

Summary of Financial Results for 1HFY2024

November 12, 2024

Change of Trade Name

On October 1, 2024, the Company changed its trade name to Sumitomo Mitsui Trust Group, Inc.

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 Group and its group companies, for further information that could significantly influence its financial position and operating results as well as investment decisions by investors.

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Definitions of terms in this document

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

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 such as “Earnings per share”, “Net assets per share”, and “Number of shares issued” are presented assuming that the stock split of shares (two (2) for each share of common stock) enacted on January 1, 2024, was taken place at the beginning of fiscal year 2023, for consistency purposes.

Financial results for 1HFY2024

- Net business profit and Net income: both progressing steadily, at 50% and 55% vs FY24 forecast, respectively
- CET1 capital ratio on finalized Basel III (fully phased basis): 10.9%
- Announced share repurchase of ¥30.0bn. Decided in consideration of the status of securing sufficient capital, the use of capital for profit growth and improvement of the capital efficiency

<Major KPIs>

(Yen bn)		1HFY23 Actual	1HFY24 Actual	Change	FY24 Plan	change from FY23
1	Net business profit before credit costs	166.3	169.5	+ 3.2	340.0	+ 1.3
2	Substantial gross business profit	428.4	450.8	+ 22.4	910.0	+ 35.8
3	Substantial G&A Expenses	(262.0)	(281.2)	(19.1)	(570.0)	(34.5)
4	Total credit costs	(1.7)	(6.2)	(4.4)	(20.0)	(8.1)
5	Net gains on stocks	(95.4)	39.9	+ 135.4	50.0	+ 238.5
6	Other net non-recurring profit, Extraordinary profit	(14.4)	(20.2)	(5.8)	(40.0)	+ 0.3
7	Net income	44.0	132.8	+ 88.7	240.0	+ 160.8
8	Fee income ratio	52.8%	54.4%	+1.5%		
9	Overhead ratio	61.1%	62.3%	+ 1.2%	62.6%	+ 1.3%
10	Return on equity	3.07%	8.43%	+ 5.36%		
11	Common Equity Tier 1 capital ratio*	10.73%	11.90%	+1.17%		

<Per share information>

(Yen)		1HFY23 Actual	1HFY24 Actual	Change	FY24 Plan	change from FY23
12	Earnings per share (EPS)	60	184	+124	330	+221
13	Dividend per share (DPS)	55	72.5	+17.5	145	+35
(Yen)		Mar. 24	Sep. 24	Change		
14	Net assets per share (BPS)	4,316	4,419	+102		



100th
Anniversary

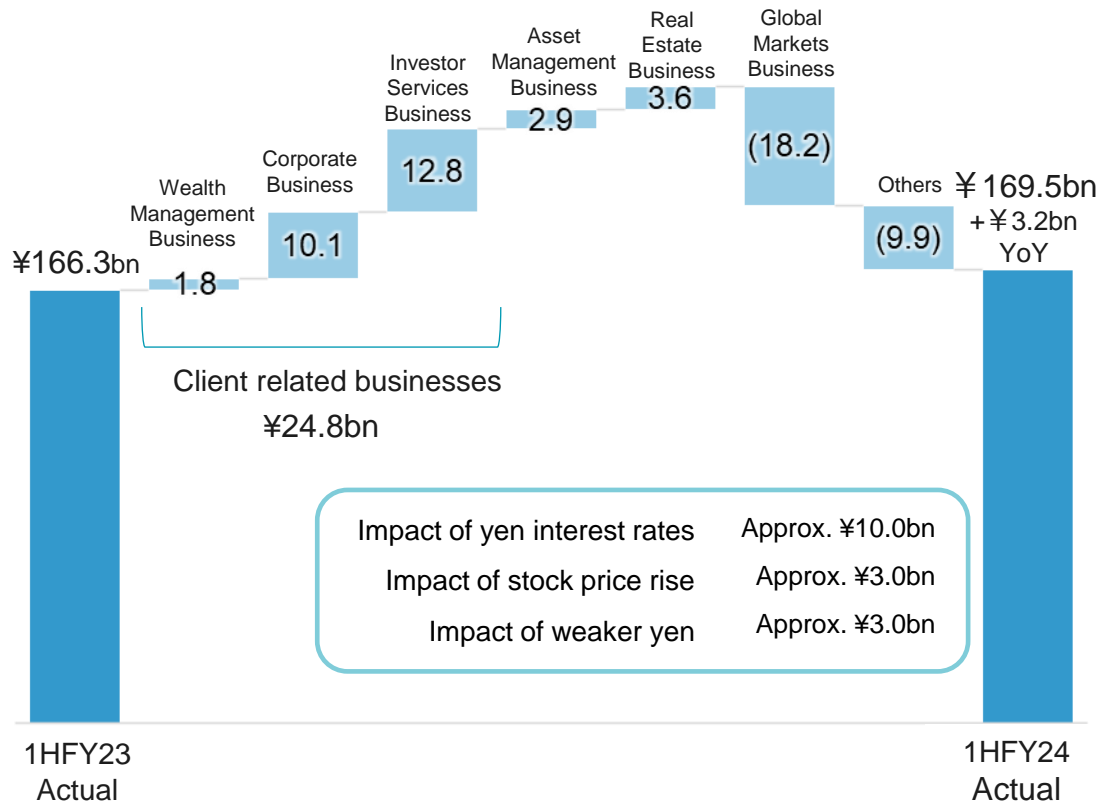
Commemorative dividend
¥10 per share

*: CET1 capital ratio on finalized Basel III (fully phased basis) as of Sep. 2024 is 10.9%

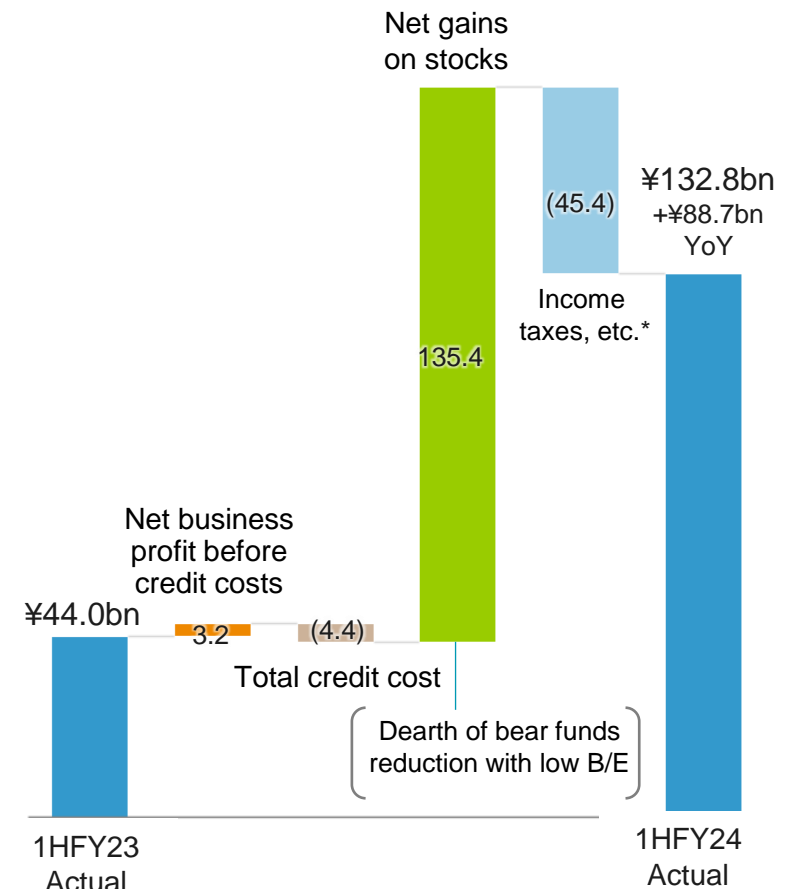
YoY Changes(Net business profit before credit cost and Net income)

- Net business profit before credit costs: Increased by ¥3.2bn YoY. Weak performance in the Global Markets Business (investment operations), while strong performance in client related businesses
- Net income: Increased by ¥88.7bn YoY, mainly due to absence of special factors from the previous fiscal year, leading to increased net gains on stocks

Net business profit before credit cost



Net income



*: Includes "total income taxes".

Overview of profits

	(Yen bn)	1HFY23	1HFY24	Change	FY24 Forecast
1	Net business profit before credit costs ^{*1}	166.3	169.5	3.2	340.0
2	Substantial gross business profit ^{*1}	428.4	450.8	22.4	910.0
3	Effective interest related earnings ^{*2}	136.1	175.1	38.9	
4	Net fees and commissions and related profit	226.5	245.2	18.7	
5	Other profit (Excluding profit attributable to deployment of surplus foreign currency funds)	65.7	30.3	(35.3)	
6	Substantial G&A expenses ^{*1}	(262.0)	(281.2)	(19.1)	(570.0)
7	Personnel expenses	(118.2)	(123.8)	(5.6)	
8	Non-personnel expenses excluding taxes	(136.6)	(147.8)	(11.1)	
9	Taxes other than income taxes	(7.2)	(9.5)	(2.3)	
10	Total credit costs	(1.7)	(6.2)	(4.4)	(20.0)
11	Net gains on stocks	(95.4)	39.9	135.4	50.0
12	Other net non-recurring profit	(17.5)	(20.3)	(2.7)	(40.0)
13	Ordinary profit	51.5	183.0	131.4	330.0
14	Extraordinary profit	3.0	0.0	(3.0)	
15	Income before income taxes	54.6	183.0	128.3	
16	Total income taxes	(10.1)	(49.4)	(39.3)	
17	Income attributable to non-controlling interests	(0.4)	(0.7)	(0.3)	
18	Net income	44.0	132.8	88.7	240.0
19	Earnings per share (EPS) (Yen)	60	184	124	
20	Number of shares issued (mn shares) ^{*3}	726.2	719.1	(7.0)	

Net business profit before credit costs (#1)

- Achieved ¥169.5bn of 50% progress in line vs FY24 forecast of ¥340.0bn
- (#3: Effective interest related earnings) Increased YoY ¥38.9bn mainly due to the impact of interest rate hike as well as an increase of earnings related to investment partnership
- (#4: Net fees and commissions and related profit) Increased by YoY ¥18.7bn mainly due to strong performance in asset management and asset administration business, as well as real estate brokerage and stock transfer agency services
- (#5: Other profit) Decreased by YoY ¥(35.3)bn, mainly due to market related factors
- (#6: Substantial G&A expenses) Increased by YoY ¥19.1bn. Progress in line with FY24 forecast (49% progress)

Net gains on stocks (#11)

- Increased mainly due to elimination of special factors (bear funds reduction with low B/E) from the previous fiscal year
- Steady progress in reduction of strategic shareholdings (¥29.3bn at cost), mainly due to the increased sale of stocks with relatively large unrealized gains
 - Gain on sales of strategic shareholdings: ¥55.3bn,
 - Realized losses from cancellation of bear funds: ¥(17.3)bn
 - Hedge ratio as of September end, 2024: approx. 25%

Extraordinary profit (#14)

- (#14: Extraordinary profit) Decreased YoY ¥(3.0)bn due to elimination of gains on sales of stocks of subsidiary in FY23

Net income (#18)

- Steady progress at 55% vs FY24 forecast of ¥240.0bn

*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

*2: "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"
See P.23 for profit attributable to deployment of surplus foreign currency funds

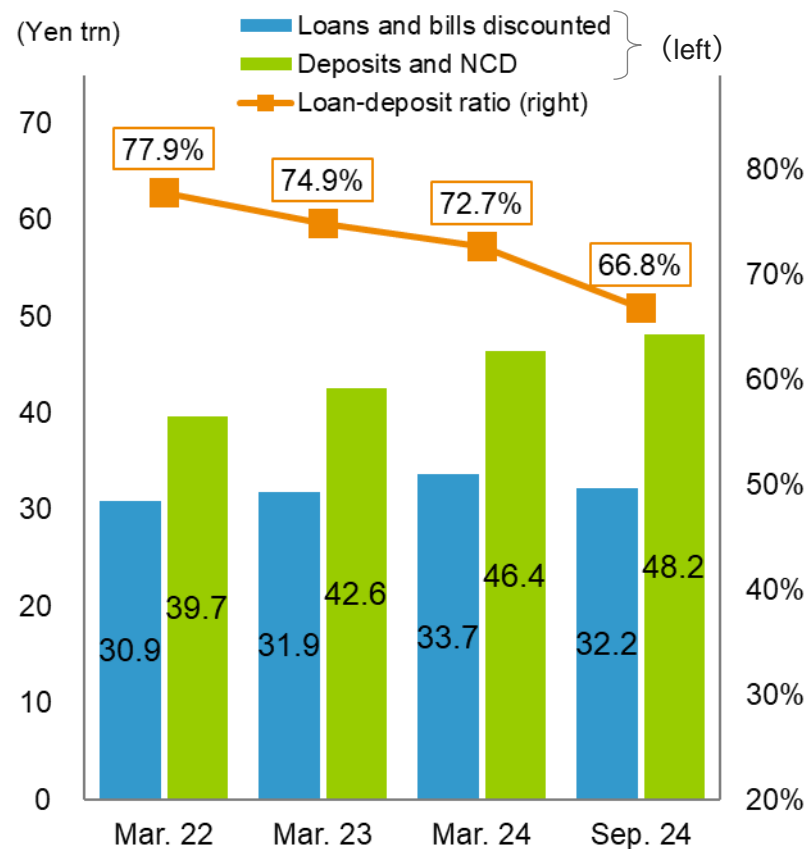
*3: Average number of common shares outstanding (excluding treasury stocks) during the period

Overview of balance sheet

	(Yen bn)	Mar. 24	Sep. 24	Change
1 Assets		75,876.9	76,949.0	1,072.1
2 Cash and due from banks		22,831.6	25,372.0	2,540.3
3 Securities		9,938.9	10,319.9	380.9
4 Loans and bills discounted		33,420.9	32,024.3	(1,396.5)
5 Other assets		9,685.4	9,232.7	(452.7)
6 Liabilities		72,739.2	73,740.6	1,001.4
7 Deposits and NCD		46,639.2	48,559.0	1,919.8
8 Borrowed money from trust account		4,327.7	3,684.9	(642.8)
9 Other liabilities		21,772.1	21,496.5	(275.5)
10 Total net assets		3,137.6	3,208.3	70.6
11 Total shareholders' equity		2,566.3	2,657.3	90.9
12 Total accumulated OCI		539.9	520.4	(19.5)
13 Minority interests, etc.		31.3	30.6	(0.7)
14 Net assets per share (BPS) (Yen)		4,316	4,419	102
15 Number of shares issued (mn shares)*		719.5	719.0	(0.5)
(Reference)				
16 Loan-deposit ratio (SuMi TRUST Bank)		72.7%	66.8%	(5.9%)
17 NPL ratio (SuMi TRUST Bank)		0.3%	0.3%	0.0%

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

Loan - deposit ratio (SuMi TRUST Bank)



Profit by group company

	(Yen bn)	1HFY23	1HFY24	Change
1 Net business profit before credit costs ^{*1}		166.3	169.5	3.2
2 o/w SuMi TRUST Bank ^{*2,4}		152.1	123.2	(28.9)
3 SuMi TRUST AM		3.3	4.1	0.8
4 Nikko AM ^{*3}		6.1	8.2	2.0
5 SuMi TRUST Realty		3.7	4.6	0.8
6 SuMi TRUST Panasonic Finance ^{*3}		4.6	5.4	0.8
7 SuMi TRUST Loan & Finance		5.7	5.8	0.0
8 Sumitomo Mitsui Trust Bank (U.S.A.)		4.9	7.5	2.6
9 Sumitomo Mitsui Trust (Hong Kong) ^{*4}		3.0	1.8	(1.2)
10 SuMi TRUST Guarantee ^{*3}		5.6	5.5	(0.0)
11 SuMi TRUST Club		0.9	0.3	(0.5)
12 UBS SuMi TRUST Wealth Management		1.9	2.2	0.3
13 Net income ^{*1}		44.0	132.8	88.7
14 o/w SuMi TRUST Bank ^{*2,4}		48.9	101.7	52.8
15 SuMi TRUST AM		2.3	2.8	0.5
16 Nikko AM ^{*3}		8.0	5.1	(2.9)
17 SuMi TRUST Realty		2.6	3.2	0.6
18 SuMi TRUST Panasonic Finance ^{*3}		2.4	3.9	1.4
19 SuMi TRUST Loan & Finance		4.0	4.0	(0.0)
20 Sumitomo Mitsui Trust Bank (U.S.A.)		3.9	5.9	2.0
21 Sumitomo Mitsui Trust (Hong Kong) ^{*4}		2.6	1.5	(1.0)
22 SuMi TRUST Guarantee ^{*3}		3.9	3.8	(0.1)
23 SuMi TRUST Club		0.3	0.1	(0.2)
24 UBS SuMi TRUST Wealth Management		1.5	1.8	0.2

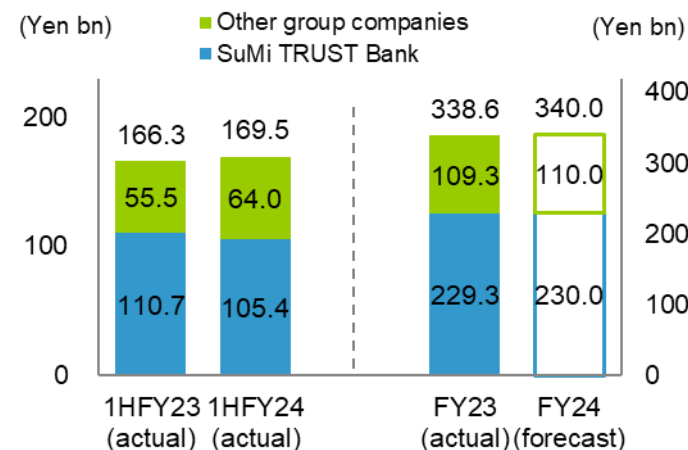
*1: Figures on the table above are contribution of group companies, which are substantive amount excluding consolidation adjustment that do not relate directly to the group companies' business results.

*2: Including dividend from group companies (1HFY23: ¥41.3bn, 1HFY24: ¥17.7bn, YoY change: ¥(23.6)bn)

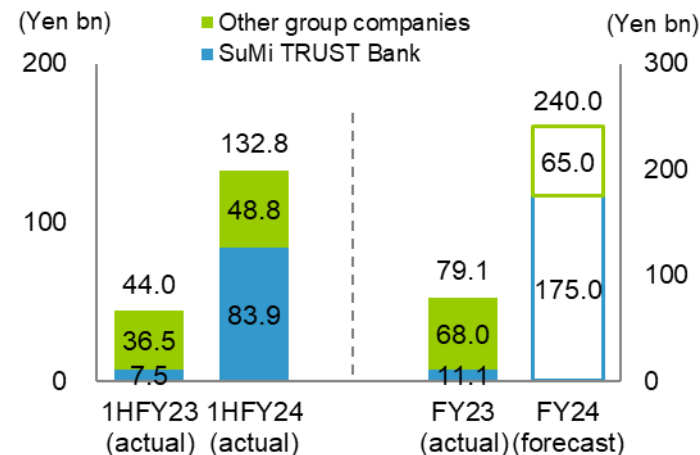
*3: Consolidated basis

*4: Reviewed profit method in FY23/4Q

Breakdown of Net business profit before credit costs^{*5}



Breakdown of Net income^{*5}



*5: On the above bar chart, SuMi TRUST Bank figures do not include dividends from subsidiaries (see *2 and P25 in details)

Profit by business segment

		1HFY23 Net business profit before credit costs ^{*1}	1HFY23		Substantial G&A expenses	1HFY24		FY24 Plan Net business profit before credit costs ^{*1}
			Substantial gross business profit ^{*1}	Change		Net business profit before credit costs ^{*1}	Change	
(Yen bn)								
1	Total	166.3	450.8	22.4	(281.2)	169.5	3.2	340.0
2	Wealth Management Business	20.9	112.5	7.4	(89.7)	22.7	1.8	40.0
3	SuMi TRUST Bank	10.6	75.6	6.3	(62.9)	12.6	2.0	22.0
4	Other group companies	10.2	36.8	1.1	(26.8)	10.0	(0.2)	18.0
5	Corporate Business	73.5	139.0	14.9	(55.3)	83.7	10.1	152.0
6	SuMi TRUST Bank	58.5	94.9	11.8	(27.6)	67.2	8.7	119.0
7	Other group companies	15.0	44.1	3.0	(27.6)	16.4	1.4	33.0
8	Investor Services Business	29.9	84.7	16.9	(42.0)	42.7	12.8	64.0
9	SuMi TRUST Bank ^{*2}	19.6	49.0	11.1	(19.2)	29.8	10.1	47.0
10	Other group companies ^{*2}	10.2	35.7	5.7	(22.7)	12.9	2.6	17.0
11	Real Estate Business	13.1	32.5	4.8	(15.7)	16.7	3.6	39.0
12	SuMi TRUST Bank	8.9	17.4	2.9	(5.7)	11.7	2.7	31.0
13	Other group companies	4.1	15.1	1.8	(10.0)	5.0	0.8	8.0
14	Global Markets Business	34.7	26.5	(17.1)	(10.1)	16.4	(18.2)	55.0
15	Asset Management Business ^{*3}	9.7	48.7	5.3	(36.0)	12.6	2.9	25.0

*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

*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)	1HFY23	1HFY24	Change
1	Net business profit before credit costs	152.1	123.2	(28.9)
2	Gross business profit	294.3	275.4	(18.8)
3	Effective interest related earnings	154.7	162.6	7.9
4	o/w Dividend from subsidiaries*1	41.3	17.7	(23.6)
5	Net fees and commissions and related profit	94.4	105.1	10.7
6	Net trading profit	23.9	6.5	(17.3)
7	Net gains on foreign exchange transactions	(8.6)	60.0	68.7
8	Net gains on foreign exchange transactions (Excluding Profit attributable to deployment of surplus foreign currency funds)	32.5	(53.5)	(86.1)
9	Net gains on bonds	(2.7)	3.1	5.8
10	Net gains from derivatives	25.1	(0.3)	(25.4)
11	General and administrative expenses	(142.1)	(152.2)	(10.0)
12	Total credit costs	(0.6)	(4.8)	(4.1)
13	Other non-recurring profit	(104.4)	21.1	125.5
14	o/w Net gains on stocks	(97.0)	31.0	128.1
15	Amortization of net actuarial losses	(2.3)	1.3	3.7
16	Ordinary profit	47.0	139.4	92.4
17	Extraordinary profit	1.0	(0.8)	(1.8)
18	Income before income taxes	48.0	138.6	90.5
19	Total income taxes	0.8	(36.9)	(37.7)
20	Net income	48.9	101.7	52.8

		1HFY23	1HFY24	Change
21	Net fees and commissions and related profit	94.4	105.1	10.7
22	o/w Investment management consulting	20.5	23.1	2.6
23	Asset management/administration	34.5	41.1	6.5
24	Real estate brokerage	10.9	13.7	2.7
25	Stock transfer agency services	12.3	14.6	2.2
26	Inheritance related services	2.1	1.9	(0.1)
27	Corporate credit related*2	23.3	17.5	(5.7)
28	Net gains on bonds	(2.7)	3.1	5.8
29	Domestic bonds	(0.0)	(1.6)	(1.6)
30	Foreign bonds	(2.7)	4.7	7.4
31	General and administrative expenses	(142.1)	(152.2)	(10.0)
32	Personnel expenses	(64.2)	(64.9)	(0.7)
33	Salaries etc.	(59.0)	(60.8)	(1.8)
34	Retirement benefit expenses	4.8	6.4	1.6
35	Others	(10.0)	(10.5)	(0.5)
36	Non-personnel expenses excluding taxes	(73.6)	(81.4)	(7.7)
37	IT system related costs	(26.8)	(32.2)	(5.3)
38	Others	(46.8)	(49.2)	(2.3)
39	Taxes other than income taxes	(4.2)	(5.8)	(1.6)

*1: Offset and eliminated as intercompany transactions on a consolidated basis

*2: Excluding the impact of a large transaction in the previous year, corporate credit related fees increased

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

[Total credit costs]		1HFY23	1HFY24	Major factors (1HFY24)	
(Yen bn)					
1	SuMi TRUST Bank	(0.6)	(4.8)	Downgraded: Approx. ¥(17.0)bn Upgraded: Approx. +¥2.0bn Decrease in loan balance, etc. (including recoveries): Approx. +¥10.0bn	
2	General allowance for loan losses	(2.1)	11.9		
3	Specific allowance for loan losses	5.3	(17.0)		
4	Recoveries of written-off claims	0.2	0.3		
5	Losses on sales of claims, written-off	(4.1)	(0.2)		
6	Other group companies, etc.	(1.0)	(1.3)	SuMi TRUST Bank (Thai) ¥(1.2)bn	As of September 2024 special loan loss provision of approx. ¥11.0bn
7	Total	(1.7)	(6.2)		

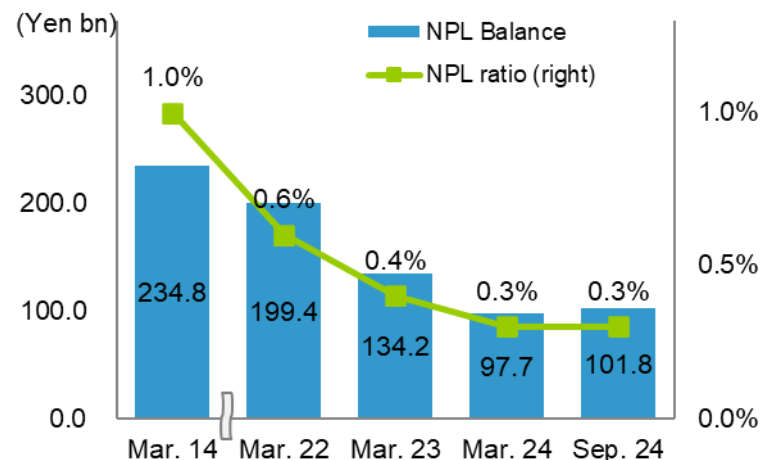
[Non-performing loans (NPLs) based on Banking Act and Reconstruction Act]

		Sep. 24	Coverage ratio ^{*1}	Allowance ratio ^{*2}	Change from Mar. 24
(Yen bn)					
8	Total	101.8	74.0%	58.7%	4.0
9	NPL ratio	0.3%	---	---	0.0%
10	Bankrupt and practically bankrupt	8.6	100.0%	100.0%	(0.3)
11	Doubtful	66.5	82.9%	73.4%	21.7
12	Substandard	26.7	43.8%	13.4%	(17.4)
13	Loans past due 3 months or more	0.2	---	---	(10.4)
14	Restructured loans	26.5	---	---	(6.9)
15	Assets to borrowers requiring caution(excluding Substandard)	384.2	---	---	(58.6)
16	Assets to normal borrowers	32,339.9	---	---	(1,512.6)
17	Grand total	32,825.9	---	---	(1,567.2)

*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

	(Yen bn)	Costs		Unrealized gains/losses	
		Sep. 24	Change from Mar. 24	Sep. 24	Change from Mar. 24
1 Available-for-sale securities		8,706.6	443.6	615.8	(65.8)
2 Japanese stocks		414.2	(29.3)	647.1	(122.6)
3 Japanese bonds		4,338.7	534.8	(16.6)	(5.2)
4 Others		3,953.6	(61.8)	(14.5)	62.0
5 Held-to-maturity securities		226.8	(36.8)	6.8	(1.3)

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

6 Available-for-sale securities		8,534.0	444.4	621.5	(66.7)
7 Japanese stocks		393.4	(27.1)	663.8	(125.1)
8 Japanese bonds		4,338.7	534.8	(16.6)	(5.2)
9 o/w Government bonds		3,596.2	548.2	(14.1)	(4.3)
10 Others		3,801.8	(63.1)	(25.5)	63.6
11 Domestic investment		104.2	(4.6)	0.8	(0.4)
12 International investment		3,068.7	(87.5)	(6.1)	44.7
13 o/w US Treasury* ²		1,751.1	(11.3)	(6.0)	42.7
14 Others (Investment trust, etc.)		628.8	29.0	(20.3)	19.4
15 o/w for hedging of strategic shareholdings* ³		295.7	(7.9)	(40.9)	26.0

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

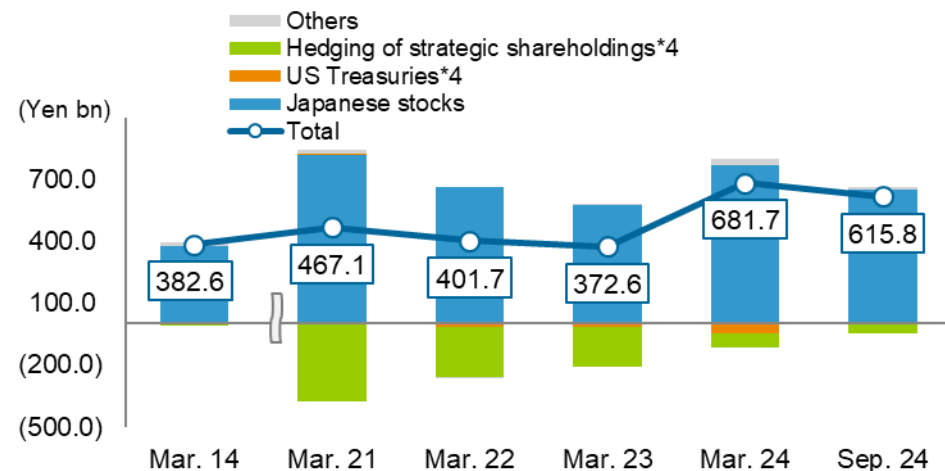
16 Held-to-maturity securities		226.8	(36.8)	6.8	(1.3)
17 o/w Government bonds		116.6	(0.1)	6.6	(1.2)
18 International investment		68.8	(33.2)	0.0	(0.0)

*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 ¥(25.3)bn

*3: TOPIX typed bear funds. Hedge ratio of strategic shareholdings: Approx. 25%

Unrealized gains/losses of AFS securities with fair value*¹



*4: SuMi TRUST Bank

Securities portfolio of Global markets*⁵

	(Yen bn)	10BPV* ⁶		Duration (years)* ⁶	
		Sep. 24	Change from Mar. 24	Sep. 24	Change from Mar. 24
19 JPY		8.2	(0.5)	2.0	(0.5)
20 Others* ⁷		4.2	(0.4)	2.3	(0.1)

*5: Managerial reporting basis; "HTM securities" and "AFS securities" are combined

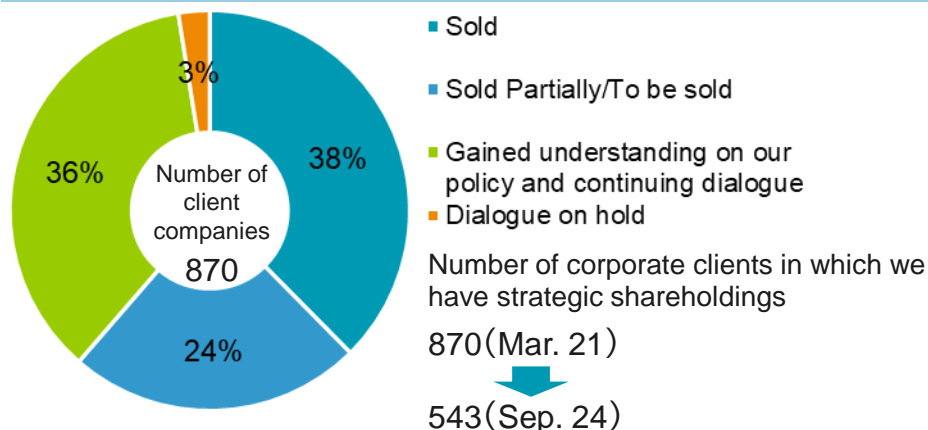
*6: In the calculation of 10BPV and duration, investment balance hedging transactions were excluded

*7: total of securities denominated in USD, EUR and GBP

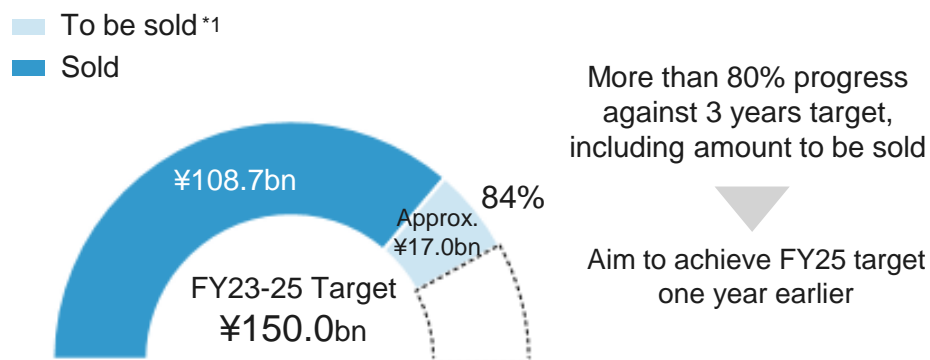
Reduction of strategic shareholdings

- Reduced ¥29.3bn (cost basis) in 1H FY24, larger than the result in 1H FY23
- 84% progress against the 3 year reduction target (¥150.0bn in cost basis), including the amount to be sold in FY24. Aim to achieve the target ahead of schedule by the end of FY24

Dialogue with clients

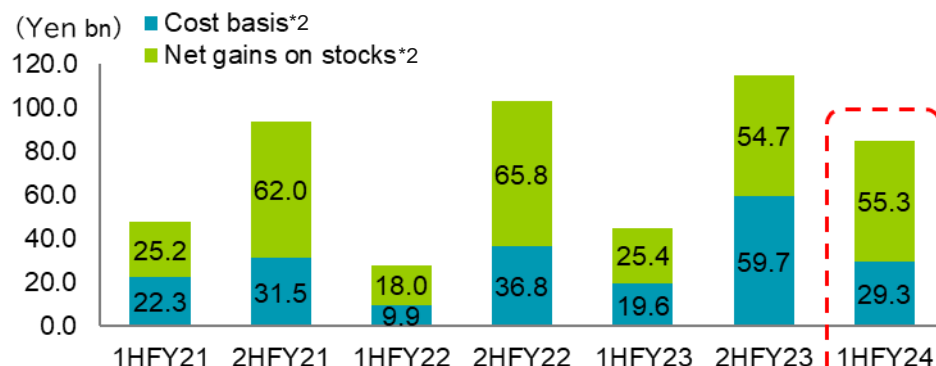


Amount sold/ to be sold (cost basis) (consolidated basis)



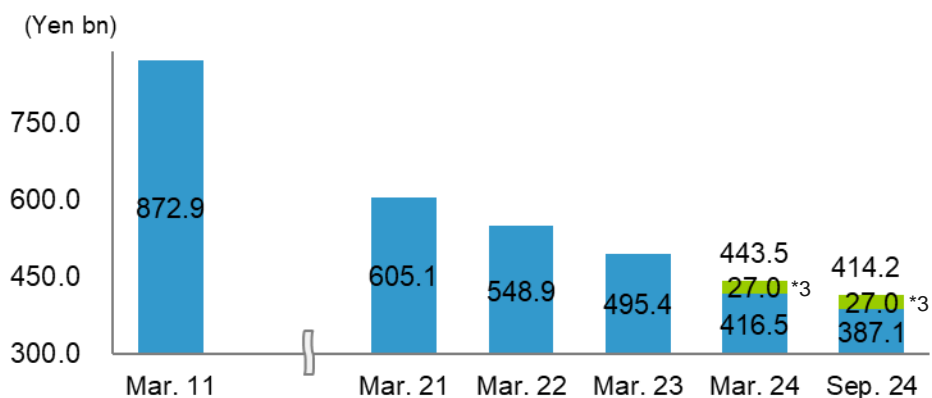
*1: Amount to be sold in FY24

Reduction (consolidated basis)



*2: Excluding sold and repurchased shares in FY23/2Q (Net gains on stocks: approx. ¥28bn)

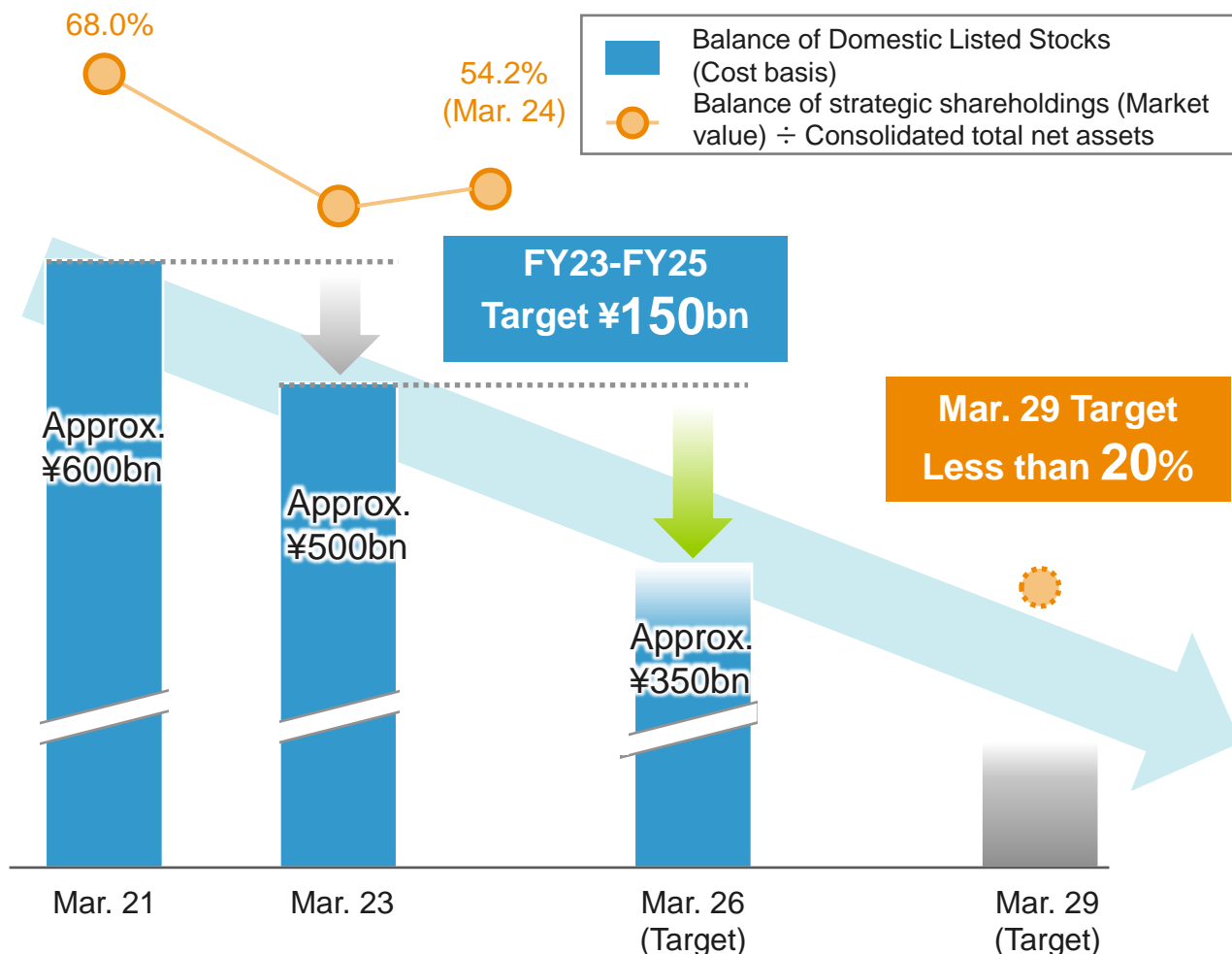
Cost basis balance of strategic shareholdings (consolidated basis)



*3: Sold and repurchased shares in FY23/2Q

Basic policy and Targets for the Reduction of strategic shareholdings

- Continue persistent dialogue based on the long- term relationship of trust with clients. Accelerate reduction to achieve the target of cost basis as soon as possible
- Reduce balance of strategic shareholdings (market value) vs consolidated total net assets to less than 20% by Mar. 29



Basic Policy

We shall not hold any “strategic shareholding as a conventional stable shareholder.”

Target

Cost Basis

3 year (FY23-FY25) reduction target: cumulative total of ¥150bn

Target

Market value vs total net assets

NEW

Aim to achieve market value vs total net assets ratio of less than 20% by the end of March 2029 (including deemed shares)

Proxy voting

- Exercised voting rights according to voting rights guidelines for strategic shareholdings at SuMi TRUST Bank since Jun. 2022
- Emphasize pre-engagement activities that lead to enhance corporate value for investors
- Ratio of against at proposals from companies (since AGM of Jul. 2023 to Jun. 2024)
 1.7%: company base (YoY 0.9pt increase)
 0.4%: proposal base (YoY 0.1pt increase)

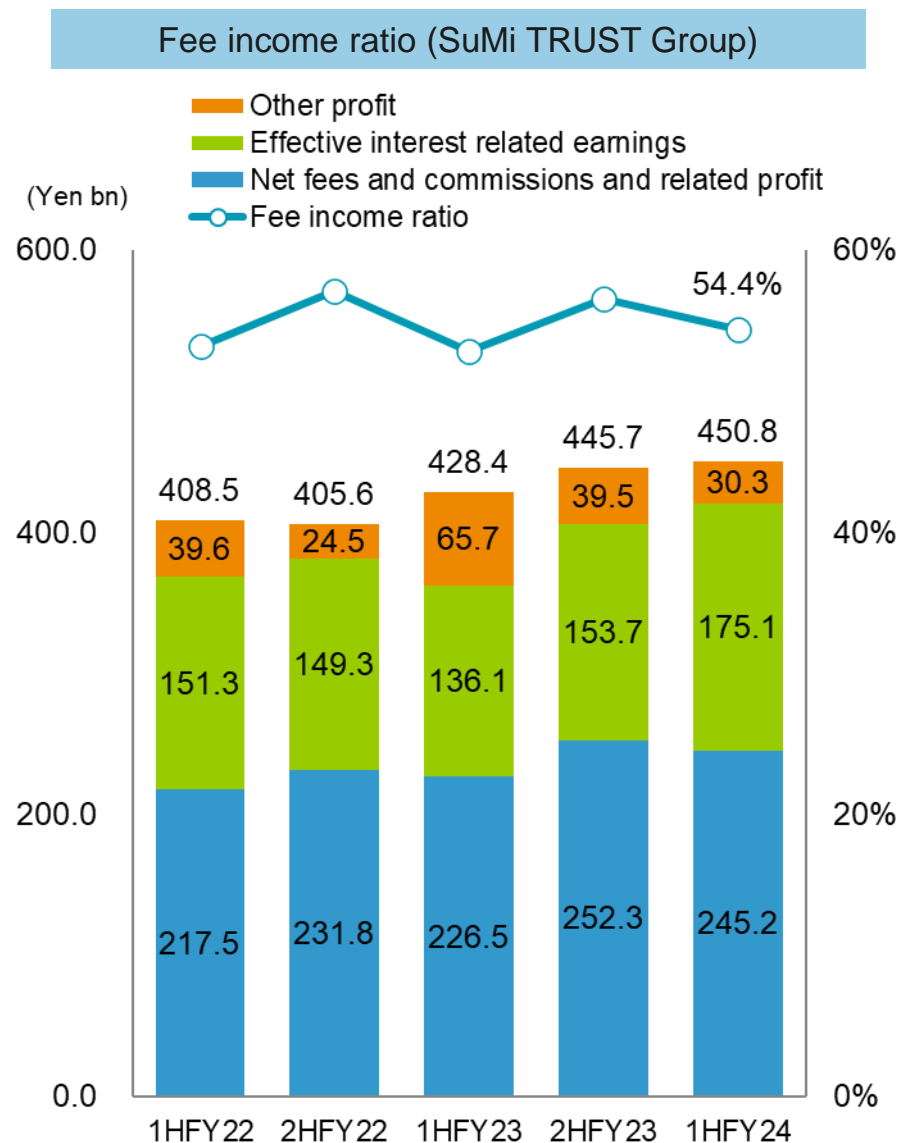
Net fees and commissions and related profit

		SuMi TRUST Bank		SuMi TRUST Group*1	
		1HFY24	Change from 1HFY23	1HFY24	Change from 1HFY23
(Yen bn)					
1	Net fees and commissions and related profit	105.1	10.7	245.2	18.7
2	Investment trust and insurance sales	23.1	2.6	23.1	2.6
3	Card	-	-	20.9	0.3
4	Asset management / administration	41.1	6.5	113.3	10.7
5	Profit ^{*2}	61.7	7.3	128.3	10.7
6	Fees paid out for outsourcing ^{*2}	(20.6)	(0.7)	(15.0)	0.0
7	Stock transfer agency services	14.6	2.2	28.1	3.2
8	Profit	23.3	2.7	28.1	3.2
9	Fees paid out for outsourcing	(8.7)	(0.5)	-	-
10	Real estate	17.4	3.0	32.5	4.9
11	Others (Loan arrangement fees, etc.)	8.8	(3.6)	27.0	(3.1)
12	Fee income ratio ^{*3}	38.2%	6.1%	54.4%	1.5%

*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



Fee business: Invest management consulting

- Income total increased by ¥2.6bn YoY to ¥23.1bn. Steady increase in administration fees as balance grow
- Balance total increased by ¥186.3bn from Mar. 2024 to ¥8.9trn, mainly due to inflow of funds exceeding market value decline

Income from marketing of investment products

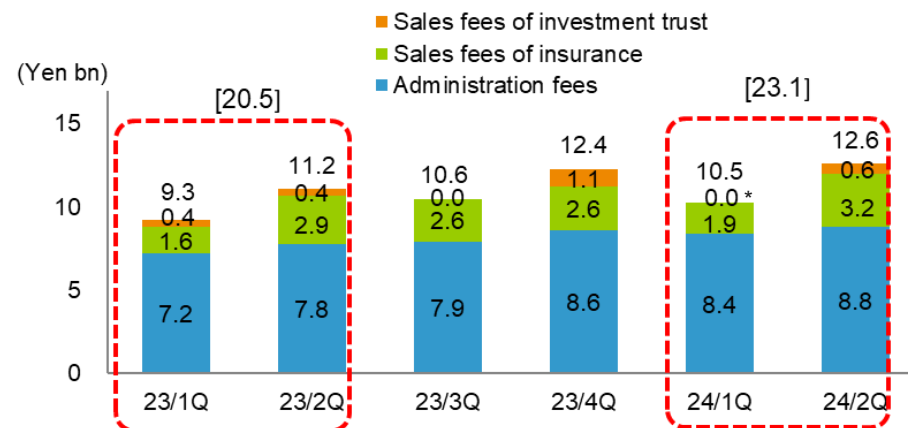
	(Yen bn)	1H FY23	1H FY24	Change
1 Income total		20.5	23.1	2.6
2 Sales fees of investment trust		0.8	0.6	(0.2)
3 Sales fees of insurance		4.6	5.2	0.5
4 Administration fees		15.0	17.2	2.2

Sales volume / balance

	(Yen bn)	1H FY23	1H FY24	Change
5 Sales volume total		661.6	823.2	161.5
6 Investment trust		383.7	497.8	114.0
7 Fund wrap, SMA		117.6	151.2	33.6
8 Insurance		160.2	174.1	13.8

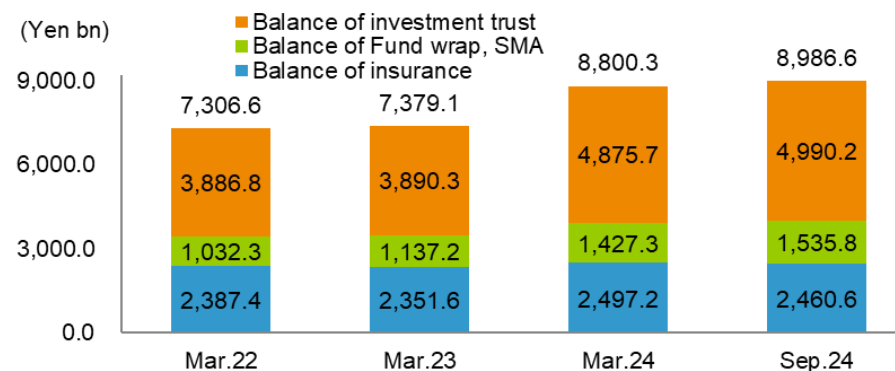
	(Yen bn)	Mar. 24	Sep. 24	Change
9 Balance total		8,800.3	8,986.6	186.3
10 Investment trust		4,875.7	4,990.2	114.5
11 Fund wrap, SMA		1,427.3	1,535.8	108.4
12 Insurance		2,497.2	2,460.6	(36.6)

Income from marketing (quarterly)



*: Including impact of increased use of cash-back campaigns by New NISA

Balance



Fee business: Real estate

- Corporate real estate brokerage: Increased by ¥2.7bn YoY to ¥13.7bn, mainly due to an increase in the number of transactions driven by improvement of market conditions
- Retail real estate brokerage: Increased by ¥1.8bn YoY to ¥14.1bn by maintaining strong performance. Record highest income for a half-year period

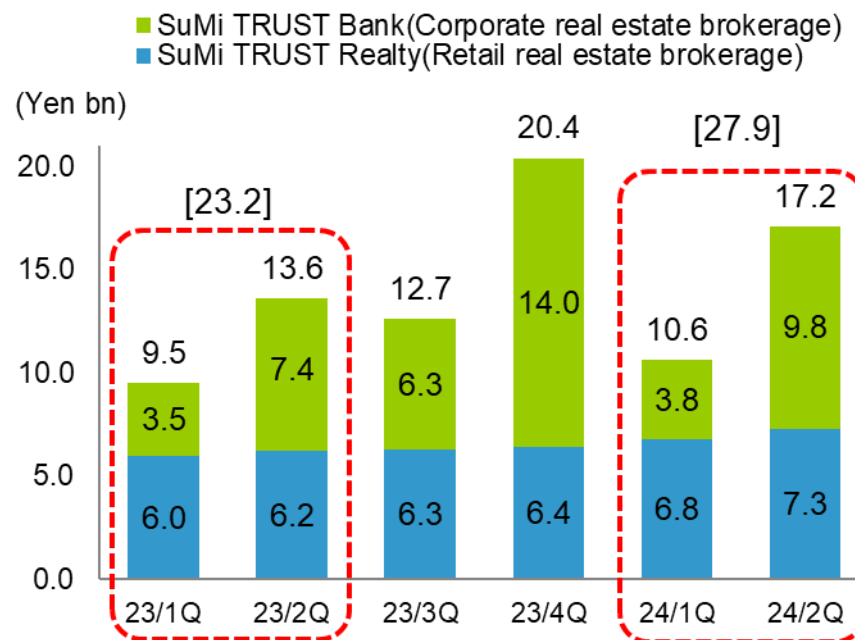
Income (group base)

	(Yen bn)	1HFY23	1HFY24	Change
1 Real estate brokerage fees		23.2	27.9	4.6
2 SuMi TRUST Bank		10.9	13.7	2.7
3 SuMi TRUST Realty		12.3	14.1	1.8
4 Real estate trust fees, etc.		3.4	3.7	0.2
5 Net other real estate profit		0.9	0.9	(0.0)
6 SuMi TRUST Bank		0.0	(0.0)	(0.0)
7 Group companies		0.9	0.9	0.0
8 Total		27.6	32.5	4.8
9 o/w SuMi TRUST Bank		14.4	17.4	2.9

Assets under management / administration

	(Yen bn)	Mar. 24	Sep. 24	Change
10 Securitized real estate		27,309.2	28,253.8	944.5
11 Assets under custody from J-REITs		18,163.7	18,278.1	114.4
12 Assets under management		801.5	793.8	(7.7)
13 Private placement funds		511.0	502.7	(8.3)
14 J-REITs		290.5	291.1	0.5

Real estate brokerage fees (quarterly)



Fee business: Asset management/administration

- AUM decreased by ¥3.2trn from Mar. 2024 to ¥137.0trn, mainly due to the decline in market value and rebalance of major clients
- Both domestic and overseas AUC increased due to the steady accumulation of transactions while declining in market value

Assets under management (AUM)

	(Yen trn)	Mar. 24	Sep. 24	Change
1 Assets under management		140.2	137.0	(3.2)
2 SuMi TRUST Bank ^{*1}		9.7	10.2	0.5
3 Private asset ^{*2}		7.4	7.7	0.2
4 SuMi TRUST AM		94.2	91.5	(2.6)
5 Nikko AM		36.3	35.1	(1.1)

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

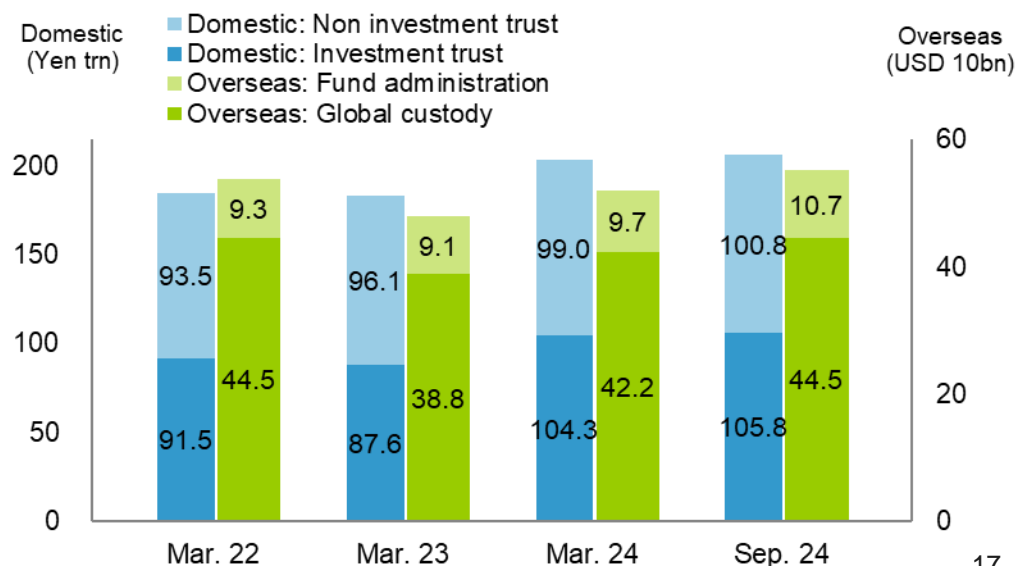
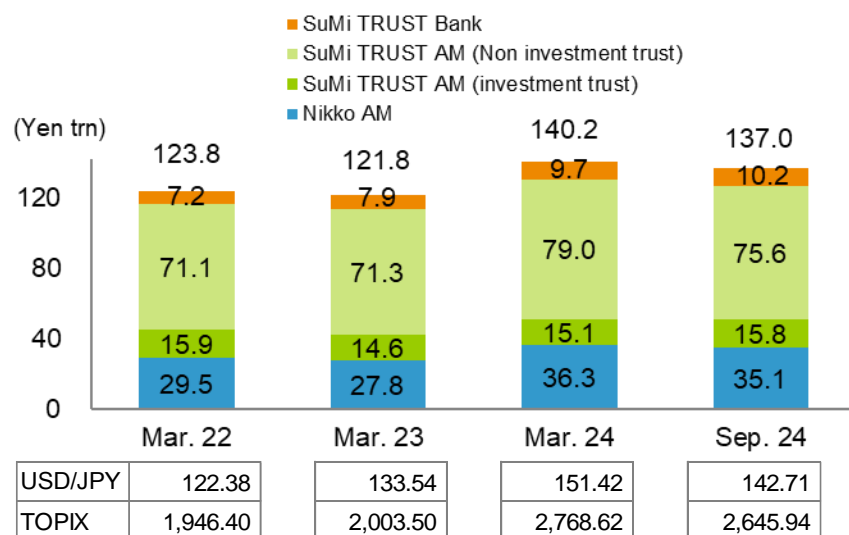
*2: AUM of Sumitomo Mitsui Trust Real Estate Investment Management are added from 24/2Q and the past figures are reflected in this slide.

Assets under custody/administration (AUC)

	(Yen trn)	Mar. 24	Sep. 24	Change
[Domestic]				
6 Investment trust ^{*3}		104.3	105.8	1.4
7 Non investment trust ^{*3}		99.0	100.8	1.8
[Overseas]	(USD 10bn)			
8 Global custody ^{*4}		42.2	44.5	2.2
9 Fund administration		9.7	10.7	1.0

*3: Entrusted balance of SuMi TRUST Bank

*4: 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 and balance keep decline trend. Continued to focus on loan profitability in FY24
- Corporate: Continue to shift to highly profitable product related lending while controlling loan total balance

Individual clients

	(Yen bn)	1HFY23	1HFY24	Change
1 Annual amount of new loans to individuals		374.4	348.8	(25.6)
2 Mortgage loans		340.9	298.6	(42.2)

	(Yen bn)	Mar. 24	Sep. 24	Change
3 Outstanding of individual loans		11,040.6	10,970.8	(69.8)
4 Mortgage loans		10,390.2	10,310.9	(79.2)

Corporate clients

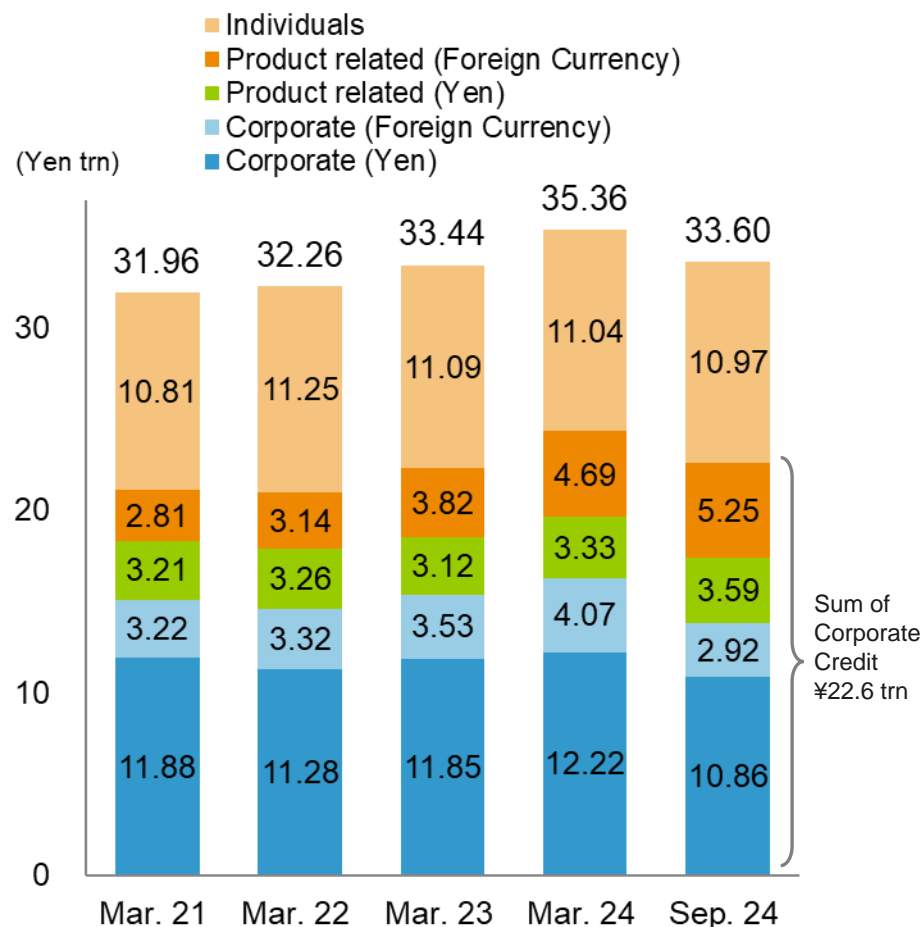
	(Yen bn)	Mar. 24	Sep. 24	Change ^{*2,3}
5 Corporate lending (Yen)		12,222.2	10,861.2	(1,360.9)
6 Corporate lending (Foreign Currency)		4,070.2	2,923.7	(1,146.5)
7 Product related (Yen)		3,332.1	3,595.4	263.3
8 Product related (Foreign Currency)		4,698.3	5,257.6	559.3
9 Total balance of credit for corporates ^{*1}		24,322.9	22,638.1	(1,684.8)
10 Product related		8,030.4	8,853.1	822.6

*1: Balance of equity investment(excluding strategic shareholdings) is approx. ¥589.0bn on Sep. 24

*2: Impact of foreign exchange: Corporate lending (Foreign Currency) approx. ¥(150.0)bn,
Product related (Foreign Currency) approx. ¥(270.0)bn

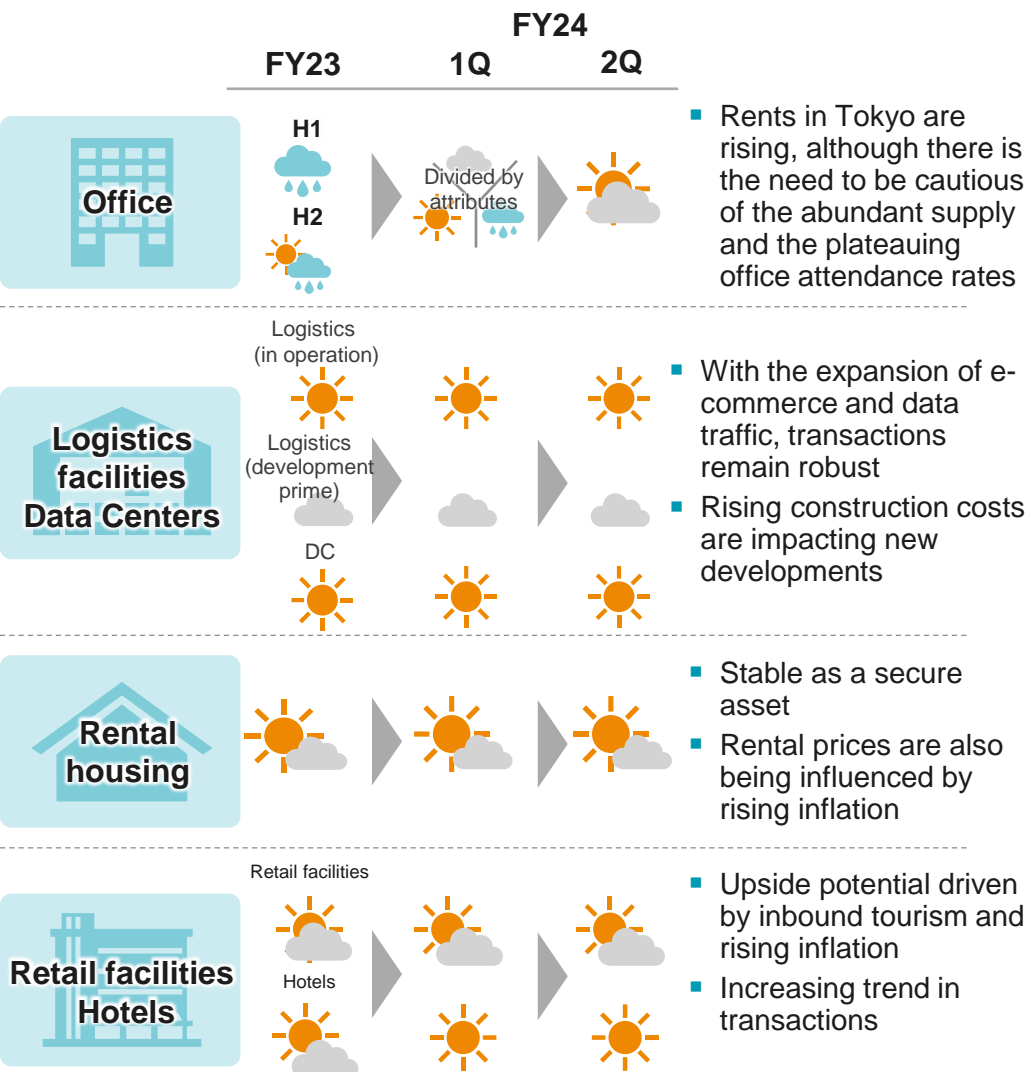
*3: Impact of reclassification (from Corporate lending to Product related):
approx. ¥390.0bn (Yen), ¥680.0bn (Foreign Currency)

Credit portfolio balance



(Reference) Real Estate Brokerage Market Trends

Trends by type of asset



Trends by client type

Corporations



- Increasing number of companies prioritize capital efficiency
 - ➔ Movement towards reassessing assets owned
- Reevaluating the role of headquarters in contributing to corporate branding, talent acquisition, and well-being
 - ➔ Positive momentum in proactive headquarter relocations

Overseas investors



- Abundant dry powder
 - ➔ Influx of investment funds into the Japanese market, with its low interest rates and minimal geopolitical risks
- Signs of renewed office investment activity

Domestic investors



- Investment demand for prime real estate is firm
- Strong needs for diversification, and small and collective investments

Individuals



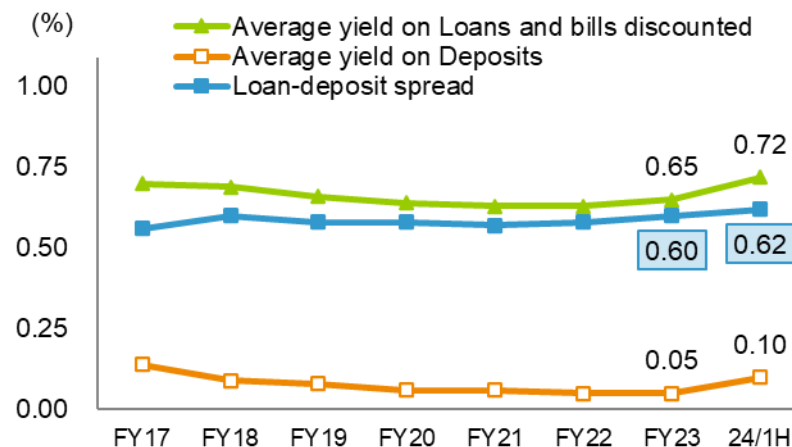
- Demand for home purchase remains strong, despite gradual hiking of interest rates
- Demand for income-generating properties among HNW continues to be robust

(Reference) Effective interest related earnings (SuMi TRUST Bank)

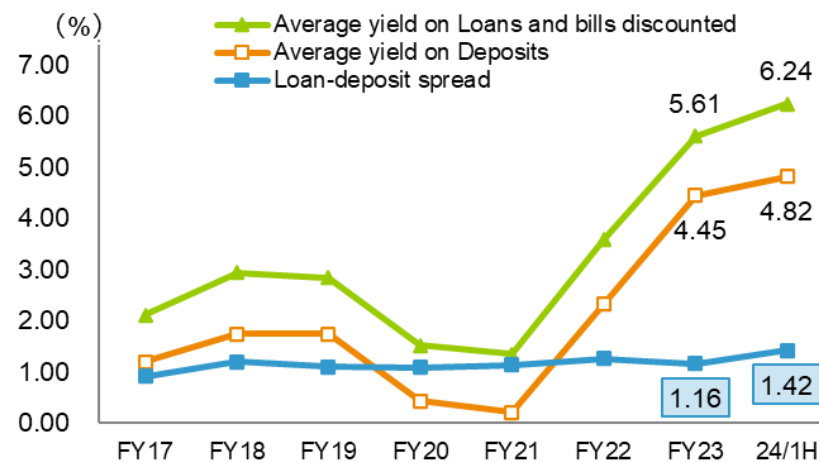
		1HFY24					
(Average balance: Yen trn) (Income/Expenses: Yen bn)		Average Balance	Change from 1HFY23	Average Yield	Change from 1HFY23	Income/ Expenses	Change from 1HFY23
1	Effective interest related earnings					162.6	7.9
2	Domestic business					111.9	(8.2)
3	Interest-earning assets	51.59	3.51	0.55%	(0.03%)	142.8	2.7
4	o/w Loans and bills discounted	25.04	0.16	0.72%	0.09%	91.2	11.6
5	Securities	4.80	0.97	1.52%	(1.45%)	36.7	(20.2)
6	Interest-bearing liabilities	51.27	3.90	0.15%	0.03%	(39.6)	(9.0)
7	o/w Deposits	30.18	1.06	0.10%	0.05%	(16.2)	(8.3)
8	Borrowings from trust a/c	3.90	(0.64)	0.46%	(0.01%)	(9.1)	1.6
9	Swaps	---	---	---	---	(0.3)	4.4
10	Trust fees from principal guaranteed trust a/c					8.7	(2.0)
11	International business					50.7	16.2
12	Interest-earning assets	21.44	3.46	3.92%	(0.09%)	421.6	61.2
13	o/w Loans and bills discounted	7.73	0.11	6.24%	0.81%	242.0	35.0
14	Due from banks	2.04	(0.58)	5.37%	0.55%	55.0	(8.4)
15	Securities	4.56	1.20	4.67%	0.35%	107.1	34.4
16	Interest-bearing liabilities	20.49	2.55	5.85%	0.49%	(601.1)	(120.1)
17	o/w Deposits	6.86	(0.03)	4.82%	0.48%	(166.1)	(15.9)
18	NCD / USCP	8.74	1.27	5.63%	0.68%	(247.0)	(62.0)
19	Repo	2.28	1.15	5.48%	0.15%	(62.6)	(32.4)
20	Expenses on swaps	---	---	---	---	(72.6)	(0.4)
21	Profit attributable to deployment of surplus foreign currency funds					230.2	75.1
22	Loan-deposit spread / income in domestic business			0.62%	0.04%	75.0	3.3
23	Loan-deposit spread / income in international business			1.42%	0.33%	75.9	19.1

*: Changes from 1HFY23 in "Effective interest related earnings" excluding dividend from subsidiaries: ¥31.6bn
 "Securities" include dividend from subsidiaries (1HFY23: ¥41.3bn, 1HFY24: ¥17.7bn, YoY change: ¥(23.6)bn).
 Dividend from subsidiaries is offset and eliminated as intercompany transactions on a consolidated basis

Domestic loan-deposit spread (YoY)



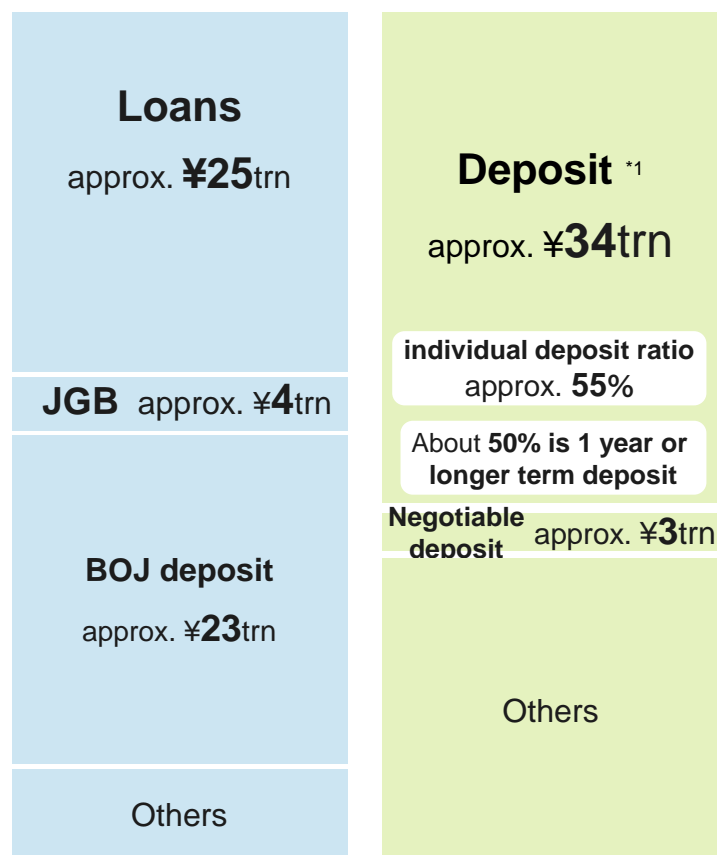
International loan-deposit spread (YoY)



(Reference) Status of JPY balance sheet (SuMi TRUST Bank)

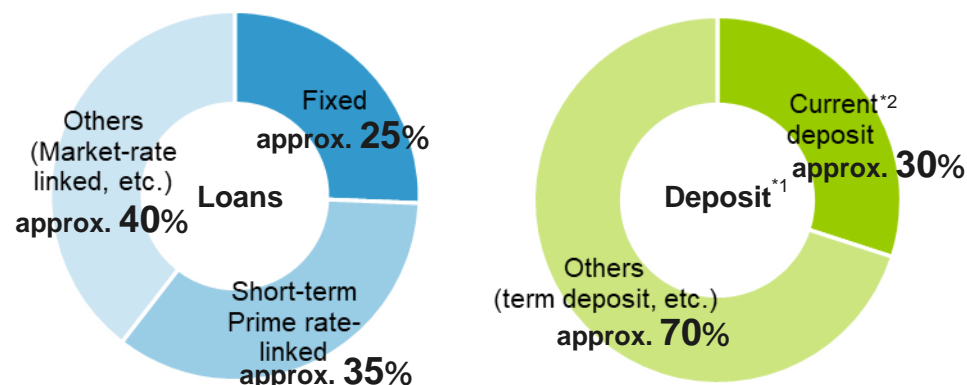
- Stable funding structure mainly based on term deposits from individual clients
- Increased net interest income when interest rates hike. Could be further increase in income from increased investments in securities, depending on market conditions

JPY denominated balance sheet (as of Sep. 24)



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

Breakdown of Loans and Deposits (as of Sep. 24)



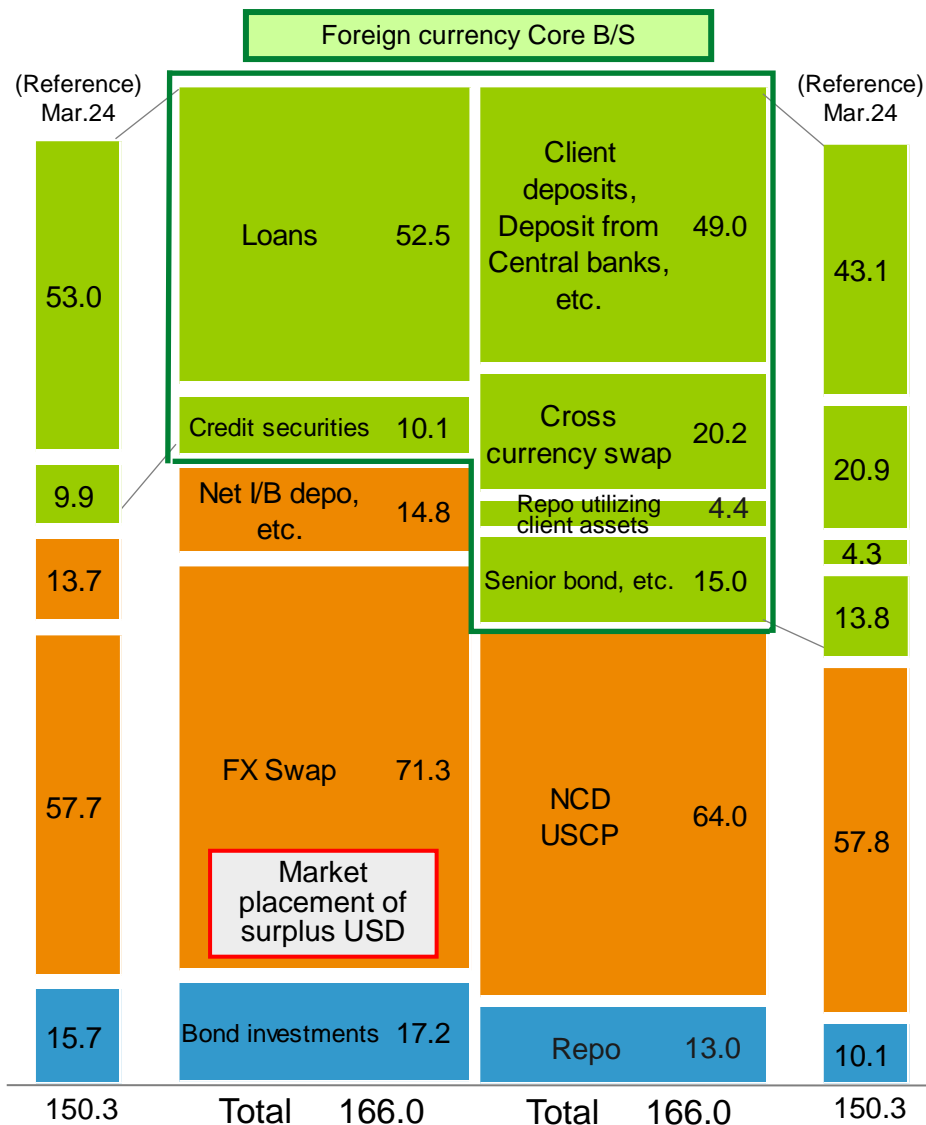
Impact of interest rate hike (estimate. As of November, 2024)

	BOJ policy change in Mar. 24 & Jul. 24 (FY24 impact over FY23)	Additional interest rate hike scenario (FY25 impact over FY24)
impact (net business profit)	+ approx. ¥20bn or above	+ approx. ¥15bn /year or above
breakdown/ premise	<ul style="list-style-type: none"> Client loan and deposit related + approx. ¥12bn <ul style="list-style-type: none"> Individual + approx. ¥7bn Corporate + approx. ¥5bn ALM related + approx. ¥8bn or above 	<ul style="list-style-type: none"> Premise: Policy rate increases from 25bp to 50bp in FY25 Mainly client deposit impacts

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

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

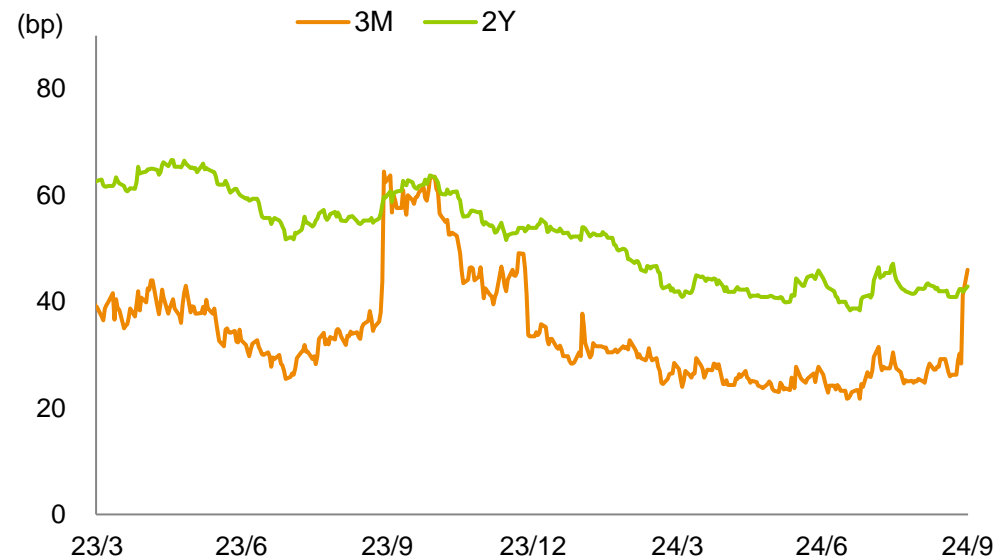
Foreign currency B/S (as of Sep. 24) (USD bn)



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.

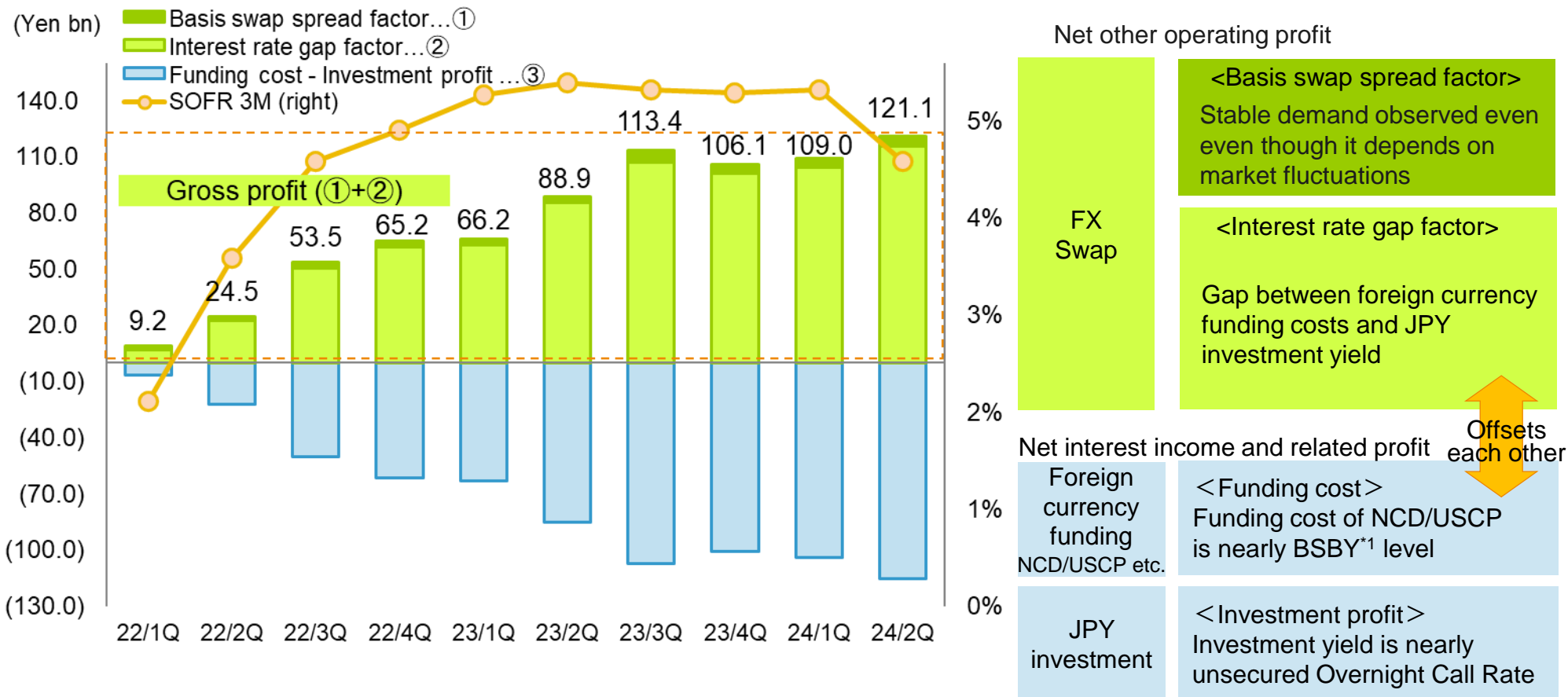
Basis swap spread (*) (USD/JPY)



*: Basis swap spread with SOFR and TONA as the indexes

(Reference) 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 largely offset by USD funding costs
- Increased gross funding costs and investment profits due to expand in transaction volume. Net profit increased YoY



*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.

Capital

- Common Equity Tier 1 (CET1) ratio:11.90%. Up 0.55 ppt from Mar. 24 mainly due to increase in capital through profit accumulation and decrease in credit risk assets. CET1 capital ratio on finalized Basel III (fully phased basis): 10.9% also up 0.7 ppt from Mar. 24
- Both Leverage ratio and Liquidity coverage ratio maintained levels well in excess of regulatory requirements

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

	(Yen bn)	Mar. 24	Sep. 24	Change
1 Total capital ratio		13.64%	14.49%	0.85%
2 Tier 1 capital ratio		12.55%	13.14%	0.59%
3 Common Equity Tier 1 capital ratio		11.35%	11.90%	0.55%
4 Total capital		3,238.9	3,313.6	74.7
5 Tier 1 capital		2,978.8	3,006.8	27.9
6 Common Equity Tier 1 capital		2,694.3	2,721.8	27.4
7 Instruments and reserves		3,067.5	3,126.2	58.7
8 Accumulated other comprehensive income ²		539.9	520.4	(19.5)
9 Regulatory adjustments		(373.1)	(404.4)	(31.2)
10 Additional Tier 1 capital		284.4	284.9	0.4
11 Tier 2 capital		260.0	306.8	46.7
12 Total risk-weighted assets		23,731.0	22,867.3	(863.6)
13 Credit risk		21,372.3	20,323.4	(1,048.8)
14 Market risk		1,006.2	1,032.4	26.1
15 Operational risk		1,352.4	1,511.5	159.0
16 Floor adjustment		-	-	-

*1: Implemented finalized Basel III from Mar.24

*2: Valuation differences on Available-for-Sale Securities (Sep. 2024): ¥440.5bn
(Change from Mar. 2024: ¥(37.1)bn)

*3: Average figures in 2QFY2024. "Change from Mar. 24" represents the comparison to figure for 4QFY2023 calculated in the same manner

<Major factors of change in capital adequacy ratios>

[Capital]

(1) Common Equity Tier 1 capital: +¥27.4bn

- Net income: +¥132.8bn
- Valuation differences on AFS (considering valuation differences on hedging items): ¥(55.0)bn
- Dividend: ¥(52.2)bn

[Risk-weighted assets]

(2) Credit Risk: ¥(1,048.8)bn

- Decrease in foreign currency-denominated assets due to JPY appreciation: approx.¥(500.0)bn
- Decrease of corporate credit (excluding impact of foreign currency): approx.¥(400.0)bn

<Other ratios required in prudential regulations (consolidated)>

	(Yen bn)	Sep. 24	Change from Mar. 24
17 Leverage ratio ^{*1}		5.43%	0.18%
18 Including due from the Bank of Japan		3.85%	(0.02%)
19 Tier 1 capital		3,006.8	27.9
20 Total exposure		55,332.3	(1,320.8)
21 Including due from the Bank of Japan		78,006.5	1,068.7
22 Liquidity coverage ratio ^{*3}		161.8%	(8.7%)
23 Total high-quality liquid assets		23,940.5	2,700.8
24 Net cash outflows		14,792.0	2,336.3

(Repost) 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%

	(Yen bn)	FY23 Actual	FY24 Forecast	Change from FY23
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】

- (1) 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
- (2) 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
- (3) 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