japan,” Nikko AM's global business platform and distribution network are a reassuring advantage for us to develop the overseas strategy in the future. We will also effectively utilize 500 billion yen of the strategic investment facility to build the further global network with asset managers that have new strategies or unique strengths.
- The lower right-hand corner of the slide shows an example of seed investment being implemented by SuMiTAM. By proactively taking up product ideas generated internally as well as ideas outside the Group, we are striving to discover and nurture new investment strategies that are globally accepted, as well as talent with ambition and ability.
- Please turn to page 21.

- In addition to sophisticated services for traditional assets, our Group will take on the challenge of entering new areas such as private assets and digital assets
- Supporting the development of asset management business by providing BPO services (middle and back office functions) to emerging asset managers in combination with the asset management function

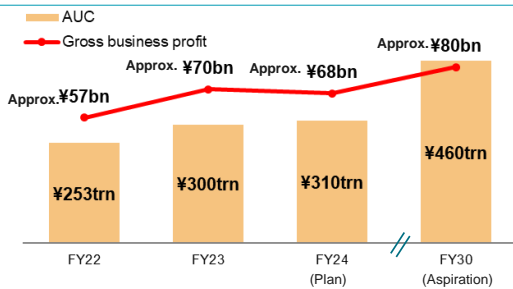
Environment surrounding the Asset Administration Business

Macro environment and customer needs are both positive



(*1) Private assets

AUC and income

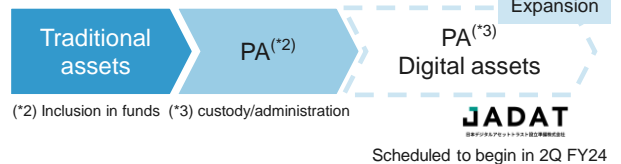


Initiative Policy

1 Expansion of entrusted asset types

- Strengthening of private asset-embedded funds under management in response to the needs of investors and managers
- Expansion into private asset custody/administration and digital areas

Type of entrusted assets

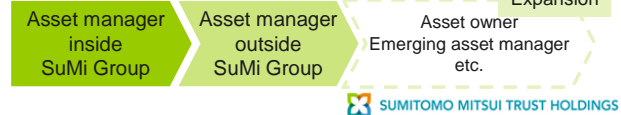


(*2) Inclusion in funds (*3) custody/administration

2 Expansion of BPO service clients (asset managers and investors)

- Accelerating provision of BPO services, driven by the concept of an Asset Management Nation
- Support EMP by providing asset management and asset administration functions for our Group


Clients to provide BPO service




- I would like to touch on our asset administration business, which develops along with the asset management business.
In this business arena, we will take on the challenge of growing earnings by 20 billion yen. I understand this business has faced challenges in improving profitability, however, we expect positive changes in the business environment in the future, such as rising asset prices or the entry of new investors, including overseas and individual investors, into the domestic markets.
- Specifically, we will work to expand into new types of assets, such as private assets and digital assets, and to expand BPO services, taking advantage of the movement of the Asset Management Nation as a tailwind.
In these new business areas, we believe it will be easier to acquire higher profitability than existed areas.
- Please turn to page 22.

- Improved profitability without significantly expanding B/S. Continued shift to product related lending with focusing on future distribution
- Build new long-term relationship of trust with business partners through impact equity investments and start-up lending


Main Initiatives	Increase in gross business profit ^(*)	AUF	FY22	FY23	FY30
1 Product related lending <ul style="list-style-type: none"> Shift to highly profitable product related lending Sourcing based on investor needs 	approx. + ¥30bn (approx. + ¥30bn in FY23)	Product related lending	approx. ¥7trn	approx. ¥8trn	approx. ¥10trn
2 Equity investments <ul style="list-style-type: none"> Impact equity investments 	approx. + ¥60bn (approx. + ¥7bn in FY23)	Impact equity investments	approx. ¥50bn	approx. ¥90bn	approx. ¥500bn
3 Start-up lending <ul style="list-style-type: none"> Set loan facility of ¥50bn (cumulative, by FY25) <p style="text-align: center; border: 1px solid blue; border-radius: 10px; display: inline-block; padding: 2px 5px;">New business area</p>	—	Start-up Lending	—	approx. ¥10bn	approx. ¥50bn or above



Focus on improving capital efficiency without significantly expanding B/S



Financially support society and our clients in creating the future



Strengthening efforts in areas that benefit investors

(*) Increase in gross business profit from FY22 to FY30

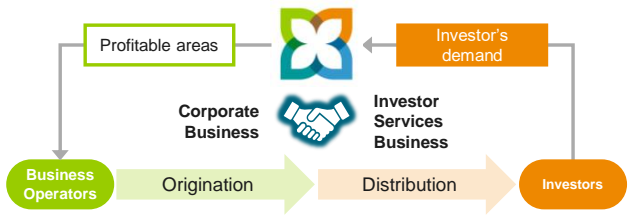
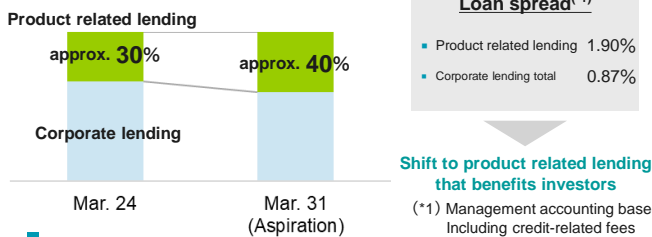
- ◆ Next, I would like to explain the second pillar of earnings growth, which is efficient balance sheet utilization.
- ◆ Without expanding our own balance sheet significantly, we aim to increase earnings by a total of 90 billion yen by shifting lending assets and improving profitability.
- ◆ Please turn to page 23.

- Continue to shift to product related lending, which contributes significantly to our earnings and is beneficial to investors
- Providing investment opportunities to domestic and overseas investors. Achieve capital-efficient earnings growth by generating fees and restrained use of B/S

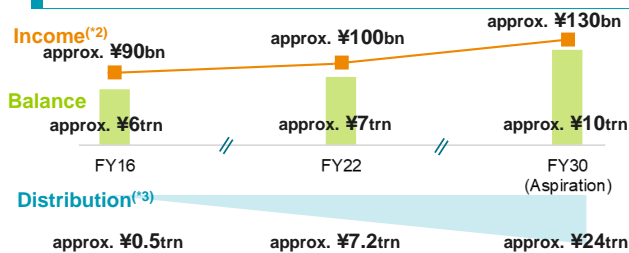
Shift from corporate lending to product related lending

Origination & Distribution

[Product related lending ratio]



Product related lending balance/income and distribution amount



- Increase financing for decarbonization
- Collaboration with top overseas players to enhance knowledge of new asset classes such as Private assets
- Identifying investor needs in light of changes in the environment
- Strengthen distribution at overseas locations

Provide investment opportunities that meet potential investors' needs

(*2) Net of funding costs for foreign currency
(*3) Cumulative total of SuMi TRUST Bank's distribution amount for institutional investors from FY16

- ◆ We will continue to shift to product related lending that is relatively profitable and “beneficial” to both investors and us. Estimated size of product related lending balance is 10 trillion yen in FY2030, expanding from 7 trillion yen at present.
- ◆ In our dialogue with investors considering investing in product related lending, we have heard their challenges such as the “difficulty in directly accessing overseas financial markets” or “uncertainty due to lack of investment experience in the target assets.”
- ◆ In response to these diverse investor needs and challenges, we offer investors our experience, know-how, and finance arrangement capabilities we have developed through investments using our own balance sheet.
- ◆ While maintaining a solid revenue stream in the form of net interest income and finance arrangement fees, we will attract investor funds that are larger than our own balance sheet, leading to more capital-efficient earnings growth.
- ◆ Please turn to page 24.

- ¥500bn in impact equity investments to solve social issues such as decarbonization by FY2030
- Attracting investor funds by utilizing our Group's B/S, and achieving a virtuous circulation of funds, assets, and capital

Estimated amount of decarbonization-related investments

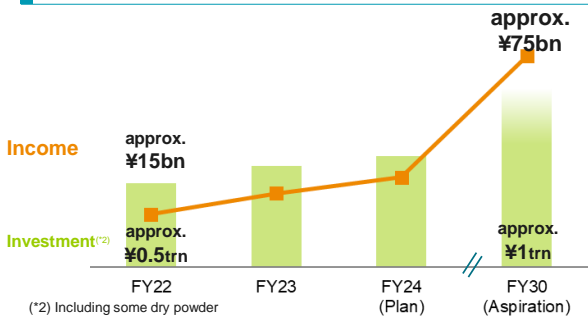


- Power source decarbonization/fuel switching
- Decarbonization of manufacturing processes, etc.
- End-use
- Infrastructure development
- R&D

Significant amount of funding is needed to realize a carbon-neutral society

(*1) (Source) "Interim Clean Energy Strategy," Ministry of the Environment

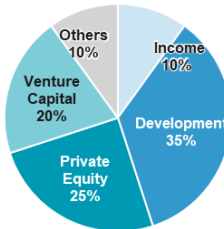
Equity Investment and income



(*2) Including some dry powder

Impact equity investment

Portfolio image in FY30

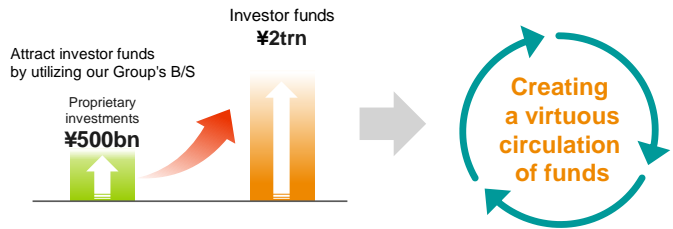


Portfolio return target
IRR of more than 10%
(per year)

Initiative (Venture Capital)

MCi Carbon Pty Ltd

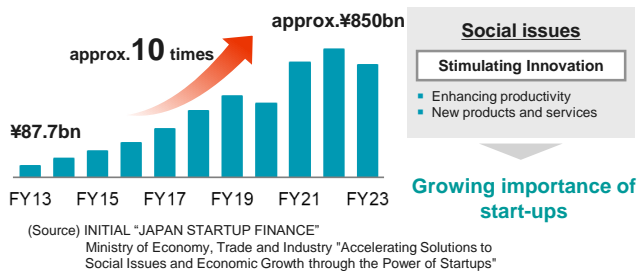
- IRR of 25% or above (Mar. 24)
- Developed and provided materials for carbon negative concrete
 - ➔ Contribute to the decarbonization of the steel and cement industry and various other industries



- ◆ The second point of efficient balance sheet utilization is equity investments. It is said that 150 trillion yen of investment will be required over 10 years to make Japan a greener society. For the past two and a half years, we have been making impact equity investments targeting corporate initiatives for decarbonization and new technologies to create a prosperous future.
- ◆ Approximately 90 billion yen has been invested as of the end of March 2024. Our strategy is to make up to 500 billion yen of investment commitments by FY2030 by ourselves, and using this investment as a catalyst, to attract investor funds on the scale of 2 trillion yen to create a virtuous circulation of funds in each market. Although the time horizon for generating earnings in each investment varies, we expect that overall equity investments will increase revenues by approximately 60 billion yen in FY2030.
- ◆ Please turn to page 25.

- Expanding funding market for domestic start-ups that create innovations needed to solve social issues
- Contribute to increasing corporate value by addressing a wide range of issues faced by start-ups

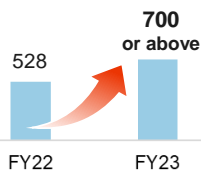
Domestic start-up finance market



Supporting the growth of start-up corporate values

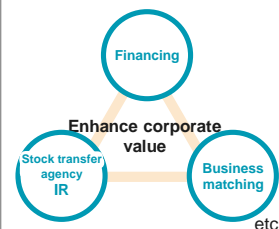
Start-up survey

[Number of companies]



- Research and analysis of business conditions of companies
- Identification of issues based on survey results
- Understand the situation of industry peers

Various support menus



- Resolve financial and non-financial issues
- Business matching with our clients

Our initiatives related start-up finance

Lending to later-stage companies

By FY2025
accumulated ¥50bn(plan)

Attracting investor funds

Crossover Fund

Initiative (Lending to later-stage companies)



Established in May 2017

[Business Overview]
Provides a symptom
search engine and platform

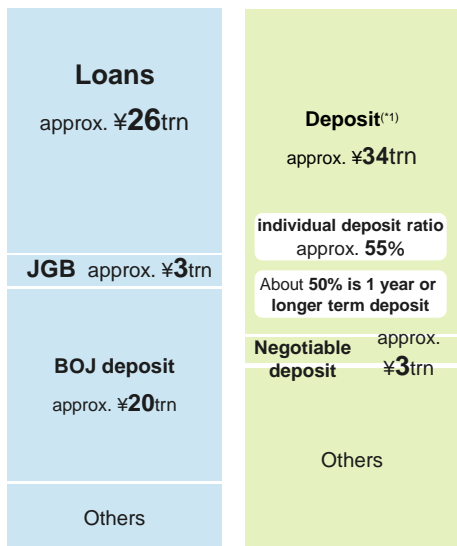
- Involved in both debt and equity financing
- Funding transactions lead to a variety of transactions

**In addition to financing support,
we contribute to enhancing corporate value
by providing a wide range of services**

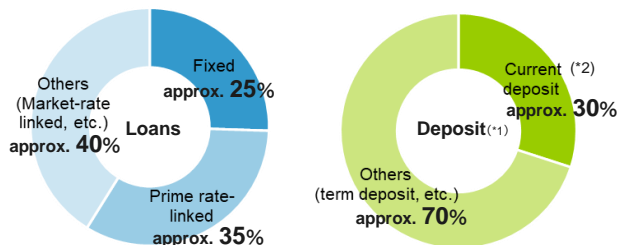
- ◆ Startup funding in Japan has increased roughly tenfold over the past decade. It is always young companies of the next generation that create innovation. First, we provide both debt and equity support for financing, which is in the highest demand in the startup industry.
- ◆ Tackling to enhance the corporate value of startups is our contribution to building the future of Japan's capital markets. In our survey of more than 500 startups, we investigate and analyze the business conditions of participating companies and return useful information for identifying issues. In addition to the financial aspect, we are also working to support startups increase their corporate value in both financial and non-financial areas, such as stock transfer agency or business matching services among our corporate clients, and so on.
- ◆ Next, I would like to move on to explain our cost control strategy.
- ◆ Please turn to page 28.

- Stable funding structure mainly based on term deposits from individual clients
- Increased net interest income when interest rates hike. Could be further increase in income from increased investments in securities, depending on market conditions

JPY denominated balance sheet (as of Mar. 24)



Loans and Deposits (as of Mar. 24)



Impact of interest rate hike (estimate)

	BOJ policy change in Mar. 24 (FY24 impact over FY23)	Additional interest rate hike scenario (FY25 impact over FY24)
impact (net business profit)	+ approx. ¥15bn or above	+ approx. ¥35bn/year or above
breakdown/premise	<ul style="list-style-type: none"> Client deposit related + approx. ¥10bn Individual + approx. ¥6bn Corporate + approx. ¥4bn ALM related + approx. ¥5bn or above 	<ul style="list-style-type: none"> Premise: Policy rate increases from 10bp to 50bp in FY25 Mainly client deposit impacts

(Ref.) Effect of shifting a part of BOJ deposit to securities investment → + ¥5bn (¥1trn invested at 0.5%)



(*1) Managerial reporting basis; Deposits and trust principal, exclude negotiable deposit
 (*2) Current deposits include liquid deposits, separate deposits, non-resident yen deposits, etc.

(Reference) Efforts in Existing Businesses

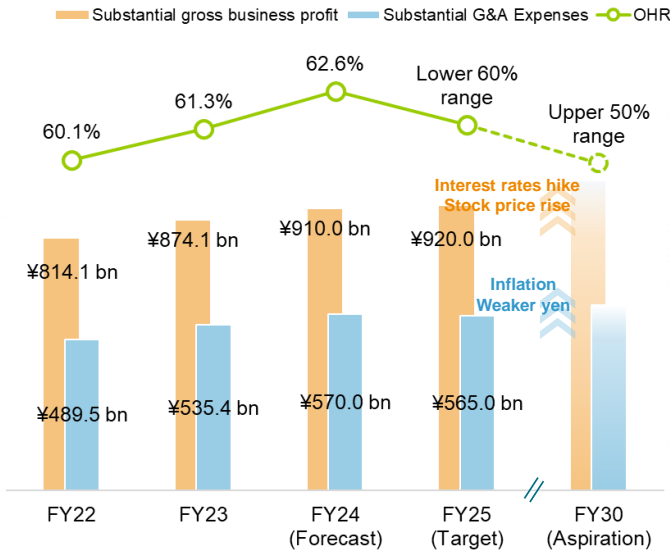
Earnings growth

- Wealth Management Business aims for steady growth in asset management and deposit-related earnings amid a changing macro environment
- Real Estate Business aims to increase earnings in FY24 by focusing on real estate brokerage for corporate clients, which struggled in FY23

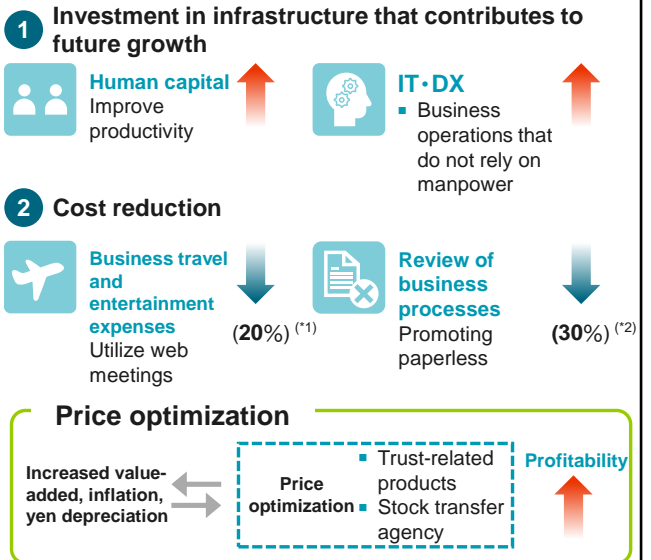
Business segment	Size of gross business profit	FY22	➡	FY23	➡	FY24	References
1 Wealth Management Business		¥202.8bn		¥213.0bn		¥220.0bn	P.39 P.48-49
2 Corporate Business		¥229.3bn		¥265.3bn		¥264.0bn	P.39 P.50
	Includes income from product related lending, equity investments						
3 Investor Services Business		¥127.3bn		¥143.9bn		¥151.0bn	P.40
	Includes income from private assets, asset administration, equity investments						
4 Real Estate Business		¥69.7bn		¥65.7bn		¥70.5bn	P.41
	Includes income from equity investments						
5 Global Markets Business		¥69.3bn		¥65.9bn		¥76.0bn	P.26 P.41

- Expenses are increasing in line with profit growth; OHR level aim to be reduced to the upper 50% range in FY30
- Invest in infrastructure that will contribute to future growth while reducing costs and optimizing prices

Changes in expenses / OHR



Major Initiatives



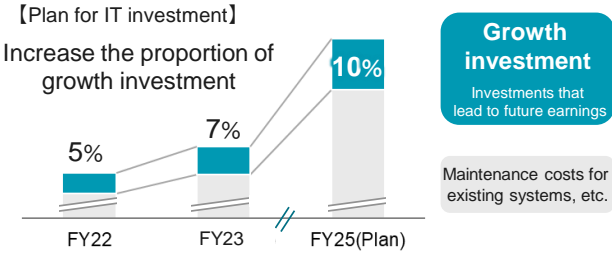
(*1) FY24 plan compared to FY23 (SuMi TRUST Bank)

(*2) Aim to reduce paper consumption by 30% in FY25 compared to FY23 at headquarters and other divisions (SuMi TRUST Bank)

- In line with strong revenue growth, expenses are also on the rise. While we will lower the OHR for the entire group to high 50% range by FY2030, we will continue to aggressively invest in human capital, systems, and other areas in order to realize the future growth.
- On the other hand, we will also make firm progress in reducing expenses through DX utilization and changes in the way we work. It is also necessary to optimize prices and compensation for services reflecting the effects of investments and the impacts of inflation. We will ensure profitability commensurate with the added value we provide, particularly in trust related businesses, and maintain high quality services.
- Please turn to page 29.

- Implement system investments that contribute to future growth, doubling the share of growth investments in FY25 compared to FY22
- In existing areas, aim to improve productivity and profitability for sustainable business expansion

IT investment



Initiatives for improving productivity



Example Portal of Shareholders' Meeting®

From viewing the notice of convocation to exercising voting rights, all possible with a smartphone

DXing the shareholder's meeting process

IT infrastructure

- One portable terminal per person
- In principle, eliminate paper in internal business processes by the end of FY25

Real estate

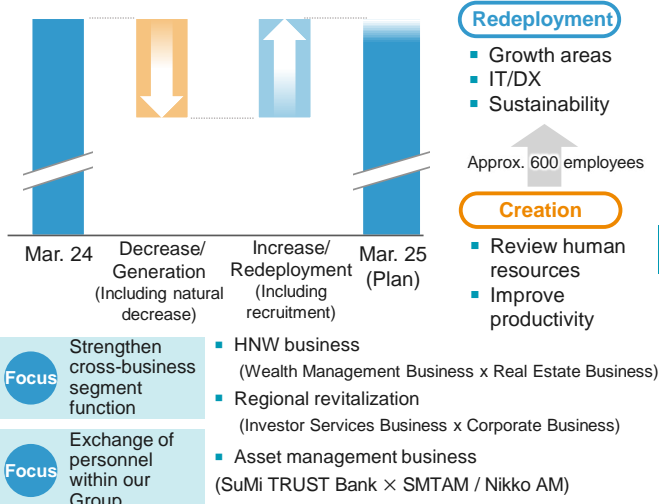
- Shared knowledge of veteran's knowledge and know-how by utilizing AI
- Improved accessibility to our know-how to bring younger employees into the workforce faster

- ◆ In the systems and IT area, we will increase investments that will lead to future earnings. In existing business areas, we will improve productivity and profitability for sustainable business expansion.
- ◆ This slide provides examples of areas of strength, such as real estate.
- ◆ Please turn to page 30.

- Shift personnel to asset management business which support future earnings growth or IT/digital areas etc.
- Expand support related to employee training and autonomous career development

Personnel allocation plan (FY2024)

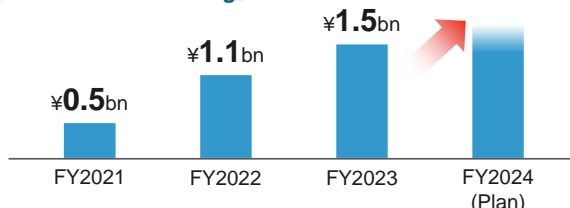
- Shift personnel to growth areas by generation/redeployment and increase in recruitment of specialized professionals etc.



Training and development of human resources

- Increase required costs for reskilling, IT skills acquisition, etc. significantly

[Investment in training]



Autonomous career development

- Support system based on employees' career aspirations and working environment

Example Expand support for early return from childcare leave

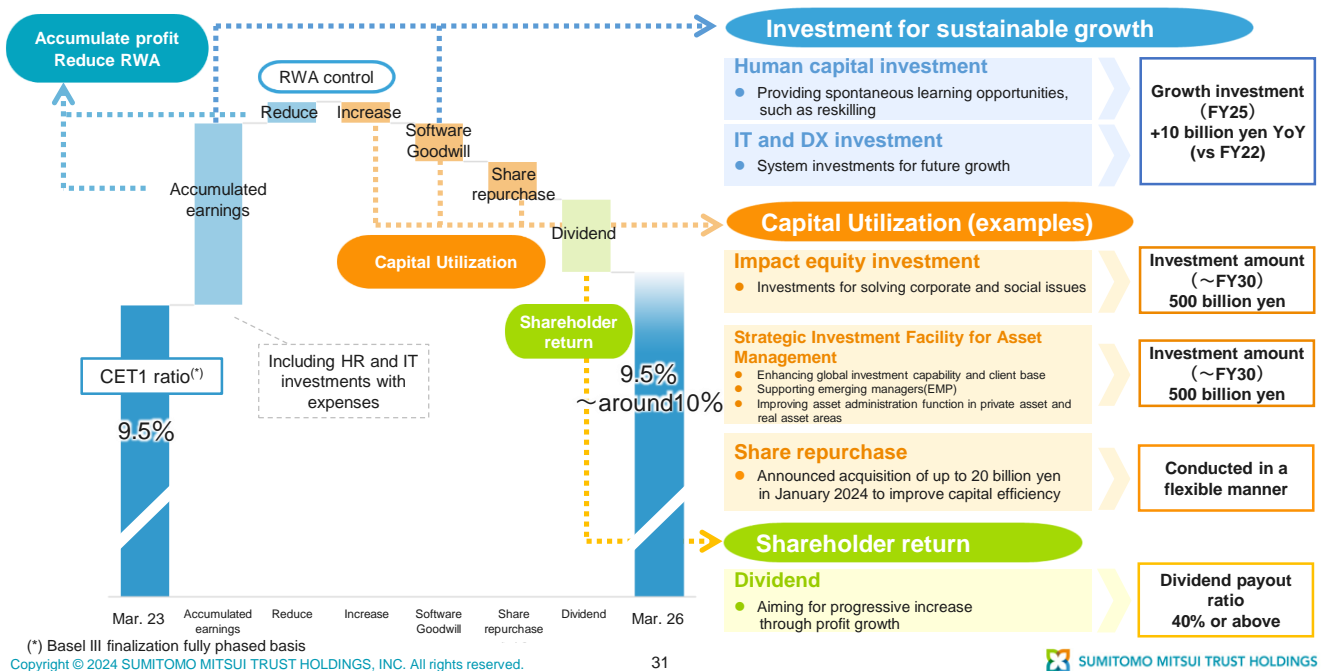
Employees with children less than 1 year old

¥50k per month for housekeeping and meal delivery service etc., after early return

Support for early return

- ◆ I would like to explain human capital investment.
- ◆ We are accelerating the shift of employees to areas that will lead our future growth, such as asset management, asset administration, IT and systems, or sustainability related business. Within the Group, we will strengthen cooperation among business segments and group companies and will promote the exchange of personnel.
- ◆ Training and development of Group employees is a quite important initiative to support corporate growth. We have significantly increased the cost of training programs for employees, such as reskilling or IT skill improvement, over the past few years.
- ◆ On the bottom right of the slide, we introduce an example of our expanded support for employees returning from childcare leave, which was released in April of this year. We will continue to conduct personnel management that supports the autonomous career development of each and every employee of the Group, by properly understanding the career aspirations of our employees, their working environment, and the speed at which they wish to grow themselves.
- ◆ Finally, I would like to explain our capital policy. Please turn to page 31.

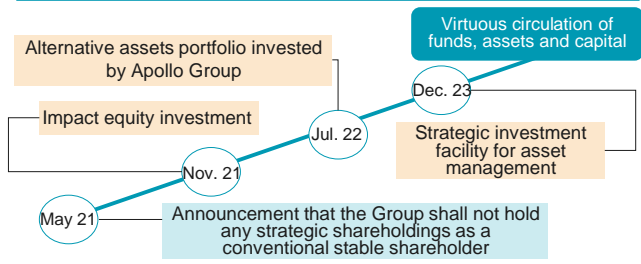
- Use of capital for growth investment and share repurchase, in addition to shareholder return through dividend and risk asset control
- CET1 ratio^(*) is expected to be 9.5%~ around 10.0% at the end of FY2025



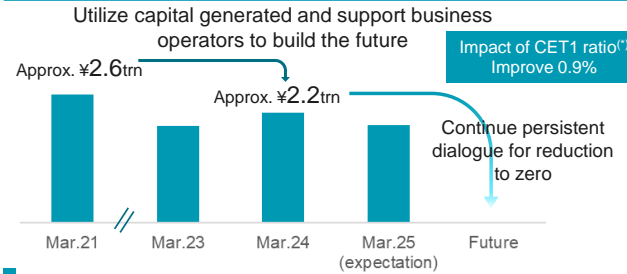
- ◆ You can find an image of the future capital allocation.
- ◆ We will promote investments in human capital and IT that will support our sustainable growth by utilizing expenses. With respect to capital utilization, we will make investments that contribute to solving social issues such as impact equity, and investments in growth areas such as asset management.
- ◆ In addition, on the premise that capital sufficiency can be secured, we will flexibly conduct share repurchase, taking into consideration the improvement of capital efficiency, the time horizon for realizing the results of investments, and the level of our PBR.
- ◆ Risk-weighted asset control and shareholder return policy are explained on the following pages and beyond.
- ◆ Please turn to page 32.

- Steadily created capital by reducing strategic shareholdings. Contributing to the realization of a virtuous circulation of funds, assets, and capital
- Focus on improving profitability and distributing to investors without significantly expanding B/S

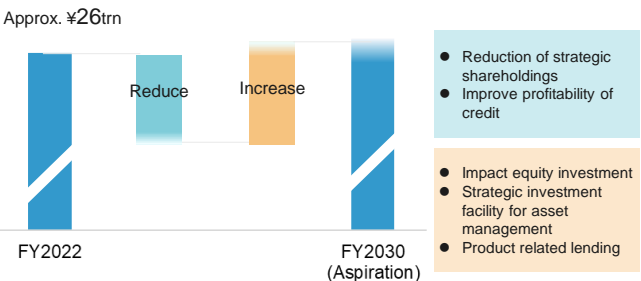
Virtuous circulation of funds, assets and capital



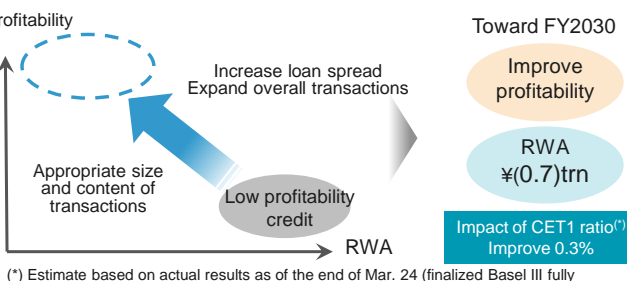
Reduction of strategic shareholdings



Direction of RWA



Improve profitability of assets

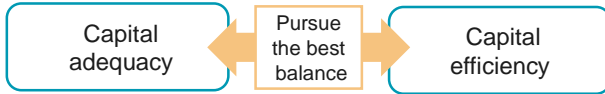


(*) Estimate based on actual results as of the end of Mar. 24 (finalized Basel III fully phased basis), incorporating a reduction in RWA

- The main source of capital utilization is accumulated earnings, but we will also make an effort to reduce risk-weighted assets such as strategic shareholdings and low-profitable credit, in order to prepare for changes in market conditions such as extreme exchange rate surges, and to increase options and discretion in case we consider growth investment opportunities.
- The total amount of risk-weighted assets to be reduced is estimated about 3 trillion yen, and the impact on the CET1 ratio is more than 1%.
- Please turn to page 33.

- Target for CET1 ratio^(*) remains unchanged at “stably maintain 10% or above”. As of Mar. 24: 10.2%
- Aggressive capital utilization for future sustainable growth, while taking into account capital adequacy

Capital policy



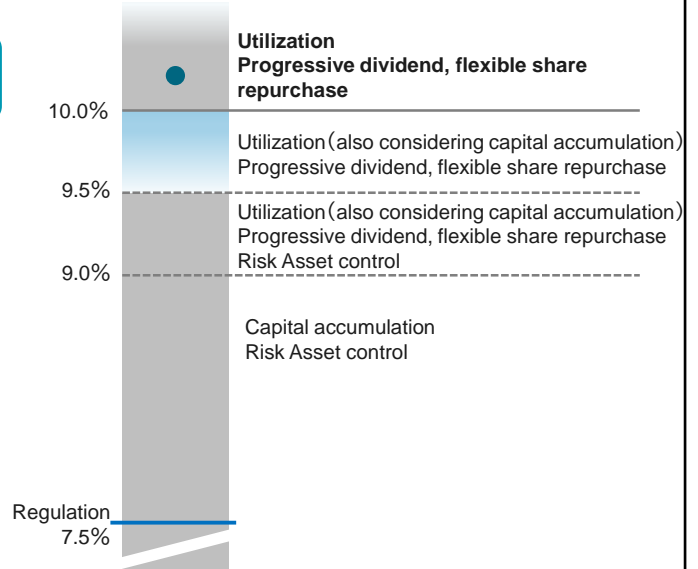
Basic policy	
[Target of CET1 ratio ^(*)]	
Stably maintain 10% or above	
Regulation	: 7.5%
Financial buffer	: 2.0%
Management buffer	: 0.5%

Financial capital utilization	
✓	Growth investment (expand trust group's businesses)
✓	Investment for solving social issue
✓	Share repurchase

(Ref.) impact on CET1 ratio of each indicator (as of Mar.24)

		(10)%	+10%
Stock Price	Nikkei225	(15)bp	+14bp
FX	JPY/USD	+25bp	(23)bp

Capital management^(*) (balance between adequacy and efficiency)



^(*) CET1 ratio : Finalized Basel III. Includes valuation difference on AFS.

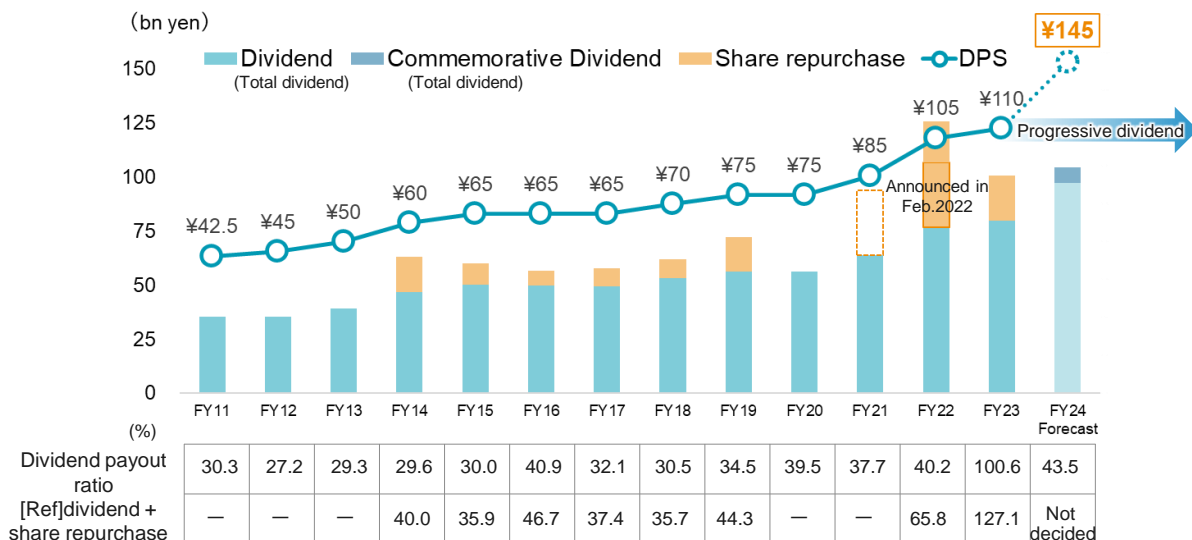
- ◆ Page 33 is a slide showing our basic approach to capital management.
- ◆ As of March 31, 2024, the CET1 ratio was 10.2% and we will continue to make solid and appropriate investments for future growth.
- ◆ As we have said in the past, we will utilize capital even if the CET1 ratio is below 10%, and 10% is not a target level at which our thinking changes significantly whether we are above or below that level. We will pursue the best balance between capital adequacy and efficiency, by managing capital based on a certain time horizon rather than a single year, such as changes in market conditions, the outlook for business performances, and the growth investment pipelines, and so on.
- ◆ Please turn to page 34.

Dividend

Dividend per share will be progressive, while aiming to increase the dividend per share through profit growth. The dividend payout ratio will be determined at 40% or above

Share repurchase

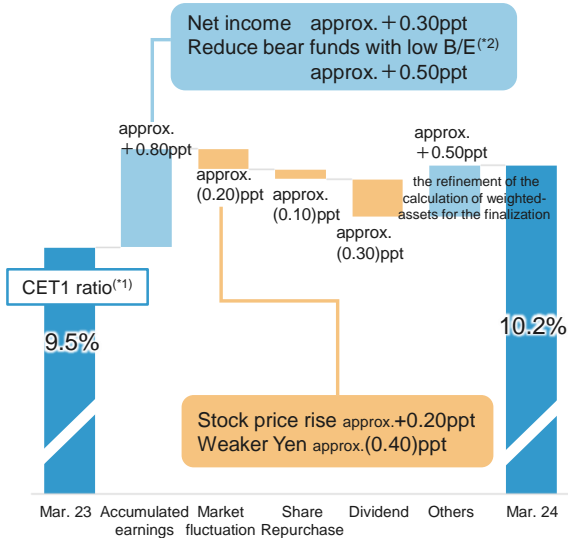
Share repurchase will be implemented flexibility on the premise of securing sufficient capital, while balancing the use of capital for medium-to long term profit growth and the effects of better capital efficiency



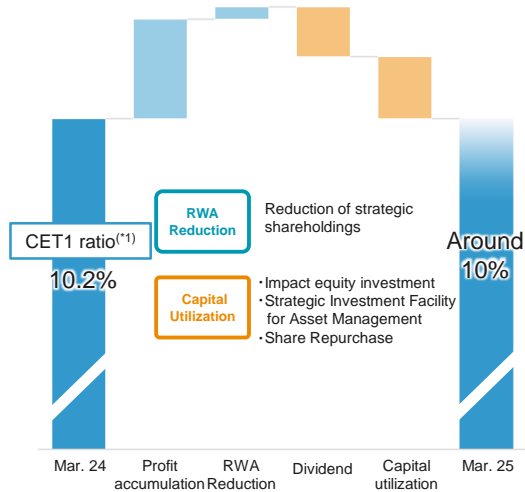
- ◆ Dividends will be managed in a progressive manner, and we will continue to strengthen and increase returns to shareholder through profit growth.
- ◆ I am so grateful to celebrate our 100 Year Anniversary in this fiscal year. We will not only achieve our earnings forecast for FY2024, but also make solid investments that will lead to future growth so that we can regard this year as the foundation for the next 100 years.
- ◆ Thank you very much for your continuous understanding and support, I sincerely hope you to expect our future growth.

- Increased CET1 ratio in FY2023 mainly by accumulated earnings and the refinement of the calculation of risk weighted-assets for the finalization
- Utilize accumulated capital for dividends and investments that contribute to future growth, including the option of flexible share repurchase in FY24

FY2023 (actual)



Future plan (FY2024)



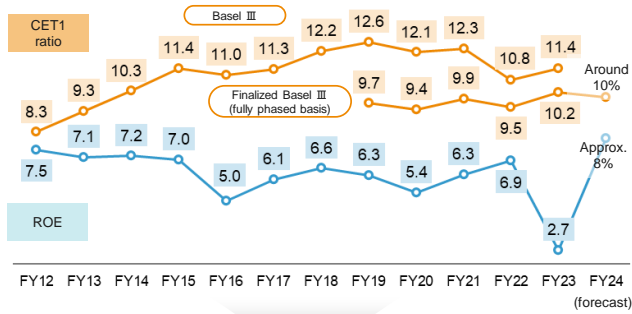
(*1) Finalized Basel 3 (fully phased basis). Includes valuation differences on AFS.
(*2) Consider reduction of unrealized losses on bear funds

Appendix

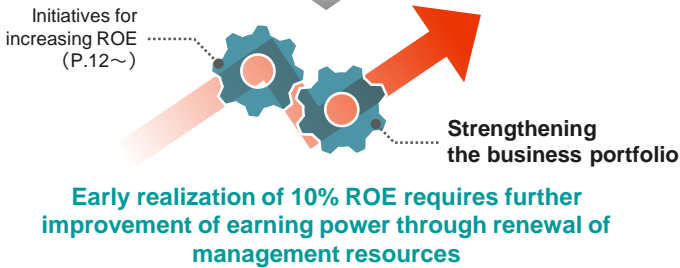
Toward Early Realization of 10% ROE

Historical CET1 ratio and ROE (%)

- In the capital accumulation phase, capital efficiency is improved by increasing earning power relative to capital growth

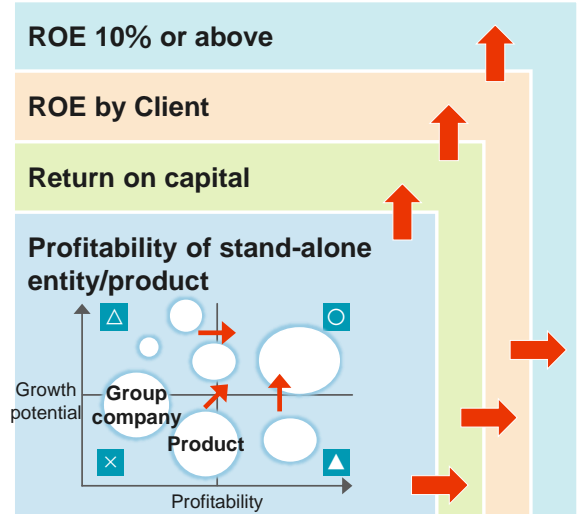


Gap between our Aspiration and where we are



Concept of Business Portfolio Analysis

- To improve effectiveness and explanatory power, the mesh is subdivided down to the entity and product level, profitability is inspected, and improvement measures are considered and implemented

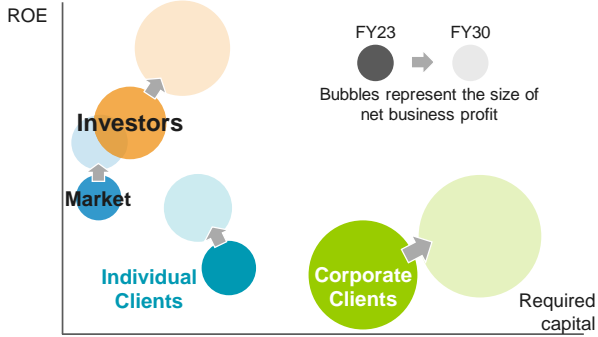


Toward Early Realization of 10% ROE (By client/ segment)

ROE by Client

FY23 ROE	Investors	Individual clients	Corporate Clients	Market
Compared to the previous FY	37.6%	9.6%	7.5%	19.0%
	+5.8%	(0.4%)	+0.7%	+1.3%

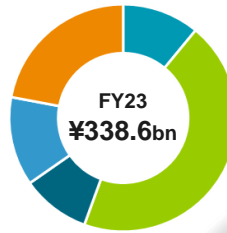
◆ Image of improving ROE by client



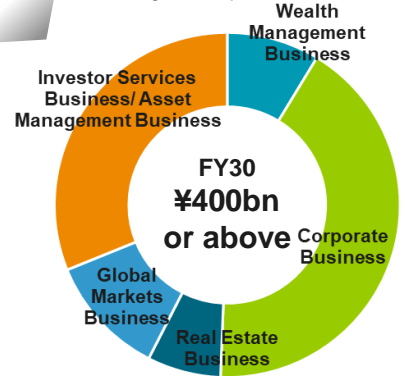
- Market business clientele revenues and real estate business revenues are recorded separately for investors, individual clients, and corporate clients
- Pension business included in investors is recorded as corporate clients, 8.6% of corporate clients FY23
- Investors include asset management business
- Other items not included in the above graph are headquarters expenses, gains/losses on policy holdings/hedged investment trusts, and RWA

ROE is managed by client based on cross-business characteristics

Net business profit by Business Segment



◆ Image for Aspiration



Growth driven by Investor Services Business and Asset Management business

Initiatives to improve profitability

Wealth Management Business

Areas to create resources

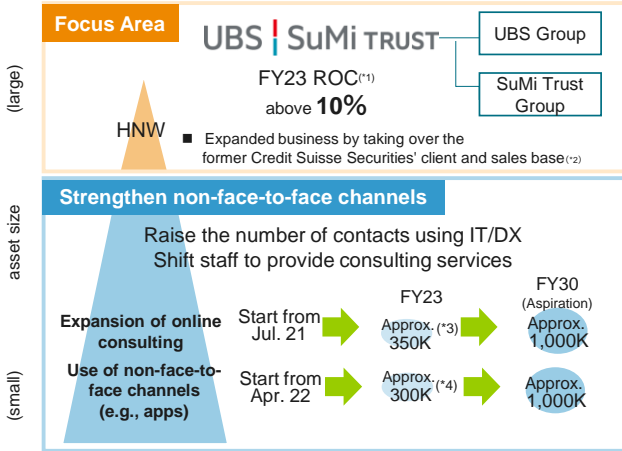
- Review branch network
- Resource generating through IT/DX utilization

Areas to invest resources

- HNW and asset-formation clients
- Digital Marketing

Initiative

Strengthening client contacts through the use of IT/DX.
Shift staff to provide consulting services to HNW clients, etc.



(*1) See April 8, 2024 news release (*2) After-tax income before goodwill amortization / necessary capital (*3) Number of customers managed by online clients plaza (*4) Number of Smart Life Designer downloads

Corporate Business

Areas to create resources

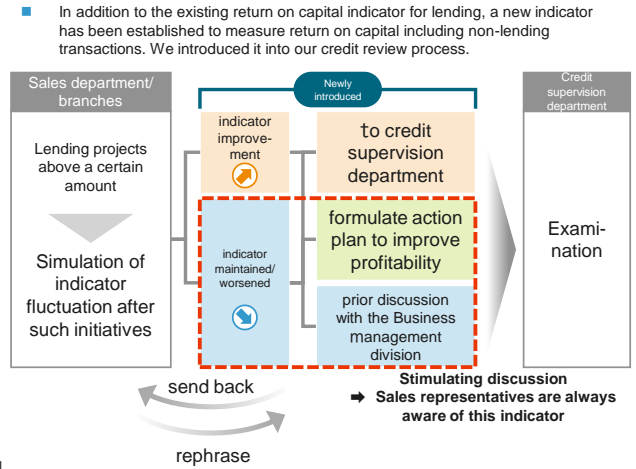
- Low profitability corporate lending, etc.
- Expand online sales

Areas to invest resources

- High profitability product related lending
- ESG Total Solutions

Initiative

Introducing a new "return on capital" indicator that includes non-lending transactions into the credit review process



Initiatives to improve profitability

Investor Services Business

Areas to create resources

- DXing of pension and asset management middle backs that maintain robustness

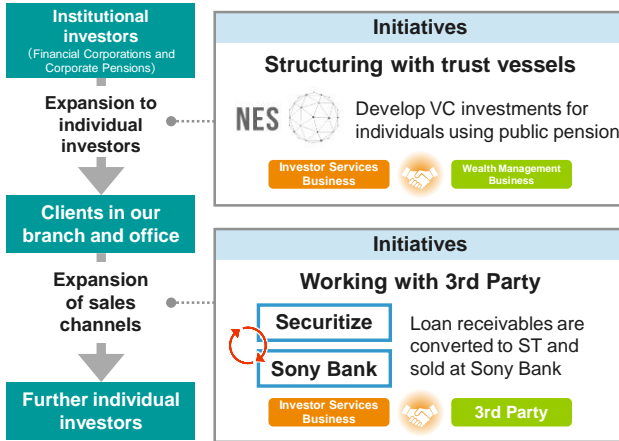
Areas to invest resources

- Strengthening of investment management and product development capabilities
- Democratization of private assets

Initiative

Diversification of small-lot methods for private asset democratization

Clients to provide private assets



Asset Management Business

Areas to create resources

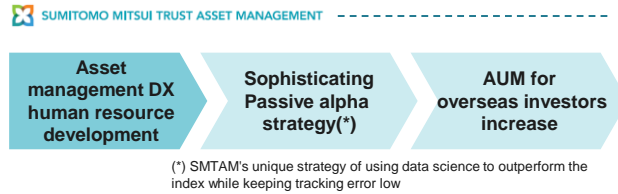
- Product selection and concentration
- Business process reform and efficiency improvement

Areas to invest resources

- Acquisition of human resources in core strategic areas
- Seeded for product composition

Initiative

Human resource development system and acquisition of human resources to promote each company's focus areas



nikko am Nikko Asset Management

- Acquisition of specialized human resources to strengthen overseas business (Outside Director From April 2024)

Seth Masters

- Over 25 years at Alliance Bernstein
- Served as Chief Investment Officer (CIO) and other positions

Mark Stoeckle

- CEO at Adams Funds for nearly 10 years

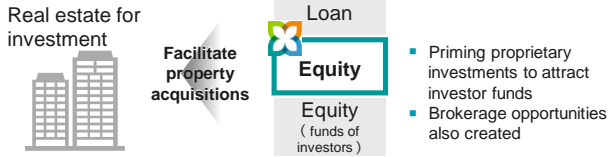
Initiatives to improve profitability

Real Estate Business

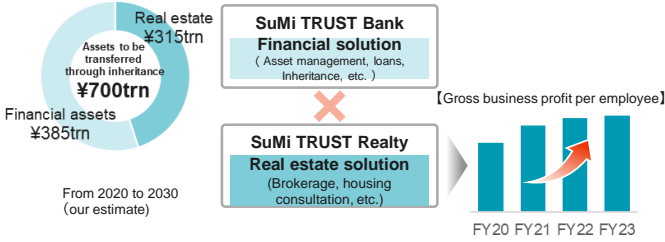
- | | |
|--|--|
| Areas to create resources | Areas to invest resources |
| <ul style="list-style-type: none"> ▪ DXing of brokerage and custody ▪ Appropriate compensation | <ul style="list-style-type: none"> ▪ Asset management and administration business ▪ Support for inheritance and other asset management |

Initiative Expand revenue opportunities through efficient B/S utilization and force deployment

For Investors Efficient B/S utilization to create transaction opportunities



For individuals Captured increased transaction opportunities due to increased momentum in inheritance and other asset management activities

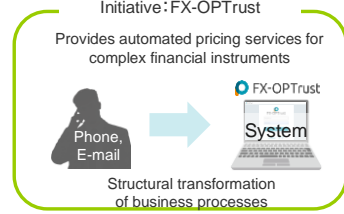
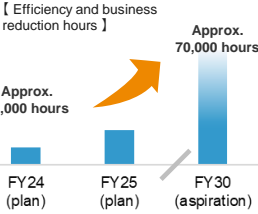


Global Markets Business

- | | |
|--|---|
| Areas to create resources | Areas to invest resources |
| <ul style="list-style-type: none"> ▪ Improved efficiency of front office operations ▪ Continue RWA reduction efforts | <ul style="list-style-type: none"> ▪ Strengthening investment capacity (human resource recruitment) ▪ Client related business |

Initiative Focus on strengthening profitability centered on investment and business process reform through DX promotion

◆ Productivity improvement initiatives (promotion of DX)



◆ Identification and development of investment personnel (human capital investment)

[Cumulative income from investment operations*] (FY12-FY23)



Initiatives to identify and develop human resources

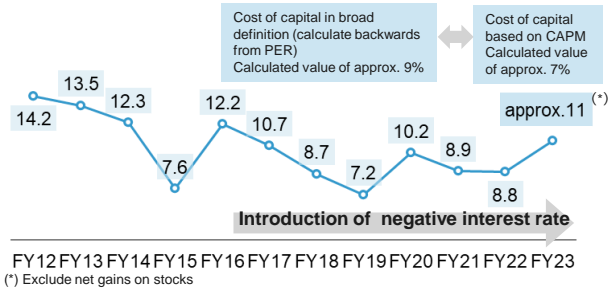
- 1 Capability-based recruitment
 - Appointment based on expertise and investment performance
- 2 Utilization of know-how within the group
 - Personnel exchange with SuMITAM

(*) Aggregated based on internal administrative categories

Management conscious of capital cost and stock price

- Control earning volatility by stable profit growth with higher fee income ratio and appropriate risk control
- Continuous efforts to improve and sophisticate our disclosure by utilizing insights gained from dialogue with investor

Historical PER



Initiatives to lower capital cost

Control earning volatility

High-quality earnings growth

- Increase fee income ratio
- Build diversified business portfolio

Appropriate risk control

- Initiative to reduce strategic shareholdings to zero
- Improve profitability of credit portfolio

Dialogue with capital market

Dialogue with various stakeholders

- Easy-to-understand information disclosure and announcement to investors
- Enhancement of engagement to corporates
- Timely information sharing to Board of Directors
- Reflection on management strategy

Result of dialogues with shareholders/investors



	Dialogue / Request	Respond / Result
Finance	<ul style="list-style-type: none"> Difficulty in understanding capital allocation 	<ul style="list-style-type: none"> Disclose capital allocation slides from FY23
ESG	<ul style="list-style-type: none"> Request to meet with multiple external directors 	<ul style="list-style-type: none"> Panel discussion with three external directors Determine discussion content through investor interviews
ESG	<ul style="list-style-type: none"> Promote more diversity 	<ul style="list-style-type: none"> Newly appoint 2 females as executive officers in Apr. 2024. Total of 4 females out of 15 executive officers
ESG	<ul style="list-style-type: none"> Clarify who is responsible for what 	<ul style="list-style-type: none"> Introduced Chief Officer system from Apr. 2024

Continuously disclose progress by utilizing investor meetings

◆ Our business model

External environment

Financial market

End of deflation

[CPI] (Mar. 23, YoY)

Excluding fresh food + **2.6%**

(Source) MIC

[Average pay raise] (YoY)

over + **5%**

(Total of regular pay raise and base remuneration)

Capital market

Increased focus on the Japanese stock market

[index rate of increase] (Mar. 23, Mar. 23=100)

Japan + **38%**

US + **23%**

China (**7%**)

(Source) Bloomberg, Japan: TOPIX/
US: S&P500/ China: SSE Composite

Real asset market

Official land prices grew at the highest rate in 34 years

[Official land price](YoY)

Residential district + **2.0%**

Commercial district + **3.1%**

Industrial district + **4.2%**

(Source) MLIT, as of January 1, 2024

Super-aged society

Increasing needs of elderly clients

[Life expectancy] [healthy life expectancy]
As of 2021 As of 2019

Male approx. **81** approx. **73**

Female approx. **87** approx. **75**

(Source) Cabinet office 『Annual Report on the Aging Society:2023.』

[Distribution of financial assets by age group]

More than **60%** over the age of 60

(Source) BOJ

Individual investors

Mindset gradually changes with new NISA

[Individual trading trends]

Oversold by approx. **¥38trn** in the past 15 years

24/March: approx. **¥500 bn** overbought

(Source) JPX

Impact investment

Impact investment is on the rise

[Japan Impact Investment Balance]

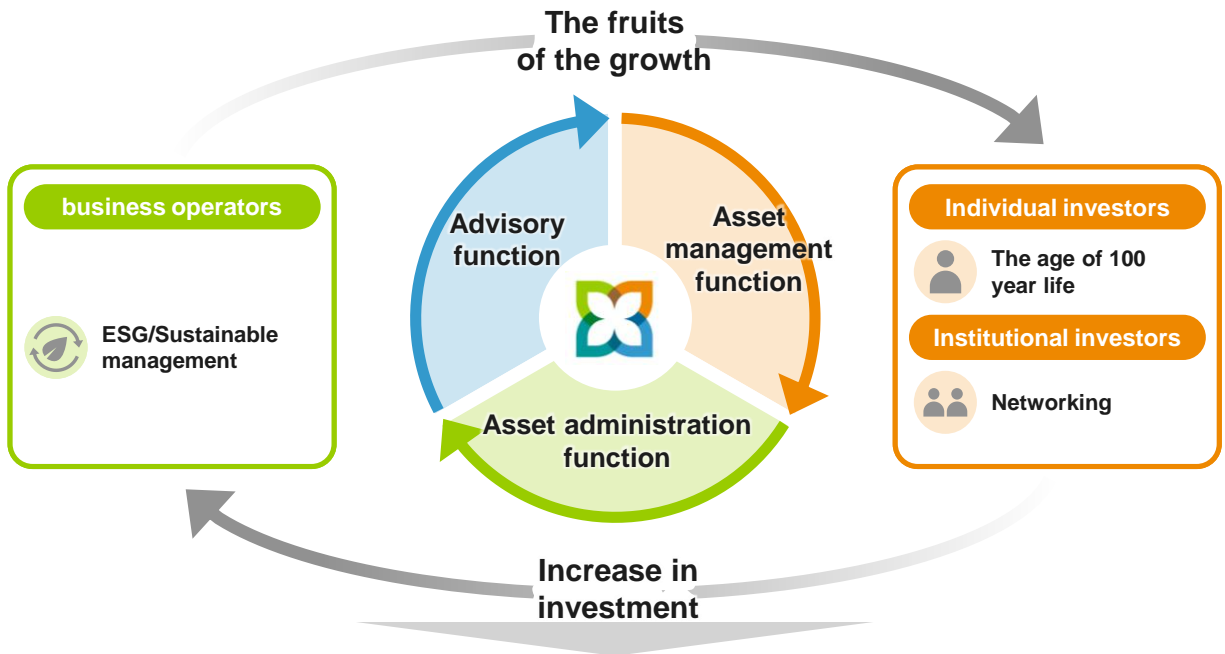
FY21 **¥1.3trn**

FY22 **¥5.8trn**

FY23 **¥11.5trn** (YoY **197%**)

(Source) GSG-NAB Japan 『The Current State and Challenges of Impact Investing in Japan』

Our business model



**Accelerating a virtuous circulation,
Expanding Assets Under Fiduciary(AUF)**

(Reference) Assets Under Fiduciary (Breakdown of major items)

AUF (Assets Under Fiduciary)

Indicator of the scale of our initiatives to contribute to solving social issues and creating and expanding markets

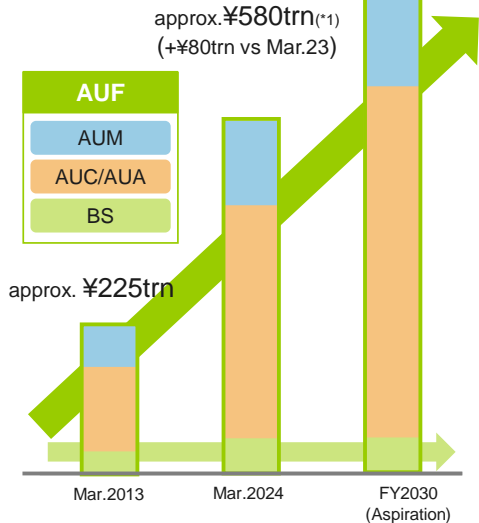
Expand **AUF** centered around asset management and asset administration

approx. ¥800trn

Breakdown of major items

Balance as of Mar. 24 (vs Mar.23)

Aspiration^{(*)2}



Assets Under Management

¥139trn (+¥18trn)

¥215trn

Private asset related

¥6trn (+¥1trn)

¥24trn

Assets Under Custody^{(*)3}

¥306trn (+¥52trn)

¥460trn

Securitized real estate

¥27trn (+¥3trn)

¥30trn

Investment management consulting related

¥8trn (+¥1trn)

¥9trn

Total assets from will trustor

¥5trn (+¥0trn)

¥7trn

Credit portfolio Individual/Corporate

¥35trn (+¥1trn)

Improve profitability

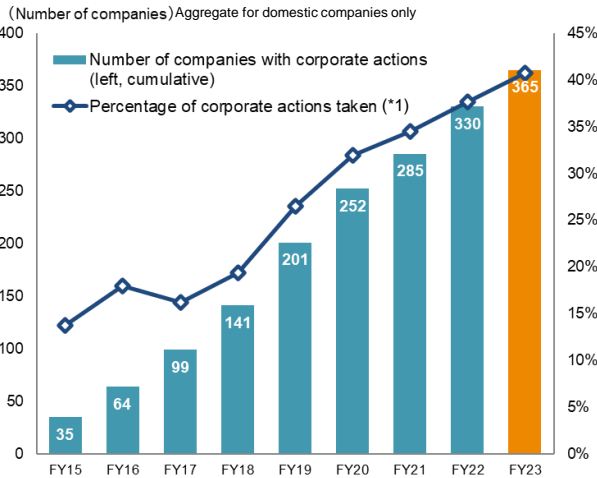
(*1) Include approx. ¥20trn of increase due to redefine (Exclude difference vs Mar.23) (*3) Include AUC at custody services and fund administrations, and balance that we provide BPO and report making services internally and externally

Copyright © 2024 SUMITOMO MITSUI TRUST HOLDINGS, INC. All rights reserved.

Efforts to create a virtuous circulation ~Institutional investors~

- SuMiTAM provides efficient and effective investor engagement to maximize investment returns
- SuMiTAM will also conduct value-up engagements with the aim of achieving further excess earnings

Engagement Activity Results (SuMiTAM)



(*1) Number of companies with corporate actions (cumulative) divided by the number of companies engaged (cumulative)

(Period) July 2015 - June 2023

Initiatives

(Period) July 2022 - June 2023

- Number of domestic and international engagements: approx. 1,700
- Domestic and overseas voting targets: approx. 5,200 companies
- Global network initiative: 19 organizations
- Domestic network initiative: 6 organizations

External Evaluation

Engagement Activity Questionnaire^{(*)2} for IR Professionals
1st overall

(*2) Mizuho R&T, "Considering Effective Stewardship Activities," FY2022
 Numbers are in accordance with the source report issued by Mizuho R&T: ①Has a deep understanding of the companies in which it invests: 1st (43%), ②Making specific proposals that contribute to improving corporate value: 1st (41%), ③Engaging in useful engagement with management: 1st(31%), ④Engagement with a long-term perspective: 1st (41%), ⑤Engaging in useful dialogue on sustainability: 3rd (22%), ⑥Voting rights based on dialogue without relying on external criteria, etc.: 1st (30%), ⑦Active in dialogue before the General Assembly and feedback on the results of the exercise: 1st (22%) (Multiple answers allowed)

Efforts to create a virtuous circulation ~Individual investors~

- Improving individual financial literacy is indispensable for realizing a virtuous circulation that starts with households
- Supporting individuals' long-term asset formation by providing a wide range of high-quality financial education from the Group's proven track record

Improving financial literacy is a challenge

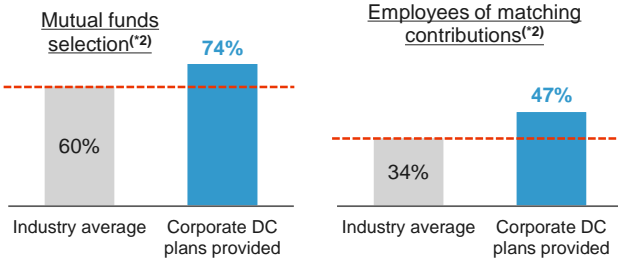
- The no.1 reason why Japanese people don't invest (*1):

Lack of knowledge about investing **40%**

Our strengths

High-quality investment education know-how cultivated in the defined contribution pension plan business

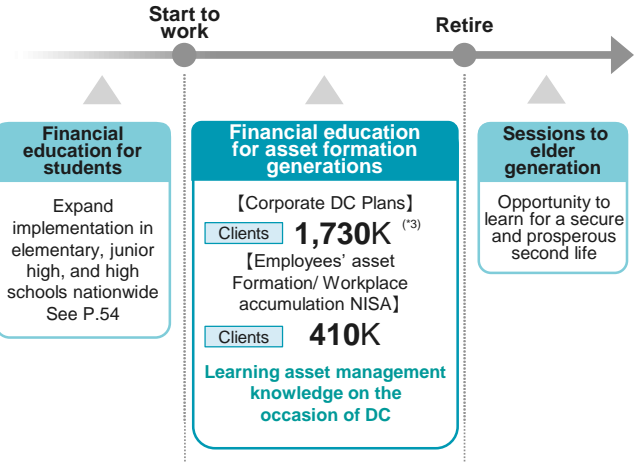
Strong track record in the client companies we serve



(*1) (Source) FSA "Customer survey result of financial products with risk (Jun.21)

(*2) Industry average is based on Mar. 23. Corporate DC plans provided is based on Mar. 24

(*3) Preliminary figures of the end of Mar. 23



Expand financial education to a wide range of generations, focusing on the DC members

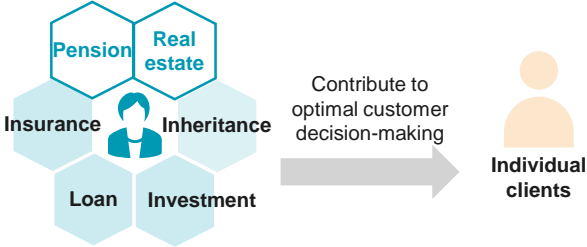
Encouraging a virtuous circulation of "savings to investments"

(Reference) Provision of advisory functions to individual investors

- Our strength lies in our ability to propose optimal asset management, administration, and succession planning based on the status of all client assets, including real estate
- Accelerate a virtuous cycle in both advisory and asset management functions by structuring a variety of products and services to meet client needs

All assets, including **real estate**, within the scope.
Focus on future cash flows such as **pension** payments

 SUMITOMO MITSUI TRUST BANK



Capability to create products and provide solutions that meet clients' needs

- Real estate brokerage
- Investment trust etc.

 SUMITOMO MITSUI TRUST ASSET MANAGEMENT

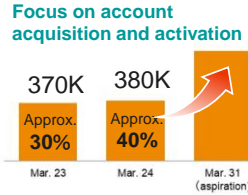
 SUMITOMO MITSUI TRUST REALTY

 nikko am

NISA | Provision of functions triggered by the NISA Law revision

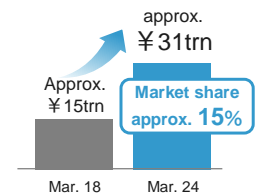
[SuMi TRUST Bank]

Number of NISA accounts and utilization rate^(*)

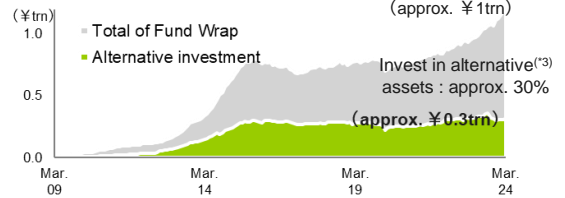


[AM subsidiaries]

AUM (public stock investment trust)^(**)



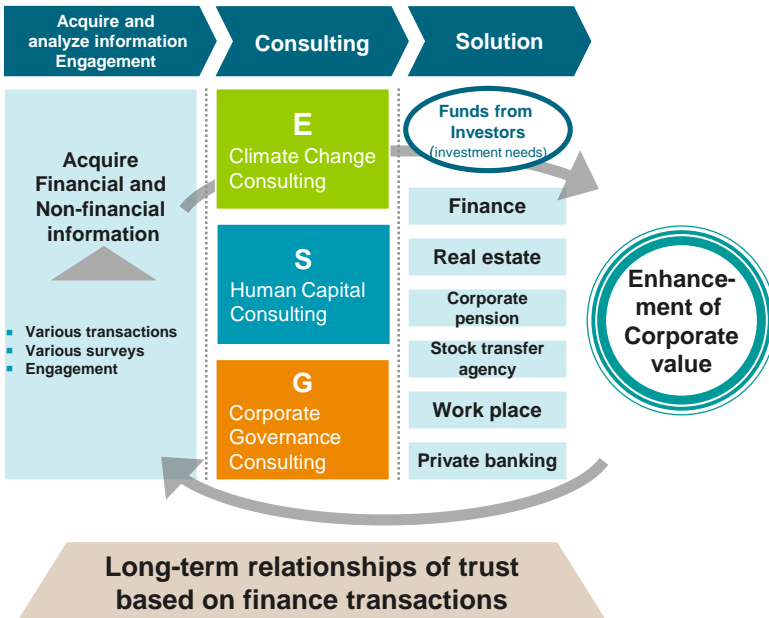
Fund wrap | Propose optimal portfolios including alternative investments



^(*) Percentage of NISA account purchases of investment trust in NISA accounts opened at SuMi TRUST Bank since January of each year
^(**) Include ETF. Sum of balance at TAM and Nikko AM (Source) Investment trusts association ^(***) Hedge funds, commodities, REITs

Efforts to create a virtuous circulation ~Business operators~

- Visualize management issues of client business operators by utilizing information obtained through engagement and various transactions
- Contribute to improving corporate value and solving social issues by providing consulting and solutions



Various surveys

- Governance survey®
⇒ **Approx. 50%** of listed companies participate
- Compensation survey
- Start up survey
⇒ **Over 700** companies participate
- Human capital survey
- Employee benefit survey
- Real estate ESG survey

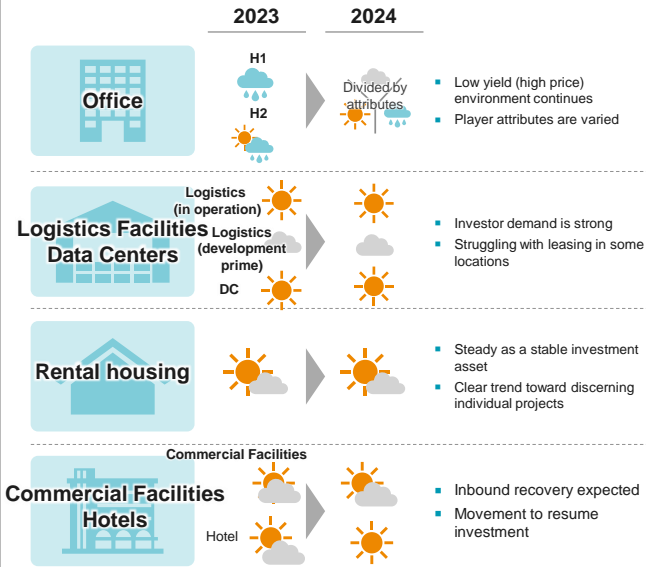
New Collaboration with ERM



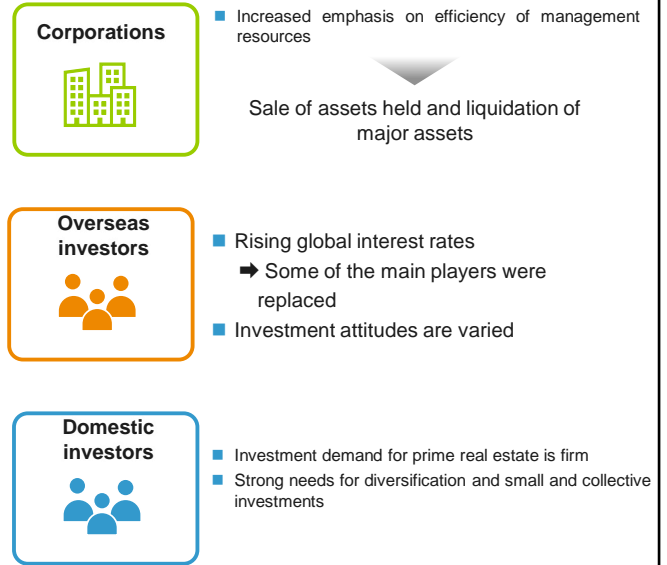
- Establishing a Joint Venture with the Global ERM Group
- Contribute to solving clients' business issues related to decarbonization and transition

(Reference) Real Estate Brokerage Market Trends

Trends by type of asset



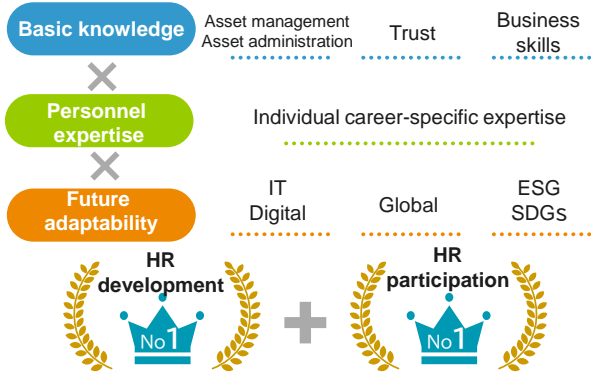
Trends by type of client



◆ Human resource management

- Provide various supports and events to independent, career-oriented employees

Human resource development



SuMiTRUST University



Knowledge management system to support Employees' autonomous career development

- Approx. **100 courses** (*) [examples]
- University lecture participation program
 - Online MBA courses
 - Global mindset

(*) As of Mar.24

100 Year Anniversary Ambassadors

- Ambassadors, selected employees from 23 companies in the Group, are honored to participate with future-oriented mind in the 100 Year Anniversary Project



443 employees(*)

Future Generations Relations (FR) initiatives

- The president himself dialogues with future generations and encourages their minds to take on challenges



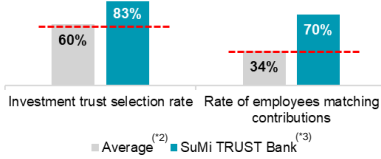
▲ New York Branch

Asset formation support

Realization of our employees' FINANCIAL WELL-BEING^(*)

Increase compensation × **Financial education**

- Provide advanced investment education cultivated in pension and workplace businesses



(Source) Liaison Council of Management Control Institutions and SuMi TRUST Bank

- Effectively promote incentives increase (8%→20%) for stock ownership



Annual contribution by employees (excluding incentives)



Financial literacy education for the next generations

- Provided financial education program to 15,000^(***) elementary, junior high and high school students at 116 schools in FY23



[Sumitomo Mitsui Trust Financial Education Institute website](#)
 (Japanese text only)

Support asset formation to create a prosperous future for everyone from our employees to the public

(*) FINANCIAL WELL-BEING is "a state that individual has prepared the money and assets they may need for contingencies and for the future, allowing them to have peace of mind."

(**) As of Mar.23 (***) As of Mar.24 (****) FY2023

◆ Sustainability

Key Metrics, Targets and Results for Climate Change

- Announce key metrics and targets, and promote the transition plan to deliver our Carbon Neutral Commitment
- Disclose 2030 mid-term reduction targets for GHG emissions for 6 sectors in investment & loan portfolio (Mar. 24)

Carbon Neutral Commitment (Oct. 2021)

List of Key Metrics, Targets and Results

- Contribute to achieving carbon neutrality in society by leveraging the trust banking group's wide range and flexible functions
- Target net-zero GHG emissions in investment and loan portfolios by 2050
To achieve net-zero emissions by 2050, a milestone target for 2030 was formulated in line with the framework of the NZBA
- Achieve net-zero emissions in the SuMi TRUST Group by 2030



See below for details on transition plans

[TCFD Report](#)

Metric	Targets	Results
GHGEs from Own Group		
Scope1	FY2030: Net zero	5,411t-CO ₂ e(FY2022)
Scope2	FY2030: Net zero	4,586t-CO ₂ e(FY2022)
GHGEs in investment & loan portfolio		
	2050: Net zero	
Power generation sector (emission intensity)	FY2030: 138-173g-CO ₂ e/kWh	253g-CO ₂ e/kWh (FY2022)
Oil & Gas sector (reduction rate)	FY2030 (13)%-(31)% (from FY2020)	+19%(FY2022)
Rear estate sector (emission intensity)	FY2030 34-41kg-CO ₂ e/m ²	62kg-CO ₂ e/m ² (FY2022)
Shipping sector (Portfolio Climate Alignment)	FY2030 0% or less	New standard: (striving) +21.2% (FY2022) New standard: (Minimum) +16.9%(FY2022) Old standard: (4.5%(FY2022)
New Iron & Steel sector(reduction rate)	FY2030 (22)%-(27)% (from FY2019)	(22)% (FY2022)
Auto-Motive Production (reduction rate)	FY2030 (47)% (from FY2019)	(30)% (FY2022)
Auto-Motive Products (emission intensity)	FY2030 106-128g-CO ₂ e/vkm	196g-CO ₂ e/vkm (FY2021)
GHGEs in asset management portfolio		
	2050: Net zero	
Sumitomo Mitsui Trust Asset Management	2030: Halve intensity of 50% of AUM ⁽¹⁾ from 2019	(8.7)% (as of June, 2023)
Nikko Asset Management	2030: Halve intensity of 43% of AUM ⁽²⁾ from 2019	(22.8)% (as of Dec. 2022)
Loan balance for coal-fired power generation	FY2040: Zero	Approx. ¥154.0bn (FY2022)

(*1) Targeting about ¥43trn, 50% of ¥85trn of total managing assets as of Jun. 21

(*2) Targeting about ¥13trn, 43% of ¥31trn of total managing assets as of Dec. 21

Copyright © 2024 SUMITOMO MITSUI TRUST HOLDINGS, INC. All rights reserved.

Development of impact businesses

- Accelerate impact business by steady increase of transaction merging “technology”, “finance” and “policy”

Technology-Based Finance (TBF) team

Unique capacity from combination of deep knowledge as specialist (each member)



Creative ideas through discussion (team)

12 experts

7 key strategies

Hydrogen

Battery

Agriculture

Electric

Mineral Resource Circulation

Organic Resource Circulation

Urban/ Infrastructure

Technology-driven approach

Industry

Support promotion of innovation

Corporate

Generate impact businesses

Region

Advancing collaboration with various stakeholders

Initiatives (Hydrogen)

Purposes

Establish a low-cost, low-carbon, large-scale renewable energy derived hydrogen supply chain

Content

Transforming Hokkaido into a Hydrogen Island:
Establish a Demonstration Project for a Large-scale Renewable Energy Derived Hydrogen Supply Chain Independent of the Power Grid*

**Demonstration Projects of FY2024:
Establish a Model for Reducing the Cost of Hydrogen Supply by Utilizing Existing Infrastructure”



[Primary operator]

(Role) Overall management of the project, and hydrogen production / storage / delivery and supply-demand coordination



[Collaborator]

(Role) Analyze outcomes and dissemination scenarios of the demonstration project

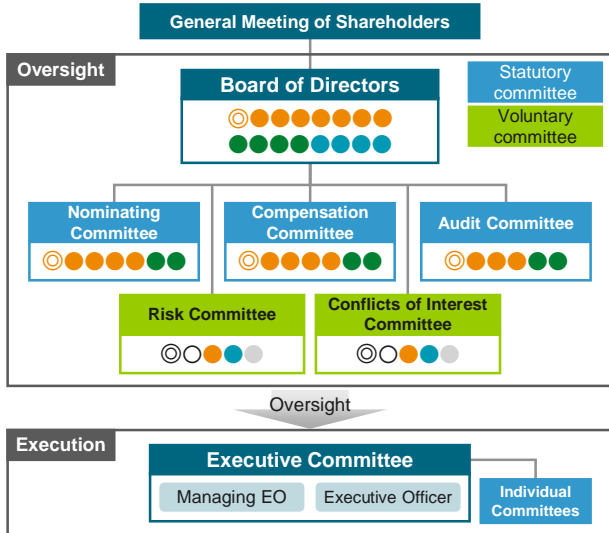
TBF team member with doctoral degrees in hydrogen-related fields support the operator from a specialized perspective

◆ Corporate governance

Governance ~ Oversight structure ~

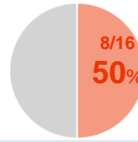
Oversight structure (As of June, 2024 (scheduled))

- Company with Three Committees
 - The Board of Directors' meeting and other committees to be chaired by external directors
- ◎: External (Director Chairman) ●: External (Directors) ⊙: External (Experts, Chairman)
 ○: External (Experts) ●: Internal·Non-executive ●: Internal·Executive
 ●: Executive officer (non-director)

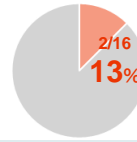


Breakdown by director types

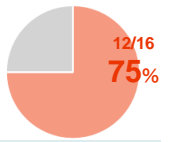
Independent external directors



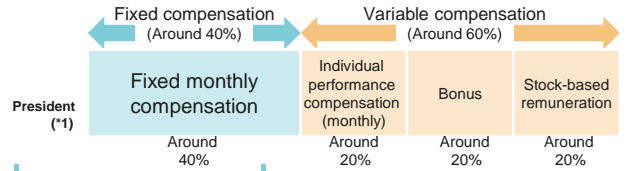
Female directors



Non-executive directors



Directors' compensation



Stock-based remuneration

Indicators (KPIs) for performance-linked compensation	Assessment weighting
Linked to near-term earnings (1) Consolidated net business profit	22.2%
(2) Consolidated net profit attributable to owners of the parent	33.3% 11.1%
Linked to medium-term financial metrics (3) Consolidated shareholders' equity and ROE	11.1%
(4) Consolidated CET1 ratio (common equity tier 1 capital ratio)	33.3% 11.1%
(5) Consolidated overhead ratio (OHR)	11.1%
Linked to ESG (6) ESG overall assessment (categories: climate change, FD & CS activities, employee engagement, DE&I (empowerment of women, etc.), ESG assessment by external organizations ^(*))	33.3%

(*1) Consider increasing the weight of stock-based remuneration to make it more effective as an incentive to increase enhancing corporate value. Monthly compensation (for non-presidents) around 45%:fixed compensation, around 25% individual performance compensation, around 20%:bonus for directors and executive officers, around 10%:stock remuneration (*2) MSCI, FTSE, Sustainalytics

Functioning of the Board of Directors of subsidiaries in group governance

Premise in group governance by the Board of Directors at SuMi TRUST Holdings

Companies Act (Article 416)

- The stock company performs the duties of the development of systems necessary to ensure the properness of operations of a group of enterprises

Banking Act (Article 52-21)

- A bank holding company must carry out business management of a bank holding company group to which it belongs
- A bank holding company must endeavor to ensure the sound and appropriate management of services at any bank that its subsidiary company

Classification of Group governance and management policy

Key subsidiaries with significant impact on group management

Expected role

Autonomous supervisory function

Group management

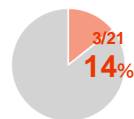
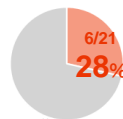
- Management strategy
- Control by supervisory board

Subsidiaries

- Sumitomo Mitsui Trust Bank
- Sumitomo Mitsui Trust Asset Management
- Nikko Asset Management

SUMITOMO MITSUI TRUST BANK

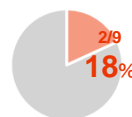
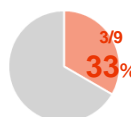
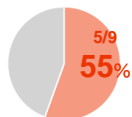
External directors Female directors



(As of June, 2024(scheduled))

SUMITOMO MITSUI TRUST ASSET MANAGEMENT

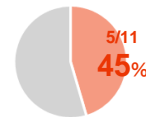
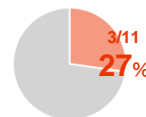
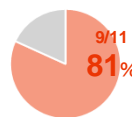
External directors Female directors Non-Japanese directors



(As of June, 2024(scheduled))

nikko am Nikko Asset Management

External directors Female directors Non-Japanese directors



(As of June, 2024(scheduled))

Summary of financial results for FY2023

Overview of profits

	(Yen bn)	FY22	FY23	Change
1	Net business profit before credit costs ^(*)	324.6	338.6	14.0
2	Substantial gross business profit ^(*)	814.1	874.1	59.9
3	Effective interest related earnings ^(*)	300.6	289.9	(10.6)
4	Net fees and commissions and related profit	449.3	478.8	29.5
5	Other profit (Excluding profit attributable to deployment of surplus foreign currency funds)	64.1	105.3	41.1
6	Substantial G&A expenses ^(*)	(489.5)	(535.4)	(45.9)
7	Total credit costs	(10.4)	(11.8)	(1.4)
8	Net gains on stocks	3.0	(188.5)	(191.5)
9	Other net non-recurring profit	(31.4)	(36.9)	(5.5)
10	Ordinary profit	285.8	101.3	(184.5)
11	Extraordinary profit	(14.4)	(3.3)	11.1
12	Income before income taxes	271.3	97.9	(173.4)
13	Total income taxes	(79.3)	(17.6)	61.7
14	Income attributable to non-controlling interests	(1.0)	(1.1)	(0.1)
15	Net income	191.0	79.1	(111.8)
16	Earnings per share (EPS) (Yen)	258	109	(149)
17	Number of shares issued (mn shares) ^(*)	738.6	725.5	(13.1)

(Reference)

18	Net interest income and related profit	148.1	(84.5)	(232.6)
19	Other profit	216.6	479.8	263.1
20	Profit attributable to deployment of surplus foreign currency funds	152.5	374.5	222.0
21	Other	64.1	105.3	41.1

- (*) "Net business profit before credit costs", "Substantial gross business profit" and "Substantial G&A expenses" are based on managerial accounting, taking gross income and expenses from affiliates into consideration
 (**) "Effective interest related earnings" is sum of "Net interest income and related profit" and "Profit attributable to deployment of surplus foreign currency funds", included in "Other profit"
 (***) Average number of common shares outstanding (excluding treasury stocks) during the period

Net business profit before credit costs (#1)

- Achieved ¥338.6bn of 103% vs FY23 revised forecast of ¥330.0bn
- (#3: Effective interest related earnings) Decreased YoY ¥(10.6)bn due to absence of termination gain on bonds bear fund and funding cost increase as overseas interest rates rise, while deterioration range was improved as rising overseas interest rates peaked out
- (#4: Net fees and commissions and related profit) Increased YoY ¥29.5bn mainly due to strong performance of corporate credit related fees
- (#6: Substantial G&A expenses) Increased YoY. Investments in human capital and expenses linked with gross business profit increases in addition to the weaker yen increase. Generally as expected at the beginning of FY23

Total credit costs (#7)

- Posted ¥(11.8)bn of total credit costs resulting with enough room for the forecast of ¥(20.0)bn

Net gains on stocks (#8)

- Posted ¥108.5bn of gains from reducing strategic shareholdings.
- Posted ¥(298.1)bn of realized losses from sale of bear funds. Reducing bear funds with low B/E drastically in line with the disclosed policy of Oct. 23

Other net non-recurring profit, extraordinary profit

- (#9: Other net non-recurring profit) Decreased YoY ¥(5.5)bn mainly due to one-time factors at group companies in FY22
- (#11: Extraordinary profit) Increased YoY ¥11.1bn due to reversal of one-time factors in FY22 (extraordinary losses due to IT system renewal related to overseas operations at SuMi TRUST Bank)

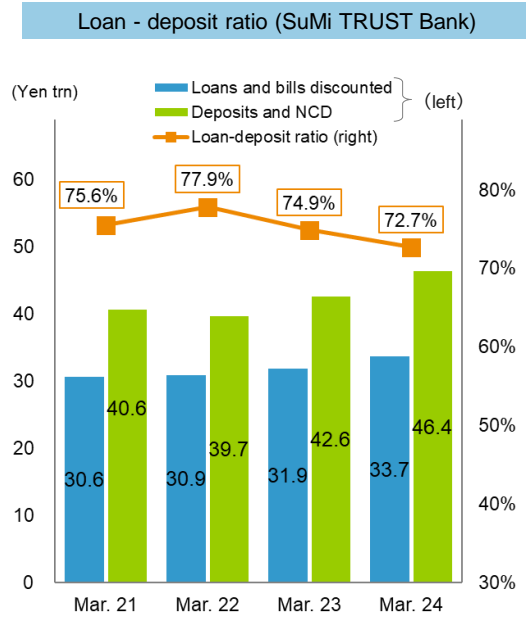
Net income (#15)

- Achieved 93% progress vs FY23 forecast of ¥85.0bn as reducing bear funds with low B/E drastically. Certainty of achieving future profit targets has improved.

Overview of balance sheet

	(Yen bn)	Mar. 23	Mar. 24	Change
1	Assets	69,022.7	75,876.9	6,854.1
2	Cash and due from banks	21,602.4	22,831.6	1,229.1
3	Securities	6,933.0	9,938.9	3,005.8
4	Loans and bills discounted	31,810.9	33,420.9	1,609.9
5	Other assets	8,676.2	9,685.4	1,009.1
6	Liabilities	66,200.1	72,739.2	6,539.0
7	Deposits and NCD	42,848.2	46,639.2	3,790.9
8	Borrowed money from trust account	4,332.4	4,327.7	(4.6)
9	Other liabilities	19,019.4	21,772.1	2,752.7
10	Total net assets	2,822.5	3,137.6	315.1
11	Total shareholders' equity	2,587.8	2,566.3	(21.4)
12	Total accumulated OCI	204.2	539.9	335.6
13	Minority interests, etc.	30.4	31.3	0.8
14	Net assets per share (BPS) (Yen)	3,843	4,316	473
15	Number of shares issued (mn shares) (*)	726.4	719.5	(6.8)
(Reference)				
16	Loan-deposit ratio (SuMi TRUST Bank)	74.9%	72.7%	(2.2%)
17	NPL ratio (SuMi TRUST Bank)	0.4%	0.3%	(0.1%)

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



Profit by group company

	(Yen bn)	FY22	FY23	Change
1 Net business profit before credit costs (*1)		324.6	338.6	14.0
2 o/w SuMi TRUST Bank (*2)(*4)		245.9	275.9	30.0
3 SuMi TRUST AM		7.9	6.6	(1.3)
4 Nikko AM (*3)		13.9	10.7	(3.1)
5 SuMi TRUST Realty		7.3	7.4	0.1
6 SuMi TRUST Panasonic Finance (*3)		8.6	9.2	0.5
7 SuMi TRUST Loan & Finance		10.9	11.7	0.7
8 Sumitomo Mitsui Trust Bank (U.S.A.)		5.0	10.2	5.1
9 Sumitomo Mitsui Trust (Hong Kong) (*4)		5.0	3.0	(1.9)
10 SuMi TRUST Guarantee (*3)		11.6	11.2	(0.4)
11 SuMi TRUST Club		3.7	1.7	(1.9)
12 UBS SuMi TRUST Wealth Management		2.5	2.6	0.1
13 Net income (*1)		191.0	79.1	(111.8)
14 o/w SuMi TRUST Bank (*2)(*4)		169.1	57.8	(111.2)
15 SuMi TRUST AM		5.4	4.5	(0.8)
16 Nikko AM (*3)		12.7	11.1	(1.5)
17 SuMi TRUST Realty		5.2	5.2	0.0
18 SuMi TRUST Panasonic Finance (*3)		5.8	6.0	0.1
19 SuMi TRUST Loan & Finance		7.6	8.1	0.4
20 Sumitomo Mitsui Trust Bank (U.S.A.)		4.0	8.0	3.9
21 Sumitomo Mitsui Trust (Hong Kong) (*4)		4.2	2.6	(1.5)
22 SuMi TRUST Guarantee (*3)		8.5	7.9	(0.6)
23 SuMi TRUST Club		1.6	1.3	(0.3)
24 UBS SuMi TRUST Wealth Management		1.8	2.1	0.2

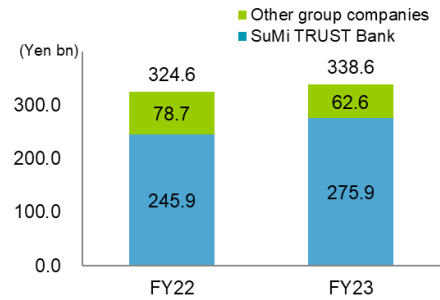
(*1) Figures on the table above are contribution of group companies, which are substantive amount excluding consolidation adjustment that do not relate directly to the group companies' business results.

(*2) Including dividend from group companies (FY22: ¥30.1bn, FY23: ¥46.6bn, YoY change: +¥16.5bn)

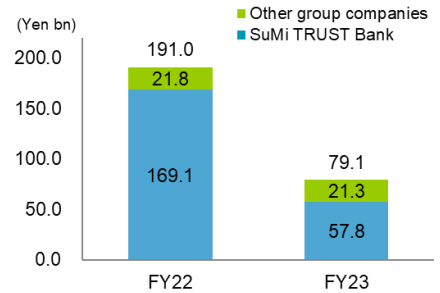
(*3) Consolidated basis

(*4) Reviewed profit method in FY23/4Q (SuMi TRUST Bank: Substantial gross business profit approx. +¥3.0bn, Sumitomo Mitsui Trust (Hong Kong): Substantial G&A expenses approx. ¥(3.0)bn)

Breakdown of Net business profit before credit costs



Breakdown of Net income



Profit by business segment

	(Yen bn)	FY22	Substantial		FY23	FY23 Plan		
		Net business profit before credit costs (*1)	gross business profit (*1)	Change	Net business profit before credit costs (*1)	Change	Net business profit before credit costs (*1)	
1	Total	324.6	874.1	59.9	(535.4)	338.6	14.0	330.0
2	Wealth Management Business	41.5	213.0	10.1	(172.8)	40.1	(1.3)	33.0
3	SuMi TRUST Bank	21.3	142.0	7.9	(120.6)	21.3	0.0	15.0
4	Other group companies	20.1	70.9	2.2	(52.2)	18.7	(1.3)	18.0
5	Corporate Business	140.8	265.3	35.9	(102.3)	162.9	22.1	141.0
6	SuMi TRUST Bank	111.1	180.4	26.8	(49.7)	130.7	19.5	114.0
7	Other group companies	29.6	84.8	9.0	(52.5)	32.2	2.6	27.0
8	Investor Services Business	57.7	143.9	16.5	(81.2)	62.7	5.0	63.0
9	SuMi TRUST Bank (*2)	43.1	82.4	6.3	(37.8)	44.5	1.4	45.0
10	Other group companies (*2)	14.5	61.5	10.1	(43.3)	18.1	3.5	18.0
11	Real Estate Business	42.1	65.7	(3.9)	(30.0)	35.6	(6.4)	40.0
12	SuMi TRUST Bank	33.9	38.6	(5.4)	(11.3)	27.3	(6.6)	32.0
13	Other group companies	8.1	27.0	1.4	(18.6)	8.3	0.1	8.0
14	Global Markets Business	54.1	65.9	(3.3)	(19.6)	46.3	(7.8)	44.0
15	Asset Management Business (*3)	22.2	87.1	2.3	(69.1)	17.9	(4.2)	23.0

(*1) Substantial gross business profit and net business profit include a part of non-recurring profit (net gains on stocks, net gains on stocks related derivatives and others) and adjust at total

(*2) Reviewed profit method in FY23/4Q (SuMi TRUST Bank: Substantial gross business profit approx. +¥3.0bn, Other group companies: Substantial G&A expenses approx. ¥(3.0)bn)

(*3) Sum of Asset management companies (SuMi TRUST AM (consolidated), Nikko AM (consolidated), Sky Ocean AM, JP AM)

Overview of profit (SuMi TRUST Bank)

(Yen bn)	FY22	FY23	Change		FY22	FY23	Change		
1	Net business profit before credit costs	245.9	275.9	30.0	22	Gross business profit	508.1	566.1	57.9
2	Gross business profit	508.1	566.1	57.9	23	Net interest income and related profit	133.4	(85.4)	(218.8)
3	Effective interest related earnings	285.9	289.0	3.1	24	Net fees and commissions and related profit	193.2	211.2	17.9
4	Net interest income and related profit	133.4	(85.4)	(218.8)	25	Net trading profit	10.4	75.9	65.4
5	Profit attributable to deployment of surplus foreign currency funds	152.5	374.5	222.0	26	Net other operating profit	171.0	364.4	193.3
6	Net fees and commissions and related profit	193.2	211.2	17.9	27	o/w Net gains on foreign exchange transactions	199.2	346.7	147.5
7	Net gains on foreign exchange transactions	57.1	48.1	(9.0)	28	Profit attributable to deployment of surplus foreign currency funds	152.5	374.5	222.0
8	Net trading profit	10.4	75.9	65.4	29	other	46.7	(27.7)	(74.5)
9	Net gains on foreign exchange transactions (Excluding Profit attributable to deployment of surplus foreign currency funds)	46.7	(27.7)	(74.5)	30	Net gains on bonds	(26.0)	6.3	32.3
10	Net gains on bonds	(26.0)	6.3	32.3	31	Net gains from derivatives	1.0	15.2	14.1
11	Net gains from derivatives	1.0	15.2	14.1	32	Net fees and commissions and related profit	193.2	211.2	17.9
12	General and administrative expenses	(262.2)	(290.1)	(27.8)	33	o/w Investment management consulting	41.3	43.6	2.2
13	Total credit costs	(12.4)	(11.5)	0.8	34	Asset management/administration	67.1	75.3	8.2
14	Other non-recurring profit	(8.8)	(205.6)	(196.8)	35	Real estate brokerage	37.4	31.3	(6.1)
15	o/w Net gains on stocks	5.9	(188.6)	(194.5)	36	Stock transfer agency services	24.4	24.5	0.1
16	Amortization of net actuarial losses	(3.8)	(4.7)	(0.9)	37	Inheritance related services	4.4	4.6	0.1
17	Ordinary profit	224.5	58.7	(165.8)	38	Corporate credit related	34.7	53.1	18.3
18	Extraordinary profit	(0.3)	(3.7)	(3.4)	39	Net gains on bonds	(26.0)	6.3	32.3
19	Income before income taxes	224.2	54.9	(169.3)	40	Domestic bonds	(5.6)	1.2	6.9
20	Total income taxes	(55.1)	2.9	58.0	41	Foreign bonds	(20.3)	5.1	25.4
21	Net income	169.1	57.8	(111.2)					

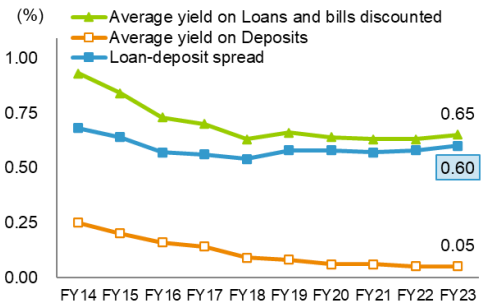
(*) Including dividend from subsidiaries (FY22: ¥30.1bn, FY23: ¥46.6bn, YoY change: +¥16.5bn)

Net interest income (SuMi TRUST Bank)

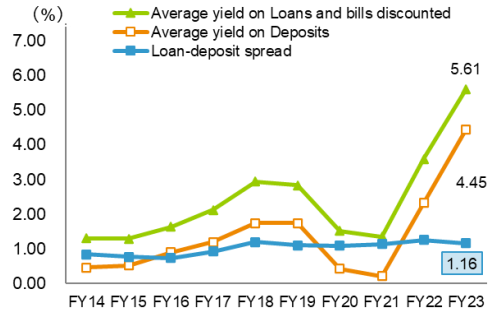
	FY23					
	Average Balance	Change from FY22	Average Yield	Change from FY22	Income/Expenses	Change from FY22
1 Net interest income					(106.6)	(219.8)
2 Domestic business			0.38%	(0.02%)	188.9	0.6
3 Interest-earning assets	49.21	2.71	0.50%	(0.03%)	249.7	1.6
4 o/w Loans and bills discounted	24.92	0.07	0.65%	0.02%	162.3	4.1
5 Securities	4.14	(0.19)	1.95%	0.04%	80.9	(2.2)
6 Interest-bearing liabilities	48.72	2.84	0.12%	(0.01%)	(60.7)	(1.0)
7 o/w Deposits	29.65	1.94	0.05%	0.00%	(16.9)	(1.2)
8 Borrowings from trust a/c	4.47	0.18	0.47%	0.01%	(21.1)	(1.0)
9 Swaps	---	---	---	---	(6.4)	2.9
10 International business			(1.56%)	(1.08%)	(295.5)	(220.5)
11 Interest-earning assets	19.38	2.79	3.99%	1.46%	774.4	354.0
12 o/w Loans and bills discounted	7.89	1.09	5.61%	2.02%	442.7	198.3
13 Due from banks	2.58	(0.06)	4.93%	2.35%	127.2	58.7
14 Securities	3.67	0.77	4.65%	1.78%	170.9	87.5
15 Interest-bearing liabilities	19.26	2.82	5.55%	2.54%	(1,070.0)	(574.5)
16 o/w Deposits	7.19	0.60	4.45%	2.12%	(320.6)	(166.9)
17 NCD / USCP	8.20	1.53	5.14%	2.23%	(422.1)	(227.7)
18 Repo	1.35	0.10	5.43%	2.85%	(73.5)	(41.3)
19 Expenses on swaps	---	---	---	---	(160.1)	(84.5)
20 (+) Trust fees from principal guaranteed trust a/c					21.1	1.0
21 (+) Profit attributable to deployment of surplus foreign currency funds					374.5	222.0
22 Effective interest related earnings					289.0	3.1
23 Loan-deposit spread / income in domestic business			0.60%	0.02%	145.4	2.9
24 Loan-deposit spread / income in international business			1.16%	(0.10%)	122.1	31.4

(*) Including dividend from subsidiaries (FY22:¥30.1bn, FY23:¥46.6bn, YoY change: +¥16.5bn)

Domestic loan-deposit spread (YoY)

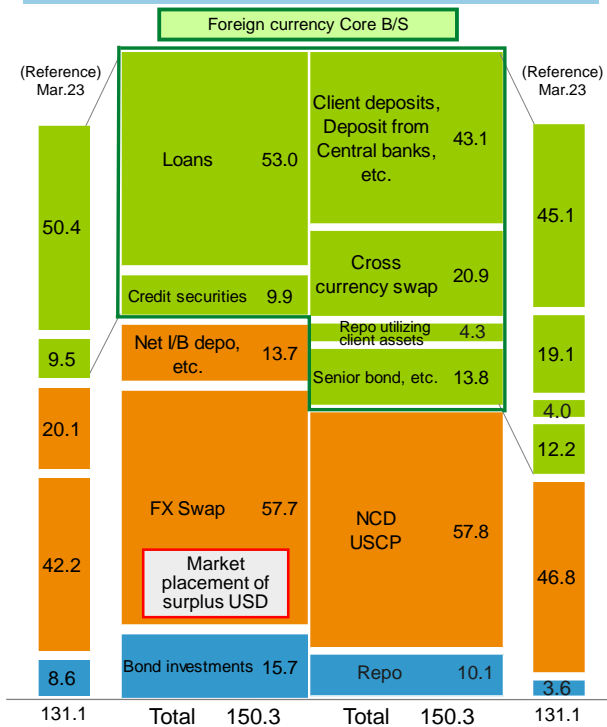


International loan-deposit spread (YoY)



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

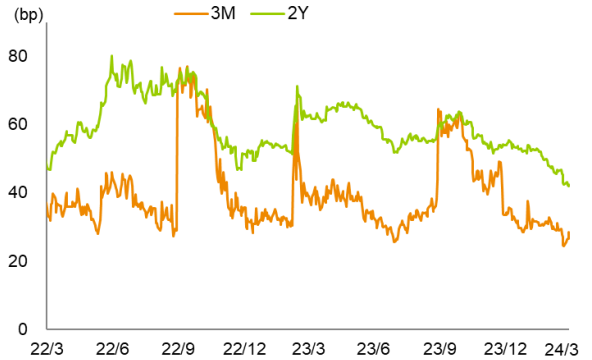
Foreign currency B/S (as of Mar. 24) (USD bn)



Foreign currency ALM management

- ◆ Loans and credit investment securities constitute foreign currency Core B/S assets, which are funded utilizing stable sources such as "sticky" client deposits, deposits from central banks, long-term yen CCS, client asset repos and senior bonds.
- ◆ Short term funds sourced through NCD/USCP markets are categorized as contingent funding buffer, and the funds are utilized as short-term funds in the interbank or foreign exchange market.

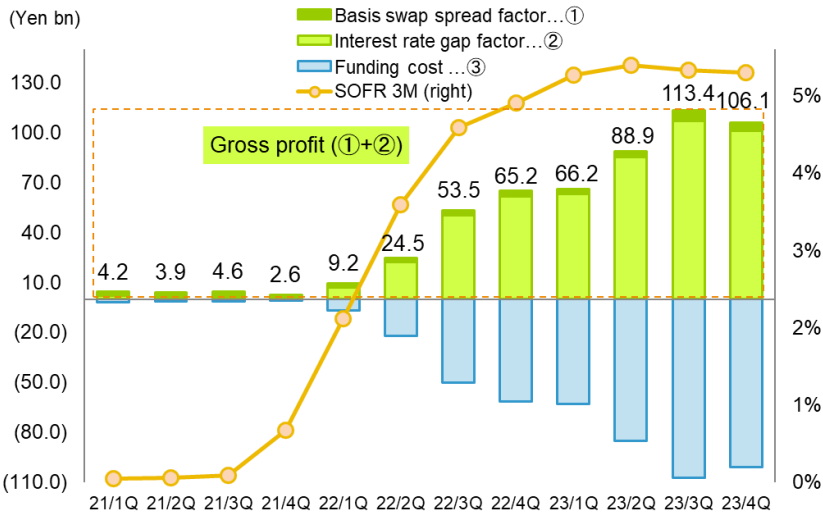
Basis swap spread (bp) (USD/JPY)



(*) Basis swap spread with SOFR and TONA as the indexes

Profit structure of market deployment of surplus foreign currency

- Profit from FX swap consists of basis swap spread and interest rate gap. Interest rate gap is offset by USD funding costs
- Increased gross funding costs and investment profits due to rising US short-term interest rate. Net profit increased YoY



[Investment] FX Swap

Net other operating profit	<Basis swap spread factor> Stable demand observed even though it depends on market fluctuations
	<Interest gap factor> Gap between USD and JPY interest rates is nearly the same level as BSBY ^(*) around zero interest environment of JPY

[Funding] Mainly NCD/USCP

Net interest income and related profit	<Funding cost> Funding cost of NCD/USCP is BSBY level
	Offsets each other

(*1) Bloomberg Short-term Bank Yield Index

(*2) The above contents are simplified to promote understanding the structure of the operations, although actual profitability of market placement of surplus foreign currency changes depending on market environment. Figures show gross profits as sum of basis swap spread factor and interest gap factor. Funding costs are estimated by Libor until FY22/4Q and by BSBY from FY23/1Q.

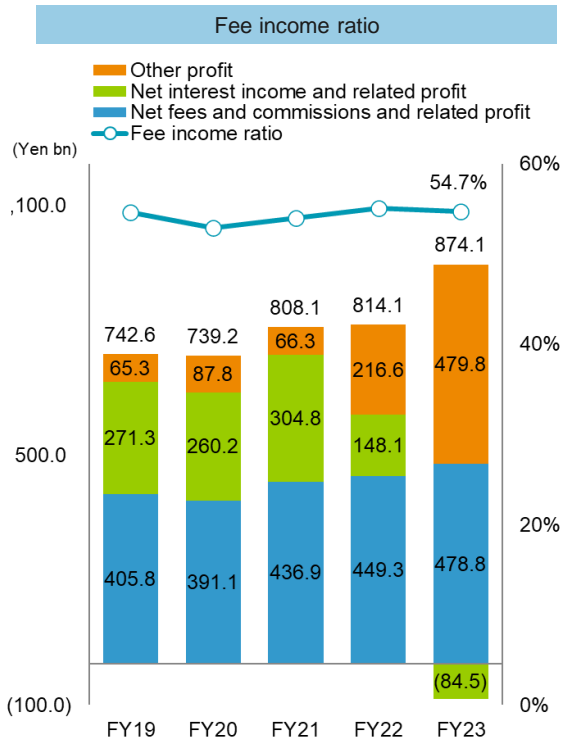
Net fees and commissions and related profit

	SuMi TRUST Bank		SuMi TRUST Group (*1)	
	FY23	Change from FY22	FY23	Change from FY22
(Yen bn)				
1 Net fees and commissions and related profit	211.2	17.9	478.8	29.5
2 Investment trust and insurance sales	43.6	2.2	43.6	2.2
3 Card	-	-	41.8	1.0
4 Asset management / administration	75.3	8.2	213.0	14.7
5 Profit (*2)	115.7	9.4	243.5	25.0
6 Fees paid out for outsourcing (*2)	(40.3)	(1.2)	(30.4)	(10.2)
7 Stock transfer agency services	24.5	0.1	48.9	5.1
8 Profit	40.1	3.2	48.9	5.1
9 Fees paid out for outsourcing	(15.6)	(3.0)	-	-
10 Real estate	38.5	(5.6)	65.7	(4.1)
11 Others (Loan arrangement fees, etc.)	29.0	12.8	65.7	10.4
12 Fee income ratio (*3)	37.3%	(0.7%)	54.7%	(0.4%)

(*1) Figures are after eliminations of intra-group transactions

(*2) Due to the partial revision of the intergroup adjustments in FY23, figures for SuMi TRUST Group are shown after adjustment, including those for past fiscal years. No impact on "Asset management / administration" figures.

(*3) Net fees and commissions and related profit / Gross business profit

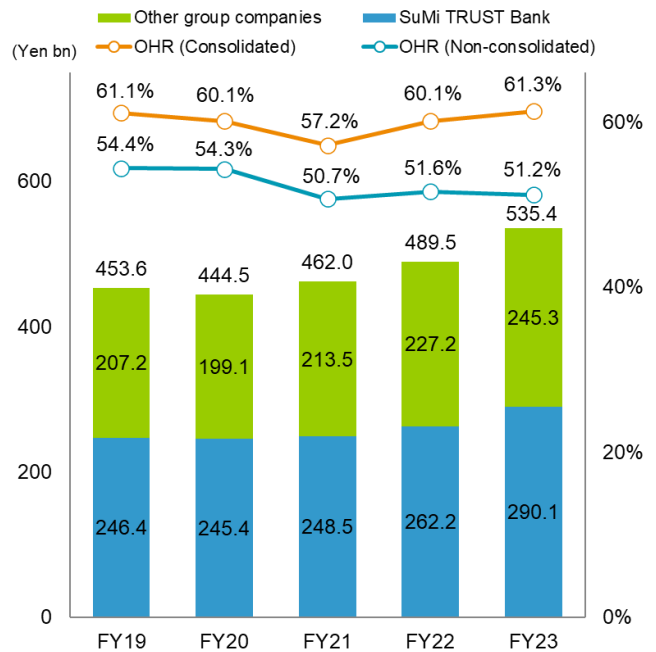


Expenses

[SuMi TRUST Group]		FY22	FY23	Change
	(Yen bn)			
1	Personnel expenses	(219.8)	(238.5)	(18.6)
2	Non-personnel expenses excluding taxes	(253.7)	(281.7)	(27.9)
3	Taxes other than income taxes	(15.8)	(15.1)	0.6
4	Substantial G&A expenses	(489.5)	(535.4)	(45.9)
5	Overhead ratio	60.1%	61.3%	1.2%

[SuMi TRUST Bank]		FY22	FY23	Change
	(Yen bn)			
6	Personnel expenses	(117.7)	(127.4)	(9.6)
7	Salaries etc.	(109.0)	(116.0)	(6.9)
8	Retirement benefit expenses	10.6	9.5	(1.0)
9	Others	(19.3)	(20.9)	(1.6)
10	Non-personnel expenses excluding taxes	(134.6)	(153.6)	(19.0)
11	IT system related costs	(47.8)	(57.1)	(9.3)
12	Others	(86.7)	(96.4)	(9.6)
13	Taxes other than income taxes	(9.8)	(9.0)	0.8
14	G&A expenses	(262.2)	(290.1)	(27.8)
15	Overhead ratio	51.6%	51.2%	(0.4%)

Breakdown of G&A expenses



Total credit costs and Non-Performing Loans (NPLs) based on Banking Act and Reconstruction Act

[Total credit costs]		FY22	FY23		Major factors (FY23)
(Yen bn)		1H	2H		
1	SuMi TRUST Bank	(12.4)	(0.6)	(10.8)	(11.5)
2	General allowance for loan losses	0.9	(2.1)	(4.2)	(6.4)
3	Specific allowance for loan losses	(5.4)	5.3	(7.1)	(1.7)
4	Recoveries of written-off claims	0.6	0.2	0.6	0.9
5	Losses on sales of claims, written-off	(8.5)	(4.1)	(0.2)	(4.3)
6	Other group companies, etc.	1.9	(1.0)	0.7	(0.2)
7	Total	(10.4)	(1.7)	(10.1)	(11.8)

Downgraded: Approx. ¥(20.5)bn
 Upgraded: Approx. +¥11.0bn
 Changes in loan balance, etc. (including recoveries of written-offs):
 Approx. ¥(2.0)bn
 As of March 2024, special loan loss provision of approx. ¥18.0bn

SuMi TRUST Panasonic Finance ¥(0.3)bn

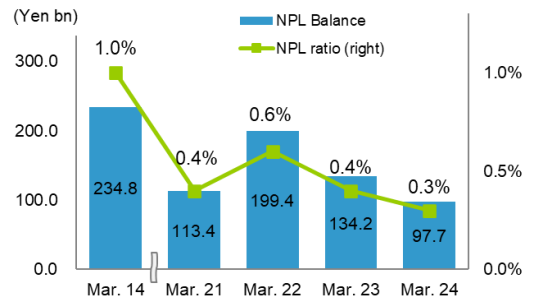
[Non-performing loans (NPLs) based on Banking Act and Reconstruction Act]

		Mar. 24	Coverage ratio (*1)	Allowance ratio (*2)	Change from Mar. 23
(Yen bn)					
8	Total	97.7	73.2%	49.8%	(36.5)
9	NPL ratio	0.3%	---	---	(0.1%)
10	Bankrupt and practically bankrupt	8.8	100.0%	100.0%	0.3
11	Doubtful	44.8	83.1%	71.8%	(41.3)
12	Substandard	44.1	57.7%	15.3%	4.6
13	Loans past due 3 months or more	10.6	---	---	10.6
14	Restructured loans	33.5	---	---	(6.1)
15	Assets to borrowers requiring caution(excluding Substandard)	442.8	---	---	146.4
16	Assets to normal borrowers	33,852.5	---	---	1,760.4
17	Grand total	34,393.1	---	---	1,870.4

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

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

Total Balance and ratio of NPL



Securities portfolio

[Consolidated] (*1)

	Costs		Unrealized gains/losses	
	Mar. 24	Change from Mar. 23	Mar. 24	Change from Mar. 23
(Yen bn)				
1 Available-for-sale securities	8,263.0	2,587.6	681.7	309.0
2 Japanese stocks	443.5	(51.8)	769.8	192.6
3 Japanese bonds	3,803.9	1,625.3	(11.4)	(11.0)
4 Others	4,015.5	1,014.1	(76.6)	127.5
5 Held-to-maturity securities	263.7	(35.4)	8.1	(1.8)

[SuMi TRUST Bank (Available-for-sale securities)] (*1)

6 Available-for-sale securities	8,089.5	2,567.0	688.2	302.0
7 Japanese stocks	420.6	(51.0)	788.9	190.5
8 Japanese bonds	3,803.9	1,625.3	(11.4)	(11.0)
9 o/w Government bonds	3,047.9	1,614.4	(9.8)	(8.3)
10 Others	3,864.9	992.6	(89.2)	122.5
11 Domestic investment	108.9	1.0	1.3	(0.4)
12 International investment	3,156.2	1,389.9	(50.8)	(20.8)
13 o/w US Treasury (*2)	1,762.4	1,111.9	(48.7)	(31.5)
14 Others (Investment trust, etc.)	599.8	(398.3)	(39.7)	143.7
15 o/w for hedging of strategic shareholdings	303.6	(322.7)	(67.0)	124.6

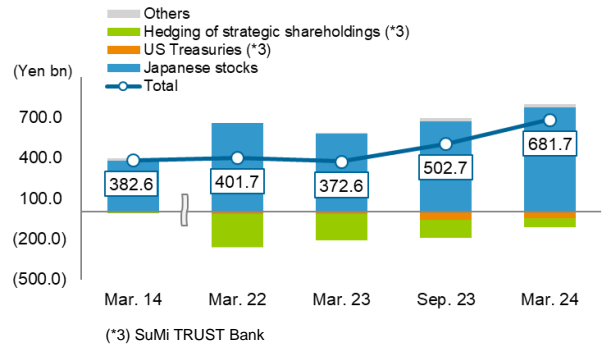
[SuMi TRUST Bank (Held-to-maturity securities)]

16 Held-to-maturity securities	263.6	(35.4)	8.1	(1.8)
17 o/w Government bonds	116.8	(0.3)	7.8	(2.9)
18 International investment	102.0	(25.4)	0.1	1.3

(*1) Not include stocks with no market price and investment partnership and others

(*2) Unrealized losses on US Treasury after adjusting PL from hedging transactions is ¥(37.5)bn

Unrealized gains/losses of AFS securities with fair value



(*3) SuMi TRUST Bank

Securities portfolio of Global markets (*4)

(Yen bn)	10BPV (*5)		Duration (years) (*5)	
	Mar. 24	Change from Mar. 23	Mar. 24	Change from Mar. 23
19 JPY	8.8	3.5	2.6	(0.4)
20 Others (*6)	4.7	3.6	2.4	1.0

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

(*5) In the calculation of 10BPV and duration, investment balance hedging transactions were excluded

(*6) total of securities denominated in USD, EUR and GBP

Capital

- Common Equity Tier 1 ratio: 11.35%. Up 0.56 ppt from Mar. 23 mainly due to increase in retained earnings and increase in capital associated with stock price rise.
- CET1 capital ratio on finalized Basel III (fully phased basis): 10.2% also up 0.7 ppt from Mar. 23.
- Both Leverage ratio and Liquidity coverage ratio maintained levels well in excess of regulatory requirements

<Capital and total risk-weighted assets (consolidated)> (*1)

	Mar. 23	Mar. 24	Change
(Yen bn)			
1 Total capital ratio	13.24%	13.64%	0.40%
2 Tier 1 capital ratio	12.01%	12.55%	0.54%
3 Common Equity Tier 1 capital ratio	10.79%	11.35%	0.56%
4 Total capital	3,081.2	3,238.9	157.6
5 Tier 1 capital	2,793.5	2,978.8	185.3
6 Common Equity Tier 1 capital	2,509.7	2,694.3	184.6
7 Instruments and reserves	2,752.9	3,067.5	314.5
8 Accumulated other comprehensive income (*2)	204.2	539.9	335.6
9 Regulatory adjustments	(243.2)	(373.1)	(129.9)
10 Additional Tier 1 capital	283.7	284.4	0.7
11 Tier 2 capital	287.7	260.0	(27.7)
12 Total risk-weighted assets	23,256.8	23,731.0	474.1
13 Credit risk	20,411.9	21,372.3	960.3
14 Market risk	1,838.2	1,006.2	(831.9)
15 Operational risk	1,006.7	1,352.4	345.7
16 Floor adjustment	-	-	-

(*1) Implemented finalized Basel III from Mar.24

(*2) Valuation differences on Available-for-Sale Securities (Mar. 2024): ¥477.6bn
(Change from Mar. 2023: +¥219.4bn)

(*3) Calculated according to the revision of Financial Services Agency Notification (effective as of June 30, 2020). For reference, figures on item 18 and 21 are calculated according to the basis applied before the revision.

(*4) Average figures in 4QFY2023. "Change from Mar. 23" represents the comparison to figure for 4QFY2022 calculated in the same manner

<Major factors of change in capital adequacy ratios>

[Capital]

(1) Common Equity Tier 1 capital: +¥184.6bn

- Net income: +¥79.1bn
- Valuation differences on AFS (considering valuation differences on hedging items): +¥219.4bn
- Dividend: ¥(79.6)bn
- Repurchase of own shares : ¥(21.0)bn

[Risk-weighted assets]

(2) Risk-weighted assets: +¥474.1bn

- Increase in foreign currency-denominated assets due to JPY depreciation: approx. +¥980.0bn
- Decrease due to implementation of finalized Basel III: approx. ¥(1,000.0)bn
- Increase in investment which contributes to our group's growth and solutions to social issues: approx. +¥400.0bn

<Other ratios required in prudential regulations (consolidated)>

	(Yen bn)	Mar. 24	Change from Mar. 23
17 Leverage ratio (*1)(*3)		5.25%	(0.11%)
18 Including current account with the Bank of Japan		3.87%	(0.08%)
19 Tier 1 capital		2,978.8	185.3
20 Total exposure (*3)		56,653.1	4,535.8
21 Including current account with the Bank of Japan		76,937.7	6,275.8
22 Liquidity coverage ratio (*4)		170.5%	32.2%
23 Total high-quality liquid assets		21,239.7	1,788.1
24 Net cash outflows		12,455.7	(1,603.2)

Forecasts for FY2024

- Net business profit: ¥ 340.0bn increased by ¥1.3bn YoY. Aim substantial gross business profit growth due to steady performance in net fees and commissions in addition to yen interest rate hike, while substantial G&A expenses increase as inflation advance
- Net income: Aiming to achieve FY25 target one year earlier. Assume ¥240.0bn mainly due to increase in net gains and stocks
- Dividend per share: Increased by ¥35 YoY due to commemorative dividend of ¥10 in addition to the regular dividend of ¥135. Consolidated dividend payout ratio of 43.5%

	FY23 Actual	FY24 Forecast	Change from FY23
(Yen bn)			
1 Net business profit before credit costs	338.6	340.0	1.3
2 SuMi TRUST Bank	275.9	250.0	(25.9)
3 Substantial gross business profit	874.1	910.0	35.8
4 SuMi TRUST Bank (*)	566.1	555.0	(11.1)
5 Other group companies (*)	308.0	355.0	46.9
6 Substantial G&A Expenses	(535.4)	(570.0)	(34.5)
7 SuMi TRUST Bank	(290.1)	(305.0)	(14.8)
8 Other group companies	(245.3)	(265.0)	(19.6)
9 Total credit costs	(11.8)	(20.0)	(8.1)
10 Net gains on stocks	(188.5)	50.0	238.5
11 Other non-recurring profit	(36.9)	(40.0)	(3.0)
12 Ordinary profit	101.3	330.0	228.6
13 Net income	79.1	240.0	160.8
14 SuMi TRUST Bank	57.8	195.0	137.1
15 Dividend per common share (Yen)	110	145	+35

(*) SuMi TRUST Bank includes dividends from subsidiaries (FY23(actual) :¥46.6bn, FY24(forecast) : approx.¥20.0bn)
Other group companies includes offset elimination of transaction between group companies related above dividends (FY23(actual):¥(46.6)bn, FY24(forecast): approx. ¥(20.0)bn)

【Shareholder return policy [announced on May 12, 2023]】

- ✓ Dividend per share will be progressive, while aiming to increase the dividend per share through profit growth. The dividend payout ratio will be determined at 40% or above.
- ✓ Share repurchase will be implemented flexibly on the premise of securing sufficient capital, while balancing the use of capital for medium-to-long term profit growth and the effects of better capital efficiency

【Assumptions】

- Net business profit: +¥1.3bn vs YoY**
 - Substantial gross business profit is expected to increase by +¥35.8bn due to strong performance in net fees and commissions mainly from asset management and asset administration business and interest rate hike
 - Substantial G&A Expenses will increase due to the impact of inflation and growth investment in IT system and human capital
- Total credit costs: forecast ¥(20.0)bn**
 - Total credit costs of ¥(20.0)bn is assumed based on past results, while no specific client is considered
- Net gains on stocks: forecast +¥50.0bn**
 - Unrealized gains/losses of strategic shareholdings and bear funds improved as accounted for losses on bear funds on FY2023
 - Increase forecast in light of the progress in reduction of strategic shareholdings

Plan and Target by business segment

	(Yen bn)	FY23		FY24 Plan			
		Substantial gross business profit	Net business profit before credit costs	Substantial gross business profit	Change	Net business profit before credit costs	Change
1 Total		874.1	338.6	910.0	35.8	340.0	1.3
2 Wealth Management Business		213.0	40.1	220.0	6.9	40.0	(0.1)
3 SuMi TRUST Bank		142.0	21.3	149.0	6.9	22.0	0.6
4 Other group companies		70.9	18.7	71.0	0.0	18.0	(0.7)
5 Corporate Business		265.3	162.9	264.0	(1.3)	152.0	(10.9)
6 SuMi TRUST Bank		180.4	130.7	175.0	(5.4)	119.0	(11.7)
7 Other group companies		84.8	32.2	89.0	4.1	33.0	0.7
8 Investor Services Business		143.9	62.7	151.0	7.0	64.0	1.2
9 SuMi TRUST Bank		82.4	44.5	87.0	4.5	47.0	2.4
10 Other group companies		61.5	18.1	64.0	2.4	17.0	(1.1)
11 Real Estate Business		65.7	35.6	70.5	4.7	39.0	3.3
12 SuMi TRUST Bank		38.6	27.3	43.0	4.3	31.0	3.6
13 Other group companies		27.0	8.3	27.5	0.4	8.0	(0.3)
14 Global Markets Business		65.9	46.3	76.0	10.0	55.0	8.6
15 Asset Management Business (*)		87.1	17.9	94.0	6.8	25.0	7.0

(*) Sum of Asset management companies (SuMi TRUST AM (consolidated), Nikko AM (consolidated), Sky Ocean AM, JP AM)

Fee business: Invest management consulting

- Total income increased by ¥2.2bn YoY to ¥43.6bn mainly due to increase of administration fees
- Total balance increased by ¥1.4trn to ¥8.8trn from Mar. 2023. Growth of market value was approx. ¥1.1trn

Income from marketing of investment products

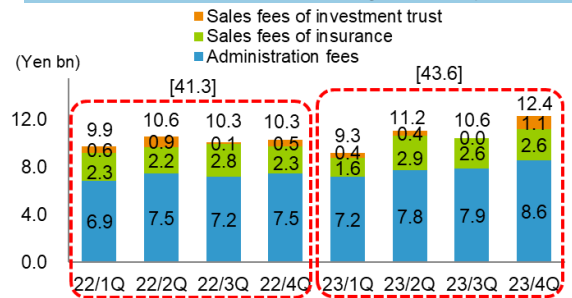
(Yen bn)	FY22	FY23	Change	FY24 Plan
1 Income total	41.3	43.6	2.2	44.0
2 Sales fees of investment trust	2.2	2.1	(0.1)	0.5
3 Sales fees of insurance	9.7	9.9	0.1	11.0
4 Administration fees	29.3	31.6	2.2	32.5

Sales volume / balance

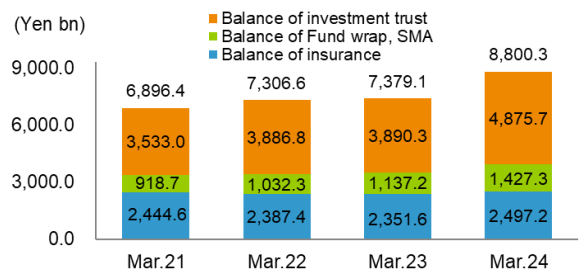
(Yen bn)	FY22	FY23	Change	FY24 Plan
5 Sales volume total	1,234.8	1,383.4	148.5	1,380.0
6 Investment trust	664.8	827.3	162.5	750.0
7 Fund wrap, SMA	212.3	247.6	35.2	280.0
8 Insurance	357.6	308.4	(49.2)	350.0

(Yen bn)	Mar. 23	Mar. 24	Change	Mar. 25 Plan
9 Balance total	7,379.1	8,800.3	1,421.2	9,070.0
10 Investment trust	3,890.3	4,875.7	985.3	4,900.0
11 Fund wrap, SMA	1,137.2	1,427.3	290.1	1,560.0
12 Insurance	2,351.6	2,497.2	145.6	2,610.0

Income from marketing (quarterly)



Balance



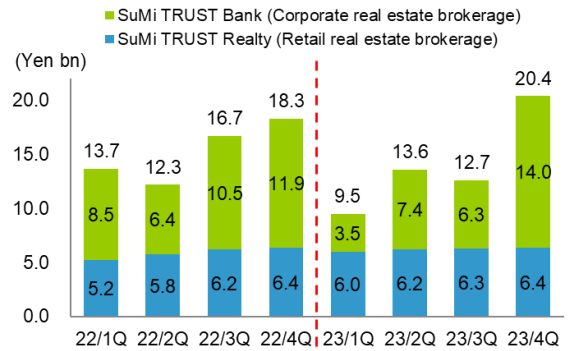
Fee business: Real estate

- Corporate real estate brokerage: Despite steady performance in 4Q, decreased YoY to ¥31.3bn compared to highest income of FY22
- Retail real estate brokerage: Exceeding strong results of FY22 and maintained strength by YoY to ¥25.1bn

Income (group base)

(Yen bn)	FY22	FY23	Change	FY24 Plan
	1 Real estate brokerage fees	61.2	56.4	(4.8)
2 SuMi TRUST Bank	37.4	31.3	(6.1)	36.0
3 SuMi TRUST Realty	23.7	25.1	1.3	25.5
4 Real estate trust fees, etc.	6.6	7.2	0.5	7.0
5 Net other real estate profit	1.8	2.0	0.2	2.0
6 SuMi TRUST Bank	(0.0)	0.1	0.1	-
7 Group companies	1.8	1.9	0.1	2.0
8 Total	69.7	65.7	(3.9)	70.5
9 o/w SuMi TRUST Bank	44.1	38.6	(5.4)	43.0

Real estate brokerage fees (quarterly)



Assets under management / administration

(Yen bn)	Mar. 23	Mar. 24	Change
	10 Securitized real estate	24,182.3	27,309.2
11 Assets under custody from J-REITs	17,023.4	18,163.7	1,140.2
12 Assets under management	658.4	801.5	143.1
13 Private placement funds	367.9	511.0	143.1
14 J-REITs	290.5	290.5	-

Fee business: Asset management/administration

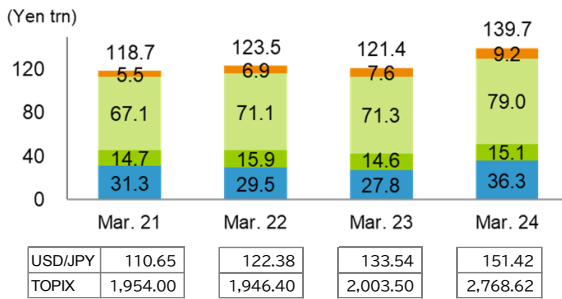
- AUM increased by ¥18.2trn to approx. ¥140trn from Mar. 23 mainly due to growth of market value
- AUC increased in each asset category of both domestic and overseas mainly due to growth of market value

Assets under management (AUM)

(Yen trn)		Mar. 23	Mar. 24	Change
1	Assets under management	121.4	139.7	18.2
2	SuMi TRUST Bank (*1)	7.6	9.2	1.5
3	Private asset	5.4	6.8	1.3
4	SuMi TRUST AM	85.9	94.2	8.2
5	Nikko AM	27.8	36.3	8.4

(*1) Not include duplicate amount from re-entrustment to SuMi TRUST AM and Nikko AM

■ SuMi TRUST Bank ■ SuMi TRUST AM (Non investment trust)
■ SuMi TRUST AM (investment trust) ■ Nikko AM

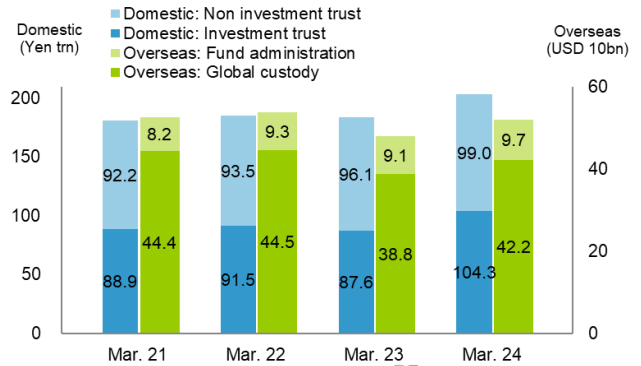


Assets under custody/administration (AUC)

(Yen trn)		Mar. 23	Mar. 24	Change
[Domestic]				
6	Investment trust (*2)	87.6	104.3	16.6
7	Non investment trust (*2)	96.1	99.0	2.8
[Overseas] (USD 10bn)				
8	Global custody (*3)	38.8	42.2	3.4
9	Fund administration	9.1	9.7	0.6

(*2) Entrusted balance of SuMi TRUST Bank

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



Loan/Investment: Credit portfolio (SuMi TRUST Bank)

- Individual: New mortgage loans continued to decline, due to policy of focusing on loan profitability. Outstanding of loans also decreased from Mar. 23
- Corporate credit: Continue to shift to product lending. Increase in balance was mainly due to product lending (foreign currency) and JPY depreciation

Individual clients

	(Yen bn)	FY22	FY23	Change	FY24
					Plan
1 Annual amount of new loans to individuals		907.5	769.8	(137.7)	800.0
2 Mortgage loans		796.6	682.2	(114.4)	700.0
		Mar. 23	Mar. 24	Change	Mar. 25
	(Yen bn)				Plan
3 Outstanding of individual loans		11,094.4	11,040.6	(53.8)	11,000.0
4 Mortgage loans		10,461.5	10,390.2	(71.2)	10,200.0

Corporate clients

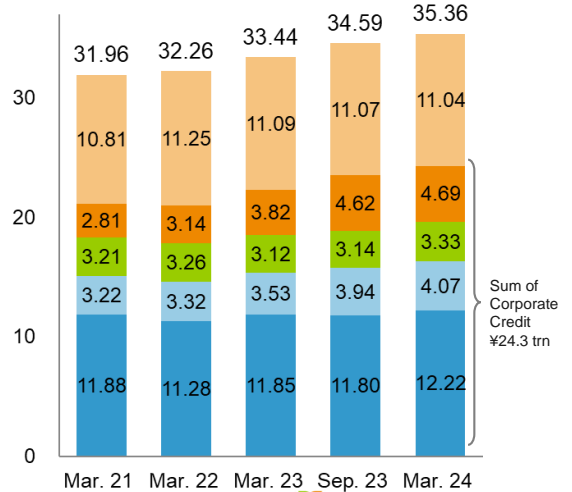
	(Yen bn)	Mar. 23	Mar. 24	Change(*2)	Mar. 25
					Plan
5 Corporate lending (Yen)		11,859.6	12,222.2	362.5	11,000.0
6 Corporate lending (Foreign Currency)		3,533.6	4,070.2	536.6	3,000.0
7 Product related (Yen)		3,128.7	3,332.1	203.3	3,800.0
8 Product related (Foreign Currency)		3,824.9	4,698.3	873.3	5,300.0
9 Total balance of credit for corporates(*1)		22,347.0	24,322.9	1,975.8	23,100.0
10 Product related		6,953.7	8,030.4	1,076.7	9,100.0

(*1) Balance of equity investment(excluding strategic shareholdings) is ¥576.6bn on Mar. 24

(*2) Impact of foreign exchange: Corporate lending(Foreign Currency) approx. ¥470.0bn,
Product related (Foreign Currency) approx. ¥550.0bn

Credit portfolio balance

- Individuals
 - Product related (Foreign Currency)
 - Product related (Yen)
 - Corporate (Foreign Currency)
 - Corporate (Yen)
- (Yen trn)



This presentation material contains information that constitutes forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors including changes in managerial circumstances. This material includes summary figures that have not been audited so the numbers may change. Please refer to the most recent relevant materials including financial results (“Kessan Tanshin”)(including attached explanatory materials), the securities report and other presentations disclosed by Sumitomo Mitsui Trust Holdings and its group companies, for further information that could significantly influence its financial position and operating results as well as investment decisions by investors. Information regarding companies and other entities outside the group in this document has been obtained from publicly available information and other sources. The accuracy and appropriateness of that information has not been verified by the group and cannot be guaranteed. This presentation does not constitute an offer to sell or a solicitation of an offer to subscribe for or purchase any securities.

Definitions of terms in this document

Sumitomo Mitsui Trust Holdings (Consolidated): “Consolidated ” or “SuMi TRUST Holdings”

Sumitomo Mitsui Trust Bank (Non-consolidated): “Non-consolidated ” or “SuMi TRUST Bank”

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

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

Financial indices per share

Indices regarding financial information per share such as “Net asset per 1 share,” “Dividends per 1 share,” are presented assuming that the consolidation of shares (one (1) share for every ten (10) shares) enacted on October 1, 2016, and the stock split of shares (two (2) for each share of common stock) enacted on January 1, 2024 took place, for consistency purposes.